ADDENDUM 3

Solar Services Request for Proposals
Solar Workgroup of Southwest Virginia,
2019 Group Solicitation

Issue Date: April 1, 2019
Addendum 3 Issue Date: May 14, 2019

The Solar Services Request for Proposals (RFP) is modified as set forth in this Addendum. The original RFP Documents and any previously issued addenda remain in full force and effect, except as modified by this Addendum, which is hereby made part of the RFP. Respondent shall take this Addendum into consideration when preparing and submitting its Proposal.

This Addendum Number 3 Consists of the following:

1: RFP Respondent Questions and Answers Number 3:
See attached document.

Exhibits:
2: AppCAA: Add “Utility Bills”. Please see RFP, Electric Use Website (http://palebluedot.llc/swg-2019-electric-use) for added document. NOTE: page is password protected. To obtain your password for access, please contact Chelsea Barnes, chelsea@appvoices.org (276) 207-9636.

3: Add “Exhibit A AppCAA Photos indicating sewer line”. Please see RFP Website (http://palebluedot.llc/solar-workgroup-of-southwest-virginia-group-solar-solicitation-2019) for added document.

4. Sweetbriar: Add “Utility Bill Data”. Please see RFP, Electric Use Website (http://palebluedot.llc/swg-2019-electric-use) for added document. NOTE: page is password protected. To obtain your password for access, please contact Chelsea Barnes, chelsea@appvoices.org (276) 207-9636.

End Addendum 3

RFP Respondent Questions and Answers Number 3

1.Are customers able to negotiate out of existing rate structure with ODP at will? For example, if they wanted to switch to a Time of Use rate. Which clients are eligible to switch to ODP's General Service or TOU rates?

Please reference the ODP Business Tariffs (S.C.C. No. 17, Original Sheet No. 97.1) available at https://lge-ku.com/sites/default/files/odpelecrates.pdf. The tariff states that the Customer may investigate and change to another schedule if they find another schedule to provide the more beneficial rate. However, a customer may only change to another schedule that is available to them. ODP’s available schedules to customers may depend on the customers demand and operational uses.

General Service (S.C.C. No. 17, Original Sheet No. 10) is "limited to customers receiving service at a secondary voltage with a load that does not exceed 50 kW as measured over the 15-minute time period of greatest use during each of the current and previous 11 billing period and averaged for those 12 billing periods."

Power Service (S.C.C. No. 17, Original Sheet No. 15) is limited to customers receiving service at either

> (1) secondary voltage with a load that exceeds 50 kW as measured over the 15-minute period of greatest use during each of the current and previous 11 billing periods and averaged for those 12 billing periods, but does not exceed 250 kW as measured over the 15-minute time period of greatest use during each of the current and previous 11 billing periods and averaged for those 12 billing periods; or
>
> (2) primary voltage with a load that does not exceed 250 kW as measured over the 15-minute time period of greatest use during each of the current and previous 11 billing periods and averaged for those 12 billing periods.

Time-Of-Day Secondary Service (S.C.C. No. 17, Original Sheet No. 20) is limited to secondary service customers whose 12-month average monthly minimum loads exceed 250 kVA and whose 12-month-average monthly maximum loads do not exceed 5,000 kVA, as measured over the 15-minute period of greatest use during each of the current and previous 11 billing periods and averaged for those 12 billing periods.

Time-Of-Day Primary Service (S.C.C. No. 17, Original Sheet No. 22) is limited to primary service customers: (1) who have a 12-month-average monthly minimum demand exceeding 250 kVA, as measured over the 15-minute time period of greatest use during each of the current and previous 11 billing periods and averaged for those 12 billing periods; and (2) whose new or additional load receives any required approval of Company's transmission operator.

Whether a specific Site Owner will be eligible to switch from its current tariff to a new tariff will depend on its minimum and maximum loads (which may or may not be visible on the customer's current billing information depending on the customer's current tariff), and whether or not the customer has switched tariffs in the past year. Please note that if a Site Owner currently on the Power Service rate decreases its demand (due to any reason, including solar) so that its load does not exceed the demand thresholds specified in the Power Service tariff, then after a year, under current tariff language, the Site Owner could show ODP that it no longer qualifies for the Power Service schedule and should be served under the General Service schedule.

2. Does ODP's net-metering service agreement provide for some compensation for net-excess energy generation to offset demand charges as well as energy charges? In other words, is it your understanding that solar sent back to the grid is credited both on demand (power) and energy calculations in the same way the consumers consumption is metered? Or, just as energy?

It is our understanding of the net metering provision in Virginia that net-excess energy generation can only offset energy charges. It cannot be used to credit demand charges.

3. How might ODP credit renewable energy generation as a credit for curtailment of power demand?

It appears that the Curtailable Service Rider (S.C.C. No. 17, Original Sheet No. 50) was available to customers who executed a contract under this rider prior to June 1, 2018. Customers of loads of 500 kVA or greater and receiving service under this rate as of April 1, 2010 could be grandfathered in at their option. Assuming that this is available to one of the sites, curtailment must be on-demand and upon request from the Company with no less than 10 minutes notice.

4. Can you provide us with the winning RFP bid from the 2018 round?

This information is confidential and cannot be released.

5. How many of the projects that were in the 2018 bid have been built?

There were 7 projects in the RFP, but one project (The Powell Valley Bank) dropped out during the selection process due to internal capacity limitations. The remaining projects are still in contract negotiations, with contracts expected to be signed in July, and construction beginning in September. Delays were experienced in the contracting phase due to changes in legislation.

6. If we determine that a certain project(s) is not suitable for solar or solar financing, can we submit a bid that does not include that project(s)?

Yes, but we encourage you to clarify why that project is not suitable for either the 3rd-party financing option or a cash option. If you believe the site is suitable for solar, but unsuitable for your 3rd-party financing option offering, we would encourage you to still submit a bid for the cash option. Our goal is to find a workable project/solution with each Site Owner, and this is taken into account in the bid scoring methodology, but we also encourage developers to still submit a bid for the remainder of the projects even if a particular project(s) are determined to be unfinanceable.

7. Can we bid in collaboration with a company who wasn't in attendance at the pre-bid meeting?

Yes, as long as at least one person from the project team was in attendance, your team is eligible to bid.

8. What is AppCo and ODP's Peak Annual Demand?

ODP's peak demand in its Virginia territory is approximately 235 MW, and AppCo's peak demand in Virginia is approximately 4,088 MW.