

Workshop #3 Detailed design

September 2022



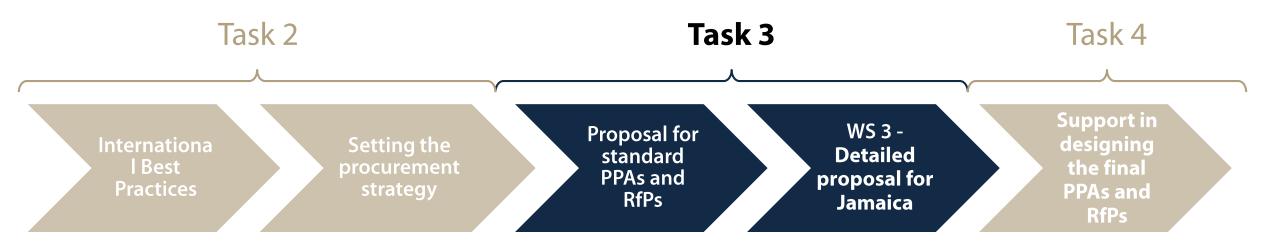


Detailed design



Task 3 objectives & focus

Core flow of activities:

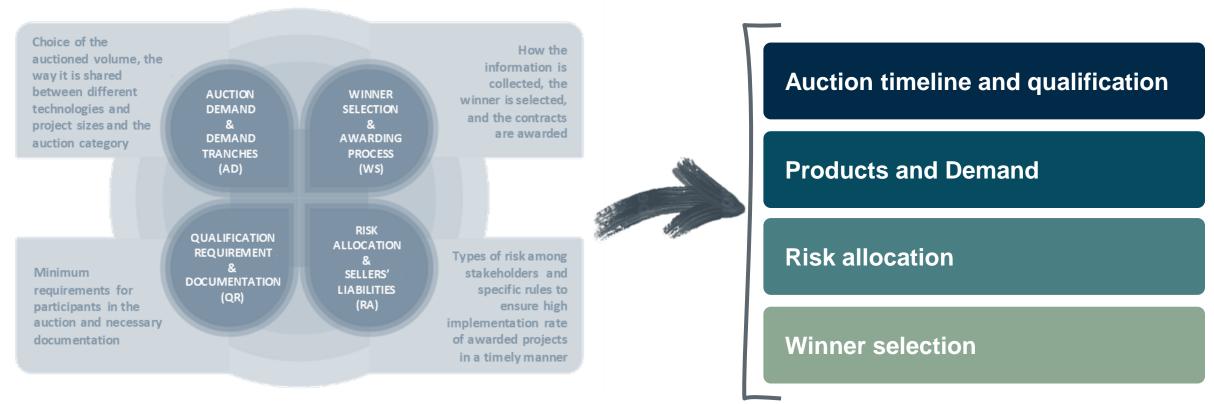


Output: draft of best practice contract template and RfP documents.

- i. Legal framework guidelines and instruments
- ii. Generation tariff calculation
- iii. Expression of Interest, Request for Proposal and Power Purchase Agreement
- iv. Guidelines for the procurement of power

🖉 PSR MRC 🝠

Methodology and general structure



IRENA, 2019



How are RE auctions in Jamaica today?

Jamaica RE auctions' current design is technology neutral

- ► In technology neutral auctions, a standardized product is delivered, such as energy.
- Different technologies compete against each other, which enables the deployment of the leastcost technologies.

Jamaican auctions traditionally offer two products: energy and firm capacity

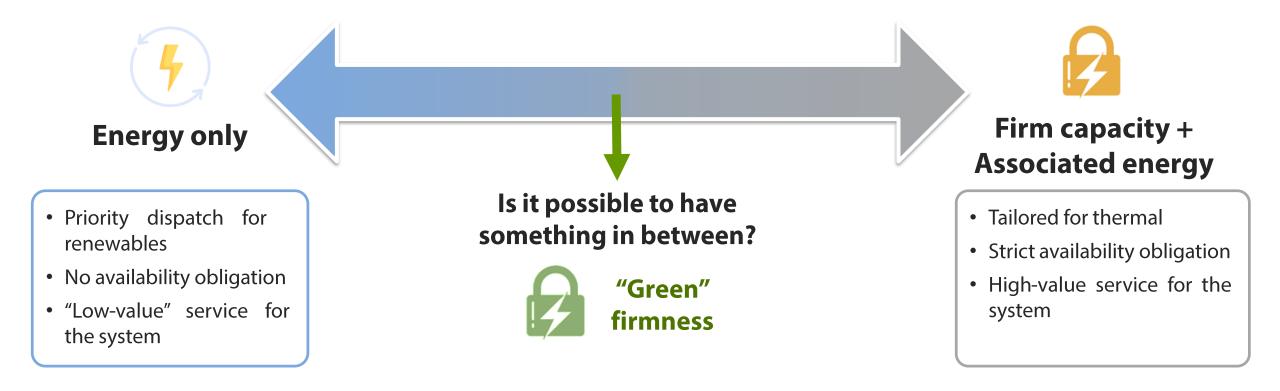
- The firm capacity product is basically an availability mechanism tailored to 100% dispatchable thermal power plants – not suitable for renewables
- ► This has led for the demand for firm capacity in RE auction to be repeatedly not met



Products and their features

Jamaica currently implements 2 products with different features

The energy product is usually not enough to meet the system needs, so that it is important to have a product that provides reliability to the system: firmness product.





Definition of firmness

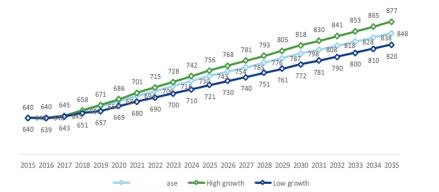
What type of firmness does Jamaica need?

The firmness product should be aligned with the needs of the system, providing some kind of reliability at the most critical hours of each day/year

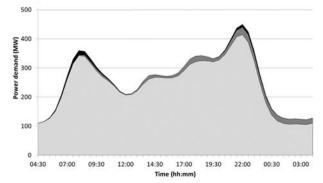
How can a renewable technology provide firmness?

Some technologies are able to control their own generation and, therefore, ensure that energy will be delivered at a specific times of the day. But there is no renewable technology that is **totally** flexible at all hours throughout the year (as a conventional technology is)

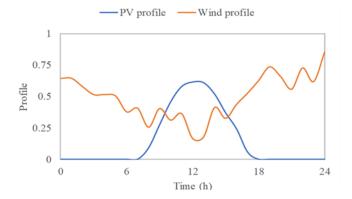








Renewables generation profile



Goal of the study

How to design a RE auction that is technology neutral, and procures both energy and firmness?

The main goal of the Consultants was to find a design that would combine those 2 characteristics, and therefore we need a firmness product that renewable technologies are able to offer.

Currently:

Two separate products, each with different rules. Seller must choose one **or** the other.



