

RESPONSES TO QUESTIONS SUBMITTED REGARDING THE REQUEST FOR PROPOSALS FOR FRONT-OF-THE-METER STORAGE CONSULTANT

The Connecticut Green Bank (“Green Bank”) received questions from several interested parties. For ease of answering, similar questions have been condensed.

Questions Regarding Deliverables:

Question 1:

What deliverables are expected for this assessment? Which will be made public?

Response 1:

The Green Bank expects the Consultant to develop the following deliverables (at a minimum):

- *Value Stream Analysis:*
 - For representative FTM storage systems, model the current cost and value streams using a business-as-usual baseline of ISO-NE market participation. At a minimum, this should include a distribution- and a transmission-connected asset.
 - Identify any gap in value created by FTM storage assets and the current ISO-NE market compensation mechanisms
Qualitatively identify potential alternative use cases (to market participation) and corresponding compensation structures.
 - Qualitatively identify alternatives to the current cost and value streams (including tariffs)
- *Benefit Cost Analyses:*
 - Conduct Benefit Cost Analyses (“BCAs”) to determine the range of impacts and benefits to ratepayers of FTM storage deployment

The Green Bank expects the Consultant to support the development of a *Market Assessment* in the following ways (at a minimum):

- The Green Bank has identified key barriers to FTM storage deployment through stakeholder conversations. The Green Bank will share all meeting/research notes with the Consultant. The Consultant should review and provide additional detail as required.
- The Green Bank has identified lessons learned from existing FTM storage incentive programs in other states. The Consultant should review and provide additional detail as required.

All deliverables will be made public.

Question 2:

What type of support does the Green Bank require for submittals to the Public Utility Regulatory Authority (“PURA”)?

Response 2:

By June 1, 2022, the Green Bank will submit to PURA one set of filings that encompasses subtasks 1a, 1b & 1c of the RFP. The Green Bank anticipates that the Consultant will be responsible for preparing any attachments listed in the deliverables above that relate to these three subtasks. The Green Bank will be responsible for reviewing and submitting this content.

As a follow-up to this submittal, the Green Bank expects that the Consultant will be available to testify at PURA's request regarding the content in the deliverables. This may take the form of written or oral testimony at PURA's request.

Questions Regarding Modeling:

Question 3:

Will the Green Bank provide revenue stream projections, use the Consultant's revenue stream projections, or adopt third-party data for revenue stream projections? If the project uses the Consultant's view, would that forecast be made publicly available?

Response 3:

The Green Bank anticipates that the Consultant will provide revenue stream projections or use clearly identified, appropriate third-party data for revenue stream projections. These projections may be informed by Green Bank led stakeholder engagement with the FTM developer community. All inputs to this analysis will be made public.

Question 4:

What BCAs will be used to assess the ratepayer value? What is the analysis horizon for BCAs?

Response 4:

All of the benefit-cost tests identified in the National Standard Practice Manual published by the National Energy Screening Project¹ should be used. All BCAs should be analyzed for the life of the asset.

Question 5:

What battery use case scenarios should be modeled?

Response 5:

ISO-NE market participation should be used as a baseline for analysis. The Consultant will identify which ISO-NE market(s) is an appropriate baseline. It will be instructive to identify other potential battery use cases, but we do not require that those be modeled at this time.

Question 6:

What compensation scenarios should be included in the Value Stream Analysis?

Response 6:

As described in Response 5, compensation through ISO-NE markets should be used as a baseline for the Value Stream Analysis. However, as directed by PURA, the Consultant should also model the specific incentive structure identified through the rate case.

¹[National Standard Practice Manual – NESP \(nationalenergyscreeningproject.org\)](http://nationalenergyscreeningproject.org)

Questions Regarding Stakeholder Engagement:

Question 7:

Can the Green Bank provide more information about what type of support it is looking for from the Consultant regarding stakeholder engagement? Will the Consultant be responsible for developing materials for and/or leading these sessions?

Response 7:

The Green Bank will lead on stakeholder engagement for this project and has already completed approximately a dozen conversations with FTM storage developers. The Green Bank expects the Consultant to participate in conversations with the Electric Distribution Companies (“EDCs”) and storage developers going forward and incorporate any feedback or data they may furnish for the purposes of developing the deliverables. Should the Consultant wish to take a more proactive role in facilitating this information gathering, the Green Bank would be receptive to amendments to proposals.

The Green Bank expects the Consultant to participate in Green Bank-led conversations with the CT Department of Energy and Environmental Protection (“DEEP”) and be available to address questions regarding deliverables with this group.

Question 8:

Does the Green Bank expect the Consultant to analyze the stakeholder conversations or produce a report summarizing information collected through these conversations?

Response 8:

The Green Bank expects that the Consultant will incorporate stakeholder feedback into the development of the deliverables. The Green Bank will provide a summary accounting of stakeholder engagement to PURA as part of the June 1, 2022, submittal.

Questions Regarding Timeline:

Question 9:

Can the deliverable deadline be extended beyond June 1, 2022?

Response 9:

The June 1, 2022, deadline is mandated by PURA. The Green Bank would consider requesting an extension at a later date only if we determine it is necessary.

Question 10:

Will the Green Bank extend the RFP submission deadline by 2 weeks?

Response 10:

No. As we are required to submit our findings to PURA by June 1, 2022, we view the current timeline as necessary to secure support.

Questions Regarding Selection Criteria:

Question 11:

Will the Green Bank confirm whether either the Campaign Contribution Certification or Employee Resumes count toward the twenty-page limit?

Response 11:

Neither the Campaign Contribution Certification nor the Employee Resumes will be counted toward the twenty-page limit. These may be submitted as part of an appendix.

Question 12:

Has the Green Bank established a targeted budget or range of LOE for this project?

Response 12:

No.

Question 13:

Is there an incumbent for this project?

Response 13:

No.