



REQUEST FOR PROPOSALS FOR PROVIDING IMPLEMENTATION SERVICES AND TECHNICAL ASSISTANCE TO THE NEW MEXICO SOLAR FOR ALL PROGRAM

Logistics for Today

- This meeting is being recorded;
- The slides and recording will be published on our website; and
- if you'd like to be notified about amendments for this RFP and upcoming RFPs, please enter your e-mail address in the chat.
- If you have any questions during the presentation, please put them in the chat



Scope of Procurement

As-needed Services for the Planning and Implementation of the Solar for All (SFA) Program

- Energy Conservation and Management Division may award multiple contracts resulting from this RFP
- Contract duration: Not to exceed 4 years
- Proposal Contents – Please include ALL items. Failure to follow guidelines **will** disqualify proposal on grounds of non-responsiveness
- Work will be assigned on an as-needed basis, by means of task order

Proposals due electronically: Friday July 26th, 2024 by 5:00 P.M. MDT

Energy Conservation and Management Division

Procurement Manager: Trevor Leuzinger

Trevor.Leuzinger@emnrd.nm.gov

505-460-7706

Proposals to be submitted in PDF format via e-mail.

RFP Questions?

- **Last day to submit questions is July 10th, 2024.**

- Q&A will be posted on our website ASAP below:

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

Proposal Evaluation Assigned Points

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 of the SFA Program, including how the Offeror will meet the specific deliverables outlined in each task in the time allotted. The Offeror must demonstrate understanding of the purpose and scope of the project and the Offeror's responsibilities.</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>	20
3.	<p>Capacity and Capability</p> <p>Points shall be awarded on the Offeror's ability to achieve the SOW, good financial standing, indicate key personnel, 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>	20
4.	<p>Proximity and Familiarity</p> <p>The awarded number of points shall be determined by the Offeror's and subconsultant's expertise and experience on projects in the southwestern part of the US as it relates to the SOW.</p>	7
5.	<p>References</p> <p>Points shall be awarded based upon an evaluation of the responses to a series of questions that shall be asked of the references concerning the quality of the Offeror's services, the timeliness of services, responsiveness to problems and complaints and the level of satisfaction with the Offerors overall performance (See Attachment 3, Reference Questionnaire).</p>	3
Total Possible		100

Proposal Contents

- Letter of Transmittal
- Table of Contents
- Deliverables-based budget
- Statement of financial stability
- Past project experience
- Approach to successful and effective SFA program implementation
- Campaign Contribution Disclosure Form
- Statement of Assurances Form

Please Note

Although not required for the proposal, if selected you will need:

- A valid SAM.gov ID number
- A New Mexico Business Tax Identification Number

Solar For All Program Overview

- **Inflation Reduction Act** allocated \$27 billion to the Greenhouse Gas Reduction Fund (GGRF) managed by the U.S. Environmental Protection Agency (EPA), including \$7 billion for a Solar For All grants nationwide
- **NM Award Amount:** \$156,120,000, (including \$400,000 in in-kind technical support from EPA)
- **Funding distributed:** by September 2024
- **Period of performance:** FY25-FY29



Goals of Program:

- 1) **Expand access** to shared solar beyond the confines of the existing state statutorily defined community solar (CS) program, while also supporting CS projects;
- 2) **Bring the most isolated and off-grid residents (e.g., unelectrified homes) online** and **support grid resilience** with on-site solar, plus storage or shared solar plus storage options as is feasible; and
- 3) Meet low-income and disadvantaged communities (LIDAC), both owners and renters, where they are with **direct grants and financing options** for solar projects that decrease energy burden through **household annual electric bill savings of at least 20%**.

Solar for All Program Components

- Program Planning Year through May 2025
- Environmental Justice Advisory Committee to provide input to program plan
- Program design
 - Mix of large (shared), multifamily-serving, and small (household-level) solar projects
 - Grants and loans via a separate financial partner
 - Customer support/technical assistance
- Outreach/conversation and education → meaningful community benefits



**Community
Benefits**

Scope of Work: General Information

- All work will be assigned via task order;
- All media inquiries shall be referred to ECMD;
- EPA set a requirement of 75% minimum of the total reward must be used for financial assistance to enable solar projects. Our target is 90% to be used on financial assistance.

Scope of Work: Education and Outreach

- Develop a community-specific outreach plan
- Hold community meetings as well as other outreach activities
- Looking for focus on rural and tribal areas especially
- Likely to make multiple awards for this task based on experience in different communities and geographies

Scope of Work: Program Planning

- Assist ECMD with the development of the implementation plan
- Create the project application
- Develop processes and program rules for engaging with contractors, coordination with outreach and other programs, grid interconnection, technical assistance, etc
- develop a consumer protection plan, provide quality control, and on-site inspections;

Scope of Work: Program Implementation and Administration

- Technical and financial assessment: evaluate projects for technical feasibility and ability to ensure utility savings for households
- Project development and technical assistance: provide support and technical assistance to projects coming through the program
- Ensure eligibility of households to participate in the program
- Work with the Financial Program Manager(s) to stack financial resources beyond direct financial assistance through the Solar for All Program

Scope of Work: Program Implementation and Administration

- Review and complete reports, invoices, and other documentation necessary for tracking the program
- Ensure contractors are abiding by requirements of the program, including Davis-Bacon and Build America, Buy America requirements
- Make sure customers have a post-installation operations and maintenance plan for their solar project
- Conduct assessments to achieve continuous improvement
- coordinate with utilities to obtain consumption data;
- provide inspections after installation
- conduct customer satisfaction surveys

Scope of Work: Program Coordination and Collaboration

- Work with ECMD and DWS on workforce development strategy and identify gaps
- Coordinate with outreach groups, tribes, utilities, etc
- Collaborate with ECMD's existing information technology consultant, Real Time Solutions;
- collaborate with energy coaches;
- coordinate with other NM state agencies to facilitate income verification or participation in means-tested benefits, outreach, contractor training, etc.;
- provide ongoing administrative support, assist with reporting to EPA, provide regular project updates as requested by ECMD; and
- follow best practices for continuous improvement and provide documentation of such to ECMD.

Subcontracting

- Because federal funds are being used for this procurement:
 - Contractor shall comply with 2 C.F.R. 200.318 through 200.326 for procurement of services or property.
 - eliminates unfair competitive advantage
 - the non-Federal entity (offeror) must take all necessary affirmative steps to
 - assure that minority businesses, women's business enterprises, and labor surplus area firms are used when possible
 - Contractor may be required to provide ECMD with evidence of competitive procurement for any subcontract, including records of advertisement of bid, proposals received, and methods to select each subcontractor.
 - Any subcontract agreement shall include all provisions necessary to allow Contractor to meet its obligations and requirements.

Thank You!

FYI:
Energy Coaches and Financial Services RFP – coming later this summer. Contact Trevor.Leuzinger@emnrd.nm.gov to be informed when it is released

Questions?

Verbal responses to questions will not be binding. We would request all questions also be submitted in writing to the Procurement Manager by e-mail. Responses to questions will be provided in a forthcoming Amendment posted on the EMNRD/ECMD website (DON'T FORGET TO ACKNOWLEDGE!). Questions must be submitted no later than 5:00 PM MST on **July 10, 2024**, to the Procurement Manager at the e-mail address listed below. Questions with the corresponding Answers will be posted no later than **July 17, 2024**.

All questions regarding this RFP MUST be submitted in writing to:

Trevor.Leuzinger@emnrd.nm.gov