



2025 All Source RFP Bidders Conference

June 6, 2025

This meeting is being recorded. A summary of Q&As along with the presentation will be posted online.

Housekeeping

- ✓ Meeting will be recorded
- ✓ Questions will be transcribed and published on Avista's website
- ✓ Meeting will be posted to All-Source RFP Webpage
- ✓ For Questions
 - please use the chat feature
 - Use Raise Hand Feature



Agenda

10:00 AM

- Introductions

10:05 AM – 11:30 AM

- Supply Side Requests

11:30 – 12:00 PM

- Demand Response Request



Avista Corporation

Avista Corporation, dba Avista Utilities is an energy company involved in the production, transmission, and distribution of energy as well as other energy-related businesses. Avista provides electricity to 418,000 customers, and natural gas to approximately 382,000 customers across 30,000 square miles including electric service in Washington and Idaho and natural gas service in Washington, Idaho, and Oregon.



Electric 
Natural Gas 
Electric and Natural Gas 



Avista Corporation

Power Supply

- Chris Drake
- Ryan Finesilver
- Annette Brandon

Integrated Planning

- James Gall

Demand Response

- Leona Haley

Transmission Services

- Randy Gnaedinger



Procure Power – Independent Evaluator (IE)



Independent Evaluator Team

- Steve Lewis
- Laura McCarty

IE's role is proscribed by Washington Administrative Code and includes:

- Ensure the RFP is conducted fairly, transparently, and properly;
- Participate in RFP design;
- Evaluate all proposals independently from Avista;
- Record minutes of meetings and retain all written communications with Avista and third-parties
- Verify Avista's inputs and assumptions are reasonable;
- Assessing Avista's process of scoring bids and selection of shortlists is reasonable;
- Prepare a final report for the WA Commission.

