

**REQUEST FOR PROPOSALS
FOR PROVIDING FINANCIAL AND ENERGY COACHING SERVICES AND
ASSISTANCE TO
NEW MEXICO ENERGY PROGRAMS
ISSUED BY THE STATE OF NEW MEXICO,
ENERGY, MINERALS, AND NATURAL RESOURCES DEPARTMENT,
ENERGY CONSERVATION AND MANAGEMENT DIVISION**

Section 1. PURPOSE OF THIS REQUEST FOR PROPOSALS

The State of New Mexico Energy, Minerals and Natural Resources Department (EMNRD), Energy Conservation and Management Division (ECMD) is requesting proposals from green banks or similar entities to serve as a financial partner(s) to enable ECMD's programs to advance the clean energy economy in New Mexico. This financial partner(s) will be called the Financial Program Manager (FPM).

Additionally, ECMD is requesting proposals for division-wide energy coaching services. The purpose of these energy coaches is to help New Mexican individuals, organizations and businesses (collectively "Customers") navigate a very dynamic energy landscape by offering guidance and connecting them with the resources that fit their household needs to help them save money and maximize energy savings.

Any proposals which may result from this Request for Proposals (RFP) are valid for one year from proposal due date as indicated in Section 8, Contact Person, and Due Dates, below. ECMD may award multiple contracts as a result of this RFP.

ECMD will conduct a non-mandatory pre-proposal webinar conference for potential Offerors at 3:00pm MDT on October 7, 2024, 2024 to provide Offerors an opportunity to be briefed on this procurement and to ask questions about the procurement process. Please contact the ECMD Contact Person listed in Section 8, Contact Person and Due Dates, to request a meeting invitation.

Section 2. BACKGROUND INFORMATION

ECMD provides services to plan and implement state and federal clean energy programs. ECMD's programs are aligned to promote a clean energy future. ECMD is running multiple programs that will require financing options for Customers, including low-interest loans to expand the number of low-income and disadvantaged communities that have access to affordable clean energy. The programs also have the goals of expanding the clean energy economy in New Mexico and workforce development.

Section 3. SCOPE OF WORK

The successful Offeror(s) shall serve as the FPM for ECMD's Programs and help advance the clean energy economy in New Mexico.

The successful Offeror(s) shall support ECMD's Solar for All Program, Home Efficiency Rebates and Home Electrification Appliance Rebates (HER 50121/HEAR 50122), New Mexico state tax incentives, Energy Service Company projects, the energy coach program, and other ECMD programs (collectively, "Programs") by providing financing services, including making low interest loans, primarily in underserved and low-income communities, to facilitate the adoption of technologies such as wind, solar, weatherization and geothermal energy, and other efficiency measures that are intended to reduce carbon emissions, reduce utility bills or promote climate resilience.

The successful Offeror(s) will coordinate with the ECMD project teams to help efficiently and cost-effectively deliver grants and debt-financing services to program participants.

The successful Offeror(s) will serve as the financing expert(s) for ECMD's Programs and should have experience in grant-making, debt-financing, loan program structuring, tax credit equity financing, and other financial tools and incentives, including knowledge of elective/direct pay and other tax credits, that lead to the successful development of large and small clean energy projects.

The successful Offeror(s) will offer creative solutions for working with, and assuring project success and benefits for, Program participants and Customers, including low-income households in single- or multi-family housing units, low-income communities, especially rural and Tribal communities, utilities, municipalities, and community-based organizations.

The successful Offeror(s) will aggregate creative solutions to minimize the amount of debt that Customers, especially low income and disadvantaged (LIDAC) households, must consider taking on to participate in energy programs.

The successful Offeror(s) will be required to coordinate with other (non-ECMD) solar industry and community stakeholders as well as with implementors for ECMD Programs because of the overlap of end-beneficiaries of these programs.

The successful Offeror(s) may also "front" funds, providing upfront capital to Program participants, to be reimbursed later by ECMD or its implementers, thus enabling faster reimbursement for Program participants than waiting for the Federal grant reimbursement processes.

Funds may be available from the State of New Mexico to support successful Offeror's administration.

To successfully accomplish this, successful Offeror(s) shall implement one or more of the following:

Task 1. Develop and Administer Revolving Loan Program: Successful Offeror(s) shall develop standard operating procedures to create and, using its own funding, operate a low-interest loan program capable of serving low-income households and other Customers for the purpose of stimulating and supporting investment in green energy and related products. The successful Offeror(s) shall then provide services relating to the administration and operation of such loans, primarily in underserved and low-income communities.

Successful Offeror(s) may be tasked with completing the following deliverables:

- Develop a revolving loan fund program structure.
- Administer the revolving loan fund program.
- Report on revolving loan program metrics to ECMD no less than quarterly.

Task 2. Develop and Administer Solar for All Revolving Loan Program: ECMD has received a grant for Solar for All (SfA) from the United State Environmental Protection Agency (EPA) and is currently in negotiations regarding the grant. Should the EPA approve ECMD's SfA loan proposal, successful Offeror(s) shall, following all relevant guidance from the EPA and State of New Mexico, develop the standard operating procedures to create and administer a loan program that serves low-income households and other Customers for the purpose of stimulating investment in solar energy and related products.

Successful Offeror(s) shall, using both SfA Federal funds and any of Offeror's own funds, provide low-interest loans in underserved and low-income communities to facilitate the adoption of solar energy and enabling technologies to reduce carbon emissions, as well as the services and administration necessary for the operation of loan portion of the SfA Program. Successful Offeror(s) shall structure low-income household ownership of solar or solar and energy storage systems to guarantee at least 20% utility savings for the participants. This may additionally include grants, no-interest loans, lease-to-own, forgivable loans, interest rate buydowns, and similar.

For this Task, Successful Offeror(s) may be tasked with completing the following deliverables:

- Develop a revolving loan fund program structure.
- Administer the revolving loan fund program.
- Develop products and services that will allow for LIDAC household ownership of a solar system and utility savings.
- Design financing options to be low-cost to Customers by selecting Customer-advantageous structure, interest rates and pay-back periods.
- Perform all other aspects related to loan underwriting, including structuring, closing, servicing, and monitoring.

Report on financial service output and outcome metrics to ECMD no less than quarterly.

Task 3. Grant Eligibility Determination and Distribution for Solar for All Program:

In coordination with ECMD, successful Offeror(s) shall develop a grant management process that fairly and efficiently determines eligibility for Customers to apply for grant funding through the Solar for All Program (SfA). Successful Offeror(s) shall create the financial eligibility documents and manage the application review process. Following the determination of Customers who have been chosen to receive grants through SfA, successful Offeror(s) shall:

- distribute grant funds to the chosen Customers through contracts and other formal mechanisms, following all EPA and New Mexico laws and rules.
- provide documentation and reporting of grant funds to ECMD.
- report on grant output and outcome metrics to ECMD no less than quarterly.

For this Task, Successful Offeror(s) may be tasked with completing the following deliverables:

- Develop a grant eligibility determination process for shared solar projects.
- Develop a grant eligibility determination process for residential solar projects.
- Evaluate solar project applications and determine awardees.
- Distribute grant funds to Customers.
- Report on SfA financial service output and outcome metrics to ECMD no less than quarterly.

Task 4. Rebate Distribution for HER 50121 and HEAR 50122 Programs: In coordination with ECMD and ECMD's other implementers, successful Offeror(s) shall develop a rebate distribution process that timely and efficiently distributes HER 50121 and HEAR 50122 rebates to recipients determined eligible by ECMD or ECMD's other implementers. ECMD strongly favors Offerors that can offer financial "advances" so that program participants do not have to wait for Federal reimbursement.

Task 5. Support in Accessing Additional Incentives and Financing eg "stacking and braiding": The successful Offeror(s) shall facilitate Customer education on, and access to, "Program-adjacent" financial resources such as tax credits (e.g. Low-Income Housing Tax Credit, the New Mexico's New Solar Market Development Tax Credit and the Federal Production and Investment Tax Credits), the ability to stack private capital, green lending incentives (e.g. Fannie Mae and Freddie Mac Green Loan Programs and Federal Housing Administration Mortgage Insurance Premium Reduction), local foundation or government grants, utility rebates, and other financing products and services.

Successful Offeror(s) will work with ECMD to develop a template of available financing options for different types of Customers and help market these to the appropriate Customers.

Successful Offeror(s) shall, in coordination with ECMD, develop stacking guides, frequently-asked-questions lists, and other communications and/or outreach for Customers regarding Program incentives and financing, and help connect Customers to these resources.

Task 6. Recruit, Hire, Pay, Train, Manage and Retain Energy Coaches

Successful Offeror(s) shall recruit, hire, train, and manage Energy Coaches to support New Mexico's renewable transition. Energy coaches are community-based guides to help New Mexicans learn about, apply for, and implement Program incentives. Energy Coaches will work within New Mexico communities, (which are, when possible, their own communities) to help both residential and organizational New Mexicans learn about and take advantage of Program and other state, federal and other green incentives for home repairs, retrofits, efficiency, electrification, solar energy, and energy storage. Energy coaches will serve as: advocates and promoters for sustainable energy, educators in the community, mentors toward efficiency, and some quality control for ECMD Programs. Energy coaches shall be proficient in the different ECMD Programs, any "adjacent" programs offered by entities outside ECMD (such as the electric utilities and the state of New Mexico Human Services Department), and any relevant programs added in the future during the duration of this contract.