Energy only



Firm capacity + Associated energy

Proposed:

Each bidder must make an offer for energy **and** firm capacity.





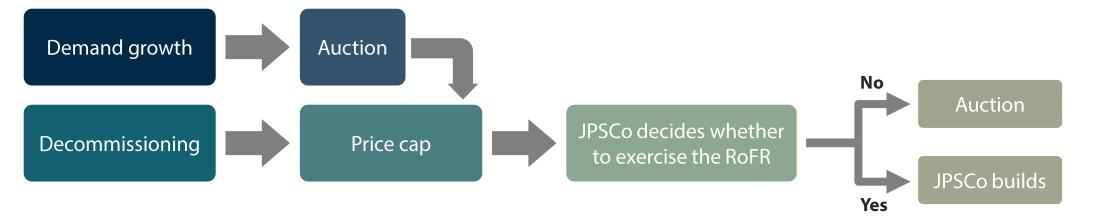
How is the auction demand defined?

The Integrated Resource Plan remains the main driver for auction demand

The definition of the auction demand remains linked to the expansion planning. However, it is necessary to differentiate the total amount into a demand for energy and another for firmness.

How does the Right of First Refusal (RoFR) impact?

- ► The amount to be replaced **must be separated into the two products** (energy and firmness).
- ► JPS's RoFR is **conditional** to cost competitiveness, which is driven by the auction result.
- ► The non fulfilled capacity of the RoFR is added to the demand of the next auction.

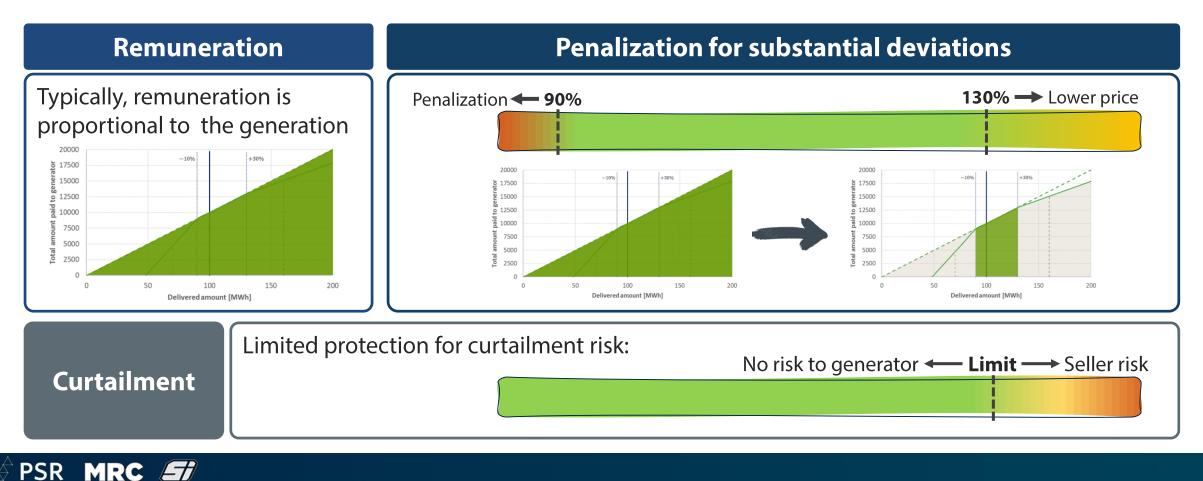




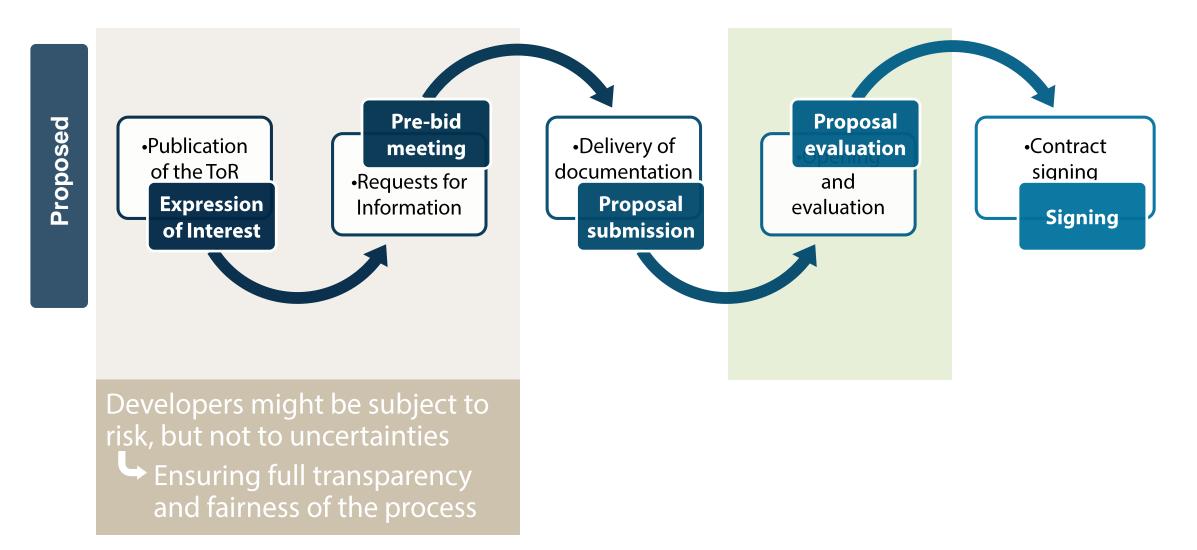
Risk allocation

Who is responsible for the risks?

- Developers might be subject to risk, but they should not be subject to uncertainties
- ► The risk allocated should be clearly communicated, transparent, fully quantifiable, and enforced



General auction timeline





Winner selection

Reception of bids	•The auctioneer receives the bids and calculates the net present value (NPV) for each
Bids grouping	•The auctioneer selects the best "bid groups" and calculates the unmet demand for each group
Evaluation	•The auctioneer calculates the total cost of each group
of groups Winner selection	



Winner selection - Example

How to choose the "cheapest offer" with multiple products?

Auction demand

- 1,100 MWh of energy at a max price of 100 \$/MWh
- 50 MWh/d of firm capacity at a max price of 10 \$/kW.mo

Bids

- Bid E: 400 MWh at 50 \$/MWh (energy only)
- Bid L: 30 MWh/d at 6 \$/kW.mo + 540 MWh at 80 \$/MWh
- **Bid S:** 30 MWh/d at 6 \$/kW.mo + 360 MWh at 90 \$/MWh

Option 1: Generators E and L

Option 2: Generators L and S

Option 3: Generators E, L and S

OBS: For simplicity, all firm capacity offers and firm capacity demand are assumed to be defined at 1 h/day



Winner selection - Example

Each "group" of bids is assessed individually...

