

Question Number	Assigned
1	David Roellich & Eric Kissel
2	David Roellich & Eric Kissel
3	David Roellich & Eric Kissel
4	David Roellich & Eric Kissel
5	David Roellich & Eric Kissel
6	David Roellich & Eric Kissel
7	Meredith & David Pell
8	David Roellich & Eric Kissel

9	Hector & Eric Xu
10	David Roellich & Eric Kissel
11	David Roellich & Eric Kissel
12	Hector & Eric Xu
13	Hector & Eric Xu
14	Hector & Eric Xu
15	David Roellich & Eric Kissel
16	David Roellich & Eric Kissel
17	Hector & Eric Xu
18	David Roellich & Eric Kissel
19	David Roellich & Eric Kissel
20	Eric Kissel
21	David Roellich & Eric Kissel
22	Hector & Eric Xu
23	Hector & Eric Xu
24	Hector & Eric Xu
25	Hector & Eric Xu

26	Carol
27	Carol
28	Hector & Eric Xu
29	Hector & Eric Xu
30	Brenda
31	Hector & Eric Xu
32	Hector & Eric Xu
33	Hector & Eric Xu
34	Hector & Eric Xu
36	Carol
37	Hector & Eric Xu
38	Brenda
39	Brenda
40	Hector & Eric Xu
41	Hector & Eric Xu
42	Hector & Eric Xu

43	Hector & Eric Xu
44	Hector & Eric Xu
45	David Roellich & Eric Kissel

Multifamily – Low Income Market Studies:

- http://www.calmac.org/publications/LINA_report_-
- http://www.calmac.org/publications/LINA_report_-
- http://www.calmac.org/publications/2016_LINA_Fin
- http://www.calmac.org/publications/2016_LINA_Fin

Multifamily – General Residential Market Studies:

- http://www.calmac.org/publications/MF_Impact_Ev
- http://www.calmac.org/publications/PGE_EUC_MF
- http://www.calmac.org/publications/SoCal_Multifar
- http://www.calmac.org/publications/SoCal_Multifar

Question text	Upvotes	User Name
Are these solicitaitons released on PEPMA?	0	Anonymous
Are the lead utilities and stakeholders open to the same proposed design for both Northern & Southern programs or is the intent to have two different designs? thank you	2	Anonymous
Are there going to be TWO rfps or one?	0	Anonymous
Why are there no Low Income who do work in the community not represented on the PRG	0	Anonymous
Also do you not think in line e the CPUC EJ plan ask that you include people of color and I disadvantage groups when setting up programs targeting these groypd	1	Anna CHOC
Why is there not a member of the LIOB not on the PRG don't you think you are missing some important input	1	Anna CHOC
Do you assist companies in obtaining their DBE certification? If so, how do we get started?	0	Anonymous
How can i see these solicitations on my PowerAdvocate portal? I only have PG&E-related opportunities. Thank you!	0	Anonymous

Can the prime contractor/administrator also be the implementer installing the work?	0	Anonymous
can you please post the link to forms.office so we can register	0	Anonymous
Is it enough to be registered in PowerAdvocate? Or do I need to REGISTER for each rfp? I saw in the PEPMA document for SDGE that you are supposed to go to the "opportunities" portal, but I don't have an opportunities portal - only "events"	2	Anonymous
Is it possible to post the answers to these questions in the chat portion so call can read? It would be useful for participants.	1	Anonymous
Will the slides be shared?	0	Anonymous
Will there be any licensing requirements?	0	Anonymous
Can you get email notifications for new solicitations on PowerAdvocate?	0	Anonymous
Does PEPMA send out notifications - I couldn't find any way to set to get emails about postings?	0	Anonymous
will there be more than one bidder selected for the North MFWB RFP as well as the South MFWB RFP?	0	Anonymous
I am still confused why I do not have any active solicitations on my PowerAdvocate across all four IOUs. Thank you!	0	Anonymous
What section can I register for opportunities on PEPMA? I only see "home, PEPMA application, contact us, FAQs, Logout"	0	Anonymous
is PGE going to be on PowerAdvocate also?	0	Anonymous
I think there is just confusion between PEPMA and PowerAdvocate	1	Anonymous
Will all of these slides be available, when and where?	0	Anonymous
Will the new MFWB program still be focused on deed restricted buildings or all MF buildings?	1	Anonymous
For non-restricted multifamily properties, is there a minimum % of the tenant units that need to be Low Income in order to qualify for common area measures?	1	Anonymous
what does deed restricted mean?	0	Anonymous

