

**1. Will successful proponents be permitted to make changes to their design and structure following receipt of the Wind Application Recommendation letter?**

The Wind Application Recommendation Letter will be issued for the project outlined in the successful Bid. IET recognizes that changes to project design and structure may need to occur based upon subsequent exploratory work, any requirements of Crown lands and EA processes, and to remain compliant with municipal, provincial and federal legislation. However, the final project design and structure should be substantially along the lines of the project outlined in the successful Bid.

**2. Can Bidders submit a bid, identifying that a wind farm forms part of the project without identifying partners to develop of the wind farm portion of the project?**

Bidders are required to provide details of the proposed project partners and their role within the proposed project - e.g., wind farm delivery, hydrogen/ammonia facility delivery, funding, etc. Include corporate structure and ownership breakdown (including by percentage) for any and all project partners, affiliates, and offtakes). Include name, title, email and phone number of partner(s).

**3. Is the attestation requested in question 32 intended to confirm that bidders understand the requirements? Or is it intended to confirm that all aspects of the project design included in the bid meets these requirements?**

The intent of question 32 is to confirm that the Bidder's representatives understand the requirements. It is not expected that the design of any project(s) will be sufficiently advanced by the Bid deadline to allow for confirmation that all requirements are met by said design.

**4. Should the response to Question 19 (on the proposed layout of turbines and other infrastructure) also cover the hydrogen and ammonia plant or is it expected that the layout of the hydrogen and ammonia plant is covered in Question 23?**

Q19 would include the layout of all infrastructure, including turbines, hydrogen and ammonia plant, storage facilities and anything associated with the project. Q23 is intended to be high level indicating the total installed capacity of the project in megawatts/gigawatts and its physical location (e.g., lat/long).

**5. Are proponents legally bound to any of the project information that is included in the Step 1 application? While there appears to be opportunity for post-submission discussions, is there any allowance for changes/updates in the second step Crown Land Lease application and development?**

The terms of the Wind Recommendation Letter and the period of exclusive access will be detailed in the letter to the successful bid(s).

The Wind Application Recommendation Letter will be issued for the project outlined in the successful Bid. IET recognizes that changes to project design and structure may need to occur based upon subsequent exploratory work, any requirements of Crown lands and EA processes, and to remain compliant with municipal, provincial and federal legislation. However, the final project design and structure should be substantially along the lines of the project outlined in the successful Bid

6. **Will it be permissible adjust the formatting of the bid template document, so long a table is presented for each question? As an example, moving the columns for the question number and scoring (Y/N) to the header for each question would provide more space for the response/images. Likewise changing the format to landscape versus portrait may also allow graphics and pictures to be more easily read/printed.**

No changes to the format are acceptable. Bidders must ensure that responses align with requirements and that the template contains sufficient detail for the evaluation team to evaluate. If additional space is required, a summary must be provided in the template. Bidders must reference in the summary the specific section and page number of their full submission that contains further details.

7. **Per Section 4 of *Guidelines: Crown Lands Call for Bids for Wind Energy Projects* (Dec. 14, 2022) (i.e., *the Guidelines*), proponents must submit to the present Call for Bids by completing the corresponding Bid Submission Template outlined in Annex A.**

To this point, is it the expectation of IET that:

Proponents prepare their responses and incorporate them into the Bid Submission Template (made available at the following link: <https://www.gov.nl.ca/iet/files/Bid-Submission-Template-Form-02-06-23.docx>), with the expectation that this template be the sole document provided addressing these questions, or

Proponents may prepare their response in a separate report document following company formatting and report style in addition to the Bid Submission Template, where the answers within the Bid Submission Template satisfactorily summarize and reference information presented in the proponent's own report?

**Context: Proponents providing nominations during the Crown Land Nomination process have done so in company formatting and report style. We are seeking clarification on whether only the Bid Submission Template will be accepted, or if it is expected that a company report would be submitted in addition to the Bid Submission Template.**

Bidders must ensure that responses align with requirements and that the template contains sufficient detail for the evaluation team to evaluate. If additional space is

required, a summary must be provided in the template. Bidders must reference in the summary the specific section and page number of their full submission that contains further details.