Successful Offeror(s) will:

- a) identify existing programs that can be used in conjunction with others, including resources that may exist outside of ECMD Programs such as Human Services Department and NM Mortgage Finance Administration, and then support New Mexicans in stacking and braiding these programs:
- b) develop and conduct training materials and sessions for Energy Coaches.
Training topics shall include:
 - basic information about energy efficiency,
 - information about ECMD Programs and various other incentive programs and what they cover,
 - costs and incentives available for efficiency measures in the various programs,
 - program eligibility requirements,
 - program timelines,
 - how programs stack and braid,
 - interpersonal and conflict resolution skills,
 - techniques to synthesize large amounts of information,
 - techniques to adapt to an evolving project,
 - other topics as mutually determined by successful Offeror(s) and ECMD;
- c) recruit, hire, train, pay, manage and retain Energy Coaches (ECMD will reimburse pay);

- d) deploy Energy Coaches to help ensure that underserved communities can rapidly and easily access ECMD Programs and other energy programs. This can include:
 - conducting workshops to raise awareness about the different energy programs available,
 - along with other ECMD contractors and implementers, help develop educational materials (pamphlets, flyers, newsletters, etc.,) in English, Spanish and any other relevant languages, including developing content for ECMD's one-stop-shop clearinghouse website,
 - creating strategic partnerships at the local level
 - door to door outreach
 - encouraging peer-to-peer engagement
 - encouraging other neighbors and peers within their communities to pursue similar energy efficiency benefits;
- e) collaborate with ECMD's various program implementation consultants; electric, gas, and other utilities, and stakeholders to ensure proper implementation of programs;
- f) provide technical assistance to New Mexicans interested in learning or using these programs:
- g) provide guidance to New Mexicans on energy affordability:
- h) help New Mexicans save money:
- i) help ensure quality control for some projects:
- j) measure the effectiveness of individual Energy Coaches and the Energy Coach program overall, and make improvements midstream as needed, and
- k) support data collection, management and analysis for various ECMD needs. This will include maintaining a roster of Energy Coaches and workshops/training attendees. Deliverables shall include technical reports resulting from data gathered, financial reports, maps in CADD or ArcGIS format, presentations, and outreach materials. Deliverables must be delivered in native format (.doc, .dwg, etc.).

Successful Offeror(s) will train and support Energy Coaches to:

- a) support and guide Customers to take advantage of Programs and adjacent programs, including stacking and braiding;
- b) conduct education workshops in New Mexican communities for potential Customers, including sessions in designated Environmental Justice 40 (EJ40) communities and/or as directed by ECMD, in English and Spanish throughout the year at convenient times to accommodate New Mexicans. This could mean holding trainings in the evenings and on weekends;
- c) help manage retrofit projects conducted through ECMD's Programs, coordinating among various contractors;

- d) address or direct Customer questions or concerns regarding installation of appliances and/or building envelope improvements;
- e) collaborating with other ECMD implementers, help facilitate collaboration between landlord and tenants for rental units' applicants and participants;
- f) serve as quality control before, during and after home and building improvements, ensuring Customers are receiving good service from program implementers and home improvement contractor(s);
- g) when directed by ECMD, issue a post-installation certificate confirming quality and accurate valuation of upgrades that includes work performed, equipment and materials installed, projected energy savings, or energy generation to support accurate valuation of upgrade.
- h) collaborate with program implementors to facilitate energy audits for certain Programs as requested by ECMD;
- i) conduct Customer satisfaction surveys to gather feedback, and
- j) regularly interface with other Energy Coaches to exchange ideas, lessons learned and best practices.

Section 4. PROPOSAL CONTENTS

Proposals must contain sufficient information to provide ECMD with a thorough description of Offeror's qualifications to accomplish the activities described in the Scope of Work. All proposals shall be in electronic PDF format in single-spaced, 12-point type. The proposal **MUST** contain, at a minimum, all listed items in the sequence indicated and be organized in the following format:

- A. Letter of transmittal that:
 - identifies the name, title, telephone numbers, and e-mail address of the person authorized to negotiate the contract on behalf of the Offeror(s);
 - identifies the names, titles, telephone numbers, and e-mail addresses of persons to be contacted for clarification;
 - identifies Offeror's SAM.gov Unique Entity ID number;
 - explicitly indicates acceptance of the terms and conditions of this RFP and its evaluation factors;
 - acknowledges receipt of all amendments to this RFP, and
 - is signed by the person authorized to contractually obligate the Offeror(s).
- B. A table of contents.
- C. A deliverables-based budget.
- D. A statement of financial stability or an equivalent document from a financial institution showing financial stability.

- E. A filled out 2024 W-9 Form with a wet signature or electronic signature, with DocuSign only, and Statement of Assurance that Offeror has or will obtain a NM Tax ID Number, if chosen.
- F. Up to three written narratives of past relevant projects or experience as it relates to this RFP's Statement of Work (SOW). These narratives must show name of project, client, length of project, cost/budget and schedule control, name of project manager, location of the project and description of the project. The written narratives must show record of past performance with respect to such factors as control of costs, quality of work, and ability to meet schedules and challenges; how the project shows expertise, and experience in working in the Southwestern U.S.
- G. A narrative on how the SOW shall be achieved, for the specific tasks for which Offeror is bidding. The narrative shall include a discussion that shall address the following including but not limited to:
 - i. overall strategy for ensuring efficient and effective financial assistance to customers participating in the Programs, including how to identify eligible households, eligible projects, income verification methods, EJ40 requirements, rebate amounts and projected caps;
 - ii. ensuring efficient and effective use of funds
 - iii. strategies for collaborating with multiple stakeholders
 - iv. outreach communication strategies to stakeholders and potential applicants;
 - v. plans for addressing potential challenges that may arise during implementation;
 - vi. how to ensure equitable access for low-income communities;
 - vii. plan for tracking and reporting on progress and impacts,
 - viii. quality control measures to assure compliance with Program standards;
 - ix. ensuring efficient and effective use of funds, and, if applying for Task 3, a plan to keep administrative costs 20% or lower;
 - x. if applying for Task 5, strategy for "braiding and stacking" of current and future programs;
 - xi. a list or description of
 - 1. key personnel; their specific roles and experience, Professional Seal/Certificate Number
 - 2. lines of authority and limits of capacity of each member of the team
 - 3. roles of subconsultants, if any, and
 - xii. any other relevant content the Offeror wishes to include.
- H. Offerors must complete and sign the Campaign Contribution Disclosure Form (Attachment 1) and disclose whether the Offeror(s), a family

member, or a representative of the Offeror(s) has made a campaign contribution to an applicable public official during the two years prior to the RFP. The Offeror(s) shall complete the non-disclosure statement or make separate disclosures for all campaign contributions given by (1) the Offeror(s), (2) a family member, or (3) a representative of the Offeror(s).

- I. Completed, signed Statement of Assurances Form (Attachment 2).
- J. Completed, signed Proposal Category Form (Attachment 5).
- K. Offerors must also provide three business references from similar projects performed for private, state, tribal, or large local government clients within the last three years. Offerors are required to submit Attachment 4, Reference Questionnaire to the business references they list. The business references must submit the Reference Questionnaire directly to the EMNRD Contact Person listed in Section VIII below. Offeror is responsible for ensuring that the completed forms are received by or before the proposal submission deadline for inclusion in the evaluation process. Business references that are not received, or are not complete, may adversely affect the Offeror's score in the evaluation process. The Evaluation Team may contact any or all business references for validation of information submitted.

Any proposal that does not adhere to these requirements may be deemed non-responsive and rejected on that basis.

Section 5. CRITERIA AND EVALUATION POINT SUMMARY

The Evaluation Team shall apply the following criteria separately to each Task in each Offeror's proposal, and in the selection of Successful Offeror(s):

No.	Evaluation Factor	Points Available
1.	<p>Narrative Approach and Technical Capabilities</p> <p>Points shall be awarded on the Offeror's effective, creative and efficient implementation approach. The Offeror must demonstrate understanding of the purpose and scope of each task and the Offeror's responsibilities for each task, and explain specifically how it will accomplish the responsibilities of each task in the SOW.</p>	50
2.	<p>Past Experience</p> <p>This criterion considers the Offeror's past experience with similar programs, government agencies, or private industry with respect to such factors as control of costs, quality of work, and ability to meet schedules.</p>	22

No.	Evaluation Factor	Points Available
3.	<p>Capacity and Capability</p> <p>Points shall be awarded on the Offeror's ability to: achieve each task; good financial standing; indication of key personnel, their specific roles and experience; Professional Seal/Certificate Number; identify lines of authority and limits of capacity of each member of the team; delineate roles of subconsultants, if any.</p>	22
4.	<p>Proximity and Familiarity</p> <p>This criterion considers Offeror's and any subconsultant's expertise and experience on projects in the southwestern part of the US as it relates to the SOW.</p>	6
Total Possible		100
<p>Bonus points: Responding to Multiple Tasks If Offeror responds to more than one task of Tasks 1, 2, 3, 4 or 5, two bonus points shall be added to Offeror's score for each Task that the Offeror includes in their submission. Applying for Task 6 does not earn a bonus point.</p>		Up to 10

New Mexico/Native American resident preferences New Mexico/Native American resident veteran preferences do not apply, as this RFP is being funded by federal funds.

Section 6. EVALUATION PROCESS

The evaluation process shall follow the steps listed below:

1. Three Evaluation Team members shall document contents of competitive sealed proposals after the submittal deadline.
2. The Evaluation Team shall review proposals for compliance with the mandatory requirements stated within this RFP. Proposals deemed non-responsive shall be eliminated from further consideration.
3. The Contact Person may contact the Offeror(s) for clarification of the proposal.
4. The Evaluation Team shall evaluate responsive proposals based on the criteria in Section 5, Criteria and Evaluation Point Summary, and shall select responsive Offeror(s) with the highest total weighted scores as finalist Offeror(s). The Evaluation

Team shall select the finalist Offeror(s) whose proposal is/are most advantageous to ECMD, for award.

Please note, however, that a deficiency in any one factor may be grounds for rejection regardless of overall score.

Section 7. AWARD AND CONTRACT DURATION

ECMD may award multiple contracts under the terms of the attached draft Professional Services Agreement (PSA) (Attachment 3) and in accordance with this RFP, including awarding multiple contracts for the same Task. Any PSA awarded as a result of this RFP shall not be binding until approved by both EMNRD and the General Services Department, State Purchasing Division, Contracts Review Bureau (CRB). Award of a PSA does not obligate EMNRD to award any work to the successful Offeror. The contract period may extend from the date of contract approval by CRB, for no longer than four years, including amendments.

