

Delaware  
Sustainable  
Energy Utility



# 2014 Delaware SREC Procurement Program

**Webinar call-In number:**

(917) 338-1451, Participant PIN 974932#

**Audio also available on computer**

# Agenda

- **Program Overview**
- **Changes from 2013 Program**
- **Sample Facility Application**
- **Joint Green Energy Program**
- **Questions and Answers  
(chat feature only)**

# Program Overview

# General Overview

## Commences with June 2014 SRECs

- SRECs created before June 2014 are not eligible for the Program

## Bid Based Applications

- All applications are bid based (no administratively set pricing)

## Contracts = 20 years

- 7 years @ bid price (plus DE parts/ labor bonus)

Note: Solar panels are no longer manufactured in DE, so only check DE parts if you have an existing system or existing stockpile of DE manufactured equipment.

- 13 years @ \$35

## Tiers

- Solicitation broken into tiers based on facility size and interconnection date.

# Basic Requirements

- **Projects must have DE certification**
- **Projects must be operational within 12 months of award date**
- **Revenue grade meters = required**
- **Applicants responsible for obtaining DE certification #s**

# Delaware Parts and Labor

- **Delaware Certification = DE-#####-SUN-01-PW**
- **10% parts and 10% labor bonus applies for payments only**

**Example:** Successful bid at \$100/SREC, but with both DE parts and labor associated with the certification number , the applicant is paid \$120/SREC

- **Contract award preference for DE parts and labor only for resolving bid ties**
- **Example:** Last 2 bidders, Bidder A bids \$101 with DE parts and labor. Bidder B bids \$100 with DE labor only. Bidder B would win based on bid price. Bidder B would receive \$110/SREC for the first 7 years because of 10% DE labor bonus.

# Bid Deposits

- **Required if system does not yet have DE certification**
- **= \$100/kW**
- **Rounded using standard rounding rules**

**Example:** 4.2 kW system = \$400 owed for bid deposit

- **Bid deposit returned if application NOT successful OR once facility provides DE certification**

# Performance Credit Support

Damages paid for underperformance  
(80% or less of SREC Commitment)

**Applies to projects > 500 kW**

## Performance Guarantee

- Years 1-7 = 5% of value of annual SREC commitment
- Years 8-20 = 10% of value of annual SREC commitment

# Categories

N = “New” (Projects interconnected on or after April 12, 2013)

Tier	Size kW (Nameplate rating DC at STC)	# SRECs/Year	Theoretical Contract Award Scenarios
N-1	0 - 30	3,800 Pool*	~(630) @ 5 kW
N-2	30 – 200	1,400	~(23) @ 50 kW
N-3	200 – 2,000	1,400	~(2) @ 500 kW

E = “Existing” (Projects interconnected before April 12, 2013)

Tier	Nameplate Rating (DC at STC)	# SRECs/Year	Theoretical Contract Award Scenarios
E-1	0 - 30	3,800 Pool*	~(630) @ 5 kW
E-2	30 - 2,000	3,800 Pool*	~(32) @ 100 kW

\*The lowest priced bids from tiers N1, E1, and E2 will all compete for the same pool of 3,800 SRECs.

# Timeline



Once the results are announced, winning applicants will be sent further instructions on how to manage their contracts.

# Award Process

May 23rd

- Last day to submit applications.

Auction  
Step 1

- Computer sorts lowest priced bids in each tier or combined tiers for N1, E1, and E2

Auction  
Step 2

- Within the capacity of each tier lowest priced bids awarded contracts.

May 27th

- Results announced

# Award Process – Tie Scenario

***Tie Scenario = the event in which multiple bids at the same price oversubscribe a tier***

*(Hint, bids in dollars and cents allowed)*

Step 1

- Systems with DE Labor & Equipment selected. If tie remains, winner determined by lottery among DE labor & Equipment systems only.

Step 2

- If capacity remains, remaining projects given 5 days to submit revised bid. Winners selected by lowest price revised bid.

Step 3

- If tie remains with revised bids, lottery conducted among DE labor or equipment systems, then if capacity remains lottery conducted among systems with neither DE labor or equipment.