- 8. Per Section 4.B.1. of *the Guidelines*, proponents must provide: an overview map identifying location; proposed layout of turbines and other infrastructure; detailed map of site plan with applicable minimum setbacks (i.e., shape file). To this point, is it the expectation of IET that:**

**Only GIS shape files supplied within a \*.zip folder accompany submission of the Bid Submission Template, or**

**In addition to GIS shape files, a proponent may further provide mappings in PDF format to aid narration of a proposed project (so long as such narration is provided in the Bid Submission Template and references the appropriate map)?**

**Context: Our intent is to provide both GIS shape files and PDF mappings within the same \*.zip folder, and submit this \*.zip folder along with the Bid Submission Template.**

Bidders must reference in the summary the specific section and page number of their full submission that contains further details. Any additional document and/or maps must be referenced in the bid submission template.

- 9. As a general concern, is it permissible for a proponent – if and where desired to provide additional documentation that may add value to IET’s evaluation of a Crown Land Bid, so long as these documents are satisfactorily summarized and referenced in the Bid Submission Template?**

No changes to the format are acceptable. Bidders must ensure that responses align with requirements and that the template contains sufficient detail for the evaluation team to evaluate. If additional space is required, a summary must be provided in the template. Bidders must reference in the summary the specific section and page number of their full submission that contains further details.

- 10. Per Section 4.A. of *the Guidelines*, proponents must provide: a description of the project team, including the key roles and personnel.**

**To this point, is it the expectation of IET that:**

**Proponents provide a résumé (i.e., a curriculum vitae) for each member of the project team in addition to the description of the project team provided in the Bid Submission Template? If so,**

**Where a résumé is required (or otherwise beneficial to include), can these documents be provided in \*.PDF format and supplied as an attachment accompanying the Bid Submission Template?**

Bidders must ensure that responses align with requirements and that the template contains sufficient detail for the evaluation team to evaluate. If additional space is required, the template must have a summarized response including a section and page number reference to attachments such as resumes.

**11. Can a proponent submit more than one bid for different geographic regions?**

If a bidder wishes to propose separate projects in separate areas, separate bids are required for each project.

**12. What happens in the event there is no bid offering for a parcel of land?**

The area of crown land for which there is no bid submission will be released from the reserve.

**13. Will crown land submissions be considered if they include a wind project that is seeking to provide energy to the Newfoundland and Labrador's Interconnected Electrical System directly opposed to projects that are only connected to ammonia or hydrogen facilities (ie. stand alone wind energy projects)?**

Stand-alone wind projects will not be considered as part of the Crown land bid submission process.

**14. Will crown land submissions be considered if the intent of the land use is to develop wind energy to off-set existing generation within Newfoundland? If not, please detail any future process that may allow for this.**

Stand-alone wind projects will not be considered as part of the Crown land bid submission process. Government may consider such projects in the future through a different process.

**15. How would the scoring be conducted (on a scale of 1-15) if a project was not to connect to the NL grid at all, or has none or limited commercial agreement with NL Hydro? This request for clarification is pertaining to Q32-Q46 of the Guidelines-Crown-Land-Call-for-Bids-for-Wind-Energy-Projects. Specifically, regarding the scoring of the 15% weight allocated to evaluation for a proponent / project with respect to grid connectivity.**

An evaluation committee will determine how points will be allotted for projects that do not require grid connection in keeping with the Guidelines.

Scoring considerations for the committee will be based upon the impacts and/or benefits of the proposed projects on the Grid.

**16. Is it desired by NL Hydro that projects supply power to the grid? and will project's that supply power to the grid be favoured?**

NL Hydro is forecasting to have more than enough **Energy** to meet the needs of its customers in the near term.

NL Hydro does forecast a near term need for additional **Firm Winter Capacity** (i.e. dispatchable when needed, regardless of weather conditions) and therefore, all other things being equal, a project that has the potential to supply Firm Winter Capacity would be favoured over one that does not.

NL Hydro does not commit to acquire any Firm Winter Capacity, but would consider wind/hydrogen projects that have the potential to supply it when developing long term supply plans pursuant to the ongoing Reliability and Resource Adequacy Study.

**17. Please clarify the intended definition and scope of disclosure for the following and/or how they differ from each other:**

**For Q2, please clarify the following:**

- **In respect of project entities with 2 or fewer years of operations, please confirm that “shareholder” refers only to any individual or company with a direct 25% or greater stake in the project entity.**
- **Please also clarify whether financial statements are required for (i) shareholders of 25% stake or greater in the project entity, OR (ii) whether financial statements are required for subsidiaries of such shareholders. If the latter, there is potential in some cases for this to result in some unnecessarily extensive disclosure so we felt it was important to get clarity on this point.**

For the purposes of this section, a significant number of shares of a corporation is

- (a) any number of shares that carry 25% or more of the voting rights attached to all of the corporation's outstanding voting shares; or
- (b) any number of shares that is equal to 25% or more of all of the corporation's outstanding shares measured by fair market value.