Auction demand	Option 2: Generators L and S
1,100 MWh of energy at a max price of 100 \$/MWh 50 MWh/d of firm capacity at a max price of 10 \$/kW.mo	Bid L =
50 WWH/d OF HITT capacity at a max price of 10 \$/kW.mo	Bid S =
Bids	Missing energy =
Bid E: 400 MWh at 50 \$/MWh (energy only)	Missing capacity =
Bid L: 30 MWh/d at 6 \$/kW.mo + 540 MWh at 80 \$/MWh	Missing capacity –
Bid S: <mark>30 MWh/d at 6 \$/kW.mo</mark> + <mark>360 MWh at 90 \$/MWh</mark>	



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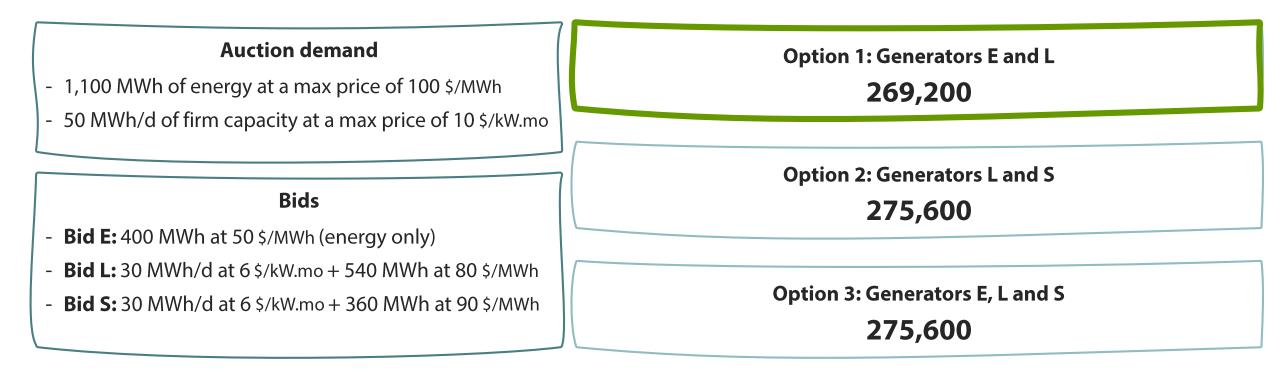
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Winner selection - Example

...And the winners are those that belong to the least-cost "group"



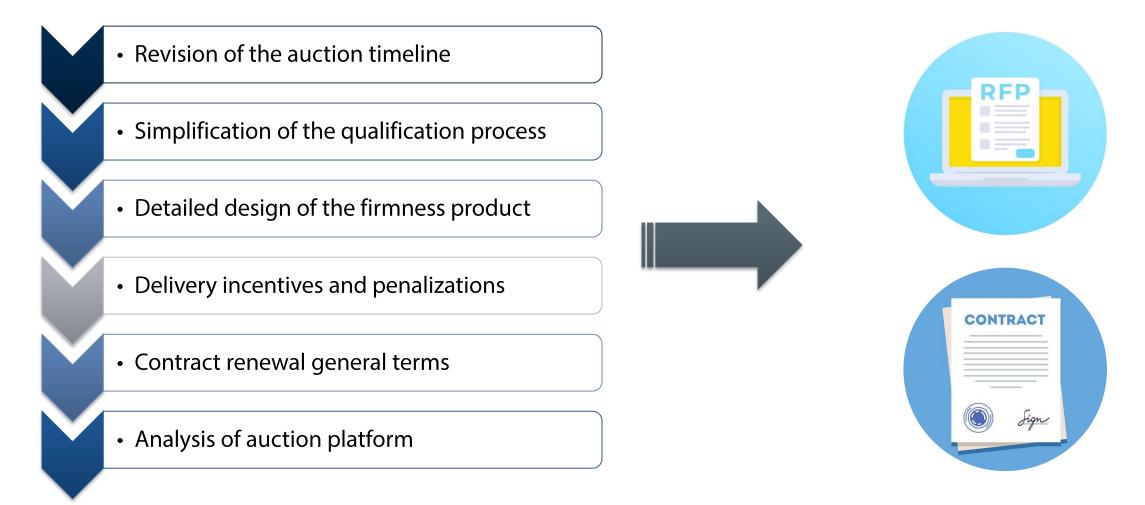


Winner selection

Reception of bids	•The auctioneer receives the bids and calculates the net present value (NPV) for each
Bids grouping	•The auctioneer selects the best "bid groups" and calculates the unmet demand for each group
Evaluation of groups	•The auctioneer calculates the total cost of each group
Winner selection	•The bids included in the group with the lowest total cost are elected the winners



What else was included in the proposed conceptual design?



The conceptual design has been extensively discussed with Jamaican authorities and validated

• The current and following phases will define key elements and attributes within this basic framework