Notwithstanding the above, if there is a Bidding Tie in the combined Tier N-1, E-1 and E-2:

1. New systems prevail over existing systems
2. In-state content and labor prevails
3. If a tie remains, there will be a rebid

# One Contract – Multiple Facilities

Applicants must aggregate facilities together under one contract if they:

1. Are on the same parcel of land OR
2. Share a utility interconnection point
3. Exception is partial fills from previous solicitations.

# Owner Representatives

- All SREC owners may submit bids and manage SREC contracts on their own.
- SREC owners may utilize the services of 3<sup>rd</sup> party Owner Representatives to manage their applications and SREC contracts.
- SREC owners can change or remove Owner Representative oversight at any time.

# Major Changes from 2013

# Changes in 2014

- Pooling of Tiers N1, E1, and E2 in bid results.
- Reduction of price for last 13 years to \$35 from \$50.
- Slight change in tie breaker procedure giving precedence to DE labor/equipment before rebid.

# Application Example

# Application Overview

- **Application window:**

**8 am ET, Monday 5/5 – 5 pm ET Friday, 5/23**

- **Facility information from previous applications is stored in the system**
- **One application per facility**
- **Applications can be saved and returned to before final submission**

# Getting Started

**SRECDelaware** Applications Contracts Transactions Information Sign-up Log in

Delaware SREC Program Home Documentation Announcements FAQ Contact

## SREC Procurement Program Overview

The Delaware Public Service Commission has approved Delmarva Power's 2014 SREC Solicitation Program. The full text of the Delmarva Filing can be found in the [Documentation](#) section at SRECDelaware.com.

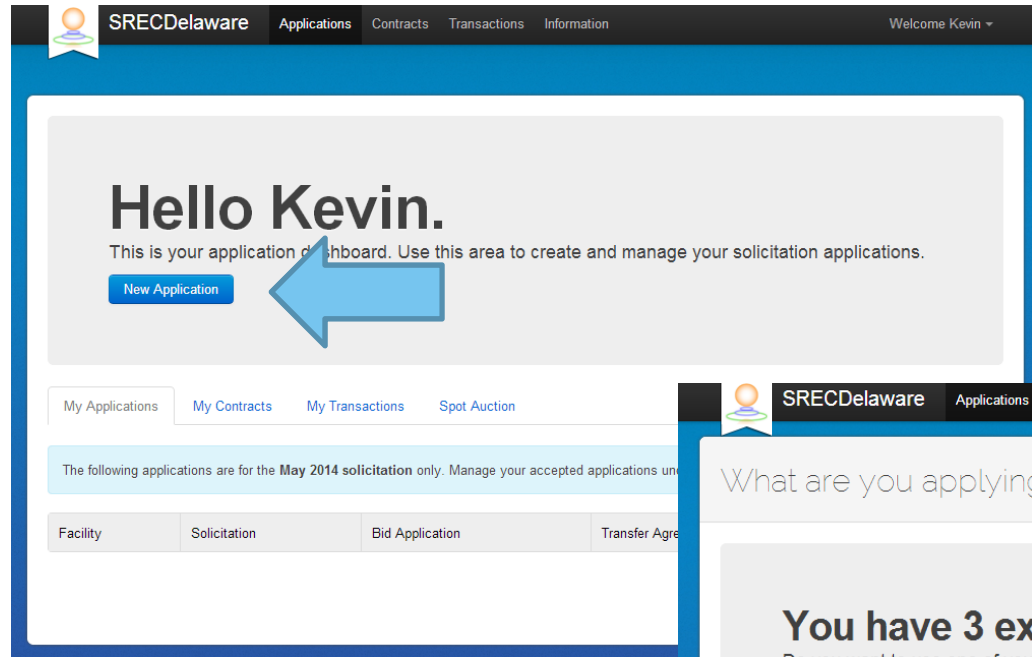
### Latest Updates

- 2014 Delaware SREC Solicitation Webinar on May 1st
- 2014 DE Solar REC Solicitation

### User Registration

<b>Your Login</b>	<b>Your Information</b>	<b>Your Address</b>	<b>Create account!</b>
Email <small>REQUIRED</small>	First Name <small>REQUIRED</small>	Company Name	<input type="button" value="Create Account"/> <input type="button" value="Cancel"/>
<input type="text"/>	<input type="text"/>	Street <small>REQUIRED</small>	
Password <small>REQUIRED</small>	Last Name <small>REQUIRED</small>	Apartment or Suite	
<input type="text"/>	<input type="text"/>	City <small>REQUIRED</small>	
Confirm Password <small>REQUIRED</small>		State <small>REQUIRED</small>	
<input type="text"/>		-- Select One --	
		Zip <small>REQUIRED</small>	
		<input type="text"/>	
		Phone <small>REQUIRED</small>	
		<input type="text"/>	

# New (and old) Applications



SRECDelaware Applications Contracts Transactions Information Welcome Kevin

**Hello Kevin.**  
This is your application dashboard. Use this area to create and manage your solicitation applications.