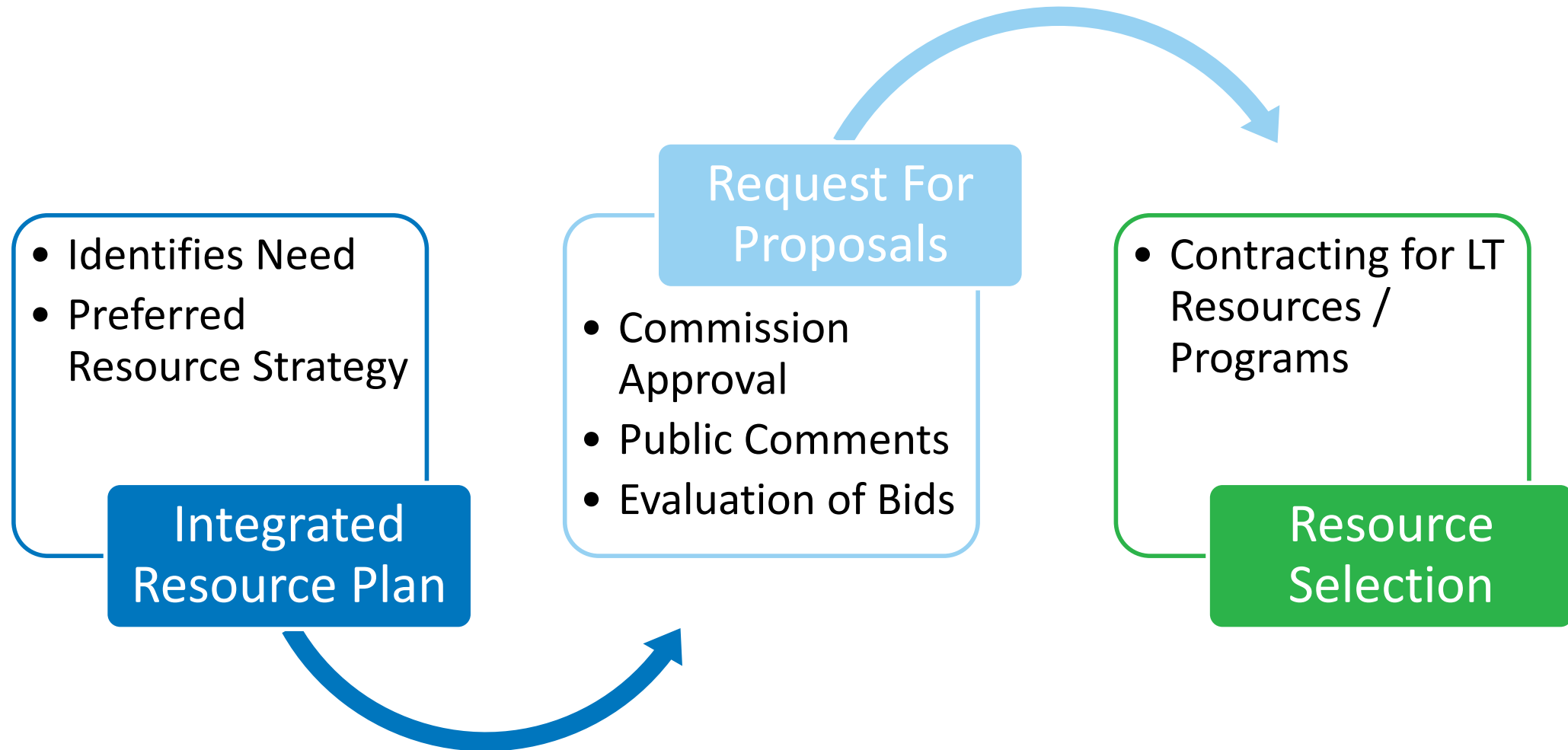


Supply Side Resources

2025 All-Source RFP

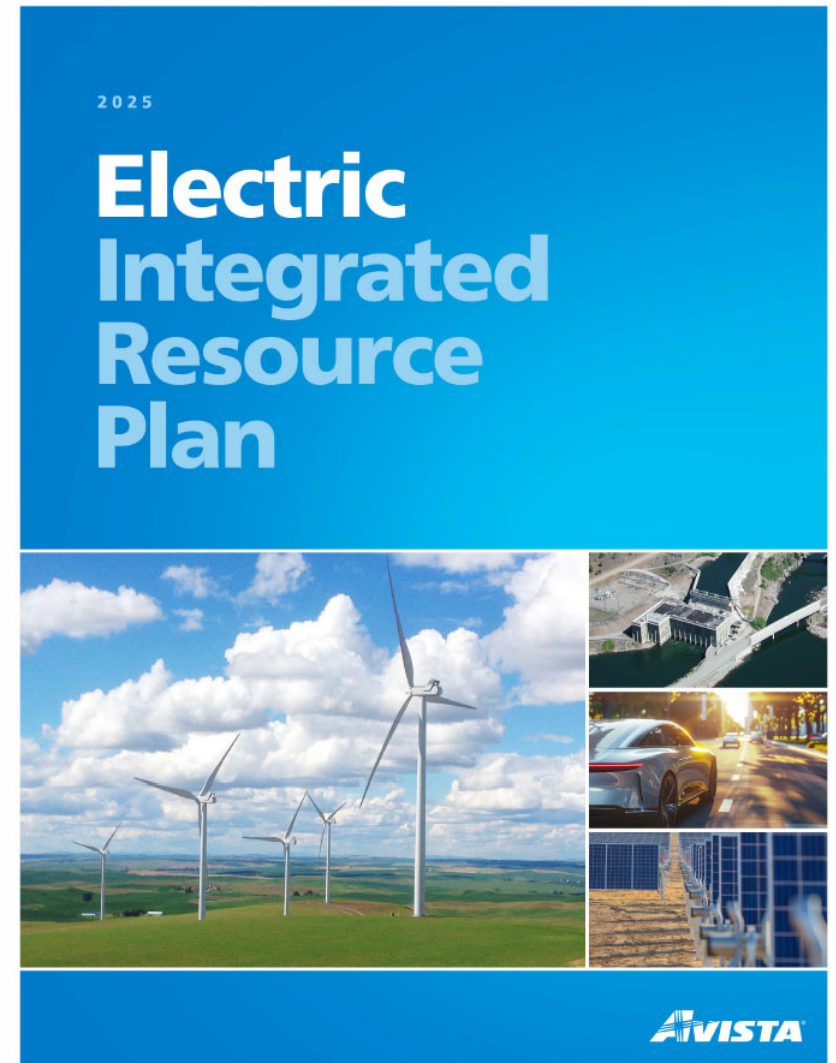
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Avista's RFP Process

