

RFP 25-603 Addendum No.1

Responses to Proposer Questions

This document contains the questions received on or before 3/27/2025, along with the corresponding answers.

1. Is NREN seeking one single implementer to support both Residential and Commercial programs?

Answer: RCEA will consider a consultant to support only the residential or only the commercial program. Please indicate in your proposal whether it is for only one sector.

2. The scope of work describes tasks from program design through implementation, with the Description of Work section describing that the NREN Partners intend to be ‘the primary implementers of these programs etc.’, with the selected firm being responsible for ‘energy savings estimate calculations, normalizing energy consumption data etc.’ Is this RFP mainly for program design services or for program design, and some implementation services?

Answer: The RFP is mainly for program design, and some implementation services. The consultant will provide data review, energy calculations and modeling, and other support while the NREN Partners will provide all “boots on the ground” implementation including assessments and data collection, customer interactions, procurement support, project management, inspections, etc.

3. Does this RFP include services for implementing the population NMEC M&V, as well as engineering support services, such as the use of deemed savings, calculation reviews, and site inspections?

Answer: The RFP includes all of the above-listed services, except for site inspections. Site inspections will be performed by NREN implementation staff across the regions.

4. A cost estimate is requested; however, at this time, the number of participating projects is unknown. Will an average cost per project be acceptable or shall we estimate a total of projects in our proposal?

Answer: Please provide an average cost per project by providing average hours and an average hourly rate.

5. Regarding the Implementation Plans for the Residential and Commercial Program Implementation Plans (dated December 31, 2024):

a. Will the budgets as published remain as listed going forward or are changes expected?

Answer: The published budgets may change but not significantly between 2025 and 2027.

- b. Are the Total Resource Cost (TRC) scores listed in each Implementation Plan expected to increase to a level that would be considered cost-effective within these Resource Acquisition programs?**

Answer: No, RENs are not subject to the Cost Effectiveness requirements of IOU programs. Much of this is due to the gap-filling nature of RENs and our service territory being made up of Hard-to-Reach and Underserved customers which are generally not cost effective to provide services to.

- c. What percentage of each of the cost categories (Administration, Marketing, Implementation, and Incentives) does NREN anticipate keeping for its own costs and what percentage does it plan on allocating to the winning bidder?**

Answer: RCEA and NREN Partners will primarily keep Administrative and Marketing costs, Incentives are paid to the customers/contractors directly (will not involve winning bidder), while Implementation costs will be used for the budget allocated to the winning bidder.

- d. How much of the listed program budgets for 2024 and 2025 that have gone/will go unspent will roll over to the out years of the program?**

Answer: We expect that all unspent funds from 2024 and 2025 will roll forward to 2026 and 2027.

- 6. How much staff will be hired by NREN for the implementation of these two programs?**

Answer: RCEA and NREN Partners will primarily use existing staff to implement the two programs. This includes approximately 14-15 implementation staff members, employed across 4 agencies across the territory.

- a. Will these roles be paid for directly from the funds listed in the program budgets?**

Answer: Yes, most of the staff time will be paid from the implementation budgets of the programs.

- 7. Can NREN forecast the time and budget needed for marketing and customer education, acquisition, and/or outreach?**

Answer: Approximately 6% of the program budget will be used for marketing and outreach.

- 8. What additional [marketing] funds outside of these dedicated program budgets will be used to help make residents and business owners aware of the newly formed NREN?**

Answer: NREN has 5 additional programs with marketing budgets that will be used to make customers aware of NREN and its programs.

9. **Subtask 3.1.C.i describes the potential for the winning bidder to receive data directly from NREN, does this mean NREN will receive data encompassing the entire potential service territory from PG&E and pass that through?**

Answer: This depends on the type of data, but RCEA will have some data on the entire service territory. However, incremental usage data will only be available for customers that are enrolled in the program and have granted access.

- a. **Does NREN already have data for all of its potential customers? And if so, how much data does it have? Is it sufficient to comprise comparison groups?**

Answer: RCEA will receive data from PG&E and will work with the consultant to ensure the data requests meet the need of the program design.

- b. **Would NREN be open to the winning bidder receiving the data directly from PG&E for the entire potential service territory to use for programmatic uses?**

Answer: Yes, RCEA is open to the winning bidder receiving data directly from PG&E. However, the winning bidder will need to meet all of PG&E's cyber security requirements.

