



Finance Department
Purchasing Division

REQUEST FOR PROPOSALS (RFP)
Specification No. 23-11586-C
FOR
Just Transition Residential Electrification Pilot Program
PROPOSALS WILL NOT BE OPENED AND READ PUBLICLY

ADDENDUM "A"
February 21, 2023

Dear Proposer:

Questions received from proposers along with answers are attached.

Proposals/bids must be received no later than 2:00 pm, on Tuesday, March 7, 2023 All responses should be sent via email to purchasing@cityofberkeley.info and have "**Just Transition Pilot**" and **Specification No. 23-11586-C** indicated in the subject line of the email. Please submit one (1) PDF of the technical proposal. Corresponding cost proposal shall be submitted as a separate PDF document.

Proposals will not be accepted after the date and time stated above.

We look forward to receiving and reviewing your proposal.

Sincerely,

Darryl Sweet
General Services Manager

Addendum “A”

Questions and Answers for Specification No. 23-11586-C Just Transition Residential Electrification Pilot Program

The City of Berkeley has received questions from some potential respondents regarding **Specification No. 23-11586-C**, Just Transition Residential Electrification Pilot Program. In an effort to provide the same information to all, listed below are the questions received to date, with responses from City staff.

1. Q. Can the project be extended beyond two years?

1. A. The project timeline starts at time of contract execution. If additional time is needed to complete the project, an extension can be considered.

2. Q. Do all units served need to be low-to-moderate income (LMI) or can there be a mixture of LMI and market rate units?

2. A. It would be possible to serve multifamily buildings that include a mix of market rate and LMI units, with a preference for projects that benefit the maximum number of LMI households.

3. Q. Does an applicant need to be in a union? What is the definition for minimum payment for a company with 3-4 employees and a supervisor?

3. A. There is no specific requirement for the applicant to be in a union or to have a specific minimum number of employees. Prevailing wage is applicable to workers in the trades per the Prevailing Wage Determination Made by the Director of Industrial Relations Pursuant to California Labor Code Part 7, Chapter 1, Article 2, Sections 1770, 1773, & 1773.1: <https://www.dir.ca.gov/OPRL/Residential/alameda.pdf>

All other job categories that are not listed in the Alameda County prevailing wage document linked above must meet the City of Berkeley labor standards as listed in the RFP Section II, Phase 2, Paragraph 4 (page 5) and on the City’s website: <https://berkeleyca.gov/doing-business/operating-berkeley/workforce-standards-and-enforcement>

4. Q. Out of the \$1.5 million allocated by City Council, is \$1.1 million allowed for construction and \$400,000 for program administration?

4. A. Council allocated \$400,000 for program administration. Proposers should provide a realistic budget based on the estimated project costs.

5. Q. Should a contractor apply in Phase 1 or wait to form a team?

5. A. The City seeks a lead applicant who or can either apply in Phase 1 as a program administrator, or as part of a team led by a lead applicant.

6. Q. Could a general contractor perform the whole scope of work of Phases 1, 2, and 3?

6. A. A qualified team or single applicant could carry out the whole scope of work.

7. Q. Would the City carry out the Phase 3 program evaluation?

7. A. The Phase 3 program evaluation refers to a final report from the program administrator with lessons learned and accomplishments.

8. Q. Does Phase 1 involve setting the plan and standards for contractor qualifications and recruitment? Does this pre-qualification and plan-setting work in Phase 1 end before Phase 2?

8. A. Yes, Phase 1.3 involves contractor qualifications, and Phase 1.5 involves contractor recruitment. This pre-qualification work is in the scope of work of Phase 1, which ends before the actual implementation of the work in Phase 2.

9. Q. Is a full team required to be assembled to apply?

9. A. The implementation contractor(s) are not required to be identified for this application, though proposers may choose to include the implementation contractor(s) as part of the team. The City is looking for the program administration team or firm to apply at this time who will lead the project, including qualifying, selecting, and overseeing contractors for implementation.

10. Q. Could Phase 1 be similar to an Exclusive Negotiation Agreement (ENA) used to identify contractors pre-approved for sidewalk improvements?

10. A. Yes, that could be a project approach used to aggregate projects in Phase 1, and other approaches could be proposed as well.

11. Q. Is Phase 2 the program implementation phase?

11. A. Yes, Phase 2 would entail construction and construction management.

12. Q. Regarding aggregated project development in Phase 1.2, will projects get roughly scoped and priced for general work, or are exact addresses and costs of individual properties required?

12. A. Phase 1.1 involves developing the concept. Phase 1.2 involves scoping out the actual projects, including the outreach strategies to builders, contractors, and residents at the individual project level.