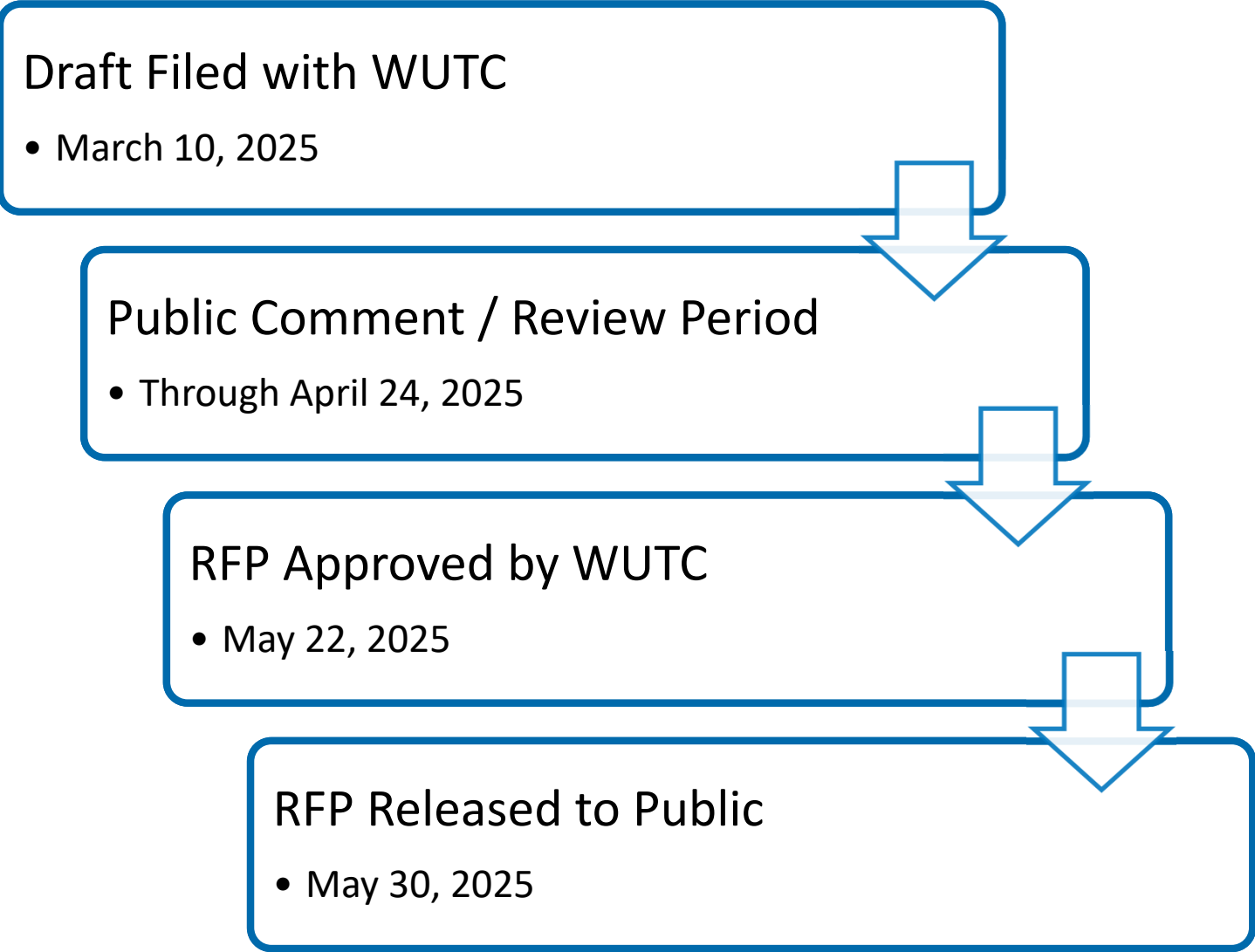


Integrated Resource Plan

- Resource needs identified in 2025 Electric IRP Filed December 31, 2024
- IRP shapes Avista's resource strategy and planned procurements for 20+ years
- Preferred Resource Strategy (PRS) relies on modeling methods to balance cost, reliability, rate volatility, environmental goals and mandates
- IRP Technical Advisory Committee (TAC) guides IRP development
- Need identified within four years, triggering Washington State Purchase of Resource Rules