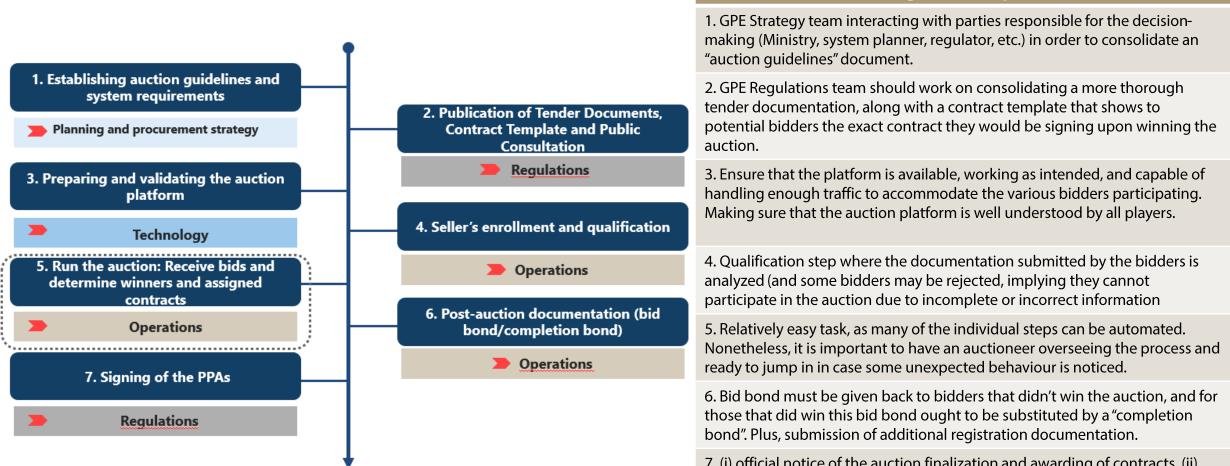
Roadmap and maximum price



Stages of the auctions and responsibilities

PSR MRC

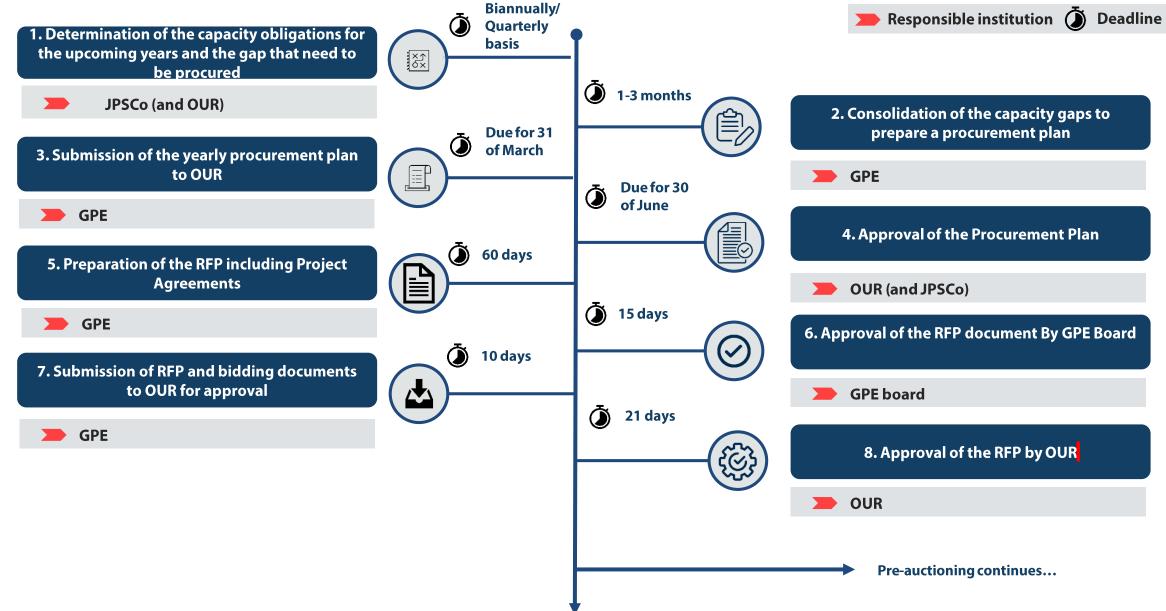
Overview of the auction structure inspired by the steps involved in the reviewed international experiences



7. (i) official notice of the auction finalization and awarding of contracts, (ii) signing of the PPAs involving the sellers and the buyers, and (iii) issuing to seller's official documents stating that they have won the auction and authorizing them to move forward with the construction process

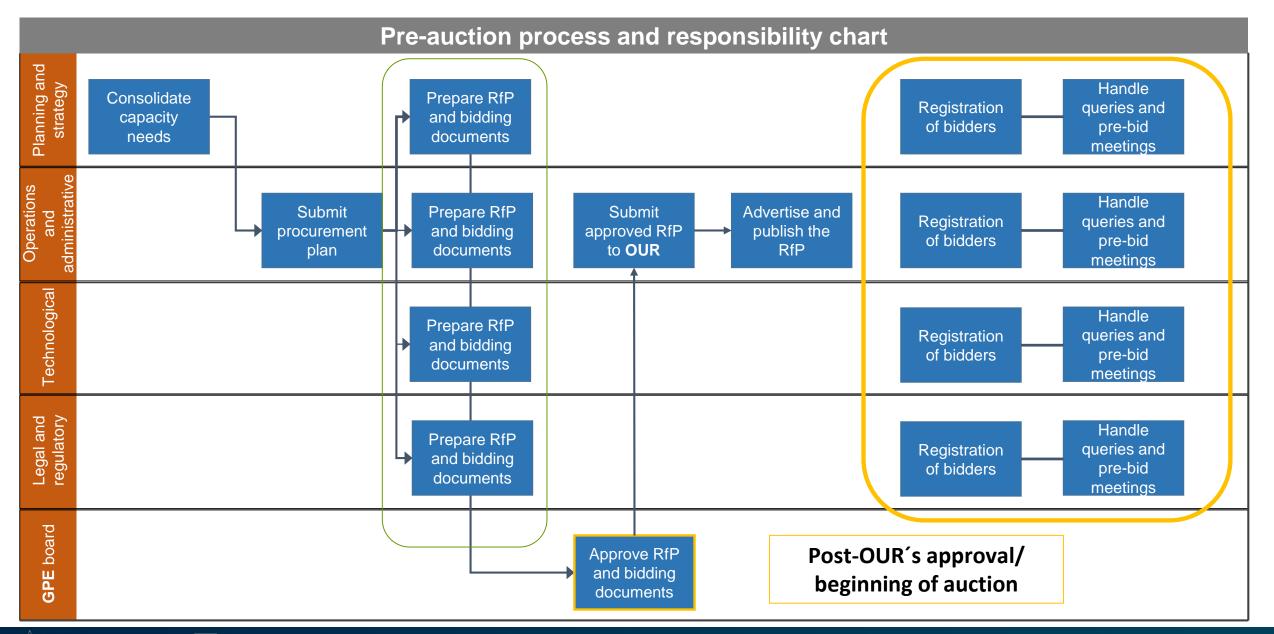
Stages Description

Key processes carried out in preparation for an auction Before the auction



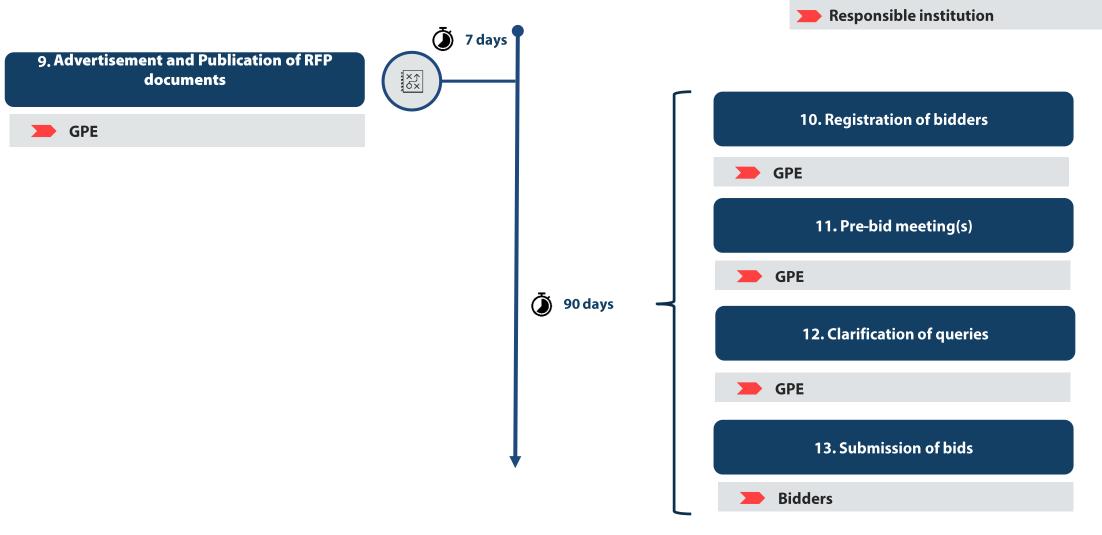


GPE Responsibility Chart



BR MRC **S**

Key processes carried out in preparation for an auction Before the auction





Key processes carried out in preparation for an auction **During the auction** Responsible institution () Deadline Ō Ō Simultaneous 7 days with opening 14. Opening of technical bids X↑ OX **15. Evaluation and approval of Technical Bids Technical committee Technical committee** Ō 7 days Due for 30 Ō 16. Notification of technically qualified of June bidders 17. Opening / Evaluation of Financial Bids (of technically qualified bidders) GPE

