



BayREN RFP & RFQ Webinar

May 16, 2022

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!

The Bay Area Regional Energy Network (BayREN)

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.

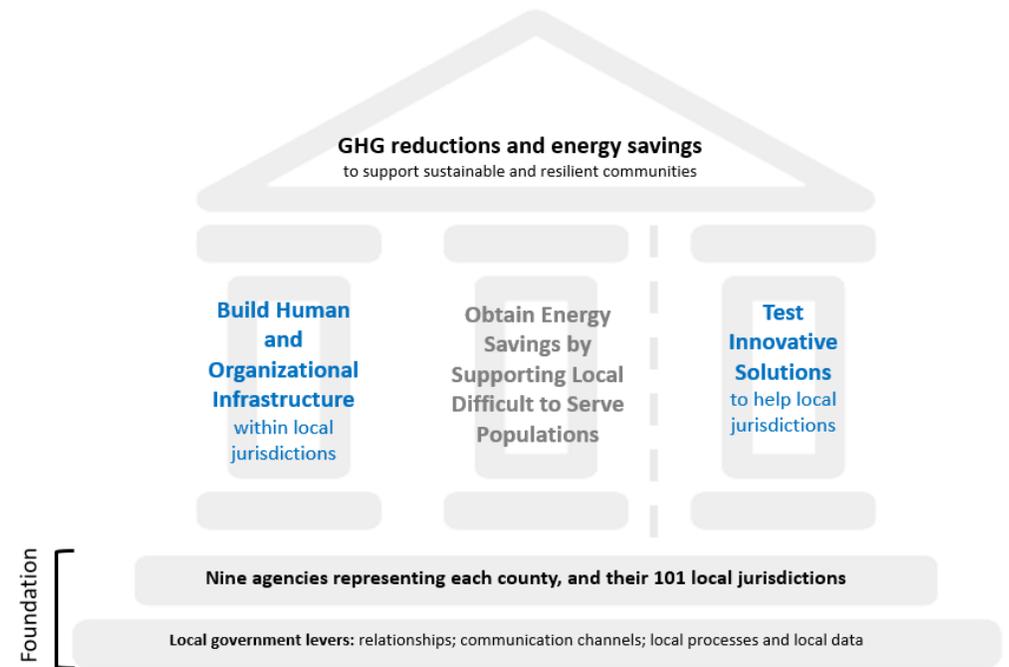


Green Labeling Overview



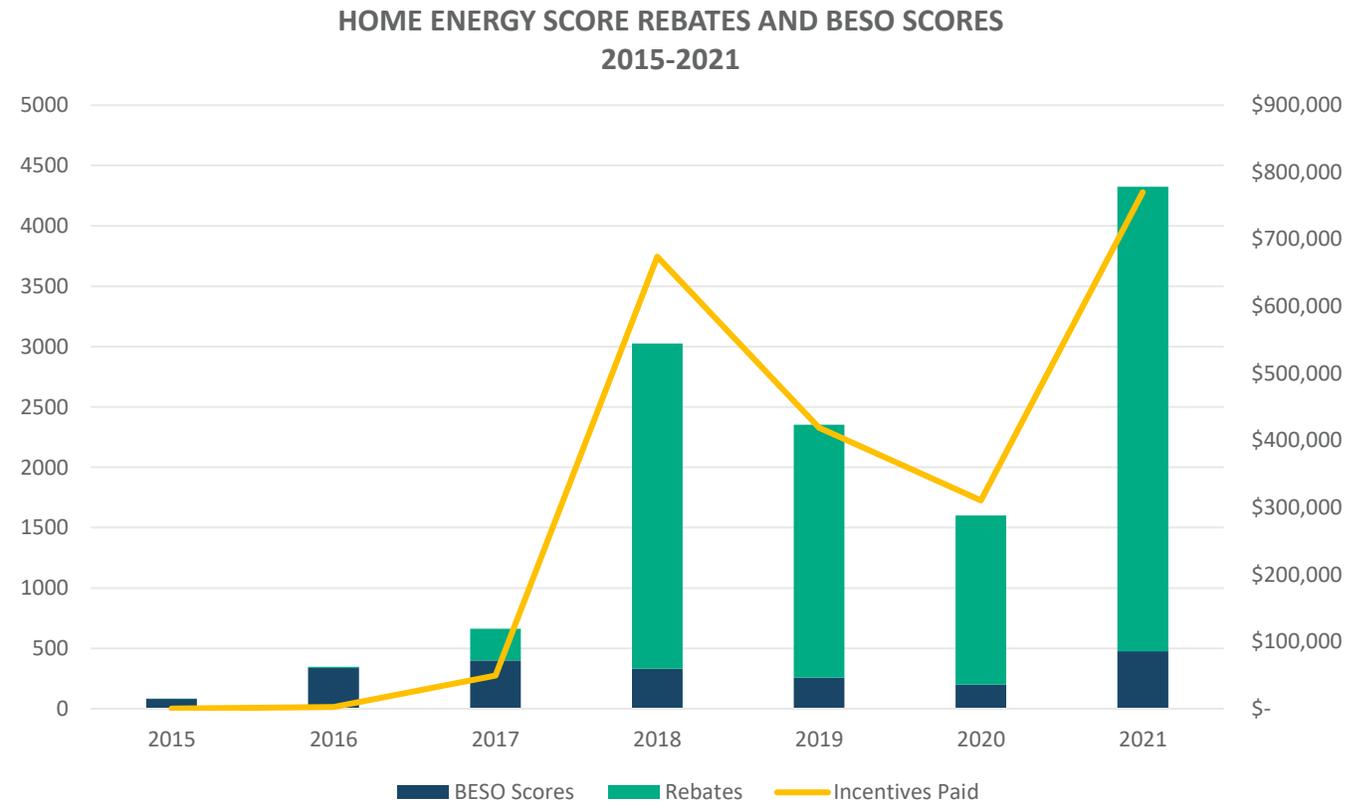
Green Labeling Program Background

- 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



Custom Report & Recommendations

\$250 in rebates available

U.S. DEPARTMENT OF ENERGY
Home Energy Score

 Know your home. Know your Score.

THIS HOME'S
HOME ENERGY SCORE

1 out of 10

THIS HOME'S ESTIMATED
ENERGY COSTS

\$3305 per year

Home Energy Score details Score from 1 to 10



Official Assessment | ID#311465

Home Energy Score is an easy way to see how energy efficient this home is compared to other homes. A higher score is better. This report also contains ways you can make your home more efficient and more comfortable.

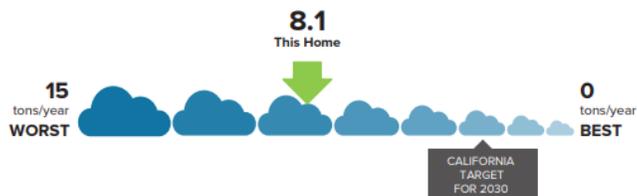
How much energy is this home likely to use?

Electric	9590 kWh/year	\$1976
Natural Gas	946 therms/year	\$1329

TOTAL ESTIMATED ENERGY COSTS PER YEAR **\$3305**

Energy and GHG estimates