10. **Subtask 3.1.C.ii states a preference to get data directly from the customer via PG&E Green Button or Share My Data. Is there a driving reason behind this instead of getting the data directly from PG&E through other means?**

Answer: This preference is to reduce the costs of the cyber security requirements to receive PG&E data directly. However, we are open to this method. Using Share My Data will reduce the cyber security burden on both the winning bidder, RCEA, and NREN Partners.

11. **Can NREN give more details on Subtask 3.4.B? What might be needed to help ensure that data early in the tracking period is 'appropriate' and tracking?**

The intent of Subtask 3.4.B is for RCEA and NREN Partners to check-in with the customer and to obtain some usage data early in the monitoring period. RCEA and NREN Partner staff will work with the winning bidder to review the data to see if there are any anomalies that need to be addressed. RCEA and NREN Partner staff will check-in with the customer about specific changes they have made that may affect their usage in the monitoring period. If additional tracking, such as submetering or downloading solar data from an inverter, is required, we can work with the customer to obtain the data. This task will primarily fall on RCEA and NREN Partner staff, but they will work with the winning bidder on recommendations and analysis of the data.

12. **How many total utility meters exist within NREN's eligible service territory?**

Answer: The total PG&E customers within NREN territory is 256,773. This is not by meter, but by account. Total population is 1.6M.

- 13. Does the program's Resource Acquisition status mean that it intends to enroll any business/resident in its territory or will specific equity parameters be applied to potential participants?**

Answer: Any customer will be eligible; however, the program will be targeted to customers that meet HTR, underserved criteria or are tribal members or governments.

- 14. Does RCEA plan on utilizing any controllable load that is installed via a NREN program for RA or Capacity Bidding purposes?**

Answer: RCEA was not planning on using controllable loads from NREN Programs in this manner; however, we would be interested in exploring this option.

- 15. Would NREN utilize savings tracking that could distinguish savings that derive from an energy efficiency measure and savings from demand response events in addition to the scope described in the RFP?**

Answer: NMEC best practice is to be able to determine what savings are attributed to energy efficiency measures and what savings are the result of demand response events. It will be up to the implementer how exactly they do this, but because this is NMEC, the implementer should know which measures are responsible for what savings.

- 16. Does NREN anticipate maintaining the contract with the winning bidder for an additional 16-18 months after the final project is enrolled to account for the 12-month tracking period post-installation and ~1-2 quarters of regulatory and true-up reporting needed?**

Example: Projects installed in December 2027 would need to track until December 2028 and would need to be trued up to the CPUC in late Q1/ early Q2 2029.

Answer: Yes, RCEA will contract with winning bidder through June of 2029, with the possibility of extending the contract should the 2028-2031 Business Plan be approved. If the program is not extended, all installations must be completed by the end of 2027 with 12-months of post installation tracking and 6-months of calculations and reporting.

- 17. Can you clarify if you anticipate claiming NMEC savings (where feasible) for all, or only some, of the following program approaches described in your implementation plans?**

- **Residential Rebate Catalog Approach**
- **Residential DI approach**
- **Residential Whole Home approach**
- **Commercial DI approach**

Answer: RCEA anticipates claiming NMEC savings for all of the program approaches except the Rebate Catalog approach.

- 18. To inform pricing on Task 3, would you be able to provide anticipated annual Residential and Commercial project volumes that would be leveraging the NMEC approaches and requiring consultant services?**

Answer: See answer to question 4.

- 19. The Commercial Implementation plan states that Direct Install incentives will be offered similar to deemed delivery with incentives and rebates set per unit of measure, and that rebates will follow the deemed delivery methodology, and savings will be based on NMEC savings achieved. In the RFP subtask 3.2D, can you clarify if the task to “calculate the incentives for the measures” would be based on Total System Benefit or a pre-established list of measure-specific incentives and rebates?**

Answer: Calculating the incentives for the measure will be based on TSB. At the time of the writing of the implementation plan, we were exploring the idea of paying the customer a set amount per unit, much like a deemed incentive, rather than calculating the incentive. The actual approach to incentives will be finalized with the winning bidder during the program design phase.

- 20. In Task 1, would remote web-based meetings be acceptable for both the kickoff and the recurring meetings?**

Answer: Yes, remote web-based meetings are acceptable for kickoff and recurring meetings.

- 21. With the contract ending in December 2027, does that mean all projects will be installed by December 2026, so that 2027 will just be for M&V closeout work, or do you anticipate additional installations in 2027 requiring there to be NMEC M&V activities beyond December 2027? We are inquiring so we can appropriately provide our estimated budget as requested.**

Answer: See answer to question 16.