



Electric Partnership Program RFP Q&A
May 9, 2013

Q: Good Afternoon, the link for the RFP is no longer active and I cannot locate the RFP on ODSA's website, could you please send me a digital copy?

A: The active hyperlink to the RFP is http://www.development.ohio.gov/is/is_energyassist.htm click on the link "2013 EPP RFP" in the left-hand menu.

Q: Could you also please provide information on where the Bidder's Conference this Friday at 10:00 a.m. will be held.

A: The Bidder's Meeting is 10 a.m., Friday, May 10, 2013 in the Rife Center, 31st Floor, North Room, 77 South High Street, Columbus, Ohio 43215

Q: I went to the web site and could not find the EPP RFP and instructions. Please advise.

A: Please use the following link: http://development.ohio.gov/is/is_energyassist.htm

Q: Your link for info on this RFP goes to a site that is no longer functional. Please provide the correct link or return a file containing the RFP to my email.

A: Please use the following link: http://development.ohio.gov/is/is_energyassist.htm

Q: Does the proposal need to be in your office by then or can it be postmarked or UPS overnighted by then?

A: All proposals MUST be in this office no later than June 7, 2013 4 p.m. EDT.

May 13, 2013

Q: I am reaching out to your organization to get clarification on the EPP Program and its accompanying RFP. Is it just open to energy providers (i.e. Duke Energy) or is it open to both energy providers AND non-profit agencies which provide utility assistance (i.e. county CAAs)?

A: The RFP is open to any and all interested for-profit or not for profit organizations. However, the organization must demonstrate the ability to provide the services as described in the RFP.

Q: Are current providers issued 50 preference points per county currently served or just 50 points total?

A: 50 points total.

Q: How did you arrive at the allocation by utility totals listed in the RFP?

A: The allocations are based on a formula from the USF rate case, eligible clients per utility service territory, and the amount of extension funds requested by current providers. There will be no carryover funds at the end of Program Year 2012. All remaining funds must be returned and they will be reallocated to the new providers based upon service territory and need.

Q: Are we required to submit Attachments A, B, and I with our RFP?

A: No. Those documents were provided for your reference and are not required deliverables for the RFP.

Q: Are we required to submit a budget with the RFP?

A: No. A budget is not required for the RFP. The budget will be required at the time Funding Agreements are executed.

Q: Is section 5.5 a duplication of section 4.1.6? If so, are Memorandum of Agreement (MOA) partners considered contractors? (question revised and simplified)

A: Memorandum of Agreement (MOA) partners are considered contractors for the purpose of this RFP. Applicants with MOA partners will need to submit duplicate information in section 5.5 if they utilize an MOA partner to perform contracted services as well as inspections. If the applicant does not have an MOA in place, then only certifications for contracted services need to be submitted in section 4.1.6. Certifications for staff members (energy coordinator, auditors, etc.) should be submitted in section 5.5.

Q: Are new applicants expected to have certified personnel already in place?

A: No. New applicants must only demonstrate that they have staff members or contractors with the capacity to become certified and provide the services according to program standards.

Q: How do AEP Community Assistance Program (CAP) funds compare to this program? Are the funds the same or is it a completely separate program?

A: The AEP CAP is a completely separate program funded by the utility company. EPP is funded by the Universal Service Fund (USF).

Q: In regard to section 4.1.6, are providers expected to own their own weatherization inventory or can they use contractors?

A: Providers are expected to acquire inventory. They do not need to "own" it. The statement in the RFP simply means that neither the state of Ohio or the Ohio Development Services Agency will provide inventory for the EPP. Contractors are permitted.

Q: In regard to section 4.1.3, does Ohio Development Services Agency require information on all staff members or just high level staff members?



A: Applicants do not need to include every single employee on the organizational chart for section 4.1.3. A high-level organizational chart is sufficient and should include all major departments/programs and key staff members.

Q: In regard to section 4.1.4, does the Ohio Development Services Agency require every employee paid out of EPP to be included on the organizational chart (example: fiscal, support, etc.) like we did for HWAP?

A: Applicants are only required to include staff members directly involved in EPP. This may include the coordinator, support staff, auditors, intake, fiscal, etc. We want to know that the applicant has qualified personnel in place (or has the capability to provide the personnel) to effectively and efficiently deliver EPP services.

Q: Are we permitted to deliver Baseload Plus Weatherization (TEE) to eligible clients who heat with electric space heaters, even though their “main” source of heat may be fuel oil or some other means?

A: This question is not directly related to the RFP, so we will discuss this as a team and provide an answer to you at a later date.

Q: Since the HWAP priority points have changed and clients receiving utility program services are no longer automatically moved to the top of the list, how are we expected to perform (TEE jobs) at the same level that we have in the past?

A: Even though the HWAP priority point system has changed, the changes are subtle and do not affect a client's chances of being served.

Q: How will the funds be divided among the providers?

A: The allocations are based on a formula from the USF rate case, eligible clients per utility service territory, and the amount of extension funds requested by current providers. There will be no carryover funds at the end of Program Year 2012. All remaining funds must be returned and they will be reallocated to the new providers based upon service territory and need.

Q: Will SMOCERS still be used?

A: SMOCERS will be used for EPP weatherization jobs until HWAP is fully integrated into OCEAN.

Q: The price for R11 attic insulation is listed as \$60 on the Price List. Is that correct?

A: No. That is a typo. The correct price is \$0.60 per square foot.

Q: When the providers are selected, will the funding agreement be for one year?

A: The funding agreement will be a one year contract with the option for two amendments (resulting in a total of three possible years).



Q: The price for window a/c's and a whole house air conditioner seem outdated. Will the price list be reviewed for possible updates?

A: We can review the price list for weatherization measures at a later date if the providers feel that it is outdated.

Q: Can our MOA's be signed by the Executive Director and our Board Chair instead of all Board Members?

A: Yes.

Q: Where do I get a copy of the EPP price list?

A: The EPP Price List is attached to the RFP as Attachment I, located at http://www.development.ohio.gov/files/is/2013_EPP_RFP.pdf