Section 8. CONTACT PERSON and DUE DATES

The Division Contact Person is:

Jeremy Lewis
State of New Mexico,
Energy, Minerals and Natural Resources Department
Energy Conservation and Management Division
1220 South St. Francis Drive
Santa Fe, New Mexico 87505
Jeremy.Lewis@emnrd.nm.gov
Telephone: (505) 470-1442

Offerors shall submit proposals bearing digital signatures in PDF format to Jeremy Lewis by e-mail no later than October 30, 2024 at 3:00pm Mountain Time. Proposals must be submitted in the format specified above in Section 4, Proposal Contents. Proposals must be received by the stated date and time to be considered. ECMD shall not accept proposals submitted after the due date and shall make absolutely no exceptions for proposals not received by the appointed time.

Deadlines for Written Questions

Offerors may submit written questions to the Contact Person as to the intent or clarity of this RFP no later than October 9, 2024 at 11:59pm Mountain Time. All written questions must be addressed to the Contact Person as indicated above. Questions shall be clearly labeled and shall cite the Section(s) in the RFP or other document which form the basis of the question.

ECMD shall post written responses to such questions on the ECMD website as they are received:

<https://www.emnrd.nm.gov/ecmd/about-us/requests-for-proposals-applications/>

Protest Period

Pursuant to NMSA 1978, § 13-1-172 and applicable procurement rules, Offerors who are not selected for funding have the right to timely protest the procurement. Protests must be written and must include: the name and address of the protestor and the name of the procurement being protested; a statement of the grounds for protest including appropriate supporting exhibits; and the ruling requested from the Division. The protest period begins on the day after notice of selection/non-selection and ends at 5 p.m. 15 days later. Protests must be delivered to:

Albert Chang
Director
EMNRD, Mining & Minerals Division,
1220 S. St. Francis Drive, Santa Fe, NM 87505.
E-Mail: Albert.Chang@emnrd.nm.gov

Section 9. NOTICES

Award of agreements is contingent upon sufficient appropriations and authorization being made by the Legislature of the State of New Mexico and the U.S. Department of Energy.

The money made available to support any PSA entered into as a result of this RFP must cover Gross Receipts Taxes as a component of the total contractual amount.

EMNRD may cancel this RFP and reject any and all proposals when it is in the State of New Mexico's best interests.

EMNRD may conduct discussions with Offerors who submit proposals but may also accept proposals without such discussions.

The Procurement Code, NMSA 1978, Sections 13-1-28 through 13-1-199, imposes civil and criminal penalties for its violation. In addition, the New Mexico criminal statutes impose felony penalties for bribes, gratuities, and kickbacks.

Attachment 1

CAMPAIGN CONTRIBUTION DISCLOSURE FORM

Pursuant to the Procurement Code, Sections 13-1-28, *et seq.*, NMSA 1978 and NMSA 1978, § 13-1-191.1 (2006), as amended by Laws of 2007, Chapter 234, any prospective contractor seeking to enter into a contract with any state agency or local public body **for professional services, a design and build project delivery system, or the design and installation of measures the primary purpose of which is to conserve natural resources** must file this form with that state agency or local public body. This form must be filed even if the contract qualifies as a small purchase or a sole source contract. The prospective contractor must disclose whether they, a family member or a representative of the prospective contractor has made a campaign contribution to an applicable public official of the state or a local public body during the two years prior to the date on which the contractor submits a proposal or, in the case of a sole source or small purchase contract, the two years prior to the date the contractor signs the contract, if the aggregate total of contributions given by the prospective contractor, a family member or a representative of the prospective contractor to the public official exceeds two hundred and fifty dollars (\$250) over the two year period.

Furthermore, the state agency or local public body may cancel a solicitation or proposed award for a proposed contract pursuant to Section 13-1-181 NMSA 1978 or a contract that is executed may be ratified or terminated pursuant to Section 13-1-182 NMSA 1978 of the Procurement Code if: 1) a prospective contractor, a family member of the prospective contractor, or a representative of the prospective contractor gives a campaign contribution or other thing of value to an applicable public official or the applicable public official's employees during the pendency of the procurement process or 2) a prospective contractor fails to submit a fully completed disclosure statement pursuant to the law.

The state agency or local public body that procures the services or items of tangible personal property shall indicate on the form the name or names of every applicable public official, if any, for which disclosure is required by a prospective contractor.

THIS FORM MUST BE INCLUDED IN THE REQUEST FOR PROPOSALS AND MUST BE FILED BY ANY PROSPECTIVE CONTRACTOR WHETHER OR NOT THEY, THEIR FAMILY MEMBER, OR THEIR REPRESENTATIVE HAS MADE ANY CONTRIBUTIONS SUBJECT TO DISCLOSURE.

The following definitions apply:

"Applicable public official" means a person elected to an office or a person appointed to complete a term of an elected office, who has the authority to award or influence the award of the contract for which the prospective contractor is submitting a competitive sealed proposal or who has the authority to negotiate a sole source or small purchase contract that may be awarded without submission of a sealed competitive proposal.

"Campaign Contribution" means a gift, subscription, loan, advance or deposit of money or other thing of value, including the estimated value of an in-kind contribution, that is made to or received by an applicable public official or any person authorized to raise, collect or expend contributions on that official's behalf for the purpose of electing the official to statewide or local

office. "Campaign Contribution" includes the payment of a debt incurred in an election campaign, but does not include the value of services provided without compensation or unreimbursed travel or other personal expenses of individuals who volunteer a portion or all of their time on behalf of a candidate or political committee, nor does it include the administrative or solicitation expenses of a political committee that are paid by an organization that sponsors the committee.

"Family member" means spouse, father, mother, child, father-in-law, mother-in-law, daughter-in-law or son-in-law of (a) a prospective contractor, if the prospective contractor is a natural person; or (b) an owner of a prospective contractor.

"Pendency of the procurement process" means the time period commencing with the public notice of the request for proposals and ending with the award of the contract or the cancellation of the request for proposals.

"Prospective contractor" means a person or business that is subject to the competitive sealed proposal process set forth in the Procurement Code or is not required to submit a competitive sealed proposal because that person or business qualifies for a sole source or a small purchase contract.

"Representative of a prospective contractor" means an officer or director of a corporation, a member or manager of a limited liability corporation, a partner of a partnership or a trustee of a trust of the prospective contractor.

Note: A prospective contractor shall make **separate** disclosures of all campaign contributions given by (1) the prospective contractor, or (2) a family member or (3) representative of the prospective contractor, or shall complete the non-disclosure statement, as applicable.

DISCLOSURE OF CONTRIBUTIONS:

Contribution Made By:			
Relation to Prospective Contractor:			
Name of Applicable Public Official:		Governor Michelle Lujan Grisham	
Contribution(s) Date(s)	Contribution Amount(s):	Nature of Contribution(s):	Purpose of Contribution(s):
	\$		
	\$		
	\$		
	\$		
	\$		

(Attach extra pages if necessary)

Signature: _____

Date: _____

Title/Position: _____

--OR--

NO CONTRIBUTIONS IN THE AGGREGATE TOTAL OVER TWO HUNDRED FIFTY DOLLARS (\$250) WERE MADE to an applicable public official by me, a family member or representative.

Signature: _____

Date: _____

Title/Position: _____

Attachment 2

Statement of Assurances Form

Each Offeror MUST complete this form and return it with Offeror's proposal or EMNRD shall deem the proposal as non-responsive. By signing this form below, Offeror acknowledges and agrees to the following:

This RFP does not commit the State of New Mexico (State) to pay any costs incurred in the in the preparation or submission of this proposal. Any cost incurred by the Offeror in developing a proposal response shall be borne solely by the Offeror. Offeror understands that that Offeror's proposal shall become part of the official file on this matter without obligation to the State. Issuance of this RFP does not constitute an award commitment on the part of the State.

Offeror shall examine all contract documents, noting particularly all stipulations that in any way affect contract work. Failure of an Offeror to acquaint itself fully with the amount and nature of the work required to fulfill all terms of the contract documents shall not be considered a basis for extra compensation after a contract has been awarded.

Offeror represents and warrants to the State that Offeror has the staff, facilities, and competence to furnish the required services. The State may investigate Offeror's adequacy of the staff, facilities, and competence. For this purpose, representatives of the State may inspect Offeror's facilities, equipment, etc., and interview staff.

To receive consideration, Offeror's proposal must be signed by an officer having the authority to bind Offeror.

Offeror agrees to comply with all relevant federal and state laws and regulations or rules.

New Mexico Employees Health Coverage:

If Offeror has, or grows to, six or more employees who work, or who are expected to work, an average of at least 20 hours per week over a six-month period during the term of any Agreement which may result from this RFP, Offeror agrees, by submitting a proposal, to have in place, and agrees to maintain for the Agreement's term, health insurance for those employees and offer that health insurance to those employees if the expected annual value in the aggregate of any and all contracts between Offeror and the state exceed \$250,000.

Offeror agrees to maintain a record of the number of employees who have:

- 1) accepted health insurance;
- 2) declined health insurance due to other health insurance coverage already in place; or
- 3) declined health insurance for other reasons.

These records are subject to review and audit by a representative of the State.

Offeror agrees to advise all employees of the availability of state publicly financed health care coverage programs.

Application of Veterans Preference or New Mexico Business Preference:

Veterans preference and New Mexico business preference do not apply, as this RFP is being funded by federal funds.

Offeror Signature _____

Date: _____

Offeror's Printed Name and Title: _____

Attachment 3

STATE OF NEW MEXICO, ENERGY, MINERALS AND NATURAL RESOURCES DEPARTMENT PROFESSIONAL SERVICES AGREEMENT (AGREEMENT)

THIS AGREEMENT is made and entered into by and between the State of New Mexico, Energy, Minerals and Natural Resources Department (EMNRD) and (insert Contractor Name) (Contractor), and is effective as of the date set forth below upon which it is executed by the General Services Department, State Purchasing Division (GSD/SPD), Contracts Review Bureau.