RFP Development



2025 ALL-SOURCE REQUEST FOR PROPOSAL

**ELECTRIC
ENERGY and CAPACITY**

AVISTA CORPORATION

May 30, 2025

The matters set forth in this Request for Proposal (RFP) are not intended to and do not constitute a binding offer or agreement of any party or establish any obligation of any party with respect to the subject matter of this RFP. This RFP may not be relied upon by any party as the basis for a contract by estoppel or otherwise. A binding agreement will arise only upon the negotiation, execution and delivery of mutually satisfactory definitive agreements and the satisfaction of the conditions set forth therein, including completion of due diligence and the approval of such agreements by the respective governing bodies and management of each party, which approval shall be in the sole subjective discretion of the respective governing bodies and management.

Avista 2025 All-Source RFP



Avista Seeks to Fill Capacity & Energy Needs



Winter Capacity: 105 MW between 2027 and 2030 and an additional 310 MW by 2029 (up to 415 MW total)



Summer Capacity: 135 MW between 2027 and 2030 and an additional 290 MW by 2029 (up to 425 MW total)



Up to 200 aMW of renewable or non-emitting resources



Demand Response*: At least 5 MW

*Including Virtual Power Plants and Distributed Energy Resources

All Resources Types To Be Considered in RFP



Wind



Conventional &
Tolling Agreements



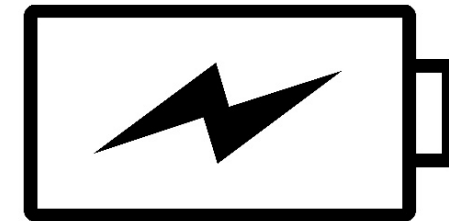
Hydro



Solar



Demand Response, Virtual Power
Plants, Distributed Energy Resources



Energy Storage

Ownership Structures

Power Purchase
Agreements
(PPA)

Build-Transfer
Agreements
(BTA)

Other
Arrangements

Joint
Development /
Co-ownership

Avista will consider proposals for various ownership structures

2025 All Source RFP Files

The 2025 All-Source RFP documents are available below.

- [All-Source RFP](#)
- [Exhibit A - Confidentiality Agreement](#)
- [Exhibit B-1 - Initial Proposal Outline](#)
- [Exhibit B-2 - Initial Proposal Template](#)
- [Exhibit C - Detailed Proposal Requirements](#)
- [Exhibit D - Evaluation Methodology](#)
- [Exhibit E - Sample Evaluation Matrix](#)
- [Exhibit F - Customer Information Release](#)
- [Exhibit G - RFP PPA Template](#)
- [Exhibit H - DR Detailed Proposal Information Template](#)

2025 Timeline

Date*	Activity
May 30, 2025	RFP Release to Public
June 6, 2025	Bidders Conference
June 30, 2025	Initial Bids Due (submit to allsourcerfp@avistacorp.com)
July 30, 2025	Post on public website a summary of bids received
September 1, 2025	Short-Listed Bid Notification
October 6, 2025	Short-Listed Full Proposals
November 10, 2025	Short-List Price Refresh
Late November 2025	Final Selections

*subject to change
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Transmission and Interconnection

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Transmission and Interconnection



- Firm, Conditional Firm and Non-firm
- Transmission ATC in RFP
- Projects are evaluated based on ability to meet stated resource need
- Cluster Study – progressing on schedule as expected
- NRIS/ERIS Questions