7 days

7 days

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<u>ب</u>

Financial committee

19. Submission of Bid Evaluation Report along

with record to OUR

21. Notification of 1st Ranked Bidder

Financial committee / GPE

GPE

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15 days

7 days

PSR MRC

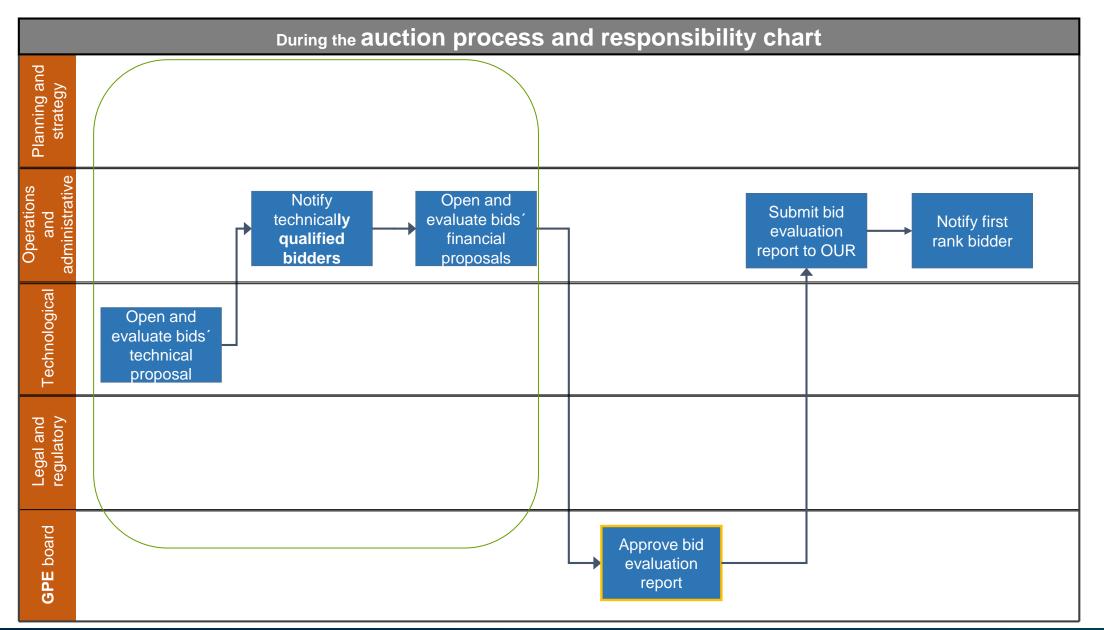
18. Approval of Bid Evaluation Report by Project Committee and GPE Board

20. Approval of Bid Evaluation Report by OUR

GPE

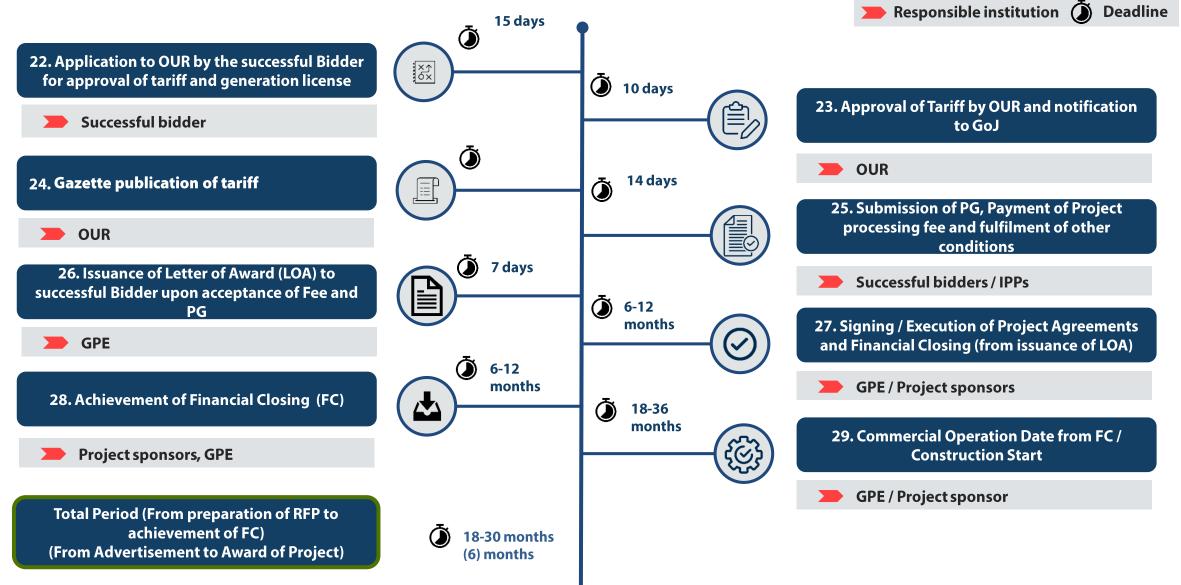
OUR

GPE Responsibility Chart



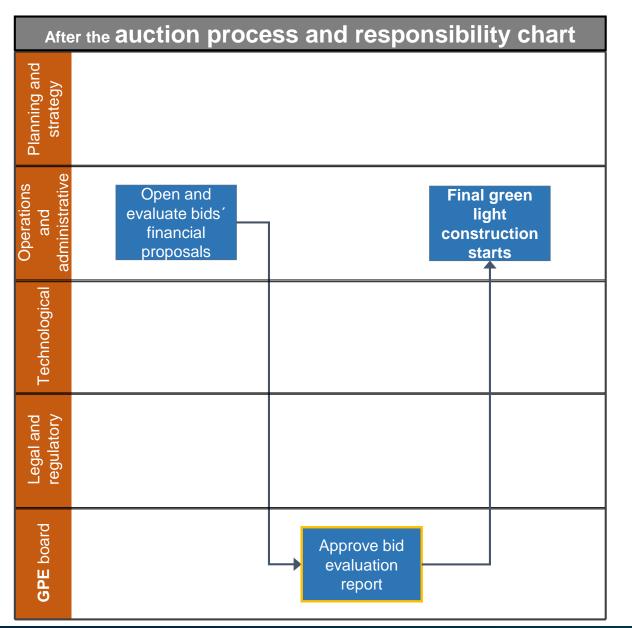


Key processes carried out in preparation for an auction After the auction



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GPE Responsibility Chart





Determination of capacity obligations

Before the auction step



JPSCo (and OUR)



- ► The JPSCo should determine the capacity need of the country for the upcoming year.
- The amount declared by JPSCo, as well as the total demand, are confidential, even during the auction.
- For these volumes, it is however important to define the interconnection points and the maximum capacity at interconnection point (MW) and by region/area, which are made available for the Auction. It is recommended to reserve some capacity at interconnection points for future auction rounds

The IRP suggests pathways to reach the target for renewable source development and the GHG emission reduction established for Jamaica. Following these pathways, the open call for tender could accept proposals for product quantities considering the generation mix is foreseen to be at 34% by 2030 and 50% by 2037.