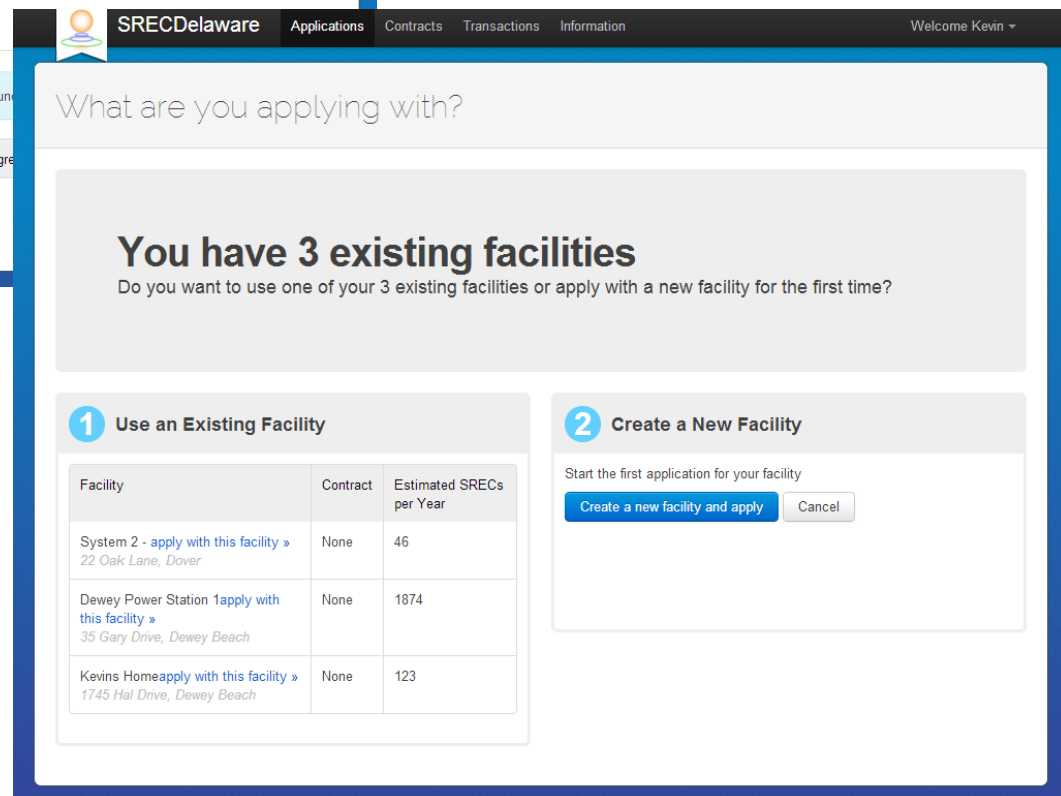
[New Application](#)

My Applications My Contracts My Transactions Spot Auction

The following applications are for the **May 2014 solicitation** only. Manage your accepted applications under the Applications tab.

Facility	Solicitation	Bid Application	Transfer Agreement
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- Click New Application
- Unsuccessful Applications from previous solicitations can then also be re-entered



SRECDelaware Applications Contracts Transactions Information Welcome Kevin

What are you applying with?

**You have 3 existing facilities**  
Do you want to use one of your 3 existing facilities or apply with a new facility for the first time?

