SESSION #1 - SOLAR DEVELOPERS:

Attendance Overview:

- 7 developers attended
- 16 participants attended

What went well?

- Provide and receive transparent feedback to and from bidders
- Developers like two solicitations for DG RFP - gives certainty to market

What needs improvement?

- Revised bid fee schedule - how do we entice participation while weeding out bad actors?
- Standing program for more consistent participation
- Developers view storage as future – how will GPC incorporate batteries to positively impact market and customers

What are the participant pain points?

- Company continues to move slow through Evaluation
    - Moved from 18 months to 10 months (minimal room for improvement without drastic RFP changes)
    - Due date extensions were offered
        i. PPA signatures
        ii. IC Payments

What are our future RFP insights?

- Low procurement due to best cost, self-releases, etc.
    - Of the 70+MWs that made it to the target list, all were self-released
    - Numerous extensions granted to accommodate bidder needs
    - Due to pushbacks from Solar Market COP participation took a step back and market was unable to meet GPC needs
- GPC foster collaboration between developers and customers

SESSION #2 - C&I CUSTOMERS:

Attendance Overview:

- 19 customers attended
- 22 participants attended

What is working well?

- Customers want to participate in programs like CARES to help meet their 2050 net zero goals – some have 2030 goals to meet
    - Customers interested in a DG CARES program to help meet their needs

What needs improvement?

- Need to create fewer barriers to entry:
    - Customers do not want to enter long-term contracts
    - NOI fees are too high
    - Pricing is not high enough for customer-sited programs
        - Not feasible for rooftop projects
    - Size limitations for customer-sited programs – consider other facilities in customer portfolio
- Customers are willing to pay for subscriptions but need additionality to justify costs

- Need a program that incentivizes batteries
    - Customers want options – some like upfront credits while others want ongoing

What are the participant pain points?

- Lack of capacity to fulfill programs like CARES
- Community Solar programs come at a premium compared to other offerings in the country

SESSION #3 SOLAR INSTALLERS:

Attendance Overview:

- 10 installers attended
- 10 participants attended

What is working well?

- Installers have experienced improvements regarding contract execution and project completion

What needs improvement?

- Installers want capacity limitations to be reviewed for all program offerings
- Continue to improve the application process - more consultation and collaboration to eliminate stops in project progress
    - Educate on tools like HCT and ICG to further enhance the experience for installers
- Collaboration needed between installers and GPC to develop parameters for storage program
    - Controllability
    - Credits
    - Term length
    - Manufacturers requirements
    - Retrofitting

What are the participant pain points?

- Access to batteries for smaller projects
    - Utility Scale projects are prioritized ahead of BTM