As per the Guidelines: Crown Lands Call for Bids for Wind Energy Projects, Section 4.A, If the bidder is a new entity with fewer than two years of completed operations, audited financial statements are required for the most recent two years of any companies owned by any shareholder that holds a 25 % or greater stake in the new entity.

**18. Is there a difference in what is requested on Q38a vs. Q23? Please provide clarity on what is requested in Q38a**

- **Q23: “Describe the overall capacity and location of the renewable energy production facilities (megawatts or gigawatts).”**
- **Q38: “Indicate the maximum industrial facility load.”**

Q38 is intended to help understand the maximum possible draw from the interconnected system. Q23 is about the capacity of the hydrogen/ammonia production facility, which is not necessarily the same as maximum load. For example, a project could have 4 parallel production lines but never plan to run more than 3 at a time. So the max load would be 3/4 of the installed capacity.

**19. Should the response to Question 26 (on the type and size of production and storage facilities) only cover the hydrogen and ammonia production and storage facilities or also the electrical power storage facilities or are power storage facilities expected to be fully covered in Question 42?**

Whatever facilities are used to store energy should be included in Q26.

**20. Are there any conditions/development milestones/legal obligations associated with the exclusivity period when receiving a Wind Recommendation Letter? Can the exclusivity period expire?**

The terms of the Wind Recommendation Letter and the period of exclusive access will be detailed in the letter to the successful bid(s).

**21. Can you please confirm that Questions Q32 through Q46 (section D “Electricity Grid” of the Bid Submission Template) need to be responded only if the project is expected to be connect to NL Hydro grid?**

All questions in the template require a response.

**22. We intend to bid through our Canadian operating entity, which extra-provincially registered in Newfoundland. As an operating entity, the financial bidder’s financial information is not meaningful on a stand-alone basis and with respect of Section 4 under the Guidelines, our intention is to provide fully audited financial statements by its sole shareholder, an international renewable energy developer. Please confirm this is acceptable.**

Section 4. Bid Submission Requirements of the Guidelines: Crown Land Call for Bids for Wind Energy Projects outlines what financial audited statements are acceptable.

- Audited financial statements for the most recent five years of company operations (or company's other similar infrastructure operations) including notes to the financial statements and the most recent interim statements
- Based on the audited financial statements, bidders are required to provide the following ratios for each of the five years, as well as the average ratio for each over the five-year period: debt to equity ratio; debt ratio; current ratio; return on assets; and asset turnover ratio
- If the bidder has not been in operation for 5 years, a minimum of the previous two years of audited statements and associated annual and average ratios must be provided
- If the bidder is a new entity with fewer than two years of completed operations, audited financial statements are required for the most recent two years of any companies owned by any shareholder that holds a 25 per cent or greater stake in the new entity

**23. As the project progresses the corporate structure and ownership percentages may evolve and project specific SPVs may be created. Will there be accommodations for such changes? One example of where this flexibility could be needed would be to finalize First Nations equity participation.**

Proponents will be evaluated on the information provided in the bid submission template.

**24. Please clarify the intent of Scored column in Annex A given all questions within Annex A are considered Pertinent Questions and included in the Percentage Total, as identified in the Second Stage Review process. By way of example, if a proponent does not provide a response to Q32 (which is not a Pass/Fail question and is not scored) please detail the impact this may or may not have on the proposal's Rated Criteria Category D scoring.**

In accordance with section 5 of the Guidelines: Crown Lands Call for Bids for Wind Energy Projects.

Submission responses are evaluated using the Scored Criteria Evaluation Scale in section 5.1, while others are required but not directly scored

**25. Will First Nations' communities in the province be consulted on any of the decisions made to awarding lands for wind/hydrogen energy development including any projects for our First Nations communities may have a direct equity involvement.**

No land will be awarded without appropriate Indigenous engagement. Indigenous engagement will occur in keeping with current practices and such feedback will be considered when making decisions.

The Call for Bids process does not award any land.

Bidders selected through the Call for Bids will still have to apply for Crown land under the existing Crown land referral process which includes a referral to Environmental Assessment for projects over one megawatt.

Bidders through the Call for Bids are required to provide an overview of both completed and planned Indigenous and public engagement this is incremental to appropriate, project-specific Indigenous and public consultations required during the Crown land referral and Environmental Assessment processes.