**1 Use an Existing Facility**

Facility	Contract	Estimated SRECs per Year
<a href="#">System 2 - apply with this facility »</a> <small>22 Oak Lane, Dover</small>	None	46
<a href="#">Dewey Power Station 1 apply with this facility »</a> <small>35 Gary Drive, Dewey Beach</small>	None	1874
<a href="#">Kevins Home apply with this facility »</a> <small>1745 Hal Drive, Dewey Beach</small>	None	123

**2 Create a New Facility**

Start the first application for your facility

[Create a new facility and apply](#) [Cancel](#)

# Step #1 – Facility Info

### Description of Facility

Test with Sam

**Facility name** REQUIRED

A personalized name for your facility, for example "My Roof"

### About this Application

Complete all steps on this form to apply into this solicitation of the Delaware Procurement Program.

#### Contact Us

Tel	(877) 466-4606 x9
Email	srecdelaware@srectrade.com

### Solar Facility Location

[Use my contact information »](#)

**Street** REQUIRED

**Apartment or Suite**

**City** REQUIRED

**State** REQUIRED

**Zip** REQUIRED

### Solar Array Information

**Nameplate Capacity (kW-DC)** REQUIRED

**Module Type (make and model)** REQUIRED

**Inverter Type (make and model)** REQUIRED

**System Tilt (degrees)** REQUIRED

Typically 0-90 degrees

**System Azimuth (degrees)** REQUIRED

Where 180 degrees is south-facing

**Mounting Location** REQUIRED

**Meter Type** REQUIRED

**Does this facility have online monitoring that tracks its production?** REQUIRED

Yes, this facility has (or will have) online monitoring

No, this facility does not (or will not have) online monitoring

**Facility has a DE State Certification Number** REQUIRED

- Must have DE certification
- Revenue grade meter required
- N-3 requires online revenue grade meter

# Step #2 – Owner Contact Info

## Owner Contact Information

The designated owner must be the legal entity that owns, leases, controls or is the direct assignee of all the SRECs created by the Facilities described in this application.

[Use my contact information >](#)

**Name** REQUIRED

Lewis Wagner

**Company Name**

**Street** REQUIRED

90 New

**Apartment or Suite**

**City** REQUIRED

SF

**State** REQUIRED

California

**Zip** REQUIRED

94105

**Phone** REQUIRED

333-333-3333

Enter 123-123-1234 with no extensions allowed

**Email** REQUIRED

lewis.wagner@sretrade.com

**Tax ID** REQUIRED

12-1234567

Enter in the format 12-1234567

## About Step 2

This step registers the primary legal Owner of the SRECs produced by this solar facility.

### Definitions

#### Company Name

Only if applicable. For residential solar facilities, simply leave blank.

### Contact Us

Tel	(877) 466-4606 x9
Email	<a href="mailto:srecdelaware@sretrade.com">srecdelaware@sretrade.com</a>

# Step #3 – Owner Representative

## Owner Representative

Owner Representative contact information will be publicly available.

[I will manage my own facility. Skip this step](#)

Or choose an Owner Representative by selecting an option from below:

- Select an Owner Representative from a list
- Restricted - I am an Owner Representative, use my contact information
- Enter an Owner Representative manually

[Save and Continue](#)

[Exit](#)

## About Step 3

This step defines the Owner Representative managing this facility (correspondence, updating facility information, bank details) during the contract for SRECs produced.

An Owner Representative's contact information may be used publicly within this solicitation to facilitate the successful linking of Owners to their Owner Representative.

## Contact Us

Tel	(877) 466-4606 x9
Email	<a href="mailto:srecdelaware@sretrade.com">srecdelaware@sretrade.com</a>

Owner Representatives are not required to complete the application

# Step #4 – Bid Price/ SREC Obligation

## Bid Application

### Tier Selection

Tier Selection (select one) **REQUIRED**

N-2

Tier eligibility is based on your facility's application details from Step 1

- Your system size: **35 kW**
- Your interconnection: **Not yet operational (classified as a new system)**
- Your meter and monitoring: **Revenue grade and no online monitoring**

### Bid Price

Price bid (\$ per SREC) **REQUIRED**

0.00

Enter only numbers, leaving off the dollar (\$) sign. For example 250.00

### SREC Commitment

PVWatts estimates your system's first-year energy output as **27,632 kWh** and first-year SREC output as **28**. Please review and adjust your SREC commitment if needed.

