

**New York State Electric and Gas Corporation  
Rochester Gas and Electric Corporation**

**2023 Bulk Power Energy Storage Request for Proposals**

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## APPENDIX A – Bidder’s Qualification

### Bidder’s Qualification Instructions

Provide the following information for use by NYSEG and RG&E in assessing the experience, organizational structure, and financial viability of Bidder and Bidder’s team. Include additional pages and other materials with this Appendix as necessary.

Experience, organizational, and financial information must be provided for the Bidder, other organizations part of the Bidder’s team and any entity providing credit enhancement or other corporate support to the Bidder. As necessary, please specify whether the information provided is for the Bidder, an organization on Bidder’s team, a parent or Affiliate, or any other entity providing security on the Bidder’s behalf.

Please see the Energy Storage Services Agreement (Appendix D1/D2) and Section 6 of the RFP Document for Defined Terms.

### Company & Organizational Information<sup>1</sup>

#### Overview

1. Provide Bidder’s name, address, city, state, zip code.
2. Provide contracting party’s name, address, city, state, zip code, if applicable and different from Bidders.
3. List the legal registered name of all Owners and Affiliates of the Bidder, including but not limited to any partial owners or interested partners participating with the Bidder of the project and their relative percentage ownership and specific roles and services they will provide.<sup>2</sup>
4. Describe in detail Bidder’s organizational structure. A written description and flow chart diagram showing links as required. List the legal registered name of all Owners and Participants, including but not limited to joint offer participants, of the project and their relative percentage ownership
5. Address all of the following that apply if Bidder is:
  - 5.2 a Subsidiary or Affiliate of any other entity or corporation provide detail as to the relationships and identify the ultimate parent;

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<sup>1</sup> Team structure and associated agreements are the prerogative of the Bidder. No changes to the submitted team will be permitted since an evaluation of the entire team is a critical input into prequalification status and submitted Offer viability. Changes to the team after Phase I submission may result in disqualification.

<sup>2</sup> NYSEG and RG&E require a complete understanding of Bidder’s ownership structure to evaluate bids fairly and completely. All parties with a financial interest in the project must be included.

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- 5.3 part of a partnership, provide the names of all partners and, if a limited partnership, identify the General Partner(s);
- 5.4 a joint venture, identify the members of the joint venture, the corporate form of the joint venture (or if a contractual joint venture), the respective interests of the members, and the controlling entity (if any);
- 5.5 a limited liability company, identify each member and, if applicable, the entities Controlling each member;
- 5.6 acting as a member of a consortium or other organization, association or group of persons acting in concert for purposes of submitting a joint Offer, provide the names of all the members and indicate the controlling member of the consortium, organization, association or group;
6. Identify the state in which each entity named above is incorporated or formed and authorized to do business with an “active” status. If Participant is also registered in New York, but under a different name or d/b/a, please provide that name;
7. List all existing commitments and contingencies (lease agreements, guarantees, etc.) to which Bidder is party that [relate to Bidder’s ability to enter into and perform under a proposed Offer];
8. Certify in writing that Bidder has reviewed, understand and will comply with the RFP requirements for all Offers to be provided. Failure to meet all RFP requirements may result in Offer rejection.

***Credit Requirements***

1. If the contracting party has a Senior Unsecured Debt rating by S&P, Moody’s, or Fitch, they will state its credit rating and the associated credit rating agency. If the Bidder’s credit rating changes between Phase I and Phase II, the Bidder is obligated to provide an update. The Contracting Party may be required to post collateral in a form acceptable to the Utility.
  - A. Letter of Credit: Provide the Name of the issuing Financial Institution, the Financial Institution’s full address, and the dollar amount of security on an annual basis.
2. If the Bidder has a Senior Unsecured Debt rating by S&P, Moody’s or Fitch, they will state its credit rating and the associated credit rating agency. The Bidder may be required to post collateral in a form acceptable to the Utility.
  - A. Letter of Credit: Provide the Name of the issuing Financial Institution’s full address, and the dollar amount of security on an annual basis.

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### *Financing Plan*

1. Discuss the project's financing plan and status, including on-going debt/equity ratio to be carried by the project during construction and during operation, the expected COD date and information regarding construction progress and completed milestones, sources of debt and equity, equity percentage by sponsor, financing organizations and supporting loan or credit agreements (including rates and terms), existing liens, and level of commitment by investors and lenders.
2. Provide three (3) years of audited financial statements and year-to-date financial statements of Bidder and contracting party (if applicable).<sup>3</sup> Please provide the financial models/projections.