IT IS AGREED BETWEEN THE PARTIES:

1. Scope of Work.

Contractor shall perform the following work:

(Insert Scope of Work here.)

2. Compensation.

Option 1: Work Product.

A. EMNRD shall pay Contractor for services satisfactorily performed pursuant to the Scope of Work and as specified below. This amount shall not exceed _____ (\$ _____), which amount includes travel and New Mexico gross receipts taxes pursuant to Paragraphs C and D of this Compensation Section (if travel is negotiated. Travel payment language also does not apply when paying on a deliverables basis unless the travel is set out as a separate item. If travel is not paid, remove reference to travel.). EMNRD shall make payment upon the satisfactory and timely completion of the work described in the Scope of Work and for no more than the maximum amount set forth below for each deliverable:

(Insert deliverables/payment schedule here. Delete this instruction.)

In no event shall Contractor be paid for services provided or travel expenses exceeding the total compensation amount without this Agreement being amended in writing prior to those services or expenses exceeding the total compensation amount being provided.

(—OR—)

Option 2: Lump Sum Amount Upon Completion of All Work.

A. Upon satisfactory completion of services, EMNRD shall pay Contractor for services satisfactorily performed pursuant to the Scope of Work in an amount not to exceed _____ (\$ _____), which amount includes New Mexico gross receipts taxes.

Option 3: Time and Materials. Travel may or may not be paid, depending on negotiation between EMNRD and Contractor.

A. EMNRD shall pay to Contractor in full payment for services satisfactorily performed pursuant to the Scope of Work rendered at the rate of \$_____ per hour, such compensation not to exceed \$_____, which amount includes travel and New Mexico gross receipts taxes, pursuant to Paragraphs C and D of this Compensation Section. This amount is a maximum and not a guarantee that the work assigned to be performed by Contractor under this Agreement shall equal the amount stated herein. The parties do not intend for Contractor to continue to provide services without compensation when the total compensation amount is reached. Contractor is responsible for notifying EMNRD when the services provided under this Agreement reach the total compensation amount. In no event shall Contractor be paid for services provided exceeding the total compensation amount without this Agreement being amended in writing prior to those services exceeding the total compensation amount being provided.

B. (For single-year contract, may need to tweak the first sentence.) Payment in FYXX, FYXX, and FYXX is subject to availability of funds pursuant to Section 5, Appropriations, set forth below and to any negotiations between the parties from year to year pursuant to Section 1, Scope of Work, and to approval by GSD/SPD. EMNRD must receive all invoices no later than 15 days after the termination of the Fiscal Year in which the services were delivered. Invoices received after such date WILL NOT BE PAID.

C. (To be negotiated at EMNRD's discretion. Travel payment language does not apply when choosing to pay Contractor on a lump sum basis. Travel payment language also does not apply when paying on a deliverables basis unless the travel is set out as a separate item.) EMNRD shall pay such travel expenses as may be incurred, and that are necessary for, the performance of this Agreement at the rates established in the New Mexico Per Diem and Mileage Act, NMSA 1978, Sections 10-8-1 *et seq.*, as implemented by the current Department of Finance and Administration rule and the current EMNRD travel policy.

D. Contractor is responsible for paying New Mexico Gross Receipts taxes levied on amounts payable under this Agreement.

E. Contractor must submit detailed invoices accounting for all services performed, and expenses incurred. Invoices evidencing the propriety of each claim for payment must be supported by approved purchase order. (When compensation is based on hourly rates, Contractor shall also provide documentation of hours expended on the services provided.) If EMNRD finds that the invoiced services, or expenses are not acceptable, within 30 days of receipt of written notice from Contractor that payment is requested for services received, EMNRD shall provide Contractor a letter of exception explaining the defect or objection to the invoice, services, or expenses, and outlining steps Contractor may take to provide remedial action. Upon certification by EMNRD that the invoice, services, or expenses have been received and accepted, EMNRD shall tender payment to Contractor within 30 days after the date of acceptance. If payment is made by mail, the payment shall be deemed tendered on the date it is postmarked. However, EMNRD shall not incur late charges, interest, or penalties for failure to make payment within the time specified herein.

3. Term.

THIS AGREEMENT SHALL NOT BECOME EFFECTIVE UNTIL APPROVED BY THE GSD/SPD Contracts Review Bureau. This Agreement shall terminate on (DATE) unless terminated pursuant to Section 4, Termination, or Section 5, Appropriations. In accordance with

NMSA 1978, Section 13-1-150, no contract term for a professional services contract, including extensions and renewals, shall exceed four years, except as set forth in NMSA 1978, Section 13-1-150.

4. Termination.

A. EMNRD.

1) EMNRD may terminate this Agreement for convenience or cause by giving written notice to Contractor at least 30 days prior to the intended date of termination, except that EMNRD may terminate this Agreement immediately by giving written notice to Contractor if (i) Contractor becomes unable to perform the services contracted for as determined in the sole discretion of EMNRD; (ii) during the term of this Agreement, Contractor is suspended or debarred by the State Purchasing Agent; (iii) this Agreement is terminated pursuant to Section 5, Appropriation, of this Agreement; or (iv) this Agreement is terminated pursuant to Section 12, Conflict of Interest; Governmental Conduct Act. (May need to revise Section number to track actual contract contents.)

2) Except as otherwise expressly allowed or provided by this Agreement, EMNRD's sole liability upon termination shall be to pay for acceptable work performed prior to Contractor's receipt or issuance of a notice of termination; provided, however, that a notice of termination shall not nullify or otherwise affect either party's liability for pre-termination defaults under or breaches of this Agreement. This provision is not exclusive and does not waive EMNRD's other legal rights and remedies caused by Contractor's default/breach of this Agreement.

B. Contractor.

1) Contractor may terminate this Agreement only based upon EMNRD's uncured, material breach of this Agreement.

2) Contractor shall give EMNRD written notice of termination at least 30 days prior to the intended date of termination, which notice shall (i) identify EMNRD's alleged material breaches of this Agreement upon which the termination is based and (ii) state what EMNRD must do to cure such material breaches. Contractor's notice of termination shall only be effective if (i) EMNRD does not cure all material breaches within the 30 day notice period or (ii) in the case of material breaches that cannot be cured within 30 days, EMNRD does not, within the 30 day notice period, notify Contractor of EMNRD's intent to cure and begin with due diligence to cure the material breach.

C. Termination Management. Immediately upon receipt by either EMNRD or Contractor of notice of termination of this Agreement, Contractor shall:

1) not incur any further obligations for salaries, services, or any other expenditure of funds under this Agreement without EMNRD's written approval;

2) comply with all directives EMNRD issues in the notice of termination as to the performance of work under this Agreement; and

3) take such action as EMNRD directs for the protection, preservation, retention, or transfer of all property titled to EMNRD and records generated under this Agreement. Any non-

expendable personal property or equipment provided to or purchased by Contractor with contract funds shall become property of EMNRD upon termination and shall be submitted to EMNRD as soon as practicable. (If federal funding is involved, include the following clause. If not, delete it.) Otherwise, all property procured under this Agreement shall be used and disposed of in accordance with Environmental Protection Agency regulations.

4) Contractor shall submit an invoice for work performed prior to Contractor's receipt or issuance of a notice of termination no later than 30 days after receiving or sending a notice of termination.

5. Appropriations.

The terms of this Agreement are contingent upon sufficient appropriations and authorization being made by the Legislature of New Mexico and (insert name of federal funding entity) for the performance of this Agreement. If sufficient appropriations and authorization are not made by the Legislature and (insert name of federal funding entity), this Agreement shall terminate immediately upon written notice being given by EMNRD to Contractor. EMNRD's decision as to whether sufficient appropriations are available shall be accepted by Contractor and shall be final. If EMNRD proposes an amendment to the Agreement to unilaterally reduce funding, Contractor shall have the option to terminate the Agreement or to agree to the reduced funding, within 30 days of receipt of the proposed amendment.

6. Status of Contractor.

Contractor and its subcontractors, agents, and employees are independent contractors performing professional services for EMNRD and are not employees of the State of New Mexico. Contractor and its agents and employees shall not accrue leave, retirement, insurance, bonding, use of state vehicles, or any other benefits afforded to employees of the State of New Mexico as a result of this Agreement. Contractor acknowledges that all sums received hereunder are reportable by Contractor for tax purposes, including without limitation, self-employment and business income tax. Contractor has no authority to bind and shall not bind the State of New Mexico unless expressly authorized in writing by the State of New Mexico, and then only within the strict limits of that authority.

7. Assignment.

Contractor shall not assign or transfer any interest in this Agreement or assign any claims for money due or to become due under this Agreement without EMNRD's prior written approval.

8. Subcontracting.

Contractor shall not subcontract any portion of the services to be performed under this Agreement without the prior written approval of EMNRD. No such subcontract shall relieve Contractor from its obligations and liabilities under this Agreement, nor shall any subcontract obligate direct payment by EMNRD.

Option: Include A, B, and C if you are using federal funds for the work of this contract. Remove this instruction.

A. Contractor shall comply with 2 C.F.R. 200.318 through 200.326 for procurement of services or property conducted pursuant to this Agreement.

B. Contractor is required to provide EMNRD with evidence of competitive procurement for any subcontract, including records of advertisement of bid, proposals received, and methods to select each subcontractor.

C. Any subcontract agreement shall include all provisions necessary to allow Contractor to meet its obligations and requirements under this Agreement and all provisions required by law.

Option: Include subparagraph below if subcontractor shall be reimbursed for travel expenses. Remove instruction.

D. Travel expense reimbursement requested for subcontractors, if applicable, shall be reimbursed in accordance with rates established in the Per Diem and Mileage Act, NMSA 1978, Section 10-8-1 *et seq.*, as implemented by the current DFA Rule and EMNRD Travel Policy.