Total First-year Energy Output (kWh) **REQUIRED**

27,632

The systems total energy output in, regardless of the number of contracts

SREC Commitment to this Solicitation **REQUIRED**

20

This is the number of SRECs you will be contracted to provide to fulfill this contract, where 1 SREC is 1,000kWhs

- Bids can be any number
- Lowest priced bids win
- Projects compete within each tier

“SREC Commitment”  
How many SRECs a facility is able to commit to a contract

- Payment for up to 110% of commitment
- Projects > 500 kW pay damages for creating less than 80% of commitment

# Step # 4 – Parts and Labor Bonus

Applications that specify DE parts and/or labor in this step are obligated to provide SRECs that have a DE parts or labor designation. Failure to comply will result in cancellation of contract.

## Parts and Labor Bonus

Please note that you will be contractually obliged to build a system that meets the criteria for any option selected below.

### Eligibility for Delaware Equipment Bonus (check if applicable)

**Note:** Motech has ceased building solar panels in Delaware. As a result, it will only be possible for a system to qualify for the Delaware Equipment Bonus if you have an existing Delaware Equipment Certified system or you have stockpiled Motech solar panels previously built in Delaware. Do not check this box unless one of these two situations applies to your system!

The Project is sited in the State of Delaware and a minimum of 50% of the total cost of renewable energy equipment, inclusive of mounting components, is manufactured in Delaware

### Eligibility for Delaware Workforce Bonus (check if applicable)

The Project is sited in the State of Delaware and is or will be constructed and/or installed either with a workforce at least 75% of whom are Delaware residents or by a company that employs at least 75% Delaware residents

# Step #5 – Bid Deposit (if required)

Required for applications lacking a DE Cert. #

= \$100/ kW

## Bid deposit required

Systems that have not yet received their DE state certification need to pay a bid deposit.

Funds need to be **received before** the end of the solicitation for an application to be valid. Deposits are returned if the **application is unsuccessful** or when a DE certificate is **provided and verified** by the SRECDelaware Program.

Your bid deposit amount is **\$400.00**.

You have **four options** for paying, please **select one** and complete the required fields.

**Example:** 4.2 kW system owes \$400 bid deposit

Bid deposit returned if application **NOT** successful  
OR once facility obtains DE certification

### 1 Credit Card

- Instant payment
- Completed online
- All card payments incur a 2.9% + 30¢ fee
- You must provide a bank account for returning your deposit. Deposit is not returned to your card.

### 2 Electronic Wire

- Instant payment
- Initiated from your bank
- Fees vary, usually incurs a fee of around \$20-30
- You must provide a bank account for returning your deposit

### 3 ACH Payment

- Takes 3-5 business. Must be received by the bid application closing date
- Usually a free service
- Not offered by all banks
- You must provide a bank account for returning your deposit

### 4 Letter of Credit

Do you have a Letter of Credit or AIA Bid Bond?  
You can upload it and waive the requirement to transfer any funds.

# Step # 5 – Bid Deposit (continued)

## 2 Electronic Wire

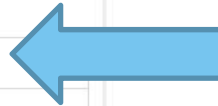
Wire and ACH deposits (excluding any fees) will be returned to the bank information in "Returning Your Bid Deposit".

Please use the unique **Transfer Identification** below when sending your Bid Deposit. Submitting a wire without this number may prevent us verifying your deposit and could result in your application not being processed for this solicitation

**Want to avoid multiple wire fees?** Owner representatives submitting multiple applications may submit a single bid deposit using any of the **transfer identification** codes assigned, however you must send an email to [customerservice@srecdelaware.com](mailto:customerservice@srecdelaware.com) with a complete list of the **transfer identifications** covered by that bid deposit

### Information for sending the wire transfer

Transfer Identification	DEP-BID006-1511-536241980a51f
Deposit Required	\$400.00
Bank Name	Wells Fargo
Receiving Account Name	InClime, Inc.
Account Number	4129365359
Routing Number	121000248



Transfer Identification # used to track payments

For wire and ACH payments put this Transfer Identification into your wire or ACH at your bank

Bid deposit return information now required for wire, ACH, and credit card.

