Meeting Agenda

1. Introductions
2. Green Labeling Program Overview
3. Multifamily Program Overview
4. RFP & RFQ Process and Expectations
5. Questions
Who is StopWaste?

- Countywide public agency with 17 member agencies representing Alameda County, its 14 cities, and 2 sanitary districts
- Outreach & education for residents and businesses
- Key Programs:
  - Enforce Mandatory Commercial Recycling & Composting Law
  - Food Waste Reduction and Home Gardening
  - Household Hazardous Waste
  - K-12 Environmental Education
  - Green Buildings & Energy Council
  - Support Member Agency Staff
  - ...and more!
BayREN is a highly effective and trusted group of local governments that deliver targeted, integrated, and regional-scale climate solutions focused on energy, water, and resilience.
Green Labeling Overview
Green Labeling Program Background

- **Goal:** Increase energy transparency in the Single-Family marketplace
- **Regional program** based on Building Emissions Savings Ordinance (BESO) in Berkeley
- **Regional BayREN program** launched in 2018
- **Main activities:**
  - Home Energy Score
  - Green Real Estate Trainings
HES Program Accomplishments

- Approved Scores: 12,799
- BESO Scores: 2,081
- Total Rebates (#): 10,318
- Total Rebates ($): $2,549,350
Referral to Energy Advisor

Score from 1 to 10

Energy and GHG estimates

Custom recommendations align with Home+ rebates

Score Today: 1 out of 10

$250 in rebates available
Electrification Checklist

▪ Pilot program developed to align HES with BayREN/State goals for decarbonization
▪ Assessors are trained and collect additional items related to electrification
▪ Ready workforce for electrification and collect data on homes
▪ Stoves and dryers added to recommendation options
## Green Real Estate Trainings

<table>
<thead>
<tr>
<th>Training Type</th>
<th>Number of Trainings</th>
<th>Attendees</th>
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<tbody>
<tr>
<td>NAR Green Designation</td>
<td>31</td>
<td>478</td>
</tr>
<tr>
<td>Accredited Green Appraiser</td>
<td>8</td>
<td>116</td>
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<tr>
<td>Certified Green Lending Professional</td>
<td>4</td>
<td>38</td>
</tr>
<tr>
<td>All About Accessory Dwelling Units</td>
<td>1</td>
<td>31</td>
</tr>
<tr>
<td>Electrification for Realtors</td>
<td>2</td>
<td>34</td>
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<tr>
<td>Healthy Housing Principles</td>
<td>2</td>
<td>30</td>
</tr>
<tr>
<td>Green Real Estate Marketing</td>
<td>2</td>
<td>35</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>50</strong></td>
<td><strong>762</strong></td>
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Multifamily Overview
BAMBE Program Goals

- Program goals:
  - To support the multifamily sector in overcoming the barriers to energy efficiency
  - To implement the program in a way that achieves multiple benefits – particularly in overburdened and underserved communities
BAMBE Program Components

- No-Cost Energy Consulting
  - Energy usage analysis, site visits, scope development
  - One-stop shop to connect with other programs
  - No obligation to participate in the program
  - Additional support available for underserved project types

- Cash Rebates
  - $750 per unit
  - More for qualifying gas-to-electric conversions
  - Open contractor model

Program at a glance:
- Over 600 properties upgraded
- Over 45,000 units upgraded
- Launched in 2013
- Nationally recognized in 2019 by ACEEE as an Exemplary program
- Prioritizes underserved property types
Multifamily Financing

- **Program Goal**
  - To close the market gap for financing small projects
  - To test the viability of financing electrification

- **Target Project Types**
  - Small properties and NOAH
  - Electrification projects

**Features:**
- Loans from $5000-$50,000
- No fees
- Personal guarantee replaces collateral requirements
- Repayment terms ≤ measure life
- Lender referral service
RFP & RFQ Process and Expectations
Request for Proposals

- 5 program areas covering 2 programs
  - Focus on program implementation/development and technical assistance
  - Submitters should provide a scope of work that meets all tasks and subtasks and describes how they will meet the Program Goals and Accomplishments
  - Expected that one contract will be awarded for each program area, but the same firm can be selected for multiple program areas

- Green Labeling
  A. Home Energy Score Support
  B. Green Real Estate Training & Advocacy

- Multifamily
  C. Multifamily Project Development
  D. Supplemental Participant Support
  E. Financing Technical Assistance
Request for Qualifications

- 2 categories with 5 tasks
  - Focus on tools, data, and outreach
  - Submitters will not provide scopes of work, but qualifications showing they can perform the applicable tasks
  - Qualified firms will be placed on a list of approved vendors, may be more than one per category or task
  - Firm(s) will be selected from the list to develop a scope of work and sign contract

- Category 1: Green Labeling
  - 1a. Database Infrastructure Integration
  - 1b. User Experience Optimization

- Category 2: Multifamily
  - 2a. Data Collection & Participant Engagement
  - 2b. Project-level Engagement & Review
  - 2c. Database System and Reporting Management
# Timeline

<table>
<thead>
<tr>
<th>Event</th>
<th>Date/Time</th>
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<tr>
<td>Release of RFQ &amp; RFP</td>
<td>May 2, 2022</td>
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<tr>
<td>FAQ Webinar</td>
<td>May 16, 2022 11:00 PDT</td>
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<tr>
<td>Proposals/Qualifications Due</td>
<td>June 3, 2022 5:00PM PDT</td>
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<td>Short List Interviews (as needed)</td>
<td>June 13-17, 2022</td>
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<tr>
<td>Notification of Award/Qualification</td>
<td>June 24, 2022</td>
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<tr>
<td>Expected Contract Start Date</td>
<td>January 1, 2023</td>
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All submissions must be provided via email by the cutoff date/time!
Questions?
Questions

- Can a single entity pursue, and/or be selected for, both the RFQ and the RFP?
  - A single entity can be chosen for both the RFP and RFQ. A single company may choose to submit for any permutation of the RFP and RFQ, so one could submit for all pieces of both requests, just a single task or category, or anything in between.

- How many awards do you anticipate for the RFQ? Are you looking to choose one entity for each or will there be multiple awards?
  - For the RFQ, we have the ability to create a list of qualified vendors that we could contract with during the 5 years that the competitive solicitation is good for. We anticipate one contract per task but it could be the same vendor.

- Can we provide separate pricing for sub-parts of the RFQ?
  - Yes
Questions

- RFP BAMBE Task C: Multifamily Project Development, regarding the capacity of local in-house field staff required to provide technical assistance and site surveys for approximately 5,000 MF units and quality assurance site visits to at least 3,000 units, is this level of effort estimated to be annual or over the course of the 3 year term of the contract?
  - This level of effort is estimated to be annual. 5,000 units usually ends up being about 50-70 multifamily properties, depending on the sizes.

- What is the anticipated number of Home Energy Scores per year?
  - Our program goal is 4,000-5,000 scores per year. We do hope to keep scaling, but also might dedicate more resources towards low-income scores which could result in fewer, but more targeted scores overall as program design evolves.

- What makes the annual Green Labeling budget of 1.3M?
  - ~$1.3M is our entire Green Labeling program budget which includes StopWaste staff time for program administration, HES processing covered in the RFP/RFQ, real estate trainings also included in the RFP, and incentives for the HES which is about half of our budget.
Thank you!

Recording will be posted on the RFP & RFQ websites and emailed to attendees

Submissions:
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