Is there a region or IOU territory specific market characterization report for MF properties that you can direct us to?	1	Anonymous
Are the Res-Intel market characterization reports for each utility publicly accessible and, if so, where?	2	Anonymous
Can ESA MF in-unit measures proposed be different than regular ESA	0	Anna CHOC
the question regarding the CAM measure eligibility was not answered	0	Anonymous
Does bid measures need to meet CET	0	Anna CHOC
Will savings goals need to meet regular ESA targets	0	Anna CHOC
can you provide the URL of the ESA Landing page that has been referenced?	0	Anonymous
What are the qualifications for non-restricted deed multifamily properties in order to provide common area measures? Example. Does it need to have more than 50% of their tenants as low income as a qualification to receive common area measures for the landlord?.	0	Anonymous
Will bidders be asked to work w current ESA contractors if it means better access to LI tenants and property owners	0	Anna CHOC
Realistically how many Market units meet 80% of tenants meeting ESA guidelines	0	Anna CHOC
If non-restricted buildings do not meet the 80% low income, will we still be able to service those complexes? Example, 5-unit complex with only 3 low income customers	1	Anonymous
will the NEB tool be part of RFP	0	Anonymous
So we can't propose any measure whose ESACET less than TRC .3? What is the minimum ESACET TRC for the whole MFWB portfolio?	0	Anonymous
Will in unit requirements treating tenants follow ESA guidelines i.e. NGAT certification, HISC license etc.	0	Anonymous
What is the expectation of owner co-pays? Do the IOUs anticipate that some multifamily measures will require a co-pay?	0	Anonymous
What kinds of controls will the IOUs have in place to prevent non-deed restricted (market rate) owners from increasing rent as a result of ESA installations?	0	Anonymous

To clarify, are the IOUs responsible for drawing up this agreement or are the implementer? How about the terms? will it require stable rent for X number of years?	0	Anonymous
To confirm, southern area bid covers SCE+SoCalGas+SDG&E territories?	0	Anonymous
Is there another Bidders Workshop? Can you please repeat the upcoming events that might interest bidders?	0	Anonymous

[Volume 1 - final.pdf \[calmac.org\]](#)

[Volume 2 - final.pdf \[calmac.org\]](#)

[Final Report - Volume 1 of 2.pdf \[calmac.org\]](#)

[Final Report - Volume 2 of 2.pdf \[calmac.org\]](#)

[Evaluation Final.pdf \[calmac.org\]](#)

[Pilot Eval Final Report.pdf \[calmac.org\]](#)

[Utility Process Eval 2014-15 Vol 2 - FINAL.pdf \[calmac.org\]](#)

[Utility Process Eval 2014-15 Vol 1 - FINAL.pdf \[calmac.org\]](#)

Submission Date	Submission Time
11/17/2021	12:16:37
11/17/2021	12:17:14
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11/17/2021	12:19:23
11/17/2021	12:21:02
11/17/2021	12:21:59
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11/17/2021	13:54:39

11/17/2021	13:57:59
11/17/2021	13:59:56
11/17/2021	14:02:35

Response

Yes they are. Please see question 19 for additional information

It will be up to the bidders to look at the market and it will be a decision by the bidders to propose your design approach that meets the compliance requirements, and tailor the design to those compliance requirements at a minimum.

There will be two RFPs: one for the Northern MF

PG&E and SDG&E distributed the request for PRG applicants to four different Low Income service lists and worked with the Energy Division to outreach to potentially interested members. The final PRG list roster represents the results of those efforts who were approved by the Energy Division Director. Additional PRG members may be added before December 1st.

Potential PRG reference - the IOUs did reach out and promote participation in the ESA PRG and those that responded were asked to complete the...in the future

See above response to question 4.

Firms that believe that they qualify as women, minority, LGBT, and/or disabled veteran-owned businesses are encouraged to join the CPCU supplier diversity program. Information about the qualifications and certification process can be found at www.thesupplierclearinghouse.com.

"PowerAdvocate Registration

PG&E and SDG&E will manage this event through Power Advocate's sourcing platform. Interested bidders will need to register in Power Advocate to access all future communications and, upon its release, the RFP for Southern MFWB program.

Bidders can register in Power Advocate using the following URL: <https://www.poweradvocate.com>

Apply to the Southern MFWB event through the Power Advocate "Opportunities" portal, search for the SDG&E event, and then click the key to request access to the event. These steps should be followed for applying to the Southern MFWB event:

1. Are you registering for a specific event? * Click the 'Yes' button.
 2. Who referred you to this event? * PEPMA Announcement
 3. Name of that individual's company: * Pacific Gas & Electric Company, or San Diego Gas & Electric Company
 4. Name or description of the Events:
 - a. RFP # 129355 –Energy Savings Assistance (ESA) Northern Multifamily Whole Building (MFWB)– Implementer Request for Proposal
 - b. Southern MFWB Program PoweAdvocate event #129512 Southern Multifamily Whole Building Request for Proposal
- Click "Continue"

PowerAdvocate Support Support@poweradvocate.com

(857)453-5800 M-F 8:00 AM to 8:00 PM Eastern Time"

Yes the prime contractor/administrator can be the implementer installing the work. However, bidders will also need to be conscious of how they will implement checks and balances around inspections.