### Returning Bid Deposits

You do not need to provide this information if you upload a Letter of Credit or Bid Bond. You DO need to provide this information if you paid by credit card, wire, or ACH

**Bank Name** REQUIRED

PNC

**Account Name** REQUIRED

Kevin Quilliam

**Account Type (check one)** REQUIRED

Checking

**Routing Number** REQUIRED

033333333

**Account Number** REQUIRED

123456789

**Alias**

Personalized name for this account, for example "My savings account"

# Finally – Sign and Save!

## Terms and Conditions

THE UNDERSIGNED HEREBY CERTIFIES THAT: (A) IT IS THE OWNER IDENTIFIED HEREIN; (B) THIS IS THE ONLY APPLICATION BEING SUBMITTED PURSUANT TO THE 2013 SREC PROCUREMENT PROGRAM THAT INCLUDES THE PROJECT DESCRIBED HEREIN; (C) THE INFORMATION SET FORTH IN THIS APPLICATION IS TRUE, ACCURATE AND COMPLETE; AND (D) IT HAS FULLY, COMPLETELY AND ACCURATELY IDENTIFIED ALL SUPPLEMENTAL FUNDING FROM PUBLIC SOURCES (OTHER THAN GRANTS IN LIEU OF INVESTMENT TAX CREDITS) FOR WHICH IT HAS APPLIED OR WHICH IT HAS BEEN AWARDED OR RECEIVED.

THE UNDERSIGNED HEREBY ACKNOWLEDGES THAT BY SUBMITTING THE PRICE BID OF \$23.00: (A) THE APPLICATION WILL BE EVALUATED ON A COMPETITIVE BASIS WITH OTHER PRICE BIDS (B) THE PURCHASE PRICE FOR PROJECT SRECS CREATED DURING CONTRACT YEARS 1 THROUGH 7 WILL BE THE BID PRICE SET FORTH IN THE APPLICATION SUBMITTED FOR SUCH PROJECT, AS SUCH BID PRICE MAY BE AMENDED PURSUANT TO THE RULES ESTABLISHED BY THE SEU (C) FOR ALL PROJECTS, THE PURCHASE PRICE FOR PROJECT SRECS CREATED DURING CONTRACT YEARS 8 THROUGH 20 SHALL BE \$35 PER SREC.

Please type your full name name below to indicate that you accept

Sign REQUIRED

Test System

[Facility](#) [Owner](#) [Owner Rep](#) [Application](#) [Sign off](#)

## Application Completed for May 2014

This application has been completed and submitted into the May 2014 solicitation.

# Dashboard

Multiple applications for multiple systems can be managed from your dashboard

**Hello Kevin.**  
This is your application dashboard. Use this area to create and manage your solicitation applications.

[New Application](#)

My Applications | My Contracts | My Transactions | Spot Auction

The following applications are for the **May 2014 solicitation** only. Manage your accepted applications under the My Contracts tab »

Facility	Solicitation	Bid Application	Transfer Agreement	Status
Test System	May 2014 N-1	<div style="width: 100%;"><div style="width: 100%;"></div></div> 100% Created View »	not required	<div style="width: 75%;"><div style="width: 75%;"></div></div> 75% Submitted for review

The application dashboard will only show applications from the 2014 SREC Program.

# New Joint Green Energy Program

# Joint Green Energy Program

NEW OPPORTUNITY AVAILABLE JULY 1, 2014

Thinking about installing a Solar System after July 1, 2014?

The DESEU and the Delaware Department of Natural Resources and Environmental Control will be launching a Joint Green Energy Program on July 1, 2014. This program will be open to new, unbuilt systems and provide a grant plus an upfront payment of \$0.45 per watt in exchange for all the SRECs that system will produce over 20 years. The details and availability of the grant program will vary based on the recipient's electric utility provider. The upfront payment in exchange for SRECs does not require receipt of a participation in a Renewable Energy Grant Program and is open to all utility interconnected systems Statewide. SRECs accepted in the 2014 Procurement Program are not eligible for the Joint Green Energy Program.

CONSULT WITH YOUR SOLAR INSTALLER TO DETERMINE WHETHER THIS PROGRAM OR THE 2014

Systems can't participate in both this upfront payment and the SREC solicitation

# Questions and Answers

In order to address questions in an efficient manner, we have activated the chat function on the screen.

The webinar has been recorded and will be posted online

Delaware  
Sustainable  
Energy Utility



**InClima**

**Thank you!**

**877-466-3405**

**[customerservice@srecdelaware.com](mailto:customerservice@srecdelaware.com)**