



San Diego Regional Energy Network Commercial Sector Programs Implementation

Request for Proposals #25-008

San Diego Community Power Responses to Proposer Questions

May 22, 2025

General Questions

1. **V.B.7 (Eligibility for additional evaluation criteria points as allowed by Community Power's Procurement Policy).** For the bonus points related to a Proposer's business status, would a subcontractor who is part of the Proposer's team that meets the criteria described make the Proposer eligible for up to ten bonus points?

Response: No. The bonus points relate to the Proposer's business status and not the subcontractor's.

2. **Are partial proposals allowable/acceptable?**

Response: Proposals shall be concise, well organized, demonstrable of qualifications, applicable experience and approach necessary to provide the capabilities and tasks in Attachments A, B and C. As such, Community Power is expecting proposals that fully respond to the entire contemplated work or alternative approaches that will support the intent of the project and result in similar deliverables. Please refer to Section V.B (Content and Format of Proposal), Section VI (Reservation of Rights) regarding acceptance of proposals to this RFP and the relevant RFP Attachment A (Scope of Work) for each program that a Proposer would like to be considered for.

3. **Can proposers submit a proposal for only part of the scope of work if they only meet some of the requirements?**

Response: See Community Power's response above. Proposers should be able to fulfill the full scope for which they are applying, either directly or through the use of subcontractors. Additionally, a Subcontractor Budget Template must be completed for any subcontractor that has a budget allocation that is \$100,000 or more of the total requested budget as well as a high-level organizational structure of the proposal team or organizational chart with all proposed team members. Please refer to RFP Section V.B for more information.

4. **If a proposer submits an incomplete proposal or submits in error, can they resubmit?**

Response: If a change to a proposal that has been submitted is desired, the submitted proposal must be withdrawn and the replacement proposal submitted to Community Power prior to the proposal due date of June 26, 2025 at 5:00 PM (Pacific Time). The replacement proposal must be submitted to Community Power using the appropriate submission form. Please refer to RFP Section V.E.2 (Miscellaneous), Section III (Questions and Responses) and Section IV (Proposal Submission Deadline) for more information.

5. Is there a file size limit?

Response: The maximum allowable file size for uploads in the submission form is 500MB.

Market Access Program Questions

6. Given SDG&E is currently running a MAP offering, please explain how SDREN's program will differentiate from SDG&E's offering?

Response: SDREN's 2024-2027 Portfolio Plan¹ states on page 47:

While the SDG&E Market Access Program (MAP) will be available to customers also eligible for the SDREN Market Access Program, the programs have notable differences, including:

- *SDG&E MAP offers a population-NMEC² approach for a subset of measures that are unable to participate in SDG&E's other downstream energy efficiency programs with performance-based incentives paid to the aggregator.*
- *SDREN Market Access Program offers a measure-flexible population-NMEC approach with performance-based incentives paid to the aggregator targeted to underserved and hard-to-reach businesses.*

7. [Page 23](#). The RFP states "MAP will deliver savings and TSB starting as early as Q2 Calendar Year 2026", however, the table below that statement shows savings targets (TSB and kWh) in 2025. Can you clarify your expectation of when savings will begin?

Response: Based on the anticipated timeline, with work expected to commence around October 6, 2025, SDREN anticipates delivering savings and TSB starting in Q2 Calendar Year 2026. SDREN will consider reasonable alternatives identified by proposers.

Small-to-Medium Business Energy Coach Questions

8. Since these programs likely won't be launched in time to produce a significant number of installed projects in 2025, is SDREN considering condensing the budget and desired TSB/kWh savings into a two-year (or perhaps a 26-27 month) timeframe?

Response: Yes, SDREN will consider adjustments. Proposers are expected to identify a feasible proposed approach to meeting the capabilities and tasks in Attachment C within the expected not-to-exceed budget and timeline in their response. A component of the proposal evaluation criteria stated on page 10 of the RFP is "approach to program implementation feasibility".

¹ SDREN's 2027-2027 Portfolio Plan: <https://sdcommunitypower.org/wp-content/uploads/2024/01/Exhibit-2-SDRENS-2024-2027-Portfolio-Plan-1.pdf>

² Normalized-Metered Energy Consumption (NMEC)

- 9. Are there quantitative targets and annual TRC goals for the SMB Energy Coach Program that bidders should be aware of, other than those provided in the Implementation Plan filed in December 2024?**

Response: There are no additional quantitative targets applicable to this program as stated in Section 5 of the Implementation Plan³ at this time. However, the Implementer will be responsible for tracking program metrics specified in Task 3.1, and reporting to SDREN in accordance with Tasks 1.4, 3.2 and 4.2 to measure progress-to-goal throughout the program implementation cycle.

- 10. Will Implementers have access to a regularly updated list of businesses that fall below the 20 kW threshold for the SMB Energy Coach Program? If not, how would the Implementer determine which businesses meet that eligibility criteria?**

Response: SDREN does not expect to have a list of businesses that fall below the 20 kW threshold to provide the Implementer. The Needs Assessment (Task 2.1) requires the Implementer to identify the prospective volume of commercial properties in SDREN's territory with electric loads of 20kW (or smaller) that may qualify for the program and segment them by hard-to-reach and underserved customers. This 20 kW demand metric is not a defined eligibility requirement. The implementer will work with SDREN to define all program eligibility criteria during program pre-launch.

³ SDREN Implementation Plans were uploaded to the California Energy Data and Reporting System (CEDARS) on December 5, 2024.