

## **Greenhouse Gas Reduction Fund (GGRF) (RFA-FY23-PCD-826) – Partner FAQ**

Q1: What is the process for partnership in community outreach?

*A1: Propose community outreach plans through this RFP and DOEE will identify how/if it fits into the overall proposal.*

Q2: Do we apply to DOEE's RFP for the Greenhouse Reduction Fund to partner with DOEE or directly through EPA?

*A2: DOEE is applying to EPA's GGRF Request for Applications (RFA) as an eligible state entity. To be included as a partner with DOEE, it is required to respond to the RFP and be selected through the competitive process.*

Q3: For those proposing to host sites, would the solar systems need be owned and operated by the site host or a third party?

*A3: We are open to different possible ownership models.*

Q4: Are there limitations to how DOEE can spend money from this grant (if awarded) while still being open to unique or new ownership and benefit sharing models? What restrictions does DOEE anticipate around how the agency can spend the money?

*A4: There are limitations to how DOEE can spend the money from this grant. We must comply with all District laws and regulations, relevant Federal laws, Office of Budget and Management (OMB) guidelines, the terms and conditions of the grant, and the limitations of the funding specified in the EPA's RFA. All funds must be spent within 5 years.*

Q5: Are you looking for specific types of bids within the constraints for this RFP application?

*A5: We are open to different models and want to hear what our partners' expertise and knowledge is and then determine the best way forward.*

Q6: What is the anticipated program growth over the 5-year period in terms of both people served and solar capacity?

*A6: EPA requires applicants to serve a minimum of 30,000 households for the 270-million-dollar investment. If DOEE is to apply for the maximum amount of funding, we would expect to meet that requirement at the end of the 5-year grant period. Furthermore, there is typically 3.5 kilowatts capacity per household, which equals around 100 megawatts total development threshold at the minimum 30,000 of households served.*

Q7: Can you please provide an overview of how the application looks for a private enterprise/solar developer?

*A7: Private entities can apply in a variety of ways, with development sites, as a service provider for future project sites, and/or to build solar systems.*

Q8: Is it helpful to follow the templates provided by EPA when applying to DOEE's RFP?

*A8: Yes, but not required.*

Q9: Where do you see gaps in your current program? Are you looking to increase energy efficiency & analytics?

*A9: It is our goal to deploy energy efficiency systems throughout the district and we're interested in new ways to expand those projects as long as it fits within this grant's funding.*

Q10: Can companies based in Maryland apply to the RFP?

*A10: Yes, if they are licensed to work in DC.*

Q11: Is there interest in companies that provide Artificial Intelligence services related to energy efficiency?

*A11: Yes.*

Q12: For DOE's existing Solar For All program, what are the constraints and opportunities to expand the program?

*A12: We must work within the constraint of DC's built environment and limited open space. The opportunity is for more creative ways to deploy solar.*

Q13: What types of financial services are currently being provided or not provided?

*A13: We do not know all available financial products and do not want to limit proposals. DC Green Bank is a district entity and partner that will help us vet any financial proposals we receive.*

Q14a: Would a nonprofit that manages a cohort of facilities (e.g. faith buildings) through the solar contracting process be aligned with this opportunity? Specifically in terms of staff capacity to educate and shepherd the cohort of buildings owned by faith-based entities through the process of going solar, mostly through Power Purchase Agreements.

Q14b: The request mentions faith community - are you imagining a component of this being outreach to faith communities to support their adopting solar on their properties? As well as outreach to potential low-income participants through the networks of the faith community?

*A14: The goal is to get entities to go solar that would not otherwise and distribute benefits primarily to low-income households. Buildings owned by faith-based entities may consider both housing solar systems for community solar and educating their communities about available solar resources.*

Q15: For the workforce training component are you contemplating those projects be embedded in the DC Infrastructure Academy?

*A15: We are open to different models.*

Q16: Will you be looking for assistance with helping small and diverse solar providers to build their financial and operational capacity to manage the projects? Or is this grant only for actual provision of the services?

*A16: We can support capacity building, as long as they work in tandem with the provisioning of services, workforce development, and delivering benefits to low-income households.*

Q17: For the RFP application, do we need to use EPA's terminology (such as "coalition partner" or "sub-recipient")?

*A17: It can be helpful but not required as long as we understand the proposed relationship and can align it with EPA's guidance and our application.*

Q18: Please clarify what it means that 75% of funding will be provided to partners.

*A18: The EPA RFA states that a minimum of 75% of the funds go to financial support of approved projects. Any money DOE is awarded through this grant, a maximum of 25% can stay in-house for administrative and project facilitation costs.*

Q19: DOEE does not provide a pricing template/structure. Is it at the applicant's discretion to submit a pricing proposal/budget in accordance with the proposed scope of services to deliver a \$270 million program?