	Technology	MW 2030	MW 2050
1	PV Solar	210	510
	Wind	280	590
	Mini hydro	42	58
	Total	532	1,157
	% / total installed	34%	50%
	capacity		



Maximum prices Solar PV technology costs.

This table details the maximum prices on which the bidder must apply the discount factor for the indicated technology.

Technology	Maximum Prices (USD/MWh)
Solar PV	73.8

Assumptions – Solar Photovoltaic

▶ General assumptions for solar PV projects

Input	Value	Unit	Source
Location	All Locations	-	No location indicated (neutral).
Power capacity	20,000	kW	Arbitrary value
Capacity Factor	25%	%	Average value for Jamaica.

Cost assumptions for solar PV projects

Input	Value	Unit	Source
Unit Cost – Solar Panels (CAPEX)	900	\$/ kW	International Energy Agency database – Project specific for Caribbean area.
Variable OPEX	10	\$/ MWh	According to the figures reported by feasibility studies in Jamaica and the IEA
Other initial costs	1+1	%	Bid bond and completion bond 1% + 1% of the investment cost as in TASK 2 Report



Maximum prices Wind technology costs.

This table details the maximum prices on which the bidder must apply the discount factor for the indicated technology.

Technology	Maximum Prices (USD/MWh)
Wind	97.9

Assumptions – Wind

General assumptions for wind projects

Input	Value	Unit	Source
Location	All Locations	-	Wind farms will be built where there are better conditions. It will therefore be considered the optimal case for the project.
Power capacity	20,000	kW	Arbitrary value
Capacity Factor	34.4%	%	Average value for Jamaica.

Cost assumptions for wind projects

Input	Value	Unit	Source
Unit Cost (CAPEX)	1,900	\$/ kW	International Energy Agency database – Project specific for Caribbean area.
Variable OPEX	10	\$/ MWh	According to the figures reported by feasibility studies in Jamaica.
Other initial costs	1+1	%	Bid bond and completion bond 1% + 1% of the investment cost as in TASK 2 Report



Maximum prices Small Hydro technology costs.

This table details the maximum prices on which the bidder must apply the discount factor for the indicated technology.

Technology	Maximum Prices (USD/MWh)
Small hydro	152.6

Assumptions – Small Hydro

General assumptions for small hydro projects

Input	Value	Unit	Source
Location	All locations	-	The mini-hydro plant could be built where the better conditions are recorded.
Power capacity	6,000	kW	Arbitrary value
Efficiency	60%	%	Mini-hydro capacity factors can range from 20 – 95%. We will use an approximate average value based on the hydro power projects developed in Jamaica from 2008 onwards.

Cost assumptions for small hydro projects

Input	Value	Unit	Source
Unit Cost	6,000	\$/ kW	According to the values described in the next slide
OPEX	3%	% of Capex	According to the values described in the next slide
Other initial costs	1+1	%	Bid bond and completion bond 1% + 1% of the investment cost as in TASK 2 Report



Mini-hydro costs details

- Small hydropower projects do not have the same economies of scale and can have O&M costs of between 1% and 6% but may be higher.
- Adding additional capacity to existing hydroelectric systems or existing dams that do not have a hydroelectric power plant can be significantly cheaper and can cost only USD 500/kW.

	CAPEX (USD/kW)	O&M (%/year installed capacity)	Load Factor (%)	Levelized Cost of Electricity LCOE (2010 USD/kWh)
Large Hydropower	1,050-7,650	2-2,5	25 to 90	0.02-0.19
Small Hydropower	1,300-8,000	1-4	20 to 95	0.02-0.27
Plant Update	500-1,000	1-6		0.01-0.05

CAPEX and OPEX mini-hydroelectric projects



Financial assumptions and other assumptions 1/2

- ► For some technical assumptions, the following values were assumed:
 - Connection costs equal to zero. It is assumed that this cost is already included in the CAPEX of each project or it can be added as additional cost.
 - Cost of use of the network equal to zero according to the laws and regulations in place in the country or it can be added as defined by the OUR.
 - Network balance cost, other variable costs, and other fixed costs equal to zero.
 - Guarantees deposit as reported in the section above. We refer to bid bond and completion bond.
 - Generation climbing rate equal to zero for all technologies except solar photovoltaic which is -0.5%. We will assume an average capacity factor value for all projects that will represent the average generation expectation of each project.
 - ► Other factors to be forecasted in relation to economic expectation are:
 - Inflation: values for Jamaica and the United States according to the Website of the International Monetary Fund (excluding 2021).
 - Percentage of operation and maintenance costs in foreign currency (US\$) equal to 100%. As reported in Task 2 Report, in terms of remuneration, the price should be established as a purely variable component (USD/MWh). Note that, even though payments are expected to be made in Jamaican dollars, it makes sense to nominate the bid price in US dollars and to define an indexation to the exchange rate in the auctioned contract in order to mitigate sellers' exposure to foreign exchange rates.
 - Increased operating and maintenance costs (O&M) equal to zero. We will assume that this figure will follow the trend of inflation. No extra cost will be considered.



Financial assumptions and other assumptions 2/2

▶ For the debt structure, capital and taxes, the following assumptions were assumed:

- Debt x Equity ratio (*gearing*) equal to 70% according to the experience of consultants in previous projects.
- Interest rate on loans varies greatly according to the risks of the project and the source of funding. For this simulation, we use the value of 10% according to the consultant's experience in previous projects and a feasibility study on wind project in Jamaica. We have also included the possibility to include concessional financing but, so far, it is not considered.
- Duration of the loan may vary according to the strategy of the developer and the funder, so we use an average value of 15 years.
- Grace period may also vary, usually this period is one year.
- VAT 15% (Jamaica VAT)
- Import fee of 9% (according to WB)
- Income Tax: 30%
- Depreciation: 20 years for photovoltaic solar, wind and mini hydro (the latter could consider a longer timeline).





