



2020 Low-Income Home Upgrade & Electrification Program

Request for Proposals

Q&A Responses

Peninsula Clean Energy, locally-controlled by the San Mateo County community, provides lower prices, clean energy, and community reinvestment.

Responses are due November 20, 2020 at 5pm Pacific Time

#	Question	Answer
1	For the purposes of this RFP, what is Peninsula Clean Energy defining as electrification measures?	Electrification measures are fuel-switching measures, i.e. replacing a natural gas appliance with an electric version. The following appliances would fall under this category: water heater, space heater, dryer, and stove.
2	Are solar installations something Peninsula Clean Energy funds could cover?	This program is not intended to be focused on solar installations. However, Peninsula Clean Energy's funds could be used to facilitate solar installations paid for by other programs, such as for paying for roof repairs or electrical panel upgrades. Peninsula Clean Energy and the selected implementer will go through a program design process to determine what Peninsula Clean Energy's funds could pay for and under what circumstances.
3	Does the union requirement for electrification work apply to ensure prevailing wages and benefits? If so, does contractor have to be unionized too? Are there any exemptions for non-profits/Community Based organizations as long as prevailing wages/benefits are paid?	The contractor to complete electrification work must be unionized and we do not have an exemption to that requirement. However, please note that this is only for the electrification work (e.g. installing a heat pump water heater, heat pump space heater, upgrading the electrical panel) but other home upgrade work that the Peninsula Clean Energy may pay for (e.g. removing mold, fixing broken windows, etc.) does not have to be completed by an unionized contractor.
4	Is \$8,000.00 per home the max or negotiable?	The \$8,000 per home is not firm. We welcome and encourage recommendations on this amount from the proposers.
5	Must the 200-250 homes served be spread out over the course of four years or can they be completed before that timeframe?	The 200-250 homes served can be completed before the four-year timeframe stated in the RFP. The proposer should include metrics on number of homes to be served within specific timeframes and make clear if the proposed schedule is for less than four years.
6	If the \$2M budget is depleted before the four-year period is over (i.e. all 200-250 homes were completed ahead of schedule), would PCE allocate more funds to the budget to continue the program through the end of the four-year period?	At this time, the only approved funding for this program is the \$2M stated in the RFP. If funds are depleted before the four-year period is over, PCE will assess whether or not new funds will be pursued but this is not guaranteed.
7	Are outreach and assessment considered part of administration?	Anything outside of the direct installation cost (i.e. equipment and labor) is considered part of the "administration" budget therefore yes

		<p>outreach and project assessment should be included as part of the administration budget. An itemized administration budget must be included in the proposal. PCE recommends separating costs by the main four program phases/activities: 1) program design and set up, 2) outreach, education, and enrollment, 3) installation management and site support, and 4) project evaluation (tasks 3.2 – 3.5 in Section 12 of the RFP). Program reporting and data sharing tasks (tasks 3.1 and 3.6) are tasks that would be completed throughout some of the phases outlined above.</p>
8	Is there a cap on administration?	<p>No, there is no cap but the administration budget is part of the overall \$2M budget. The cost-effectiveness of the proposals will be evaluated in the review and selection process. Proposer should include an itemized administration budget in its proposal, see #7 for more details.</p>
9	Is there a cap on overhead or indirect costs?	<p>No, there is no cap on any particular cost, everything is part of the \$2M budget. The cost-effectiveness of the proposals will be evaluated in the review and selection process.</p>
10	Do plumber and HVAC contractors have to be unionized too?	<p>The contractors who implement the electrification measures—the electrical work of replacing natural gas appliances with electric appliances and associated electric panel upgrades (if any)—must be unionized in San Mateo County (see #13 for Los Banos)</p>
11	Will the selected consultant of contract have access to PCE's salesforce/CRM for entering data and pulling reports?	<p>We are not planning on giving the selected consultant access to our CRM platform but rather prefer to have the consultant manage the pipeline of projects on their own and create reports which would be shared with us on a to-be-determined basis.</p>
12	Union rep from IBEW said there is a list of authorized union contractors to work on PCE's project. Would you please share the list?	<p>We do not have such list for any building electrification programs.</p>
13	For the 2022 Los Banos project will there be the union requirement for contractors?	<p>The union requirements are the same for San Mateo County and Los Banos projects. We would prefer to have union contractors based out of Los Banos for Los Banos projects but if that is not available, proposer is welcome to provide a recommendation. If the proposer can demonstrate that union contractors are not</p>