### *Development Experience*

List and describe the Bidder's background and experience developing front-of-the-meter energy storage projects of a similar nature and technology to the to be proposed Project(s), and non-storage projects that will support evaluation of development experience. Demonstrated experience deploying the to be proposed storage technology at scale with Dispatchable Capacity of at least 2 MW in a single project in an expeditious manner is required.

### *Bidding Team Overview*

1. Is the Bidder's company licensed to do business in New York: If yes, what are its applicable business license numbers?
2. Please provide a description and organization chart of the personnel structure of the proposed facility's development, design and construction, and operations and maintenance organizations.
3. Please provide a description of the Bidder's experience and history in financing energy storage projects along with the financing plan and expected financing sources. Also, if applicable, provide experience and history financing power generation facilities.
4. Identify any government assistance / program to be requested, expected, or received that would affect financing of this Project.
5. In order for NYSEG and RG&E to address any potential conflicts of interest, please provide the name of the law firm or counsel representing the Bidder in its Offer, or if a joint Offer, the

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<sup>3</sup> Audited financial are required from all relevant entities (the Bidder, Parent and contract counterparty provided these are separate legal entities). If the bidder is not the long-term owner/operator, then the Audited Financial Statements of the long-term owner/operator should also be provided. In all cases, the Bidder should provide Audited Financial Statements.

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names of all law firms or counsels representing all Bidders in the joint Offer.

*Project Development Experience<sup>4</sup>*

1. Front-of-the-meter energy storage projects<sup>5</sup> using the proposed technology and completed and in commercial operation.

Total projects in commercial operation: \_\_\_\_\_

Total count of projects under construction 2 MW or larger: \_\_\_\_\_

For each project, list information in the format presented below.  
Include all relevant projects.

Project Name	MW	MWh	Use Case	Location, Utility	Contact/Reference	Bidder's Role	COD Date

2. Front-of-the-meter energy storage projects using the proposed technology and currently under construction.

Total count of projects under construction: \_\_\_\_\_

Total count of projects under construction 2 MW or larger: \_\_\_\_\_

For each project, list information in the format presented below.  
Include all relevant projects.

Project Name	MW	MWh	Use Case	Location, Utility	Contact/Reference	Bidder's Role	Expected COD Date

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<sup>4</sup> Provide and clearly label separate project experience lists/tables for developer, integrator, and EPC contractor entities/roles.

<sup>5</sup> Includes any energy storage projects that will support the evaluation of the developer's experience in the proposed project(s) for this RFP.

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3. Front-of-the-meter **non-storage** projects<sup>6</sup> completed and in commercial operation.

Total count of projects in commercial operation: \_\_\_\_\_

For each project, list information in the format presented below.  
 Include all relevant projects.

Project Name	MW	MWh	Use Case	Location, Utility	Contact/Reference	Bidder's Role	COD Date

4. Front-of-the-meter non-storage projects currently under construction.

Total count of projects: \_\_\_\_\_

For each project, list information in the format presented below.  
 Include all relevant projects.

Project Name	MW	MWh	Use Case	Location, Utility	Contact/Reference	Bidder's Role	Expected COD Date

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<sup>6</sup> Include non-storage electric generation, distributed generation, or other projects that will support the evaluation of the developer's experience in the proposed project(s) for this RFP.

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*Operation & Maintenance Experience*

1. Front-of-the-meter energy storage projects using the proposed technology and currently operated and maintained by the Bidder.

Total count of projects operated and maintained: \_\_\_\_\_

Total count of projects operated and maintained 2 MW or larger: \_\_\_\_\_

For each project, list information in the format presented below.  
Include all relevant projects.

Project Name	MW	MWh	Use Case	Location, Utility	Contact/Reference	Bidder's Role	COD Date

*New York Independent System Operator Experience*

1. Is your company a Market Participant within the New York ISO: If yes, load and/or generation assets do you manage and what markets do you participate in?
2. Front-of-the-meter energy storage projects using the proposed technology that currently participate in NYISO markets.

Total count of projects: \_\_\_\_\_

For each project, list information in the format presented below.  
Include all relevant projects.

Project Name	MW	MWh	Use Case	Location, Utility	Contact/Reference	Bidder's Role	COD Date

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3. Non-storage projects currently participating in NYISO markets

Total count of projects: \_\_\_\_\_

For each project, list information in the format presented below.  
Include all relevant projects.

Project Name	MW	MWh	Use Case	Location, Utility	Contact/Reference	Bidder's Role	COD Date