9. Release.

Final payment of the amounts due under this Agreement shall operate as a release of EMNRD, its officers and employees, and the State of New Mexico from all liabilities, claims, and obligations arising from or under this Agreement.

10. Confidentiality.

Any confidential information provided to or developed by Contractor in the performance of this Agreement shall be kept confidential by Contractor and shall not be made available to any individual or organization by Contractor without EMNRD's prior written approval.

11. Product of Service -- Copyright.

All materials developed or acquired by Contractor under this Agreement shall become the property of the State of New Mexico and shall be delivered to EMNRD no later than the termination date of this Agreement. Nothing developed or produced, in whole or in part, by Contractor under this Agreement shall be the subject of an application for copyright or other claim of ownership by or on behalf of Contractor.

12. Conflict of Interest; Governmental Conduct Act.

A. Contractor represents and warrants that Contractor presently has no interest and, during this Agreement's term, shall not acquire any interest, direct or indirect, which would conflict in any manner or degree with the performance or services required under the Agreement.

B. Contractor further represents and warrants that Contractor has complied with, and, during this Agreement's term, shall continue to comply with, and that this Agreement complies with all applicable provisions of the Governmental Conduct Act, NMSA 1978, Sections 10-16-1 through 10-16-18. Without in anyway limiting the generality of the foregoing, Contractor specifically represents and warrants that:

1) in accordance with NMSA 1978, Section 10-16-4.3, Contractor does not employ, has not employed, and shall not employ during the term of this Agreement any EMNRD employee while such employee was or is employed by EMNRD and participating directly or indirectly in EMNRD's contracting process;

2) this Agreement complies with NMSA 1978, Section 10-16-7(A) because (i) Contractor is not a public officer or employee of the State of New Mexico (State); (ii) Contractor is not a member of the family of a public officer or employee of the State; (iii) Contractor is not a business in which a public officer or employee or the family of a public officer or employee has a substantial interest; or (iv) if Contractor is a public officer or employee of the State, a member of the family of a public officer or employee of the State, or a business in which a public officer or employee of the State or the family of a public officer or employee of the State has a substantial interest, public notice was given as required by NMSA 1978, Section 10-16-7(A) and this Agreement was awarded pursuant to a competitive process;

3) in accordance with NMSA 1978, Section 10-16-8(A), (i) Contractor is not, and has not been represented by, a person who has been a public officer or employee of the State within the preceding year and whose official act directly resulted in this Agreement and (ii) Contractor is not, and has not been assisted in any way regarding this transaction by, a former public officer or employee of the State whose official act, while in State employment, directly resulted in EMNRD's making this Agreement;

4) this Agreement complies with NMSA 1978, Section 10-16-9(A) because (i) Contractor is not a legislator; (ii) Contractor is not a member of a legislator's family; (iii) Contractor is not a business in which a legislator or a legislator's family has a substantial interest; or (iv) if Contractor is a legislator, a member of a legislator's family, or a business in which a legislator or a legislator's family has a substantial interest, disclosure has been made as required by NMSA 1978, Section 10-16-9(A), this Agreement is not a sole source or small purchase contract, and this Agreement was awarded in accordance with the provisions of the Procurement Code;

5) in accordance with NMSA 1978, Section 10-16-13, Contractor has not directly participated in the preparation of specifications, qualifications or evaluation criteria for this Agreement or any procurement related to this Agreement; and

6) in accordance with NMSA 1978, Section 10-16-3(D), Contractor has not contributed, and during this Agreement's term shall not contribute, anything of value to a public officer or employee of EMNRD.

C. Contractor's representations and warranties in Paragraphs A and B of this Section 12 are material representations of fact upon which EMNRD relied when EMNRD and Contractor entered this Agreement. Contractor shall provide immediate written notice to EMNRD if, at any time during this Agreement's term, Contractor learns that Contractor's representations and warranties in Paragraphs A and B of this Section 12 were erroneous on this Agreement's effective date or have become erroneous by reason of new or changed circumstances occurring after this Agreement's effective date. If EMNRD later determines that Contractor's representations and warranties in Paragraphs A and B of this Section 12 were erroneous on this Agreement's effective date, or have become erroneous by reason of new or changed circumstances occurring after this Agreement's effective date, in addition to other remedies available to EMNRD and notwithstanding anything in this Agreement to the contrary, EMNRD may immediately terminate this Agreement.

D. All terms defined in the Governmental Conduct Act have the same meaning in this Section 12.

13. Amendment.

This Agreement shall not be altered, changed, or amended except by instrument in writing executed by the parties hereto and all other required signatories.

14. Merger.

This Agreement incorporates all the agreements, covenants, and understandings between the parties hereto concerning the subject matter hereof, and all such covenants, agreements, and understandings have been merged into this written agreement. No prior agreement, covenant, or understanding of the parties or their agents shall be valid or enforceable unless embodied in this Agreement.

15. Penalties for Violation of Law.

The Procurement Code, NMSA 1978, Sections 13-1-28 through 13-1-199, imposes civil and criminal penalties for its violation. In addition, the New Mexico criminal statutes impose felony penalties for bribes, gratuities, and kickbacks.

16. Equal Opportunity Compliance.

Contractor agrees to abide by all federal and state laws and rules and regulations, and executive orders of the Governor of the State of New Mexico, pertaining to equal employment opportunity. In accordance with all such laws of the State of New Mexico, Contractor assures that no person in the United States shall, on the grounds of race, religion, color, national origin, ancestry, sex, age, physical or mental handicap, or serious medical condition, spousal affiliation, sexual orientation, or gender identity, be excluded from employment with or participation in, be denied the benefits of, or be otherwise subjected to discrimination under any program or activity performed under this Agreement. If Contractor is found not to be in compliance with these requirements during the life of this Agreement, Contractor agrees to take appropriate steps to correct these deficiencies.

17. Applicable Law.

The laws of the State of New Mexico shall govern this Agreement, without giving effect to New Mexico's choice of law provisions. Venue shall be proper only in a New Mexico court of competent jurisdiction in accordance with NMSA 1978, Section 38-3-1(G). By execution of this Agreement, Contractor acknowledges and agrees to the exclusive jurisdiction of the courts of the State of New Mexico over all lawsuits arising under or out of this Agreement's terms.

18. Records and Financial Audit.

Contractor shall maintain time and expenditure records that indicate the date, time, nature, and cost of services rendered during the Agreement's term and effect and retain them for a period of six years from the date of final payment under this Agreement. EMNRD shall have the right to audit time and expenditure records both before and after payment, and Contractor agrees to include in all subcontracts hereunder the same right of inspection and audit against all subcontractors. Payment under this Agreement shall not foreclose EMNRD's right to recover excessive or illegal payments. In EMNRD's, GSD/SPD's, or the State Auditor's, (or insert name of federal funding entity)'s sole discretion, the periods of inspection and audit may be extended for records which relate to litigation or settlement of claims arising out of performance of this Agreement (and costs and expenses of this Agreement for which exception is under consideration by the federal funding agency or any authorized representative) and shall continue until all potential litigation, appeals, claims, or exceptions have expired or been resolved.

19. Indemnification.

Contractor shall defend, indemnify, and hold harmless EMNRD, its officers, employees, agents, and representatives, and the State of New Mexico from all actions, proceedings, claims, demands, costs, damages, attorneys' fees, and all other liabilities and expenses of any kind from any source which may arise out of the performance of this Agreement, including any action, proceeding, claim, demand, cost, damage, attorney's fee, or other liability or expense caused by the negligent act or failure to act of Contractor or its officers, employees, servants, subcontractors, consultants, or agents, or caused by the actions of any client of Contractor resulting in injury or damage to persons or property during the time when Contractor, Contractor's officers, agents, employees, servants, consultants, or subcontractors thereof has or is performing services pursuant to this Agreement. In the event that any action, proceeding, claim, demand, cost, damage, attorney's fee, or other liability or expense which may arise out of the performance of this Agreement is brought against Contractor or its officers, employees, servants, subcontractors, consultants, or agents, Contractor shall, as soon as practicable but no later than two days after it receives notice thereof, notify EMNRD's legal counsel, and the Risk Management Division of the New Mexico General Services Department by certified mail. Nothing in this Agreement shall be deemed to be a waiver by the State of New Mexico of the provisions of the Tort Claims Act, NMSA 1978, Sections 41-4-1 *et seq.*

20. New Mexico Employees Health Coverage.

A. If Contractor has, or grows to, six or more employees who work, or who are expected to work, an average of at least 20 hours per week over a six-month period during the term of the contract, Contractor certifies, by signing this Agreement, to have in place, and agree to maintain for this Agreement's term, health insurance for those employees and offer that health insurance to those employees if the expected annual value in the aggregate of any and all contracts between Contractor and the State exceed \$250,000 dollars.

B. Contractor agrees to maintain a record of the number of employees who have:

1) accepted health insurance;

- 2) declined health insurance due to other health insurance coverage already in place; or
- 3) declined health insurance for other reasons.

These records are subject to review and audit by a representative of the state.

C. Contractor agrees to advise all employees of the availability of state publicly financed health care coverage.

21. Invalid Term or Condition.

If any term or condition of this Agreement shall be held invalid or unenforceable, the remainder of this Agreement shall not be affected and shall be valid and enforceable.

22. Enforcement of Agreement.

A party's failure to require strict performance of any provision of this Agreement shall not waive or diminish that party's right thereafter to demand strict performance with that or any other provision. No waiver by a party of any of its rights under this Agreement shall be effective unless express and in writing, and no effective waiver by a party of any of its rights shall be effective to waive any other rights.

23. Notices.

Except as otherwise specified herein, all notices hereunder shall be in writing (including notice by facsimile) and shall be given to the relevant party at its mailing address, or if set forth below, at its e-mail address, or facsimile number, or such other address or facsimile number as such party may hereafter specify by written notice to the other given by courier, by United States certified or registered mail, by facsimile, or by e-mail or by other telecommunication device capable of creating a written record of such notice and its receipt.