		available to serve Los Banos, we may consider non-union contractors for these projects.
14	What is the projected start date for this project?	We do not have a specific launch date for this program but a launch in Q1 or early Q2 2021 is desirable.
15	What specific marketing support will PCE provide for customer acquisition?	We are anticipating that the selected consultant will lead marketing and customer acquisition with little PCE support. However, some of the support that could be provided includes: 1) access to customer lists with attributes such as CARE participation and household incomes, 2) inclusion of program information in community outreach via community outreach partners, 3) review of marketing content developed by the consultant.
16	Low-income homes often need a wide range of interventions to address health concerns and deferred maintenance. PCE states "budget per home is expected to be \$8,000." Is that intended to be a hard cap of \$8,000 per home or could it be an average of \$8,000 per home over the life of the program, allowing the program flexibility to address the needs of different homes while staying within the overall budget?	The \$8,000 in PCE funds per home is not firm. We welcome and encourage recommendations on the maximum amount should be from the proposers. To equitably serve participants of this program, however, we do want to set a maximum amount per project and aim to support all participants at around the same level. It is expected that in addition to the PCE provided funds, the proposer should leverage other available funds to extend the scope of work to be done in each home.
17	PCE's goal is to serve 200-250 or more over 4 years with a \$2,000,000 budget. This averages to about 45 homes and \$500,000 per year. Should the implementer plan to serve the average number of homes with a budget of \$500,000 per year or is it acceptable to serve more homes with a larger portion of the budget in early years if enrollment can be accelerated?	The budget does not have to be evenly spread out across the four years. It is acceptable to serve more homes in earlier years if enrollment can be accelerated. The proposer should include metrics on number of homes to be served within specific timeframes and make clear if the proposed schedule is for less than four years.
18	What geographic area of Los Banos would PCE like the implementer to cover?	Starting in January 2022, PCE will serve the <i>entire</i> city of Los Banos. The eligibility criteria for participation will be the same for San Mateo County and Los Banos residents. The eligibility criteria will be mutually determined between PCE and the selected consultant.

19	What is the target number of homes PCE would like the program to serve in Los Banos?	We do not have a specific target number of homes for Los Banos just like we do not have a specific target for any city in San Mateo County, however it is a high priority of PCE that Los Banos be well served. Any specific targets may be mutually developed by PCE and the selected consultant in the program design phase.
20	Does PCE anticipate adding more territories during the program's implementation?	At this time, no, we do not anticipate adding more territories during the program implementation period. If that were to change however, this would be known over a year in advance before service for that territory begins allowing for preparation time.
21	How do you see the program working with BayREN Home+?	PCE would like to leverage BayREN Home+ rebates for electrification measures thus we would like for the installation contractor(s) to sign up to be a Home+ eligible contractor (if they aren't already) so those funds can be accessed for San Mateo County projects. PCE's funds could then cover the remaining cost of the electrification measure(s) implemented with its available budget. On the energy efficiency side, leveraging PG&E's Energy Savings Assistance Program for all projects (if feasible) is preferred from BayREN's Home+ energy efficiency rebates.

UPDATE (October 19): The city of Los Banos in Merced County is anticipated to join Peninsula Clean Energy as a member agency. If approved, service to Los Banos is expected to begin on January 2022. Starting then, Los Banos residents would also be eligible for Peninsula Clean Energy programs, including this Low-Income Home Upgrade and Electrification program. Given this new information, Proposers may propose alternate installation contractor(s) for Los Banos and should describe how they anticipate supporting Los Banos residents.