This home's carbon footprint



Enjoy the rewards of a comfortable, energy efficient home that saves you money.

- Get your home energy assessment. Done!
- Choose energy improvements from the list of recommendations below.
 - Need help deciding what to do first? The BayREN Home Upgrade Advisors offer free phone consults with independent expert home advisors. Call **866-878-6008**.
- Check out www.bayrenresidential.org for information on BayREN energy efficiency programs and financing opportunities.
- Select a contractor (or two, for comparison) and obtain bids.
- Perform upgrades and enjoy a more comfortable and energy efficient home.

SCORE TODAY
1
 out of 10

Referral to Energy Advisor

Energy Improvements, customized for your home.

FEATURE	TODAY'S CONDITION	RECOMMENDED IMPROVEMENTS
Attic Insulation	Insulated to R 06	Insulate ≥ R-44 and air seal
Floor Insulation	Insulated to R 00 Insulated to R 00	Insulate ≥ R 19
Heating Equipment	Central gas furnace 82% AFUE	Central gas furnace ≥ 95% AFUE**
Duct Repair	Ducts not sealed or insulated	Seal and insulate ducts ≥ R 8
Water Heater	Gas storage 55% EF	Heat pump water heater ≥3.24 EF***

ADDITIONAL COMMENTS AND RECOMMENDATIONS:

- Increase attic insulation and fill in uninsulated areas, and install an insulated attic hatch in the uncovered access in the bedroom closet to prevent heat loss into the attic.
- Install rigid foam insulation on the rear roof deck when the roofing is replaced.
- Install subfloor insulation in the crawlspaces and basement.
- Insulate and seal heating system ducting. However, this work will likely require the additional services of an asbestos abatement contractor because the ducting is covered with a material that likely contains asbestos.
- Replace, when necessary, the mid-efficiency furnace with a high-efficiency condensing furnace, or consider installing an electric heat pump heating system for greater efficiency and to move away from reliance on fossil fuel burning equipment.
- Replace the old water heater with an electric heat pump water heater for greatly improved efficiency and to move away from reliance on fossil fuel burning equipment.

*recommend having contractor do load calculations as you may be eligible for an additional \$100 rebate.

**Only recommended if an emergency changeout due to equipment failure. We recommend replacing a gas furnace with a heat pump or a gas water heater with a heat pump water heater.

***Electrical panel upgrade may be required for gas to electric change-outs.

Custom recommendations align with Home+ rebates

HOME PROFILE

LOCATION:
 30 El Camino Real
 Berkeley, CA,94705

YEAR BUILT:
 1914

HEATED FLOOR AREA:
 3030 sq. ft.

NUMBER OF BEDROOMS:
 5

ASSESSMENT

ASSESSMENT DATE:
 4/1/2020

ASSESSOR:
 Lee Parsons
 JMC Building Inspections

PHONE:
 510-701-6153

EMAIL:
 lee@jmcinspections.com



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

BayREN is Electrifying the Bay Area!

The next frontier in energy efficiency and home performance is electrification.

Appliances that run on all-electric technologies such as heat pumps and induction are cleaner, safer, and higher-performing than their natural gas counterparts.

What makes heat pumps unique is that unlike traditional natural gas or electric resistance-powered appliances, which work by generating heat, heat pumps simply move heat from one area to another. This allows them to **use energy 3-5x more efficiently** than their natural gas counterparts, saving you money, improving indoor air quality, and reducing your carbon footprint.

Rebates up to \$1,000 available now!

To help you get started, BayREN is now offering the following rebates for electrification measures through the Home+ Program:

 \$1,000 rebate	 \$1,000 rebate
Heat Pump Heating & Cooling <ul style="list-style-type: none">• Dual heating and cooling capabilities• Combine with a building shell measure such as attic insulation for an additional bonus rebate of \$500• Can layer with a \$300 federal tax credit	Heat Pump Water Heater <ul style="list-style-type: none">• Comes in a variety of tank sizes, and can usually fit in the same space as your existing water heater• Can layer with a \$300 federal tax credit
 \$300 rebate	 \$300 rebate
Induction Cooktop or Range <ul style="list-style-type: none">• Safer & more precise cooking• Can replace just the cooktop or a full range• Direct-to-consumer rebate	Heat Pump Dryer <ul style="list-style-type: none">• Highly efficient and gentle on clothes• Easy to install• Direct-to-consumer rebate

Learn more at www.BayREN.org/electrification or contact a Home Energy Advisor at advisor@bayren.org / 856-878-6008
Certain restrictions apply, see website or speak to an Energy Advisor for details.



Green Real Estate Trainings

Training Type	Number of Trainings	Attendees
NAR Green Designation	31	478
Accredited Green Appraiser	8	116
Certified Green Lending Professional	4	38
All About Accessory Dwelling Units	1	31
Electrification for Realtors	2	34
Healthy Housing Principles	2	30
Green Real Estate Marketing	2	35
Total	50	762