Organizations interested to register at: <https://forms.office.com/r/GHb7ZCxME4>

Bidders must register in PowerAdvocate for each RFP event: Register in PowerAdvocate for Event #129512 Southern Multifamily Whole Building Request for Proposal. And, register for Event #129355 –Energy Savings Assistance (ESA) Northern Multifamily Whole Building (MFWB)– Implementer Request for Proposal.

The questions and answers will be posted along with the Presentation on PEPMA, our ESA Landing Page and will be communicated to the Service Lists.

Yes, the Presentation will be posted on PEPMA, our ESA Landing Page and will be communicated to the Service Lists.

Yes, depending upon the proposed list of measures, appropriate state licensing is required.

Only if you are registered for an event in PowerAdvocate will you receive notices for that specific event in PowerAdvocate

No. the PEPMA website does not release any email notifications. Any notifications in regard to solicitations or otherwise are released by the sourcing/procurement department of each IOU sponsoring an event.

Yes for both the Northern MFWB and the Southern MFWB, but which bidder(s) selected could depend upon the approach submitted in bidder(s) proposals.

~~Bidders must register in PowerAdvocate for each RFP event. Register in PowerAdvocate for Event #129512 Southern Multifamily Whole Building Request for Proposal. And, register for Event #129355 –Energy Savings Assistance (ESA) Northern Multifamily Whole Building (MFWB)– Implementer Request for Proposal.~~

On the home page of PEPMA you can self-register an account. By doing so your company contact information is recorded and the IOUs can include your company in open solicitations. You can also look under the Upcoming Events page on PEPMA for information and dates of solicitations.

Yes. See response to Question 18 above for information to PG&E's event in PowerAdvocate

The IOU's use PEPMA as an outreach tool. PG&E and SDG&E use PowerAdvocate as a solicitation tool.

The PowerPoint Presentation will be posted to PEPMA, our ESA Landing Page and will communicate to the Service Lists.

It will be up to the bidders to look at the market and it will be a decision by the bidders to propose your design approach that meets the compliance requirements, and tailor the design to those compliance requirements at a minimum.

80% of the property must meet income qualifications for non-deed restricted properties

Eligible properties must meet the partial definition of deed restricted in California Public Utilities Code Section 2852(a)(A) as modified in D.16-11-022. For this ESA Program multifamily effort, a property must be a multifamily residential complex financed with low-income housing tax credits, tax-exempt mortgage revenue bonds, general obligation bonds, or local, state, or federal loans or grants.

The MF Characterization study includes some IOU market specific information. In addition the ResIntel reports have some IOU specific market information. Please see links below.

The reports have not been publically posted but will be made available to Bidders

Yes, the bidder has the option to submit a proposed measure mix that is appropriate to help the program meet the savings goal.

Yes, the bidder has the option to submit a proposed measure mix that is appropriate to help the program meet the savings goal.

Bidders are not required to submit cost effectiveness calculations with their proposals. The IOUs will work with the winning bidders to calculate the cost effectiveness scores for the winning proposals. There is no required cost effectiveness threshold to meet for the MFWB program.

According to footnote 1 and 2 from the Attachment 1 of Decision 21-06-015, "The Approved Annual Energy Savings Goals (kWh, kW, and Therms) for PYs 2022-2026 are for the entire ESA Portfolio, including Main ESA, MF in-unit, MF CAM, and MFWB, with the singular exception of the Staff Proposal pilot. The household treatment goals and targets for PYs 2022-2026 are for the entire ESA Portfolio, including Main ESA, MF in-unit, and MF CAM, with the exceptions of the MFWB and Staff Proposal pilot."

The SDG&E ESA Landing page is: <https://www.sdge.com/energy-savings-assistance-programs-solicitations>

The decision states 80% of the property must meet income qualifications for non-deed restricted properties

This is a design element that bidders

Assume the question is "properties" not "units"? None of the analyses conducted to date has addressed this question so it is not possible to provide an estimate.

No, the decision states 80% of the property must meet income qualifications for non-deed restricted properties

The NEB tool will not be included in the RFP. Bidders are not required to submit calculations for non-energy benefits with their proposals. The IOUs will work with the winning bidders to calculate the cost effectiveness of the winning proposals. This includes calculating the non-energy benefits with the NEB tool.

Bidders may propose measures that contribute to the goals of the MFWB program. The IOUs will work with the winning bidders to calculate the TRC and ESACET scores for the winning proposals. There is no minimum ESACET or TRC score required for the MFWB program.

Yes, safety certifications will be required.

For Non-Deed restricted properties the property owner co-pay is 50% for whole building and common area meassures

We will look to bidders for innovative approaches to address this requirement and propose mitigating

Yes, the IOUs will provide the draft and work with implementor to finalize the agreement

Yes, the Southern MFWB cover all three service territories for SDG&E, SCE & SoCalGas

There will be a Bidder Symposium scheduled for December 13, 2021, and additional bidder workshop/bidder conference for the MFWB Northern and Southern Solicitations. The bidder workshop/bidder conference is scheduled for January 24, 2022 at this time.