To EMNRD:

[insert position title and address of project manager]

Deputy General Counsel
EMNRD – Office of the Secretary
1220 S. St. Francis Drive
Santa Fe, NM 87505

To Contractor:

[insert contact information]

To Risk Management Division:

Risk Management Division
General Services Department

P.O. Drawer 26100
Santa Fe, NM 87502-0110

24. Authority.

If Contractor is other than a natural person, the individual(s) signing this Agreement on Contractor's behalf and Contractor represent and warrant that such individual has the power and authority to bind Contractor, and that no further action, resolution, or approval from Contractor is necessary to enter into a binding agreement.

25. Acknowledgement. (Option: Include in PSA if acknowledgement required. If not using this section, delete it and renumber successive sections accordingly. Delete this instruction.)

Contractor shall acknowledge EMNRD and (insert name of federal funding entity) as a co-sponsor and funding source in all news releases, programs, proceedings, and related publicity/publications for the Project.

26. Attorneys' Fees and Costs.

Contractor agrees that if Contractor is found by a court of competent jurisdiction to have breached this Agreement, or any amendment hereto, or to have committed any tortious act relating to this Agreement, EMNRD shall be entitled to recover from Contractor reasonable attorneys' fees and costs for pre-litigation research, investigation, and preparation, litigation brought to obtain such judicial determination, any appeal of such determination, and to collect any judgment.

27. Minimum Wage Rate.

If applicable, Contractor shall comply with minimum wage rates as established by the New Mexico Department of Workforce Solutions, Labor Relations Division, and with all other applicable requirements of that department, including posting of the wage rates in a prominent location on the site of hiring for and performance of this Agreement.

28. Compliance with Funding Source Conditions.

Contractor shall comply with all applicable state and federal statutes and rules or regulations imposed as a consequence of funding pursuant to this Agreement. Contractor is responsible for obtaining a copy of any federal funding award that provides funding for this Agreement.

(Are you using federal funds for this Agreement? Depending on the funding source, you may be required to include the following. If not, delete this instruction and the inapplicable clauses.)

Contractor shall also comply with the following clauses in the performance of this Agreement:

A. Compliance with use of Minority Business Enterprises (MBEs) and Women's Business Enterprises (WBEs) - Contractor shall take affirmative steps to assure that MBEs and WBEs are used when possible as sources of supplies and services. The affirmative steps shall include the following:

- 1) including qualified MBEs/WBEs on solicitation lists;
- 2) assuring that MBEs/WBEs are solicited once they are identified;
- 3) when economically feasible, dividing total requirements into smaller tasks or quantities so as to permit maximum MBE/WBE participation;
- 4) where feasible, establishing delivery schedules which shall encourage MBE/WBE participation;
- 5) encouraging use of the services of the U.S. Department of Commerce's Minority Business Development Agency and the U.S. Small Business Administration to identify MBEs/WBEs, as required; and
- 6) if any subcontracts are to be let, requiring the subcontractor to take the affirmative steps listed above.

B. Compliance with Trafficking Victims Protection Act of 2000 - Contractor, Contractor's employees, subcontractors, and subcontractors' employees shall not:

- 1) engage in severe forms of trafficking in persons during this Agreement's term;
- 2) procure a commercial sex act during this Agreement's term; or
- 3) use forced labor in the performance of this Agreement.

C. Compliance with NMSA 1978, Section 66-7-374, Texting While Driving - Contractor and Contractor's employees shall not read or view a text message or manually type on a handheld mobile communication device for any purpose while driving a motor vehicle in connection with this Agreement, except to summon medical or other emergency help, or unless that device is an amateur radio and the driver holds a valid amateur radio operator license issued by the Federal Communications Commission.

D. In the event this Agreement is funded with federal monies, Contractor shall comply with 2 C.F.R. 200.318 through 200.326 for procurement of property or services conducted pursuant to this Agreement.

E. In the event this Agreement is funded with federal monies and Contractor wishes to enter into an agreement with a small business firm or non-profit organization regarding the substitution of parties, assignment, or performance of experimental, developmental, or research work under this Agreement, Contractor shall comply with the requirements of 37 C.F.R. Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements" and any implementing regulations issued by the Environmental Protection Agency.

F. Contractor shall not award subcontracts to parties listed on the government-wide exclusions in the federal System for Award Management (SAM), in accordance with OMB guidelines that implement federal Executive Orders 12549 (3 C.F.R. part 1986, Comp., p. 189) and 12689 (3 C.F.R. part 1989 Comp., p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well

as parties declared ineligible under statutory or regularity authority other than Executive Order 12549.

G. If the value of this Agreement exceeds \$100,000, Contractor shall comply with the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352) regarding the limitations of use of appropriated funds to influence certain federal contracting and financial transactions.

H. If this Agreement is valued at more than \$150,000, Contractor shall comply with all applicable standards orders or requirements issued under the federal Clean Air Act (42 U.S.C. § 7401 *et seq.*); Clean Water Act (33 U.S.C. § 1251 *et seq.*); Executive Order 11738 (Providing for Administration of the Clean Air Act and the Federal Water Pollution Control Act With Respect to Federal Contracts, Grants, or Loans); and U.S. Environmental Protection Agency (EPA) regulations.

29. Insurance. (Type of insurance required varies with nature of work performed. Will always require Workers' Compensation. Delete this instruction.)

A. Contractor certifies that, by signing this Agreement, it shall establish and maintain during this Agreement's term, the following policy or policies of insurance providing:

1) Workers' Compensation protection that complies with the requirements of the Workers' Compensation Act, NMSA 1978, Sections 52-1-1 *et seq.*, if applicable. Employer's liability: \$100,000.00. If Contractor fails to comply with the Workers' Compensation Act and applicable rules when required to do so, EMNRD may terminate this Agreement.

2) Comprehensive general liability protection (including endorsements providing broad form property damage, personal injury coverage, and contractual assumption of liability for all liability Contractor has assumed under this Agreement or any amendment thereto), pursuant to NMSA 1978, Section 41-4-19, as may be amended from time to time. Limits shall not be less than the following:

- a. bodily injury: \$1,000,000.00 per person/\$1,000,000.00 per occurrence;
- b. property damage or combined single limit coverage: \$1,000,000.00;
- c. automobile liability (including non-owned automobile coverage): \$1,000,000.00; and
- d. umbrella: \$1,000,000.00.

Such policy or policies shall name the State of New Mexico and EMNRD as additional insured and shall specifically state the coverage provide under the policy is primary over any other valid and collectible insurance and provide a waiver of subrogation.

3) Comprehensive performance liability protection covering contractual liability that may arise under this Agreement and any amendment hereto. Such policy or policies shall name the State of New Mexico and EMNRD as additional insured and shall specifically state the coverage provided under the policy is primary over any other valid and collectible insurance and provide a waiver of subrogation.

4) Professional liability insurance covering Contractor's negligent acts, errors, or omissions. (For agreements with architects, engineers, lawyers, etc.)

5) Medical malpractice liability insurance that complies with the Medical Malpractice Act, NMSA 1978, Sections 41-5-1 *et seq.* (For agreements with medical providers who are required to have malpractice insurance.)

6) General liability insurance sufficient to cover the claims which may fall under the Indemnification Paragraph of this Agreement. (For agreements with medical providers who are not required to have malpractice insurance.)

B. Contractor shall provide EMNRD with a copy of the insurance certificate no later than 10 days after this Agreement's effective date. At EMNRD's request, Contractor shall also provide EMNRD with a copy of the insurance policy, or relevant portions thereof. Contractor shall notify EMNRD 30 days before cancellation or expiration of any required Workers' Compensation coverage or (include the references to the types of insurance you are asking for).

IN WITNESS WHEREOF, the parties have executed this Agreement as of the date of signature by the GSD/SPD Contracts Review Bureau below.

**STATE OF NEW MEXICO, ENERGY, MINERALS AND NATURAL RESOURCES
DEPARTMENT**

By: _____
Cabinet Secretary or Designee

Date: _____

By: _____
Legal Counsel - Certifying legal sufficiency

Date: _____

By: _____
Chief Financial Officer

Date: _____

CONTRACTOR NAME

By: _____
Authorized Representative Signature

Date: _____

Printed Name and Title

This Agreement has been approved by the GSD/SPD Contracts Review Bureau

By: _____ Date: _____
GSD/SPD Contracts Review Bureau

The records of the Taxation and Revenue Department reflect Contractor is registered with the Taxation and Revenue Department of the State of New Mexico to pay gross receipts and compensating taxes.

**STATE OF NEW MEXICO
TAXATION AND REVENUE
DEPARTMENT**

I.D. No.: _____
(must be 11 digits long)

By: _____

Date: _____

*Taxation and Revenue is only verifying the
registration and will not confirm or deny tax
liability statements contained in this contract.*

**Attachment 4
Reference Questionnaire**

REQUEST FOR PROPOSALS FOR PROVIDING FINANCIAL AND ENERGY COACHING SERVICES AND ASSISTANCE TO NEW MEXICO ENERGY PROGRAMS ISSUED BY THE STATE OF NEW MEXICO, ENERGY, MINERALS, AND NATURAL RESOURCES DEPARTMENT, ENERGY CONSERVATION AND MANAGEMENT DIVISION			
REFERENCE QUESTIONNAIRE			
Name of Individual/Entity Requesting Reference:			
<p>The State of New Mexico, as a part of the RFP process, requires Offerors to submit a minimum of three business references as required within this document. The purpose of these references is to document the experience relevant to the scope of work and provide assistance in the evaluation process.</p> <p>This form is being submitted to you for completion as a business reference for the individual or entity above. Please return this completed form directly to Jeremy Lewis, Energy Conservation and Management Division, by email at Jeremy.Lewis@emnrd.nm.gov no later than 3 p.m. mountain time, October 30, 2024.</p> <p>For questions or concerns regarding this form, please contact the Procurement Manager listed above.</p>			
Name of Individual/Entity Providing Reference:			
Contact Name and Title/Position:			
Contact Telephone Number:			
Contact E-Mail Address:			
QUESTIONS			
1. In what capacity have you worked with this Offeror in the past? (Please explain)			
2. How would you rate this Offeror's knowledge and expertise? (Check one)			
Excellent _____	Satisfactory _____	Unsatisfactory _____	Unacceptable _____
Comments:			
3. How would you rate the Offeror's flexibility relative to changes in the project scope and timelines? (Check one)			
Excellent _____	Satisfactory _____	Unsatisfactory _____	Unacceptable _____
Comments:			

ATTACHMENT 5
Proposal Category

Please check the category or categories of work which the Offeror proposes to perform:

- () Task 1.
- () Task 2.
- () Task 3.
- () Task 4.
- () Task 5.
- () Task 6.

