

1 *Transcript of Prospective Bidder Webinar*
2 *for the CPA Consulting Engineer RFP*

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4 The following webinar took place on July 27, 2020 from 1:00 PM – 2:00 PM.
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6 **CHRIS STEPHENS:** Welcome everyone to the Clean Power Alliance (“CPA”) webinar for the
7 Consulting Engineer Request for Proposal (“RFP”). We are glad to have folks on the line and we
8 appreciate your interest and participation in this webinar today. We want to make sure that this is
9 a helpful experience for each of you as you prepare your responses for the RFP.
10

11 Before we dive into the presentation, we are going to walk through some housekeeping, introduce
12 the CPA team here on the call today, and also give you some time at the end of the presentation
13 to ask some questions.
14

15 First, I'd like to remind everyone attending today's webinar that this is not a listen-only webinar.
16 Please ensure that your phones are muted. The same goes for your webcam or video.
17

18 All questions received during the webinar must be sent to the organizer in the chat window. Do
19 not send your questions to the open chat window as everyone attending will see your name.
20

21 To access the chat window, locate the GoToWebinar Dashboard on your desktop. There are a
22 few dropdowns in the GoToWebinar list such as Webcam, Audio, and Dashboard. All the way at
23 the bottom of the list is the dropdown for "Chat." If the chat window is minimized, please click
24 the little arrow to the left of the word "Chat" so that the chat box is available for typing in your
25 questions.
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1 The default for this chat box is "All - Entire Audience" chat. Do not submit questions there.
2 Please use the "To:" dropdown to change the recipient to "Send questions to Staff." I will take
3 note of your questions and we will field them during the webinar.

4

5 If you don't feel comfortable asking questions here at the webinar, you can always send us an
6 email with your questions to contracting@cleanpoweralliance.org.

7

8 There are four of us on the line today from CPA. My name is Christopher Stephens. I am the
9 non-energy contracting manager at CPA. Can the other CPA staff on this call please introduce
10 themselves?

11

12 **TYLER AGUIRRE:** This is Tyler Aguirre and I am the CPA's Customer Programs Manager.

13

14 **NATASHA KEEFER:** I am Natasha Keefer, CPA's Director of Power Planning and
15 Procurement.

16

17 **MATT LANGER:** I'm Matt Langer, CPA's Chief Operating Officer.

18

19 **CHRIS STEPHENS:** Great. Now I am going to turn it over to talk about the CPA's
20 background.

21

22 **TYLER AGUIRRE:** CPA is a Community Choice Aggregation ("CCA") program, established
23 as a Joint Powers Authority made up of 32 local agencies across Los Angeles and Ventura
24 Counties. Our 32 member agencies are actually 30 incorporated cities between the two counties
25 as well as the unincorporated areas of the Los Angeles and Ventura counties.

26

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1 CPA began offering retail electric services in February 2018. Today, CPA is the fifth largest
2 Load Serving Entity (LSE) in California and the largest CCA in the nation serving 11,600 GWh
3 of annual load across 1 million customer accounts in SoCal.

4
5 CPA competes with Southern California Edison Company (“SCE”) as well as Direct Access
6 energy providers for retail customers within CPA territory. Some additional clarification for
7 those on the call that may not be familiar with how CCA’s operate: CPA’s customers remain
8 SCE customers for transmission and distributions services. So, CPA customers continue to pay
9 SCE for the transmission and distribution costs associated with their energy usage. There is also
10 a generation component on a customer’s bill and that customer pays CPA for the retail
11 generation costs.

12
13 Next, we wanted to share a visual slide showing CPA’s service territory. You can see the
14 geographic layout of our member agencies across the Los Angeles and Ventura Counties and
15 notice that they are not geographically contiguous, but encompass a good portion of those
16 counties.

17
18 Next, we are going to provide background on what spurred this RFP: CPA’s Critical Facility
19 Resiliency Program. CPA is developing a program in which it will provide a BTM solar plus
20 storage system or a standalone battery storage system to each of its 32 member agencies. The
21 systems will provide islanded or non-islanded backup power for critical community facilities
22 during outages and provide CPA with energy and capacity value during normal operation. This
23 RFP is intended to produce a Site Inventory & Assessment to inform bids in later solicitations for
24 the construction of these systems.

25
26 Through this program, CPA intends to: (i) achieve greater resiliency for CPA member agencies,
27 (ii) provide continuity of critical services for CPA customers during times of emergency outages,
28 (iii) reduce local emissions associated with traditional forms of backup power, and (iv) reduce

1 GHG intensive, high priced wholesale energy purchases during normal operations. These clean
2 backup power systems will be utilized during PSPS and other kind of emergencies or natural
3 disasters, and during the rest of the year CPA will use these systems to generate value in the
4 wholesale market.