Auction Documentation: Eol, RFP, PPAs



Auction Schedule: Summary

Phase 1 Market Building (EOI)	Phase 2 Auction (RFP)	Phase 3 Award (PPA)
 Release of the Call for the Expression of Interest. Non-binding Public Consultation on the 'Draft Request for Proposals. End of Public Consultation (non-binding). Webinar. GPE Report on Public Consultation Process to OUR for the final version of RFP document. 	 Publishing by GPE of the Final Versions of the 'Request for Proposals. Binding Consultation Period of the 'Request for Proposals by the Interested Parties. Answer Period, by GPE, of Binding Consultations on the 'Request for Proposals. Bid Sumbission (Technical and Economic Proposals) 	 Opening and Assessing of Technical Bids. Publishing by GPE of the qualification of Technical Bids (Pre-qualification Bids). Open and Assessment of Economic Bids. Approval of Bid Evaluation Report by OUR Notification by GPE of 1st Ranked Bidder
Proposal: 45 to 60 days	90 days, as per Roadmap	50 days, as per Roadmap

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Phase 1: Market Building

- Provides the bid organizers information on the market readiness
- Prepares the bidders for the auction
 - Clear **timetable** for the auction process
 - Tender documents available in advance for review, questions and comments
 - **Pre-bidding webinars** to prospective bidders and financial institutions
- Allows to make the necessary adjustments to the Bid package so that when it is launched, it becomes a final non negotiable set of documents.

> Increases transparency and fairness in the auction process



Step 1: Expression of Interest (EOI)

- Available to all Project developers and investors free of charge

• **Open access** through <u>http://www.gpe.gov.jm</u> or in person in GPE HQ.

 Includes draft versions of the Request for Proposal (RFP) and Power Purchase Agreements for Energy and Firmness (PPAs) to expose the main terms of the Call

Provides for a consultation period (or Q&A period)



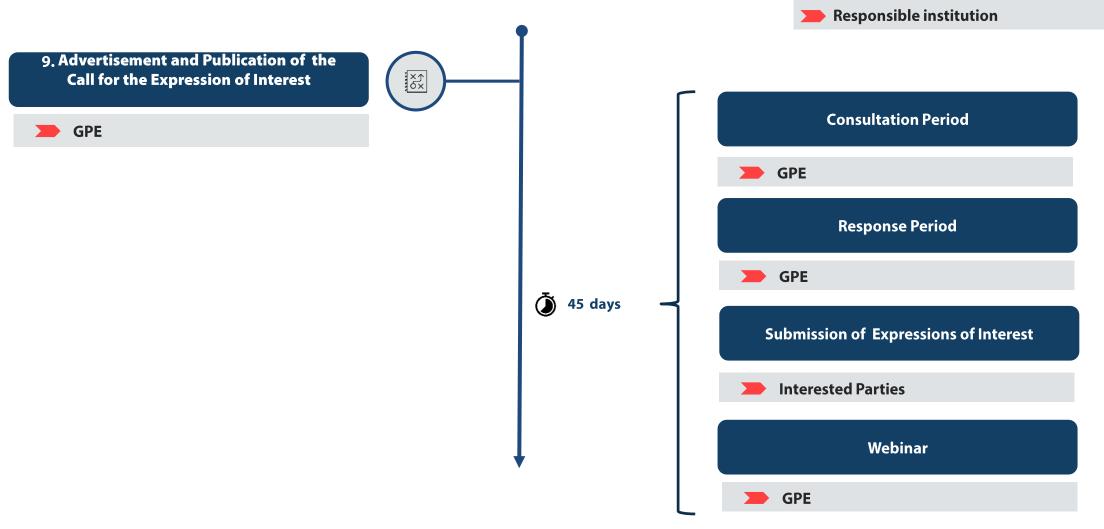
Step 2: Webinar

- Share the results and main conclusions from the EOI phase
- **Open access** and by invitation to prospective project developers, investors but also to financial institutions.
 - Their feedback is key to **assess the bankability** of the Auction process
- Methodology: it is suggested to split **webinars** into two rooms after the introductory session to address diferent interests:
 - Room 1: Project developers
 - Room 2: Financial institutions





Phase 1: Proposed Roadmap for Market Building Before the Auction



> Adecuacy of timeline to be discussed with Stakeholders during or after the Workshop



Phase 2: Auction

- Key Documents
 - Request for Proposal (**RFP**)
 - Power Purchase Agreement (**PPA**) for Energy and Firmness Products
- RFP provides
 - The technical, economic and legal requirements that will govern the Project development and operation throughout its life
 - A framework where **risks are accounted** for
 - Conditions to **secure bankability** of the Projects
 - Key annex: non-negotiable PPAs



Auction Process Handling Communication Mechanism

- Utilize the host of GPE's website (<u>http://www.gpe.gov.jm</u>) or a platform to handle the Auction.
- The website would be used to:
 - **Register** as Interested Party in the RFP,
 - Access the **Tender documentation** in fillable and downloadable format to submit the proposals.
 - Download Form for Queries and/or clarifications to the RFP and/or PPAs (Form in Annex 6 of RFP), which then shall be sent to GPE via email.
 - Post Clarifying Circular Letter/s, which will be incorporated as a binding part of the RFP and/or PPA.



Structure of the Request for Proposal (RFP)

The main body establishes:

- The **guidelines** of the Auction and how it will be carried out.
- The Auction Demand for each Product.
- The Maximum Prices by Product.
- Bid participants authorized and not authorized individuals or legal entities.
- The **Proposal** and **Project Guarantees**, and the permitted financial instruments.
- Submission of Bids: Technical Proposal and Economic Proposal of the Project.
- The **rejection** of Technical and/or Economic Offers.
- The technical and economic Proposal evaluation mechanisms.
- The process for the Proposal selection and award.
- The process in case of **absence** of Bidders.
- The process for the **subscription of the PPA** Precedent conditions met for its signature.
- **Confidentiality** and handling of Auction information.
- Payment priority. Dispatch Priority. Treatment for curtailment



Structure of the Request for Proposal (RFP)

Annexes:

- ANNEX 1: Open Call for Tender Schedule
- ANNEX 2: Project Technical Proposal Form
- ANNEX 3: Regions | Interconnection Points | Maximum Capacity at Interconnection Point | Location Specific parameters: Soft and Hard Constraints
- ANNEX 4: Project Economic Proposal Form
- ANNEX 5: Renewable Power Purchase Agreement (PPA)
- ANNEX 6: Consultations and/or Clarifications Form
- ANNEX 7: Bid Proposal Structure Presentation



Auction Demand and Maximum Prices

Auction Demand by Product, as defined in the IRP

and to be contracted by GPE



PRODUCT	DEMAND
Energy Product	XX (GWh/year)
Firmness Product	XX MW * X h/d = X MW * h/d

PRODUCT	MAXIMUM PRICE
Energy Product	XX US\$ (MWh)
Firmness Product	XX US\$ / Kw.month (h/d)

Maximum Price by Product, as defined in the IRP

- Bidder will apply a competitive discount to the Max Price in its Economic Proposal
- Bidder shall define the percentage of the Offered Price which will be indexed by the US CPI
- Price paid in Jamaican Dollars, as updated at the aplicable US\$ exchange rate



Bid Participants



Jamaican or foreign individuals, as well as legal entities incorporated under the laws of Jamaica or abroad



Foreign companies, whether it is a new company or a subsidiary of a foreign company, must be registered or incorporated under the Laws of the Jamaica before the signing the PPA.