Offeror Name

Signature

Date

Print Name

Title

Address

Email

Telephone Number

Alternate Telephone Number

ATTACHMENT 6

Questions and Answers

Q: Is there a size/page limit on any section of the proposal?

A: For the pdf attachment, there is no size/page limit. However, we have learned that our email systems do best with 20mb or smaller. It's okay to split pdfs into parts or send multiple emails to accommodate data size.

Q: We understand that each Task will be evaluated separately per Section 5. We also understand that bidders that perform multiple tasks for tasks 1-5 will be awarded bonus points for taking on multiple tasks per Section 5. Are companies allowed to team and/or bring on subs in order to put a bid that encompasses multiple tasks?

A: Yes

Q: Likewise, some tasks may require two companies to perform a single task, specifically a program management company and a company providing capital. Will bidders be allowed to team and/or bring on subs for a single task?

A: Yes

Q: Can references that were already provided to ECAM for the previous solar for all RFP that encompass the tasks on this RFP be used without requiring the reference to submit a new reference questionnaire? Some proposers have now had to ask their references to submit the same reference questionnaire to ECAM on four occasions in the past few months, and references are understandably frustrated at the request to send the same reference multiple times.

A: Yes

Q: Are green banks funded with federal funds allowed to bid on the tasks requiring they provide capital, since that could lead to stacking two federal funding streams for the same project if it also receives NM Solar For All funding?

A: We cannot give you legal advice, and you should check federal award requirements to be sure, but, generally speaking, yes, so long as the federal funds funding the green banks contemplated by this question do not provide for any such restrictions. Contracts will require awardees to certify that no federal funds are being used as matching funds for other federal awards. Additionally, part of the intent of this RFP is for green banks to provide guidance to this Agency and aid recipients for questions like this one.

Q: Task 1 requires offering a low-interest loan program using the offeror's own funding. Typically, the agency requesting this provides interest rate buydown and/or loan loss reserves in order to provide below market rate interest and to relax underwriting standards to allow more potential customers to be eligible. Does ECAM plan to offer this, and if so, what is the target interest rate and what amount or interest rate buydown and/or loan loss reserve will ECAM plan to offer? If this is not known, what total dollar amount does ECAM have available for interest rate buydowns and/or loan loss reserves for this program?

A: ECAM may be able to offer a loan loss fund, but details beyond that are not currently known at this time.

Q: Can you provide the maximum amount of funding ECAM anticipates providing for loan funds in Task 2, as well as the amount provided for grants, no-interest loans, lease-to-own, forgivable

loans, interest rate buydowns, and similar?

A: ECAM is flexible and seeks to build programs that can grow over time to accommodate the needs in the state. RFP responders are encouraged to offer amounts that suit their needs, and ECAM will work within those limits and/or contract with multiple responders.

Q: There seems to be duplication between this RFP's Task 3 and the previous Solar for All RFP Task 2. For example, in response to questions on the Solar for All Task 2, offerors were told "The selected Offeror(s) shall be responsible for collecting and evaluating the solar project applications under the guidance of ECAM." This RFP's Task 3 requires "Successful Offeror(s) shall create the financial eligibility documents and manage the application review process" Can you clarify who will be performing the application review task, the Solar for All Task 2 winning bidder or this RFP's successful Task 3 winning bidder?

A: The Solar for All technical services provider will be tasked with reviewing the technical aspects of the project application (specifications of project capacity and design, siting, customer subscriber locations and income, expected energy savings, etc.), while the green financing provider will review financial eligibility of the developer to determine the type and mechanism for direct financial assistance (grant, loan, tax credit stacking, some combination thereof) to ensure the financial solvency of the project and provide the maximum benefit to the maximum number of low-income households. In the end, the two entities will both be involved in the process, but the Solar for All technical services provider will be responsible for the application review process and focused on the technical eligibility for the program.

Q: For Task 3 "Distribute Grant Funds to Customers" and all of Task 4, what is the maximum amount of money that ECAM anticipates the offeror will have to front at any given time, what is the total amount over the life of the contract that they will need to front, and how often will the offeror be able to invoice ECAM?

A: ECAM is flexible and seeks to build programs that can grow over time to accommodate the needs in the state. Fronted money can range from several hundred dollars to six or even seven figures, depending on the ability of the RFP responder. RFP responders are encouraged to offer amounts that suit their needs, and ECAM will work within those limits and/or contract with multiple responders.

Q: Related to the above question, the sample professional services agreement section 2.E states that ECAM will make payments within 30 days of accepting invoices, but provides no timeline between when ECAM receives the invoice and when it is accepted or rejected. Will ECAM commit to a timeline to either accept or reject an invoice after receipt, so that the interest cost of floating funds can be accurately estimated?

A: Yes. That timeline will be negotiated with Successful Offeror(s) during contract negotiations.

Q: On page 2 near the bottom of the page, the RFP states, "Funds may be available from the State of New Mexico to support successful Offeror's administration." This would tend to imply that offerors may be expected to perform the services in this RFP without compensation, is that correct? If this is not the case, what is the funding allocated to the administrative tasks in this program, excluding funding available for loans, grants, and other payments to recipients?

A: Compensation will be provided to contractors for services performed. In addition to the funding sources identified in the RFP (from various grant funds) that can support administrative services, there may be additional State of NM funds to support administrative services. Also, Successful Offerors may, for certain programs, be able to charge a fee and/or interest to loan

recipients to help cover Offeror costs. All of this will be negotiated with Successful Offeror(s) during contract negotiations.

Q: Several tasks in this RFP are tied very closely to tasks in the Solar for All RFP. There are tasks in this RFP that bidders will want to bid on if they were chosen for corresponding tasks in the Solar for All RFP because of scale economies and would not want to bid on if they were not chosen in the Solar for All RFP. By the same token, the budget will be significantly different if tasks from both RFPs can be combined by one offeror versus if they are not. Will the results of the Solar for All RFP be released before the due date for this RFP? If not, can offerors make contingent offers and budgets in this RFP based on the potential results of the Solar for All RFP?

A: The Solar for All technical services provider will be an expert in solar technologies and program management, while the selectee(s) for this RFP will have experience in distributing and providing grants, loans, and other financial instruments. Offerors are welcome to bid on this RFP if they offered for the Solar for All technical services RFP, but EMNRD cannot guarantee that results will be publicly available prior to the due date for this RFP.

Q: For Task 2: Do loan recipients need to be under a certain AMI? If so, what is that AMI?

A: For Solar for All, program participant eligibility can be determined by geographic eligibility in a Disadvantaged Community and/or by 80% AMI, 200% FPL, or 80% Statewide Non-Metropolitan Area AMI (whichever is highest). For HEAR (DOE 50122) and HER (DOE 50121) New Mexicans must earn 80% of AMI or less to be eligible or otherwise participate in any of the categorical eligibility programs as outlined by the US EPA.

Q: For Task 6, would I be required to perform all of the Task or can I apply for subsets of the Task?

A: Successful Offeror(s) are not required to perform all of the Task. However, our preference is for proposals that engage all items within Task 6.

Q: For task 1 and 2: 1) will the State help to define the eligibility and underwriting guidelines? 2) Will the State have a say so in the approval/declination process? 3) Are these services limited to just residential projects or will it include multi-family and community projects, too?

A: 1) Yes, and we look forward to Successful Offeror(s)' expertise and input in interpreting the guidelines. 2) Yes. We will co-write the approval/declination process with selected contractor(s). 3) These services include residential, multi-family, and community projects.

Q: Is there a mechanism to connect potential Task 6 energy coaches with funding providers working on Tasks 1-5?

A: Yes. ECAM staff will help make this connection with Successful Offeror(s).

Q: For Task 3, what are income restrictions for those eligible for grant funding?

A: They are broad. This grant funding will support low-income communities; the definition of low-income communities will be determined mutually with the Successful Offeror(s) based on US EPA guidance (see https://www.energy.gov/sites/default/files/2023-10/ira-50121-50122-home-energy-rebates-categorical-eligibility-list_10-13-2023.pdf).

Q: Awards by EMNRD ECAM for HER and HEAR were completed months ago. What is the relationship of awardees to this RFP and the companies that won those competitions, if any?

A: The relationship is mostly in the fronting of energy rebates. Fronting of the energy rebates is being done now by an existing EMNRD ECAM contractor; this task will be removed from the existing contractor's workflow to be added to the Successful Offeror(s)' workflow.

Q: For Task #4, is either HER or HEAR a point-of-sale rebate? If so, how do you expect the offeror to administer that portion of the program?

A: Yes. With HEAR, New Mexico was the first state to launch point-of-sale rebates. ECAM (ECAM) wishes for the Successful Offeror(s) to help simplify the existing reimbursement process which is currently burdensome (retailer gets reimbursed by the implementer who gets reimbursed by EMNRD who gets reimbursed by the US DOE).

Q: Do you intend to award these tasks as a contract or subgrant?

A: Contract(s).

Q: How much funding do you anticipate across the six tasks in the RFP?

