

Date: 07-10

Subject: Request for Proposals

Description: ODOE is soliciting requests for proposals (RFP's) for the purpose of seeking innovative consumer-owned utilities to develop a pool of qualified proposals to initiate a series of pilot programs that stimulate activities that move beyond traditional public awareness campaigns, program maintenance, demonstration projects, and other "one-time" strategies and projects as funding becomes available to the department. ODOE is seeking program activities and investments which can:

- 1) Fundamentally and permanently transform energy markets in a way that make energy efficiency and renewable energy the options of first choice; and
- 2) Sustain themselves beyond the grant monies and the grant period by designing a viable strategy for program sustainability into the overall program plan. ODOE is seeking qualified applicants which:
 - Leverage the participation and support of multiple local jurisdictions, regional planning agencies, and state energy offices;
 - Prioritize energy efficiency and/or energy conservation as first in the loading order before investments are made in new generation; however, DOE is interested in applications that integrate cost-effective renewables with efficiency.
 - Moved beyond the planning stage and are ready for implementation;
 - Clearly articulate and demonstrate the ability to achieve measurable stretch goals and that have the potential to make an impact at the regional or national level; and
 - Maximize the creation and/or retention of jobs in Oregon.
- 3) Stimulate activities and investments which can:
 - Deliver verified energy savings from a variety of projects in the local jurisdiction of the applicant, with a particular emphasis on efficiency improvements in residential, commercial, industrial and public buildings;
 - Achieve broader market participation and greater efficiency savings from building retrofits;
 - Highly leverage grant funding in order to significantly enhance the resources available for supporting the program;
 - Sustain themselves beyond the grant monies and the grant period by designing a viable strategy for program sustainability;
 - Serve as pilot building retrofit programs that demonstrate the benefits of gaining economy of scale; and
 - Serve as examples of comprehensive community-scale energy-efficiency approaches that could be replicated in other communities across the state.

Funding sources for these projects will come from the State Energy Loan Program(SELP), available American Recovery and Reinvestment Act (ARRA) dollars and other private and public sources.

RFP REQUIREMENTS:

RFP Eligibility:

Eligible entities must be a consumer-owned utility in Oregon.

QUALIFICATIONS

Applicants shall provide a scope of work and project proposal in accordance with the information provided in this request.

• **RFQ SCHEDULE:**

Event	Date
RFP Release	July 9, 2010
RFQ Responses Due	October 29, 2010 by 5pm PST.

SUBMITTAL REQUIREMENTS

Responses to this RFP **must** include the following information:

- A cover letter/statement of interest indicating interest in the on-bill financing project and highlighting its qualifications to deliver this program. The experience in requested service areas, as specifically mentioned in attached scope of services.
- A description of the applicants experiences working with local, tribal, state and federal government.
- Statement of qualifications, including related experience with similar types of projects/programs and specific qualifications or resumes of key team members such as proposed Project Manager, Project Principal, sub-consultant firms, etc, arranged in a Team Organizational Chart including all stakeholders.
- Scope of Work and Project Proposal, including a proposed schedule with key milestones, benchmarks and deliverable dates.
- Responses must be limited to no more than 20 sheets excluding specific project examples, references, resumes and covers. Sheets shall be printed double sided.
- Provide 3 copies and 1 electronic of your Submittal.

(Submittal requirements continued)

I. SCOPE OF SERVICES

Geographic focus:

ODOE is interested in programs that reach a large fraction of buildings within targeted neighborhoods or areas. Note that the geographic area is not necessarily contiguous and may be urban, suburban or rural. The objective is to encourage programs that cover geographic areas that are sufficient to demonstrate economy of scale or critical mass in deployment of energy efficiency and conservation building retrofits. Programs that achieve these benefits not exclusively relying on geographic focus are acceptable (e.g. by targeting specific delivery channels, market segments, or pockets of geographic focus in a regional area). DOE emphasizes the importance of programs that demonstrate the benefits of economy of scale and critical mass and also provide high visibility to communicate success to potential new adoptees of this approach for energy efficiency and conservation savings.

Program design:

ODOE is seeking applications that target innovative, “game changing” ideas that create a comprehensive framework for building retrofits, including processes for financing, marketing/education, delivery, monitoring and verification measurement that can serve as templates for other communities across the country. ODOE encourages emphasizing programs that address key obstacles (e.g., upfront cost, lack of consumer confidence), are long-term, replicable, scalable, and enable continued energy efficiency investment beyond the grant period. ODOE has intentionally left the structure of financing, marketing, delivery and monitoring of building retrofit programs open in order to encourage innovation in these areas, and intends to use this to allow different models of comprehensive, community-scale retrofit programs to be proposed.

Revenue and sustainability models:

DOE believes there are multiple viable approaches to developing revenue streams from building efficiency improvements that can be used to ensure program sustainability after federal grant monies are exhausted. These may include revolving loan funds, local improvement districts, utility on-bill payment and/or financing, the sale of carbon and other offsets, the sale of white tags to meet efficiency mandates, and the sale of efficiencies into forward capacity markets. Under this Topic, DOE will place significant emphasis on the sustainability of the program after the grant period, but intends to allow maximum flexibility to applicants to innovate program models that will achieve this goal.

Leveraging:

ODOE considers this leveraging to include building owner contributions, partner contributions, in-kind contributions, project revenues, other federal funds (including other USDOE funds), and state funds. For example, programs that leverage DOE Weatherization Assistance Program funds and associated resources could constitute one example of a source of leveraged funds.

Partners:

ODOE strongly encourages applications that plan innovative and creative teams that leverage the participation and support of multiple partners, including utilities, regional planning agencies, businesses, financial institutions, universities, non-governmental organizations, and State energy offices.