13. Q. What goals does this program seek to maximize?

13. A. Goals are listed in the order of priority in the RFP, see page 2 “Just Transition Pilot Goals.”

14. Q. What is the definition of high-road job training in this context?

14. A. High-road jobs mean the highest quality, family-sustaining jobs meeting the minimum labor standards detailed in Phase 1.4. The degree to which a job is considered high-road exists along a continuum, and projects will ideally fall on the end of the continuum of having the highest quality jobs possible.

15. Q. Will the City be evaluating applications for the ability of teams to demonstrate standards like prevailing wage?

15. A. The City will be evaluating proposals based on project approach and qualifications and how well they address the program goals as stated in the RFP. The specific selection criteria can be found in the RFP, Section IV (page 8).

16. Q. Is the following a reasonable project approach: a team will do as many home retrofits as possible, leveraging resources like IRA and BayREN for equipment like heat pumps, and provide high-road jobs?

16. A. Yes, that is a reasonable but not an exclusive approach. Additionally, as City Council has highlighted, projects should prioritize low-to-moderate income households within 120% AMI.

17. Q. Does all this work need to be permitted and inspected?

17. A. All work that requires permits will need to be permitted and inspected.

18. Q. Would energy auditors be under the same labor compliance/labor standards as outlined in the RFP?

18. A. Prevailing wage is applicable to workers in the trades per the Prevailing Wage Determination Made by the Director of Industrial Relations Pursuant to California Labor Code Part 7, Chapter 1, Article 2, Sections 1770, 1773, & 1773.1:

<https://www.dir.ca.gov/OPRL/Residential/alameda.pdf>

All other job categories that are not listed in the Alameda County prevailing wage document linked above must meet the City of Berkeley labor standards as listed in the RFP Section II, Phase 2, Paragraph 4 (page 5) and on the City's website: <https://berkeleyca.gov/doing-business/operating-berkeley/workforce-standards-and-enforcement>

19. Q. Are you open to other approaches to reshaping this RFP if you don't get any solicitation?

19. A. All proposals that meet the requirements and goals of the RFP will be considered. The City retains the right to award all or parts of this contract to several bidders, to not select any bidders, and/or to re-solicit proposals.

20. Q. If there are no bidders, would the City of Berkeley consider using the \$400,000 to hire in-house staff to process rebates?

20. A. See response to Question 19 above.

21. Q. If there are no bidders, would the City of Berkeley consider creating a rebate model similar to BayREN's rebates program but that has Labor Standards?

21. A. See response to Question 19 above.

22. Q. As it relates to implementation, is the City of Berkeley open to a rebate/credit program?

22. A. See response to Question 19 above.

23. Q. Has the City conducted a cost study to see if \$1.1 million is a large enough budget to pay for the cost of the audit, marketing and education to homeowners, construction materials, labor costs, and management costs?

23. A. A 2022 analysis that estimates costs and identifies potential funding is available here: https://www.beicities.org/s/BEI-Berkeley_Residential-Funding-Gap-Analysis_Feb-2023.pdf.

The applicant is expected to propose what can be accomplished within the \$1.5 million budget.

24. Q. How will the City of Berkeley participate in the marketing of these retrofit opportunities to homeowners/renters?

24. A. The City will assist with identifying target buildings with low-to-moderate income (LMI) owners and renters, including and not limited to multifamily buildings with LMI tenants, and

homes that have gone through low-income home rehabilitation projects. The City will support marketing and outreach to building owners.

25. Q. In previous RFPs issued by the City of Berkeley, have you required the awarded construction team to also be responsible for research and market analysis?

25. A. The City seeks a Program Administrator to convene a diverse team to complete all aspects of the Scope of Work. There is not a requirement that the construction team is responsible for all tasks in the scope of work, but the full team must be able to achieve all aspects of the scope of work.

26. Q. After surveying contractors who have read the RFP, they are very excited about this opportunity, especially because labor standards have been incorporated. However, the market analysis and research component has scared many high-road contractors from bidding this work. Is there an opportunity for Phase 1 of this project to be solicited in a separate RFP that specifically calls on non-construction contracting firms to conduct the scope of work and create a separate RFP that captures the work under Phase 2 where high road contractors would do the client management and retrofit work - scopes of work that they are experts in.

26. A. Respondents are encouraged to form teams to be able to respond to all phases of the RFP.

27. Q. If led by a General Contractor, can the General Contractor perform part of the scope of construction work or are they required to be non-performing?

27. A. Construction work can be performed by any entity licensed and qualified to do the work, and who meets the requirements set forth in the RFP. The RFP does not preclude a General Contractor from serving as the Program Administrator.

28. Q. Does the GC/contractor have to open bidding for a certain amount to ensure fair competition?

28. A. The Program Administrator is responsible for ensuring a fair and reasonable process and pricing that meets the goals, labor standards, and other requirements set forth in the RFP.

29. Q. Do the energy auditors have to be independent from the contractors doing the work?

29. A. No. All members of the team must be qualified and licensed (where applicable) to conduct the work they are responsible for.

Except as provided herein all other terms and conditions remain unchanged.