



Request for Qualifications (RFQ) LR1702 *Financing Program Administration & Trade Ally Services - Addendum 1*

ADDENDUM 1: Responses to Questions

Version Dated: August 14, 2017

This addendum contains NCPA's responses and clarifications to questions received regarding RFQ LR1702 for Financing Program Administration & Trade Ally Services:

- 1. On the cover page and in Section 3.5 Submission of Proposals (page 4), the due date is listed as August 25th. The due date in the "Tentative Timeline" on page 5, however, lists that proposals are due August 21st.***

The due date in the "Tentative Timeline" on page 5 lists the correct due date of August 21, 2017. The cover page and Section 3.5 Submission of Proposals (page 4) are incorrect. Responses to this RFQ are due to NCPA with the appropriate attachments by electronic mail no later than 4:00 p.m. (PDT) on August 21, 2017. A hard copy of the response is not required; however, Respondents may also send a hard copy of the response and/or other supporting documents to NCPA no later than 4:00 p.m. (PDT) on August 21, 2017.

- 2. The RFQ states "NCPA members are pursuing energy efficiency financing program administration to increase participation in customer incentive programs." Can NCPA provide a list of these programs?***

The 2017 annual public power energy efficiency status report includes a description of the programs offered the previous year for each publicly owned utility (see Appendix A) and provides a general idea of the programs NCPA members are seeking to increase participation in. The 2017 EE report (11th Edition) is available at: <http://www.ncpa.com/policy/reports/energy-efficiency/>. In addition, NCPA members are generally interested in financing for higher value equipment (i.e., HVAC, windows).

- 3. Are you expecting bidders to have the ability to offer financing, or have relationships with lenders that could facilitate financing for your members' customers?***

NCPA is not expecting respondents to have the ability to offer financing. However, financial institutions that offer lending for the energy efficiency projects consistent with this RFQ are also encouraged to submit proposals. Respondents are expected to facilitate financing with a reputable lender(s). NCPA members are interested in proposals that include either/both of the following financing options:

- Contractor Direct program options, in which no direct utility incentive is used
- Utility Buy-Down program options that leverage NCPA member funds to lower financing interest rates.

4. *Do you require a fully developed budget for all tasks for this RFQ?*

NCPA members requests an estimated budget for the financing program administration services, and a fully developed budget for the trade ally services, listed under Section 2 Scope of Services of the RFQ (pgs. 1-2).

5. *How does this RFQ compare to the California Hub for Energy Efficiency Financing (CHEEF) Pilot Programs, administered by the California Alternative Energy and Advanced Transportation Financing Authority?*

CHEEF is funded by investor-owned utilities (IOUs) and only IOU customers are eligible to participate. This RFQ seeks address substantively similar problems, but for customers of NCPA's publicly owned utility members.

6. *Would NCPA or its members consider a loan loss reserve program proposal?*

A loan loss reserve program is not specifically identified in the RFQ, but NCPA and our members would entertain proposals for consideration.

7. *Would you consider extending the submission deadline?*

Unfortunately, no.