Avista Stick Diagram

AVISTA'S OASIS POSTED PATHS

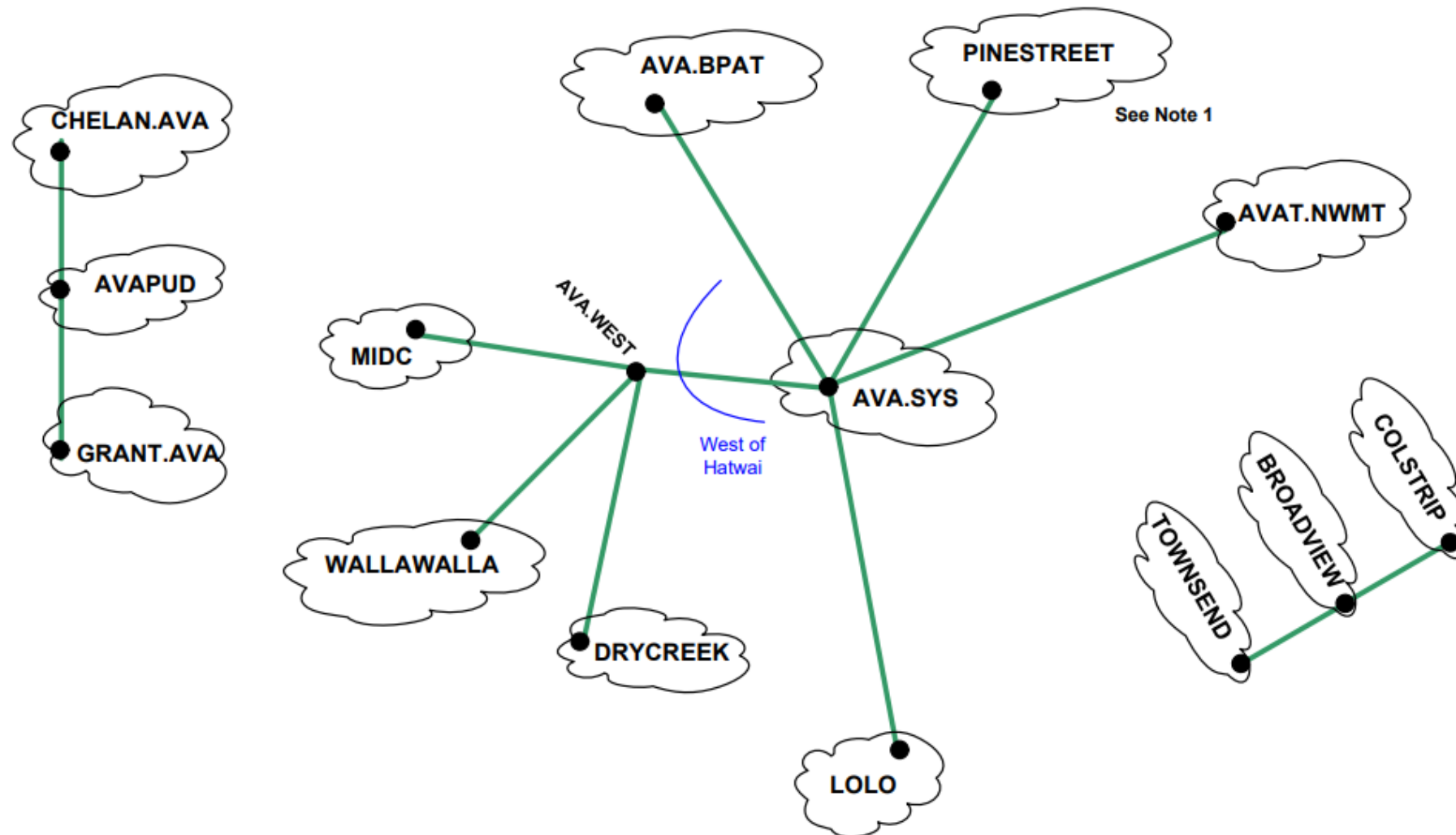


Table 1 from RFP

Table 1: Summary of Avista Transmission Capacity⁷

Location/ Resource	Available Transmission Capacity	Total Transmission Capacity	Date of first availability	Point of Delivery to Avista LSE
Eastern Montana	8 MW	Up to 230 MW ⁸	1/1/2026	COLSTRIP or BROADVIEW to <u>TOWNSEND</u>
Montana	268 MW	Up to 382 MW	Pending requests	AVAT.NWMT
Idaho	33 MW	Up to 400 MW	1/15/2025	LOLO
Washington Mid-C	0 MW	0 MW	Pending requests	MIDC
BPA	64 MW	Up to 1650 MW	1/15/2025	AVA.BPAT

7- These values were identified on May 1, 2025, and are subject to change. Refer to Avista's OASIS for up-to-date information.