} No longer offered

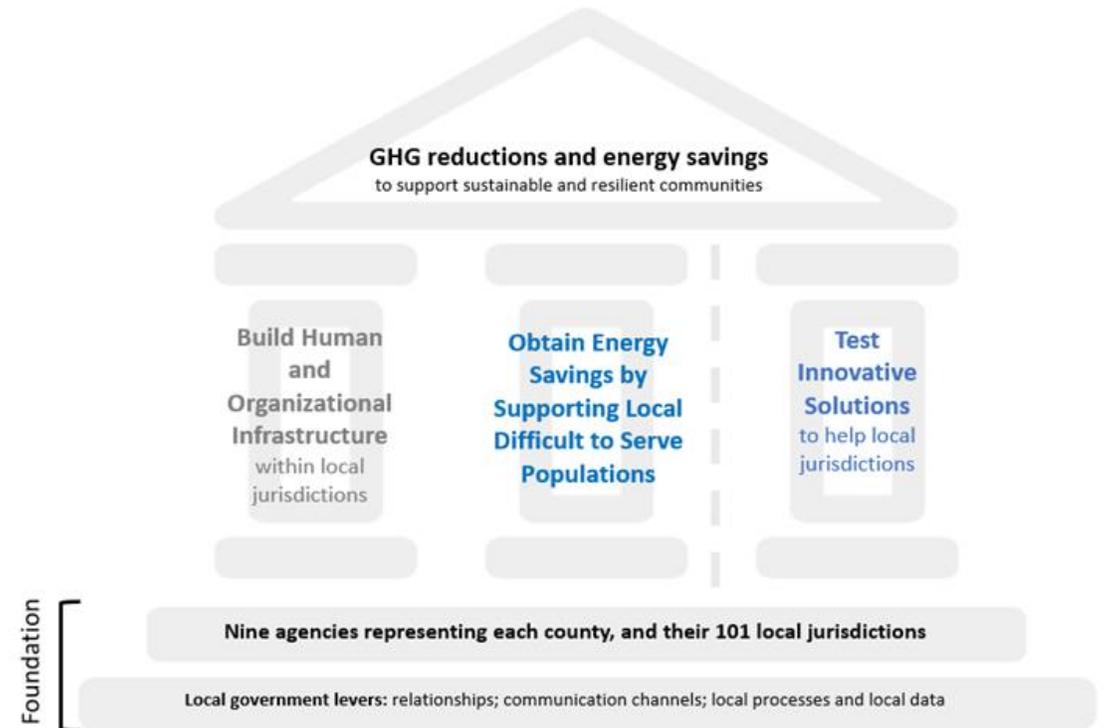
} New in 2021

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:

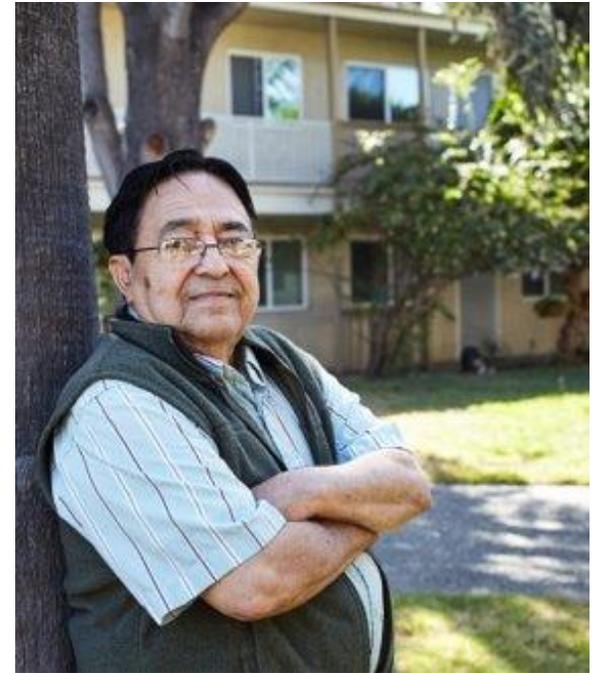
- Over 600 properties upgraded
- Over 45,000 units upgraded
- Launched in 2013
- Nationally recognized in 2019 by ACEEE as an Exemplary program
- Prioritizes underserved property types

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 \leq 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

Release of RFQ & RFP	May 2, 2022
FAQ Webinar	May 16, 2022 11:00 PDT
Proposals/Qualifications Due	June 3, 2022 5:00PM PDT
Short List Interviews (as needed)	June 13-17, 2022
Notification of Award/Qualification	June 24, 2022
Expected Contract Start Date	January 1, 2023

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:

RFP@stopwaste.org

Or

RFQ@stopwaste.org

Questions:

Emily Alvarez

Green Labeling Lead

(510) 891-6585

ealvarez@stopwaste.org

Candis Mary-Dauphin

Multifamily Lead

(510) 891-6553

cmmary-dauphin@stopwaste.org