

Bulk Energy Storage Scheduling and Dispatch Rights Request for Proposals

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APPENDIX A

Qualification Instructions

Provide the following information for use by Central Hudson Gas & Electric (“Central Hudson” or “CHGE”) in assessing the experience, organizational structure, and financial viability of the 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 team¹, 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) for Defined Terms. For purposes of confidentiality, bidder has the option to provide a completed Non-Disclosure Agreement (“NDA”) that can be found in Appendix D2.

Company & Organizational Information²

Overview

1. Provide Bidder’s name, address, city, state, zip code, phone number, and email address.
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.³
4. Describe in detail Bidder’s organizational structure. A written description and flow chart diagram showing links are required. List the legal registered name of all owners and participants,

¹ If applicable, the information of the developer, integrator, and EPC (Engineering, Procurement and Construction) contractor may be submitted for consideration and evaluation in the qualification process. Preference and additional weight will be given to developer experience, organizational, and financial information relative to other entities.

² Team structure and associated agreements are the prerogative of the Bidder. Limited changes to the submitted team will be permitted following initial qualification submission; developer, owner, and financing companies cannot change after the qualification submission since an evaluation of those team members is a critical input into qualification status and submitted Offer viability. Changes to the team after Round 1 Offer submission may result in disqualification. The “Bidder Information” tab in Appendix B can serve as the Bidder attestation regarding Request For Proposal (“RFP”) understanding, Bidder authorization, and attestation of documents provided.

³ Central Hudson requires 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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including but not limited to joint Offer participants, of the Project and their relative percentage ownership.

5. Address all the following that apply if Bidder is:
 - 5.1 a Subsidiary or Affiliate of any other entity or corporation provide detail as to the relationships and identify the ultimate parent;
 - 5.2 part of a partnership, provide the names of all partners and, if a limited partnership, identify the General Partner(s);
 - 5.3 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);
 - 5.4 a limited liability company, identify each member and, if applicable, the entities Controlling each member;
 - 5.5 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 an entity 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 relates to Bidder’s ability to enter into and perform under a proposed Offer];
8. Certify in writing that Bidder has reviewed, understands, and will comply with the Request For Proposal (“RFP”) requirements for all Offers to be provided. Failure to meet all RFP requirements will result in Offer rejection.

Credit Information

1. Provide Bidder’s credit rating (if applicable) and name of Credit Rating Agency.
2. If the contracting party is different than the Bidder, provide contracting party’s credit rating, name of Credit Rating Agency, and explain the relationship between the contracting party and the Bidder.

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Financial Information

1. Provide three (3) years of Audited Financial Statements and Year-to-Date Audited Financial Statements of Bidder and Contracting party (if applicable).⁴

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 proposed Project(s), and non-storage projects that will support evaluation of development experience. submitted for evaluation (Qualification or Round 1 Offers), the experience of the developer, integrator, and EPC (Engineering, Procurement and Construction) contractor will be considered and evaluated. Preference and additional weight will be given to developer experience relative to others' experience. Demonstrated experience deploying the proposed storage technology at scale with Dispatchable Capacity of at least 2 MW in a single project in an expeditious manner is required for approval to submit an Offer. Any items which are denoted as **(Round 1)** can be included if available during qualification but are mandatory by the Round 1 Offer submission. Similarly, any information required by Round 2 will be denoted by **(Round 2)** and can be supplied any time prior if the information is available. Estimates must be refined as much as possible for Round 2 submission. Please clearly indicate any/all Round 2 information that changed from Round 1. Please mark all confidential information accordingly.

Bidding Team Overview

1. Is the Bidder's company and/or organizations part of the Bidder's team licensed to do business in New York? If yes, what are the applicable business license numbers? If no, Bidder and Bidder's team must demonstrate being licensed to do business in NY for evaluation no later than Round 2 submission to continue.
2. Please provide a description and personnel organization chart of the proposed facility's development team, design and construction team **(Round 1)**, and operations and maintenance team **(Round 1)**.
3. Please provide a description of the Bidder's experience and history in financing energy storage projects. If applicable, provide experience and history financing power generation facilities.
4. Identify any government assistance program to be requested, expected, or received that relates to the financing of the anticipated Project **(Round 1)**.

⁴ Audited financials 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 must be provided. In all cases, the Bidder should provide Audited Financial Statements.

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

Project Development Experience⁵

1. Front-of-the-meter energy storage projects⁶ using the proposed technology that are completed and in commercial operation.

Total count of projects in commercial operation: _____

Total count of projects in commercial operation 2 MW or larger: _____

Please list information for the 5 most recent energy storage projects in the format presented below.

Project Name	MW	MWh	Use Case	Location, Utility	Contact/Reference	Bidder's Role	Commercial Operations Date ("COD")

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

Total count of projects under construction: _____

Total count of projects under construction 2 MW or larger: _____

Please list information for the 5 most recent energy storage projects in the format presented below.

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

⁵ Provide and clearly label separate project experience lists/tables for developer (Qualification stage submission), integrator (Round 1 submission), and EPC contractor entities/roles (Round 1 submission).

⁶ 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 projects⁷ that are completed and in commercial operation.

Total count of projects in commercial operation: _____

Please list information for the 5 most recent non-storage projects in the format presented below.

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

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

Total count of projects under construction: _____

Please list information for the 5 most recent non-storage projects in the format presented below.

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

Operation & Maintenance Experience

1. Front-of-the-meter energy storage projects using the proposed technology 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: _____

Please list information for the 5 most recent energy storage projects in the format presented below.

⁷ 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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Project Name	MW	MWh	Use Case	Location, Utility	Contact/Reference	Bidder's Role	COD

New York Independent System Operator ("NYISO")
Experience

1. Is your company a Market Participant within the NYISO? If yes, what 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 currently participating in NYISO markets.

Total count of projects: _____

Please list information for the 5 most recent energy storage projects in the format presented below.

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

3. Non-storage projects currently participating in NYISO markets.

Total count of projects: _____

Please list information for the 5 most recent non-storage projects in the format presented below.

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