5

6 For a more detailed overview of the RFP, CPA is seeking proposals from qualified and
7 experienced individuals or firms to develop a comprehensive inventory and technical assessment
8 of the most suitable site in each of CPA's 32 member jurisdictions for development of BTM
9 solar paired or standalone battery storage backup power systems. The selected proposer will also
10 provide as-needed solicitation support for the upcoming Construction Solicitation(s) that CPA
11 intends to run in early 2021 for EPC services for installation of these systems. Please note that
12 the selected proposer will not be eligible to submit bids in future CPA Construction Solicitations
13 affiliated with this RFP.

14

15 CPA envisions the development of the Site Inventory & Assessment to be a highly collaborative
16 process between CPA staff, member agencies, and the selected proposer. The contemplated sites
17 in each jurisdiction will likely include facilities such as libraries, community centers, municipal
18 yards, or other administrative buildings that provide critical community services during power
19 outages.

20

21 For Site-Inventory, at a high-level, our member agencies will provide a shortlist of 5-10 potential
22 sites. The selected proposer will then work with CPA and member agencies to narrow down
23 short-listed sites in each jurisdiction to just one chosen site per jurisdiction. In this portion of the
24 work, tasks may include: (i) Assisting CPA in developing shortlist criteria and ranking of
25 shortlisted sites, (ii) Interviews with member agency staff, and (iii) Working with CPA to define
26 criteria like "critical facility" for purposes of site selection.

27

28

1 The next portion of the work will include a detailed assessment of sites. At a high-level, the
2 selected proposer will conduct a detailed technical and qualitative assessment of each of the 32
3 chosen sites for solar PV paired or standalone storage development. So, we expect that this
4 detailed assessment will describe, among other things, selected site for each agency, the critical
5 nature of the site, the identified site loads and duration for backup, operational needs of those
6 sites during emergencies/outages, installation readiness, and peak load shifting potential. In this
7 portion of the work, tasks may include: (i) a detailed inventory and assessment of one chosen site
8 in each jurisdiction, to be delivered to CPA by January 2021.

9

10 The scope of services identified in this RFP also consists of As-Needed construction solicitation
11 support. The selected proposer will act as consulting engineer in evaluating bids received in
12 CPA's Construction Solicitation(s) to develop the sites defined in the Site Inventory &
13 Assessment. In this portion of the work, tasks may include: (i) Providing input on technical
14 parameters of the solicitation(s), (ii) Assisting with potential questions regarding the
15 solicitation(s), (iii) Reviewing submissions to solicitation(s), (iv) Participating in interviews with
16 shortlisted Proposers.

17

18 Now I am going to hand it back to Chris Stephens who will talk through the more procedural
19 components of the RFP.

20

21 **CHRIS STEPHENS:** Right, so the information contained on the next few slides is taken
22 directly from the RFP. So, I'm not going to go over everything on these slides. If you have
23 questions about the RFP, please send an email to contracting@cleanpoweralliance.org.

24

25 I do want to touch upon some of the more important details for potential proposers to consider
26 when preparing their bids. The term of work Services are expected to commence on September
27 3, 2020 and continue until September 30, 2021. What we are looking for is a proposer that has
28 applicable qualifications and experience utilizing electricity usage data in various formats to

1 determine a site's load shifting potential with solar generation and battery energy
2 storage. Further, the proposer must have experience with utility data analysis software such as
3 Energy Toolbase or Energy Acuity. I also felt it was important to highlight that the Proposer's
4 project team must include a California Licensed Professional Engineer. So, please include in
5 your proposals any professional certification numbers or references.

6
7 Next, I'll go over some RFP schedule deadlines: (i) All questions regarding this RFP are due by
8 4PM (pacific time) on July 29, 2020, in writing, to contracting@cleanpoweralliance.org.(ii) All
9 questions will be responded to in writing and will be posted to CPA's website on August 3, 2020.
10 CPA will not be responding to any questions or communications related to the RFP outside of
11 the formal Q&A process, (iii) Proposals should be submitted by 4PM on August 10, 2020, to
12 contracting@cleanpoweralliance.org with a subject line of "Consulting Engineer RFP"

13
14 Please be sure to include in your submissions the following components: (i) Relevant
15 qualifications and Experience (See RFP Section III), (ii) Proposed Approach to Scope of
16 Services (See RFP Attachment A), (iii) Completed Prospective Contractor References Form (See
17 RFP Attachment B), (iv) Any required changes to Pro Forma Agreement (see RFP Attachment
18 D), Completed Campaign Contribution Form (See RFP Attachment E), & (v) Pricing details (See
19 RFP Section V).