*A19: We are looking for proposed budgets to range from \$100,000 to \$100,000,000.*

Q20a: If an Applicant is proposing to provide consumer outreach, education, financial models and programs, and/or technical assistance (Project Proposal Category 4, 5, & 6, RFA p. 24), is DOEE requiring an Applicant to identify all potential recipients of these services at this time and obtain letters from each one for inclusion in the application? Will DOEE instead accept indicative letters from a sample of representative potential recipients?

Q20b: If an Applicant is proposing to provide rooftop solar and/or battery solar program management (Project Proposal Category 1, RFA p. 24), is DOEE requiring an Applicant to identify all potential subgrantees at this time and obtain letters from each one for inclusion in the application? Or will DOEE instead accept several indicative letters from a sample of representative potential subgrantees?

*A20: DOEE will accept indicative letters or samples at the time the applications are due in response to this RFP. Since these letters or samples may not contain a lot of detail, DOEE will need a plan for how the funds will be expended and the outcomes be achieved. If an applicant is selected as a partner, DOEE may require more detail than provided in the letters or samples as we complete our application to EPA.*

Q21: I do not see any outputs related to outcome #4 ("Increased training of District residents for newly created green jobs..."). Should we only include outputs that are listed on the Request for Partners, or can we suggest an output that is aligned with this outcome?

*A21: Applicants can suggest other outputs. Include those outputs in the body of your application.*

Q22: We have requested our clean hands certificate through MyTax.DC.gov but are unsure if it will be received prior to the 8/29 RFP deadline. Is there something that can be used as a substitute for a clean hands certificate?

*A22: There is no substitution for Clean Hands Certificate, but if you can show proof that your organization is actively seeking its clean hands certificate, DOEE will accept your application.*

*Q22a: What can we use to show proof that our organization is actively seeking its clean hands certification?*

*A22a: The auto-generated email from MyTax.dc.gov is sufficient.*

Q23: Do applicants have to identify procurement methods if they are considering subcontracting their services to for-profit entities? What procurement process will DOEE employ?

*A23: Applicants do not have to identify procurement methods if they are considering subcontracting their services. However, all selected partners will need to comply with DOEE and EPA's requirements, if awarded.*

Q24: The DC Solar For All program has previously provided grants. With the GGRF money (if awarded), would the District move to providing loans versus grants? Is DOEE constrained in how they provide money to partners?

*A24: EPA lists a variety of financial products to employ in providing money to partners (see page 9 of EPA RFA), and DOEE is considering all of them as potential avenues as we develop our grant application. The District/DOEE would not move exclusively to providing loans.*

Q25: If letters of support are provided in our application to DOEE, should they be addressed to DOEE or EPA (for the eventual proposal)?

*A25: Letters of Support should be addressed to DOEE.*

Q26: Is DOEE applying as the lead coalition applicant? Who are you applying on behalf of?

*A26: Yes, DOEE is applying as the lead coalition applicant, on behalf of the District (an approved entity for EPA's RFA).*

Q27: Are you interested in/accepting applications for fund-management work (as an intermediary between DC and eventual contractors)?

*A27: Yes. Please refer to RFP for details.*

Q28: Can you clarify match requirement?

*A28: A match is not required per the EPA RFA. However, applicants can propose a match in their applications.*

Q29: Are there additional auditing requirements that differ from the current SFA funding requirements?

*A29: Yes, DOEE will follow EPA's funding requirements and 2 CFR 200 Subpart F-Audit Requirements.*

Q30: We are trying to determine the best way to complete the Certificate of Good Standing requirement, as both the lead applicant and the business are in good standing. Should we submit the certificate from the State of MD for the lead applicant or is it better to submit the certificate for the business registered to do work in the District?

*A30: Submit the certificate of good standing for the Lead Entity, but the certificate must be from DC.*

Q31: As a residential developer, I have two projects under construction in Southeast DC and we are doing an energy upgrade. What project would you recommend?

*A31: DOEE will not be naming contractors in its application. As a for-profit entity please extend your support for our application to GGRF Solar for All initiative if either of the projects referred to in your question is appropriate. Submit your letter of support through this RFP email address. Also, if you have any comments or suggestions about the structure or design of DOEE's GGRF application, you can submit that as well. DOEE or one of its partners will be offering contracts at some point in the future if DOEE is awarded a GGRF grant.*

Q32: Where can I find information regarding specific insurance requirements related to the GGRF grant program.

*A32: Because this is an RFP, we have not posted insurance requirements yet. We will not have specific insurance requirements unless we receive a federal award. Sample insurance requirements can be found on [DOEE's archive page](#).*