

RFP EM-008-2016
Commercial and Industrial Custom Program Support Services
Questions and Answers
May 4, 2016

1. **Q:** How often should the delivery team submit applications recommended for approval for incentive payment review? Should those submissions be batched?

A: For projects that qualify for incentives over \$200,000, the Trust will expect review summaries to be submitted to the Trust a week before the monthly Review Committee meeting. For incentives under \$200,000, the Trust staff will approve the applications as they are ready. They need not be batched.

2. **Q:** Please define the eligibility criteria for commercial and industrial customers to participate in the Efficiency Maine Trust's Custom Program.

A: All commercial and industrial customers are eligible for incentives through the Custom Program to the extent that funds are available. Customers that take service on a Transmission and Sub-Transmission level do not contribute to the system benefit charge and, as a result, the funds available for projects at their facilities are limited.

3. **Q:** We assume that the "Total Budget" value for C&I Custom Program line item in Tables 2.6-1 through 2.6-3 includes budget for delivery of the program and incentives paid to participants, excluding third party M&V, marketing, and Trust oversight budgets. Can you confirm our assumption is correct?

A: The budget includes delivery of the program and incentives paid to participants, excluding third-party M&V, and Trust oversight budgets. There may be cases where the Trust uses funds from the custom program to contract for marketing the program.

4. **Q:** Are electric and natural gas custom projects that meet GHG reduction criteria eligible for both ratepayer funds and All Fuels (RGGI) funds, either separately or simultaneously?

A: Electric funds can only be used for projects that reduce kWh over a baseline. Natural Gas funds must reduce natural gas usage over a baseline. RGGI funds offer more flexibility and may be used for projects that reduce GHG across all fuels (including electricity).

5. **Q:** Are the savings goals summarized on p.7 of the RFP gross savings or net savings? Are the MW goals coincident with peak or total?

A: The savings are in terms of gross and the MWs are coincident with summer peak.

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6. **Q:** Can you provide copies of recent, prescriptive measure application forms used for business customers, or provide a summary of all equipment processed as prescriptive measures in the Efficiency Maine Business program?

A: The Prescriptive Program does not have paper applications. Information on currently available prescriptive measures can be found at <http://www.energymaine.com/at-work/business-programs/>. Although electricity-saving prescriptive measures are suspended at this time – and, therefore, not listed on the website – the Trust anticipates offering such measures in the new program year and will post them to the website when they are available.

7. **Q:** How frequently should the delivery team enter new Custom applications into the effRT system?

A: The Trust expects projects to be entered into effRT when the Delivery Team determines that there is a reasonable likelihood that a project will move forward to an incentive request.

8. **Q:** Can Efficiency Maine provide any insight into what the project pipeline will be on July 1, 2016? Can the incoming delivery team expect to count savings already in this pipeline for the July 1, 2016 - June 30, 2017 program year?

A: The Trust and its current delivery team are working to identify and develop projects for the new fiscal year. The incoming delivery team should expect to count the savings and take over responsibility for oversight of these projects.

9. **Q:** Does Efficiency Maine count project savings in the fiscal year the project is installed and verified or when the incentives are contracted?

A: The Trust counts the savings when the project is installed and verified.

10. **Q:** The RFP the proposal states proposals are expected to be received on May 15, Sunday, by 2:00 p.m. local time. Please confirm deadline.

A: The RFP on the website today has the corrected date of May 13.

11. **Q:** In section 2.3, the table reflects a total budget for each year, 2017 – 2019. Do these budgets only reflect the incentives available to customers or do they also include the costs to implement the custom program (such as the fee for the selected delivery team)?

A: The budget includes delivery of the program and incentives paid to participants, excluding

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third-party M&V, and Trust oversight budgets. There may be cases where the Trust uses funds from the custom program to contract for marketing the program.

12. Q: Will the program delivery team be required to input data directly into effRT or can we upload data into effRT from a separate database?

A: You will be required to input directly into effRT.

13. Q: What level of detail is required for the scoping audit? Does it need to be an ASHRAE level 1 report with high level cost and savings estimates or will a high-level summary of identified opportunities suffice?

A: A high-level summary of identified opportunities will suffice.

14. Q: It is our understanding from this RFP that the selected bidder will be reviewing TA studies and not actually providing the TA study. Has there or will there be cases where the delivery team will be asked to complete a TA study or would Efficiency Maine be open to the delivery team proposing to also perform TA studies?

A: This RFP is asking the delivery team to review TA studies and not actually provide the TA study. The Trust may ask the DT to do site-specific analysis at a deeper level than a scoping audit in isolated instances.

15. Q: Relative to TA incentives, is the \$20,000 cap on the incentives or on the total study cost? If it refers to the study cost, then would the potential incentive be limited to \$10,000?

A: The \$20,000 cap is for the incentive. The total cost of the study could be \$40,000 or more.

16. Q: Could you please explain the meaning of “monitoring” as it relates to the Trust Call Center staff (task 2.7)?

A: On a very limited basis, the Trust may ask the delivery team to listen to recorded calls and comment on the Call Center’s accuracy.

17. Q: Is end use data logging (pre and post) a requirement for any measures in the TA studies?

A: No