20
21 Please note that if it is discovered that a Bidder contacts and receives information from any CPA
22 personnel, board director or alternate outside of this Q&A process, CPA may, in its sole
23 determination, disqualify such Bidder's proposal from further consideration.

24
25 Now is the time where we will move onto Questions. If any proposers have questions for us,
26 then please feel free to send us those questions now.

27
28 (brief pause)

1 **CHRIS STEPHENS:** So, we have received a few questions. Here is the first question set from
2 one of our potential proposers.

3

4 **QUESTION:** What level of resilience are you seeking? How many hours in the event of a grid
5 outage?

6

7 **TYLER AGUIRRE:** This is Tyler and I can answer that. So, CPA anticipates that the Site
8 Assessment will help us have a better understanding of what sizes of the systems and duration of
9 backup that will be needed. CPA anticipates that the size of the systems could vary greatly
10 depending on the needs and the available footprint of the member agency and could be anywhere
11 between 20 KW or up to 1 MW or larger depending on the system.

12

13 **QUESTION:** Is there a tentative budget for the 32 awarded projects?

14

15 **TYLER AGUIRRE:** CPA does not have an established budget for the awarded contracts at this
16 time.

17

18 **QUESTION:** Is it the intent that each of the 32 members would be awarded equal budgets?

19

20 **MATT LANGER:** Right, so let me clarify that. So, the members are not going to be awarded
21 budgets. CPA is going to facilitate the construction of a backup power facility for each member
22 agency and I think a lot of factors are going to determine what that is. However, this is not a
23 grant program, so we are not going to awarding a budget to member agencies.

24

25 **QUESTION:** What would be the tradeoff between an optimal microgrid versus an affordable
26 one under a budgeted microgrid?

27

28

1 **MATT LANGER:** So, all of these questions are why we are going through this Consulting
2 Engineer process. We need to look at the sites that are available, potential design options, the
3 needs of those sites, potential tradeoffs and what can be done. So, I think it's premature to
4 answer that question.

5
6 **QUESTION:** Does CPA have a budget for this RFP scope of work.

7
8 **TYLER AGUIRRE:** CPA has budgeted some funds for this assessment work, but CPA
9 anticipates that the proposals received will inform the budget.

10
11 (brief pause)

12
13 **QUESTION:** The budget RFP response wasn't clear. Can that answer be repeated?

14
15 **TYLER AGUIRRE:** Sure, I'm happy to repeat my response. CPA has budgeted some funds for
16 this assessment work, but CPA anticipates that the received proposals will inform the costs for
17 these services.

18
19 **QUESTION:** How many potential projects could a city ask to be evaluated to get to the short-
20 list of 5-10 sites?

21
22 **TYLER AGUIRRE:** To clarify, CPA anticipates that at the outset of this project each member
23 agency will submit 5-10 potential sites and during Part 1 of the RFP scope of services we will be
24 narrowing those down to one site per member agency that will undergo a more detailed technical
25 assessment. So, we are asking our member agencies to provide us with a shortlist of potential
26 sites. The selected proposer may assist with or guide the development of those shortlists. Then,
27 after narrowing down to one site we'll move onto a more technical assessment.

28

1 **QUESTION:** Are all of the installations intended to be NEM type or direct connected to existing
2 distribution lines?

3

4 **TYLER AGUIRRE:** I believe that we are intending these systems to be net metered as we
5 intend for them to be behind the meter, but if the selected proposer identifies any other feasible
6 metering configurations, then we would be interested to know about them in the technical
7 assessment of the site.

8

9

(brief pause)

10

11 **QUESTION:** Would collection of energy data and site info be up to proposers?

12

13 **TYLER AGUIRRE:** CPA would provide any necessary energy data for analysis. As far as the
14 other information regarding the site that would be needed for the technical assessment, CPA
15 expects that some of that information would be obtained through conversations with the member
16 agencies and some of that information would be obtained from the selected proposer.

17

18

(brief pause)

19

20 **QUESTION:** Please provide expectations for anticipated number of site visits. Is it reasonable
21 to expect a site visit for each of the 32 member agencies?

22

23 **CHRIS STEPHENS:** Right, so the project team would like to get back to you on that and
24 include our response in the transcript that will be circulated in the next few days.

25

26 **CPA Response to site visit Question:** CPA anticipates that a minimum of 1 site visits and a
27 maximum of 2 site visits will be necessary to obtain the required information for detailed
28 technical assessment of the site.

1 **CHRIS STEPHENS:** Are there any other questions at this time?

2

3

(brief pause)

4

5 **CHRIS STEPHENS:** Okay, seeing no new questions come into the chat, I'm going to conclude
6 the webinar. I just want to remind all attendees that you can always submit a question to
7 contracting@cleanpoweralliance.org. We appreciate your time and attendance today. Thank you
8 so much and have a great day.

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(webinar concluded)

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