Interested Party (IP) **unable to participate**:

- IP unable to enter into contracts according to Jamaican legislation
- IP who are disqualified by judicial conviction in Jamaica or abroad
- Public law persons acting as such



Types of guarantees



Performance

Bond

Guarantee of Proposal or Bid Bond:

Guarantee Project or Performance Bond:

- ✓ Fundamental tool to secure the performance of ALL obligations of Bidders
- ✓ Adds seriousness to the participation in the Auction throughout the process.
- ✓ Constituted to the equivalent of 10 US\$ / kW of the offered capacity.
- ✓ Non-Compliance with the constitution of the Bonds will cause rejection of the Bid.
- ✓ The financial instruments of the guarantees are provided in Section 10 of the RFP document.



Technical Proposal (Envelope A)

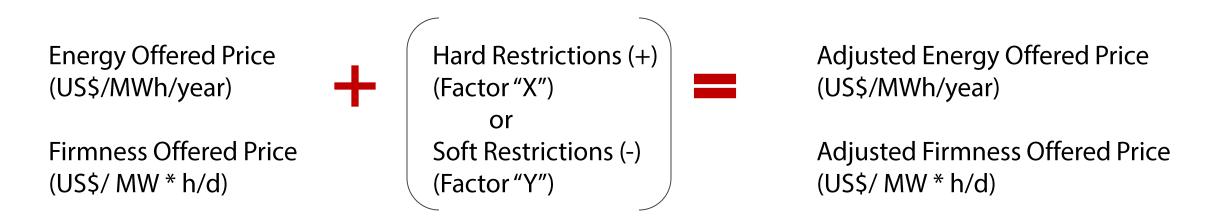
전철 Legal - Requirements 전소	 Organization chart of the Economic Group of which it is part; Constitutive act or legal statutory, Commitment to form a consortium, where appropriate, by public or private instrument; Foreign firm, must have legal representation in Jamaica, Certificate of Non-Debtor - Tax Enforcement Code
Economic and Financial Requirements	 Financial statements of the last fiscal year, Proof of experience (X% of the capacity of the Power Plant) Bid Bond equivalent to 10 US\$/kW of the offered capacity
Technical Specifications of the Project	 Technical data sheet of the Project Schedule and budget of the Power Plant to be constructed Descriptive Memory of the Project Availability of Site for the Power Plant Access to the Transport Capacity Energy Production Report, performed by an independent qualified entity Environmental Authorizations Others (sworn statement of prior experience and sources of financing, technology, licenses)



Economic Proposal (Envelope B)

To be presented in accordance with the Form provided in Annex 4:

- 1. Offered Amount of Energy (MWh) and Minimum Energy in case of Partial Award
- 2. Guaranteed Energy (committed energy volume) and Minimum Guaranteed Energy
- 3. Adjusted Price, calculated as follows:



> Offered Price shall be the Maximum Price per Product with the competitive discount applied.

Bidder shall indicate the % of the Offered Price to be indexed to the US CPI



Phase 3: Award

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Revision of Technical Proposals by GPE's technical committee



Issuance of **Prequalification Report** and Bidders are notified



Economic Proposals are revealed for the qualified bids.

The Award Mechanism is based on the combination of offers that yield **the lowest Total Cost to the System** of each bid, as explained previously in the Auction Detailed Design:

Reception of bids	The auctioneer receives the bids and calculates the net present value (NPV) for each	
Bids grouping	The auctioneer selects the best "bid groups" and calculates the unmet demand for each group	
Evaluation of groups	The auctioneer calculates the total cost of each group	
Winner	The bids included in the group with the lowest total cost are elected the winners	

GPE issues a Bid **Evaluation Report with** final approval by OUR.



Notification of award to succesful Bidders

Signing of the PPA subject to complying with precedent conditions

PPA for Energy – Key Clauses

ENERGY PRODUCT			
Subject-Matter: The Supply and Purchase of electric power .	Effectiveness: 20 years Contract.	Payment of the Supplied Energy: Offered Price + Factor X or Y (Awarded Price).	 Annex A: Technical information of the plant Construction milestones Power & committed energy and price
 Penalties: delay reaching the COD (art 13.2 a.). deficiency energy supply (art. 13.2 b.) late payment (art. 24) 	Currency Payment: Jamaican dollars & percentage in US dollars (adj. US IPC).	Applicable Law: Ruled and interpreted under the laws and regulations of Jamaica	Reason for Termination (art.20): - By mutual agreement (20.1) - By the Buyer (with OUR's consent) (20.2) - By the Seller (20.3) - By Force Majeure Event (20.4)
Dispute Settlement (art.26): Through International Arbitration (UNCITRAL Rules)	- Contractual Terms Review Clause (art 16) - Lender´s rights (art 29)	Force Majeure Event (art. 15): Extension contract period option.	Performance Bond: Equivalent to 10 US\$/kW of the offered capacity



PPA for Firmness – Key Clauses

FIRMNESS PRODUCT			
Subject-Matter: The Supply and Purchase of electric power and the provision of firm capacity.	Effectiveness: 20 years Contract.	Payment of the Supplied Energy: Offered Price + Factor X or Y (Awarded Price).	 Annex A: Technical information of the plant Construction milestones Power & committed energy and price.
 Penalties: Seller: delay reaching the COD (art 13.2 a.). deficiency energy supply (art 13.b.) not meet firm capacity (9.2.d) late payment. (art. 24) 	Currency Payment: Jamaican dollars & percentage in US dollars (adj. US IPC).	Applicable Law: Ruled and interpreted under the laws and regulations of Jamaica	Reason for Termination (art.20): - By mutual agreement (20.1) - By the Buyer (with OUR's consent) (20.2) - By the Seller (20.3) - By Force Majeure Event (20.4)
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Next Steps



Next steps



- Task 4 objective: Based on the "best practices" documents produced in Task 3, the consultants will seek feedback from various entities (including the MSET, GPE, and the IADB) in order to produce a set of final draft contracts and requests for proposals.
- Task 5 objective: The Consultants will provide a Technical Report on the analysis of the end-to-end process and consolidate the main findings.



Thank you!

Q&A



Assumptions used to calculate maximum prices.

Technology costs.

► Renewables

Year	PV CAPEX (USD/kW)	Wind CAPEX (USD/kW)
2022	900	2,000
2023	856	1,910
2024	821	1,824
2025	784	1,742
2026	749	1,664
2027	715	1,589
2028	683	1,517
2029	652	1,449.
2030	623	1,449
2031	595	1,449
2032	568	1,449