

IGP Soft Launch Debrief Session

Monday, March 9, 2020

2:00pm – 4:00pm

American Savings Bank Building, Training Room 2

Attendees

In-Person

Marc Asano, HE
Rebecca Dayhuff-
Matsushima, HE
Greg Shimokawa, HE
Isaac Kawahara, HE
Christin Chang, HE
Alan Hirayama, HE
Jim Alberts, HE
Yoh Kawanami, HE

Nohea Hirahara, HE
Ken Aramaki, HE
Christopher Lau, HE
Vladimir Shvets, HE
Amanda Yano, HE
Leo Asuncion, HPUC
Dave Parsons, HPUC
Jay-Paul Lenker, HPUC
Mike Wallerstein, HPUC

Gerald Sumida, Carlsmith
Ball/Ulupono
Marcey Chang, DCA
Rene Kamita, DCA
Gina Yi, HPUC
Jeremy Laundergan,
EnerNex

WebEx

Andre Bisquera,
Honeywell
Blaine Hironaga, HE
James McMurtry, Johnson
Controls
Curt Leyshon, Itron
Corinne Chang, HE
D. Noelani Kalipi,
Progression Energy
Damon Schmidt, HE
Enrique Che, HE
Eric Kunisaki, HE
Jason Prince, RMI
Jeffrey Dasovich, Sunverge
Energy

Jon Sakata, HE
Jennifer Potter, HPUC
Jon Shindo, HE
Katie Wu, Gridworks
Kayla Kawamata, HE
Li Yu, Quanta Technology
Liza Jang-Che, HE
Marisa Chun, HE
Meredith Chee, HE
Michael Hastings, Half
Moon Power
Molly Keleher, RMI
Melanie Higa, HE
Nohea Hirahara, HE

Paul De Martini, Newport
Consulting
Phillip Gerwien, HE
Richard Vandrunen, HE
Riley Ceria, HE
Ryan McCauley, Tritium3
Robert Harris, Sunrun
Sean Oliveira, HE
Steven Rymsha, Sunrun
Susan Chow, HE
Tricia Rohlfing, Hawai'i
Pacific Solar
Veronica Rocha, Essential
Leap

Objective

- Debrief of the IGP Soft Launch RFP

Agenda

- Welcome
- Overview of the results

Key Takeaways

- Stakeholders would like to broaden the marketing approach for future NWA RFPs, particularly to get the housing and renewable energy developers to work together and bid more NWA projects.
- Stakeholders suggested a programmatic solution for the Soft Launch RFP.
- Suggestion to create smaller MW, shorter-duration NWA need targets that are more achievable for smaller projects.

Discussion

- I. Discussion
 - a. Stakeholder: Do you feel that the number of developers that were debriefed is enough or representative of all feedback to this RFP?
 - i. Yes.
 - b. HECO: Was there anything that stakeholders would like included that was not included?
 - i. Stakeholder: Customer load profiles would be helpful. It would be helpful to know what customer load would be.
 - ii. HECO: The specific load characteristics are not as well known for new housing developments.
 - c. IO: Suggestion from bidders to have a smaller document such as term sheet that they can redline, instead of an entire PPA. It could make it easier to obtain more potential bids. Noted the added burden put upon the bidder to have to redline and understand the contract terms. The downside is it may not have all the detailed information and there may be uncertainty as to how risk will be allocated.
 - d. Stakeholder: Could you tell that the proposers who had responded were qualified?
 - i. HECO: Yes, they have participated in NWA RFPs on the mainland and were familiar with the complexities that come with it.
 - e. Stakeholder: What is the next NWA potential opportunity and when does HECO plan to look into it? It would be helpful to look at it sooner.
 - i. HECO: When we start the IGP process, the topic of NWAs will be revisited. Stakeholders looking for HECO to proceed with NWA procurements ahead of IGP starting in May.
 - ii. Stakeholder: The RFP was issued around the holidays. Is there a way to consider different timing, as it may help the process?

- iii. HECO: This is noted. HECO would need to get back to stakeholders in terms of schedule.
- f. IO: Discussion about the screening criteria is important. The screening criteria were rather large targets, and in other RFPs on the mainland, there have been smaller need targets, or a large need broken up into smaller targets with more flexibility in performance metrics.
- g. Stakeholder: Any update on the IO report that can be shared?
 - i. IO: Will put together a report but will redact confidential information. Timeframe for that would need to be further discussed with HECO. Looking at April as the timeframe for a draft.
- h. Stakeholder: How do you narrow the need targets?
 - i. IO: Selecting circuits with the peak needs, to determine a short-duration need. However, it shouldn't limit the ability to look for a long duration need and solution if necessary. Things like energy efficiency or energy storage can be looked at as solutions to those needs.
- i. Stakeholder: How much of the solution is in the marketing of the RFP to developers?
 - i. HECO: We had an exhaustive email list of developers that we sent a notification out to. The developers who participated became interested through the IGP process. There may be others we are not reaching, and we have had a discussion on this. We will look into better ways to reach potential developers.
- j. Stakeholder: Marketing is going to be a key point with real estate development. The developers are not going to be thinking about NWAs, how do you get them involved with IGP? All they think about is obtaining electricity, if they can know their options ahead of time, it can change their way of thinking. How can they plan their developments with consideration to what the utility needs for the grid?
 - i. HECO: We could look into a programmatic approach, with education and marketing tools and outreach. It is also part of the developer's role to consider various NWA options available for their housing development projects.
- k. Stakeholder: What about having a customer program with an opt-in option?
 - i. HECO: If we have an idea of how many new homeowners are interested in participating that would help the aggregators to know what the size of a potential project could look like.
 - ii. HECO: If there isn't enough customer interest or any guarantee that they would participate, it is nearly impossible for the developer to construct a reliable bid. The opt-in approach may not be effective in this case.
- l. Stakeholder: Is there any way the utility can engage and educate the customers?
 - i. HECO: It would be handled by the DER aggregator to educate their customers on how they will be setting up the contracting and the value of participating in this NWA opportunity. There are limitations as to what

the utility can do, since the customer will be purchasing a service from the aggregator.

- m. Stakeholder: It may be beneficial to measure and evaluate a programmatic approach to NWAs.
 - i. HECO: Forecasted overloads in the future could be addressed through a programmatic approach.
- II. Next steps
- a. Comments may be submitted to igp@hawaiianelectric.com.