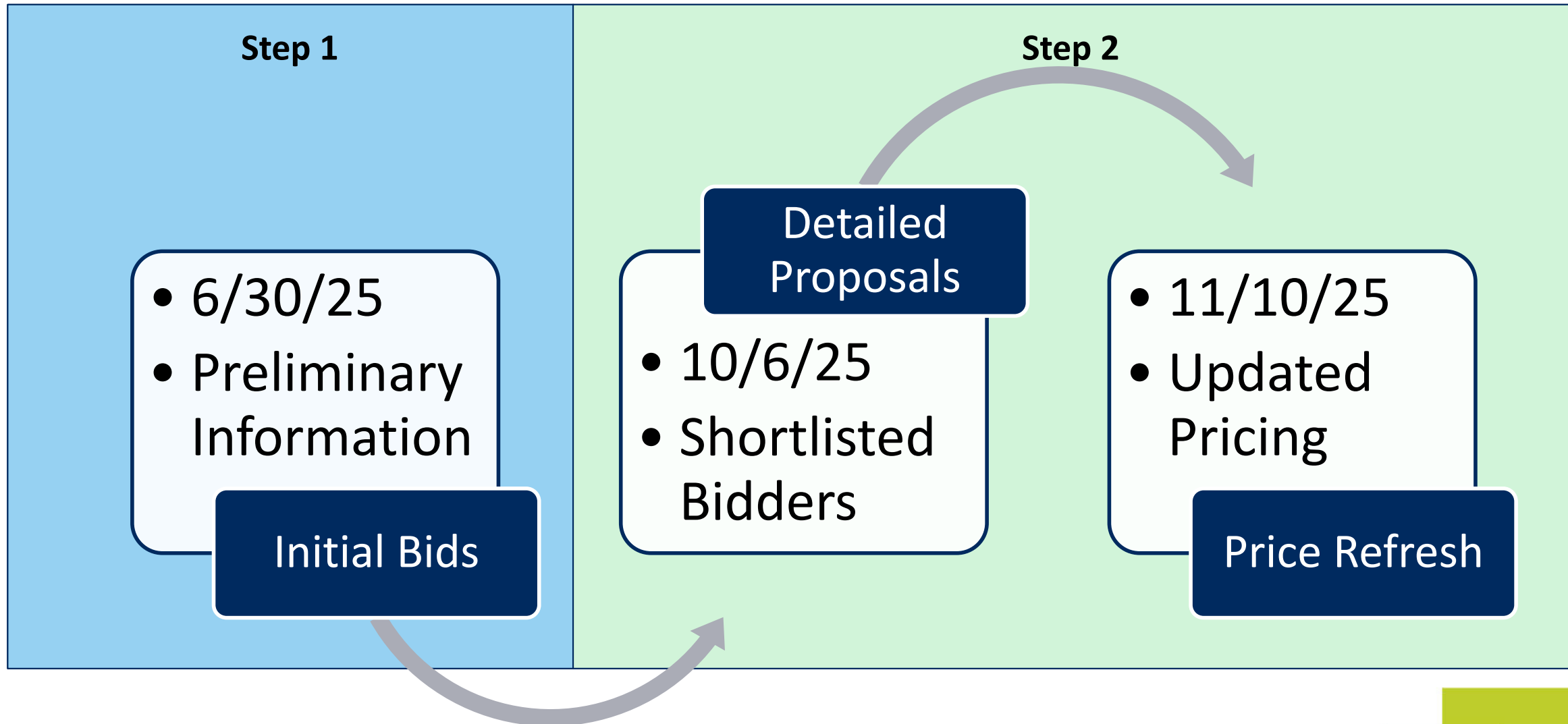


Evaluation of Proposals

Evaluation Methodology

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Two-Step RFP Review Process



RFP Evaluation Elements

- Initial Screen of **General Qualifications**
- Proposals evaluated on **six categories** (evaluation criteria)
- Evaluation criteria is weighted based on the importance of meeting Avista’s resource development goals stated in 2025 IRP
- Avista’s RFP objectives to add capacity, energy, and demand response, will be determined by choosing the best combination of proposals to meet objectives on a lowest reasonable cost basis