A: For Task 1, since Successful Offeror(s) will use its(their) own funds, the limit will be self-imposed; EMNRD ECAM may help pay Successful Offeror(s)' administrative costs. For Tasks 2 and 3 for Solar for All, EMNRD ECAM has roughly \$123 million to be split between grants and loans. EMNRD seeks guidance on how best to apportion these funds between grants and loans. The Offeror(s) selected for Tasks 2 and 3 will help flow all the funds; a separate RFP was issued for implementation of the Solar for All program. For Tasks 4 for Energy Rebates, EMNRD ECAM was awarded roughly \$87 million total, of which not more than 20 percent of these funds can be used to administer the programs; administrative costs are paid to and retained by contractors(s), while energy rebates are passed through from US DOE, to EMNRD ECAM, to the Successful Offeror, then to the customer, all on a reimbursement basis. (ECAM strongly favors Offerors that can offer financial "advances" so that program participants do not have to wait for Federal Reimbursement).

Q: For Task 4 will the funding come out of the 20 percent available for administrative costs?

A: Yes, administrative costs are paid to Successful Offeror(s) for their work.

Q: For Task 4, you're looking for a partner to front some portion, depending on proposed scale, of the \$87 million for rebates?

A: Yes. For energy rebate distribution (approximately 80 percent of the total \$87 million) advances, ECAM desires Successful Offeror(s) to offer financial "advances" so that program participants do not have to wait for federal reimbursement.

Q: If there are ongoing business relationships with partner organizations, will they be considered sub-contractors as there is an ongoing relationship?

A: Probably. It depends on the circumstance. Compliance with applicable state and federal laws and rules regarding sub-contractors will apply.

Q: When do you expect winners to be announced for this RFP, and when do you expect money to be released? Will there be a one-year planning year? When will that begin?

Q: EMNRD ECAM is aiming to announce RFP awardees by December 31, 2024. Money is paid to contractors on a reimbursement basis. ECAM desires less than a one-year planning year if

possible; this is up for negotiation with Successful Offeror(s). Phased rollouts of program offerings to New Mexicans are possible.

Q: Do you have any sense of when the previously advertised Solar for All RFP will be awarded?

A: In reference to the separate, previously announced RFP for providing implementation services and technical assistance to the NM Solar for All Program, awards may be announced as soon as this month (i.e., October 2024).

Q: Is it fair to say that the awardee of the Solar for All RFP, for providing implementation services and technical assistance, will be responsible for standing up the oversight and monitoring of the awardees of these tasks?

A: Yes, in part. ECAM will help coordinate the two awardees as well

Q: Regarding Task 4, is the 20 percent administration a reimbursement based on activity or is an upfront allocation to the offeror?

A: The state of New Mexico cannot offer advances; we pay invoices for services rendered only on a reimbursement basis. ECAM is happy to consider processing invoices weekly to aid in Successful Offeror(s) cash flow.

Q: Also regarding Task 4, in terms of the volume that we are projecting on the number of rebates delivered, are you looking for offerors to say that they can do the full amount or can we propose a slice based on where our market is?

A: This is a four-year program, which can be daunting, but remember the rebate amounts are split across the four years and not payable all at once. Offerors should submit proposals based on whatever they are comfortable engaging. ECAM prefers Offerors who can handle the full volume of rebates and handle the duration of the program.

Q: Have all four of the HOMES/HEAR implementers been selected and do we know who they are or at least how many different companies they represent?

A: For the HEAR program we have selected: single-family implementer Franklin Energy and multi-family implementer ICAST. For the HOMES/HER program we are still engaged in the procurement due to recent program guidance and staff turnover; we will have more news on this topic soon.

Q: What is the optimal number of energy coaches supported by this total allocation, across awardees?

A: That number is up for negotiation with Successful Offeror(s). EMNRD ECAM seeks to maximize the number of energy coaches deployed efficiently and effectively balancing both human interactions and digital/innovative solutions.

Q: On RFP Page 4, Task 3 states the Offeror shall “distribute the grant funds.” Does this mean you would like the Offeror to take possession of the grant funds to distribute, or that you would like the Offeror to coordinate the distribution of funds by the state?

A: The Federal government operates on a reimbursement basis only. EMNRD ECAM prefers the Successful Offeror(s) to front the grant funds for distribution and receive reimbursement on an invoiced basis.

Q: Task 1 uses the words “low-interest loan program capable of serving low-income households and other customers,” as well as “primarily in underserved and low-income communities.” What is meant by “other customers” and “primarily”? Does this mean the loan program can serve non-low-income households? Further, does it mean it can finance entities that serve households and can meet the utility savings requirements for those households, such as shared solar and on-bill financing for EE and solar?

A: Yes. The proposed Successful Offeror(s) shall have the capabilities to (but is not required to) serve non-low-income households and any New Mexican, statewide. EMNRD ECAM is seeking innovative solutions and ideas to develop and administer an innovative, effective, equity-based, and efficient loan program.

Q: Task 2 says a deliverable would be to “Develop products and services that will allow for LIDAC household ownership of a solar system and utility savings.” Does this mean the loan program in Task 2 couldn’t be used for solar for multifamily housing?

A: No. The item you referenced is just one of the items on the menu. Multifamily housing is on the service menu too.

Q: Though not specifically included in the language, would Tasks 1 and 2 include marketing, education and outreach to potential participants in the program or is this a function of the implementation contractor(s)?

A: No. The services you cite are a function of the implementation contractor and other entities and are not the focus of this RFP.

Q: The Reference Questionnaire, as referenced as Attachment 3 in Section 4. K was not provided in the RFP document. Will you please provide?

A: Yes. Please see the Reference Questionnaire now included as Attachment 4.

Q: Does ECAM have existing relationships with green banks or other sources of public/private capital that can be leveraged, or which ECAM can facilitate the Offerors taking advantage of?

A: No. EMNRD ECAM does not currently have any contractual relationships with green banks, and only limited sources of public/private capital; hence this RFP. EMNRD ECAM can facilitate the Successful Offeror(s) with funding from Solar for All and HOMES/HEAR Energy Rebates programs (50122 and 50121) and possibly others in the future. Successful Offeror(s) are free to provide a vision or blueprint for what is possible in this area.

Q: Regarding Task 1: Does ECAM have an estimate of the number of New Mexico households, or the share of New Mexico households, that meet the definitions of underserved and/or low-income?

A: ECAM estimates that approximately 400,000 households, or roughly half of all households, in New Mexico qualify as low-income.

Q: Regarding Task 1: Does ECAM have a more specific definition of “green energy and related products”? Are there any criteria that define which products would be applicable under Task 1 (e.g., products with deemed savings in New Mexico)?

A: “Green energy and related products” includes but is not limited to: renewable energy, energy efficiency, smart grids, storage, resiliency measures, and the physical and software products supporting these measures.

Q: Regarding Task 1: Does ECAM or any ECAM partners anticipate providing promotional support (e.g., emails, paid media spend) to promote this offering? Does ECAM anticipate any

promotional or marketing support from New Mexico utilities or other organizations?

A: Yes. Through separate funding and separate contractors, EMNRD ECAM has funding available for promotional support. EMNRD ECAM does anticipate (and already enjoys) promotional and marketing support from other entities as well.

Q: Regarding Task 1: Are there any New Mexico-specific regulatory restrictions or other guidance related to loan structure and management that Offerors should be aware of?

A: That is a question Offerors should be posing to their legal counsel; ECAM cannot provide legal advice.

Q: Regarding Tasks 4 and 5: Is ECAM interested in proposals that combine low-interest-rate financing, IRA rebates, and/or other rebates (e.g., utility partner rebates)?

A: EMNRD ECAM seeks to engage innovative approaches to the available and emerging resources at hand to maximize benefits to New Mexicans.

Q: Regarding Task 4, how will ECAM determine HER and HEAR rebate eligibility?

A: Eligibility is determined by DOE rules. EMNRD ECAM has built a website to allow New Mexicans to check whether they are eligible, and, if they are, to apply and to provide all necessary supporting documentation. See CleanEnergy.nm.gov.

Q: Regarding Task 4, how will ECAM require Offerors report on HER and HEAR rebate delivery to support reimbursement?

A: Reporting will be on a regular basis, no less than quarterly.

Q: Regarding Task 4, how does ECAM favor any particular channel(s) of HER/HEAR rebate administration? (e.g., in-store, online)

A: The first phase of NM's HEAR program is already up and running, and rebates have already been awarded. EMNRD ECAM currently offers rebates in-store and is soon adding online rebates.

Q: Regarding Task 4, does ECAM (or do ECAM partners) anticipate offering any promotional or marketing support for the HER and HEAR rebate programs?

A: Yes. Promotional and marketing support will be paid for and coordinated by other contractor(s) and implementor(s).

Q: Regarding Task 4, does ECAM have any preference for the timeline of rebate distribution across the four-year program period (e.g., front-loaded, back-loaded, evenly distributed)?

A: Rebate distribution is set by the DOE and is already committed. Rebates will be distributed across the four years, approximately evenly.

Q: Regarding Task 5, does ECAM plan to facilitate introductions or business relationships with any providers of public or private incentives and financing (e.g., private foundation or government grants, green banks, utility rebates) to support "stacking and braiding"?

A: Yes. To the extent it is able, EMNRD ECAM will facilitate cooperation and communication with any and all available resources to support "stacking and braiding."

Q: Regarding Task 5: What is the administrative budget associated with this Task?

A: The budget is negotiable.

Q: Regarding Tasks 4 and 5, should the Offeror expect to work directly with the Energy Coaches (Task 6), or will this be an arm's-length relationship?

A: Offerors should expect to work directly with Energy Coaches.

Q: Will the award to the RFP winner be in the form of a contract or sub-award, if the winner is a non-profit?

A: Contract

Q: Do you have the sign-in sheet with information about who attended the webinar?

A: The following RSVPs were received for the webinar held on October 7, 2024:

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