2025 All Source RFP Exhibit D Evaluation Methodology

This three-part methodology will be used to evaluate and rank proposals submitted as part of this RFP. The three parts of the methodology are:

- Initial Screen of General Qualifications
- Evaluation of Initial Proposals
- Evaluation of Detailed Proposals

2025 ALL SOURCE RFP EVALUATION METHODOLOGY

: Sample
es in

Evaluation of Initial Proposals:

Each Initial Proposal meeting the General Qualifications will be evaluated on six categories (Table 1)¹.

Table 1: Evaluation Criteria²

Category	Weighting (%)
1. Risk Management	5
2. Financial Analysis	60
3. Price Risk	10
4. Electric Risk Factors	10
5. Environmental Factors	10
6. Social and Community	5
Total	100



General Requirements

1. Site control
2. Viable financial plan
3. Credit requirements
4. Procurement plan
5. Transmission and interconnection
6. Compatibility with resource need

General Requirements represent the minimum requirements to be further evaluated within the 2025 All-Source RFP

Evaluation Criteria

Category	Weighting (%)
Risk Management	5
Financial Analysis	60
Price Risk	10
Electric Risk Factors	10
Environmental Factors	10
Social and Community	5
Total	100



Bid Submission

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To be Submitted – Initial proposals due June 30, 2025

Initial Proposal

- Complete Exhibit B-2
- B-1 used as outline for proposal
- *Bid Fee*

Exhibit A

- Confidentiality Agreement

Exhibit F

- Customer Information Release

Certification

- By authorized individual
- Information is complete and accurate

Bid Fees

Projects < 20 MW

\$2,500

Projects 20 MW
and above

\$10,000

Avista will provide an invoice for the applicable bid fee after receipt of each proposal

Demand Response programs eligible for exemption if conditions met

Bid Options

Bid Fee covers up to two options

Options can be variations in

- Resource size
- Point of interconnection or delivery point
- Operational additions of storage resources
- Contracting terms or purchasing options



Questions

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Demand Response Solutions

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Bid Types

- Multiple proposals are acceptable, but each requires a separate response.
- DR solutions for all customer types will be considered
 - residential, commercial and industrial or a combination.

Pay-for-Performance

- Turnkey solutions using power purchase agreements.

Vendor Services

- Program Design
- Customer outreach
- Customer enrollment
- Equipment O&M
- Equipment installation
- Program administration
- DERMS
- Call Center
- Other

Avista may use bids to develop a portfolio of programs

Pay for Performance – Power Purchase Agreement

- Demand Response (DR)
 - Includes any type of curtailable behind the meter load at customers sites that can be dispatched during DR events in response to grid needs.
 - Battery Energy Storage Systems (BESS)
 - Customer owned, behind the meter
 - Standalone or paired with solar
- Aggregated resource types that are accessible across multiple customer types.

Exhibit G – RFP PPA Template

Vendor Service Components

Service	Description
Program Design	New offerings designed to help customers reduce peak grid loads, increase customer participation in clean energy programs and maximize customer benefits from DRs.
Customer outreach	Tasks related to recruiting customers – includes marketing, advertising and executing participant service agreements
Equipment Installation	Procure and install services for one or more programs across applicable customer segments.
Equipment O&M	O&M services for one or more programs/customer segments
Program administration	Collaborate with Avista program team to achieve specific DR targets (capacity and energy), budgeting, forecasting and planning
DERMS	Software platform to manage DR and BESS resources
Call center	Customer issue resolution
Other	Bidders may propose a separate ‘other’ component if the services being proposed do not fit the above-mentioned

Each DR bid/response can contain one, more or all of these services

Demand Response Bid Evaluation Process

- Initial proposals (due 6/30/2025)
- Initial screening
 - All demand response solutions will be evaluated
 - Cost effective solutions will be given priority
- Exhibit H required for short listed bids (due 10/06/25)
 - A detailed proposal for the DR solution may also be submitted with Exhibit H



Questions

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