

PROPOSER INFORMATION

Preferred Qualification Requirements

1. Provide documentation that demonstrates Proposer's ability to satisfy all of the preferred qualification requirements listed in Section 2.3 of the RFP. Proposers should provide supporting documentation that demonstrates their ability to meet the desired qualifications.

Please respond to the following questions:

Proposer's Past Performance, and Experience of Proposer's, Key Personnel and Subcontractor(s)

2. Describe the Proposer's past performance and experience and state the number of years that the Proposer has been in existence, the current number of employees, and the primary markets served.
3. Provide a detailed description of comparable contracts (similar in scope of services to those requested herein) which the Proposer has either ongoing or completed within the past three years. The description should identify for each project: (i) client, (ii) description of work, (iii) total dollar value of the contract, (iv) dates covering the term of the contract, (v) client contact person and phone number, (vi) statement of whether Proposer was the prime contractor or subcontractor, and (vii) the results of the project. Where possible, list and describe those projects performed for government clients or similar size private entities (excluding any work performed for the County).
4. List all contracts which the Proposer has performed for Miami-Dade County. The County will review all contracts the Proposer has performed for the County in accordance with Section 2-8.1(g) of the Miami-Dade County Code, which requires that "a Bidder's or Proposer's past performance on County Contracts be considered in the selection of Consultants and Contractors for future County Contracts." As such the Proposer must list and describe all work performed for Miami-Dade County and include for each project: (i) name of the County Department which administers or administered the contract, (ii) description of work, (iii) total dollar value of the contract, (iv) dates covering the term of the contract, (v) County contact person and phone number, (vi) statement of whether Proposer was the prime contractor or subcontractor, and (vii) the results of the project.

Key Personnel and Subcontractors Performing Services

5. Provide an organization chart showing all key personnel, including their titles, to be assigned to this project. This chart must clearly identify the Proposer's employees and those of the subcontractors or sub-consultants and shall include the functions to be performed by the key personnel. All key personnel include all partners, managers, seniors and other professional staff that will perform work and/or services in this project.
6. List the names and addresses of all first tier subcontractors, and describe the extent of work to be performed by each first tier subcontractor. Describe the experience, qualifications and other vital information, including relevant experience on previous similar projects, of the subcontractors who will be assigned to this project.
7. Describe the experience, qualifications and other vital information, including relevant experience on previous similar projects, of all key personnel, including those of subcontractors, who will be assigned to this project.
8. Provide resumes, if available with job descriptions and other detailed qualification information on all key personnel who will be assigned to this project, including any key personnel of subcontractors.

Note: After proposal submission, but prior to the award of any contract issued as a result of this Solicitation, the Proposer has a continuing obligation to advise the County of any changes, intended or otherwise, to the key personnel identified in its proposal.

Proposed Approach to Providing the Services

9. Describe Proposer's specific project plan and procedures to be used in providing the services in the Scope of Services (see Section 2.0).
10. Describe Proposer's approach to project organization and management, including the responsibilities of Proposer's management and staff personnel that will perform work in this project.
11. Identify if Proposer has taken any exception to the terms of this Solicitation. If so, indicate what alternative is being offered and the cost implications of the exception(s).
12. Discuss how the proposer will market the PACE Program.

Proposed PACE Program

13. Discuss the proposed Program:
 - a) Does the proposed Program meet the requirements of Statue 163.08?
 - b) What are the financing options available to property owners in Miami-Dade County?
 - c) What investment partners will be relied upon to provide the financing options?
 - d) Confirm that the proposed Program does not consider that the County will participate as an investment partner.
 - e) How are subcontractors and other parties that will provide the services required by this solicitation be hired? What criterion is used to determine if a subcontractor is "qualified"?
 - f) What services and conservation measures will be offered by the proposed Program?
 - g) Has the proposed Program been implemented/being implemented in another governmental entity? If so, provide details.
 - h) Describe how loan rates are determined, and how final interest rates offered to property owners derived.
 - i) Discuss the application process for property owners. Who conducts the process, and how are property owners notified?
 - j) How are products selected that are offered through the Program? Are property owners that are seeking to take advantage of energy conservation measures given a choice of products from which to choose?
 - k) What mechanisms are built into the Program that would allow the County to track activity, number and value of installations, projected energy savings, demographics, number of applications denied, and the reason, etc.
 - l) Does the proposed Program have a customer feedback system in place for handling complaints? How does it work?
 - m) Does your program protect the County from legal liability? If so, please explain.
 - n) What is the source of funding for your program? Are funds available immediately? If no, please indicate when funding will be available for the program.
 - o) In your program, are you including costs to be borne by the County for the following tasks? If so, how much?
 - a. Bond issuance
 - b. Judicial validation
 - c. Establishing a district if needed
 - d. Operating expenses for program
 - e. Other costs to the County please specify
 - p) Will your program be offered to commercial, industrial and residential property owners in Unincorporated Miami-Dade County? If no please explain.
 - q) If your program is selected, can the program be offered to other municipalities within Miami-Dade County at no cost to the municipality? Please explain the process to be engaged.
 - r) The County wishes to understand how the proposed Program works, what loan options may be available thru the Program, what fees and associated cost would apply, and other cost factors that may apply.

Considering table below, discuss how your program addresses each property type, and answer each question.

Property Type	Property just market value	Equity on Property	Cost of improvement	Type of improvement	Financing for	Interest rate	Notes
Residential	\$250,000	\$30,000	\$20,000	Roof replacement	15-years	Please provide	Assessment was placed on May 1, 2013 and the Contractor was paid by wire on June 1, 2013
Industrial	\$1,000,000	\$300,000	\$200,000	HVAC replacement	10-years	Please provide	Assessment was placed on May 1, 2013 and the Contractor was paid by wire on June 1, 2013
Commercial	\$1,000,000	\$300,000	\$200,000	HVAC replacement	10-years	Please provide	Assessment was placed on May 1, 2013 and the Contractor was paid by wire on June 1, 2013

- i. What is the total amortized amount? Display the amortization table.
 - ii. What is the estimated property owner annual payment excluding tax collector/property appraiser fees?
 - iii. What is the estimated tax collector/property appraiser fee?
 - iv. What is the estimated capitalized interest portion?
- s) What are the charges to the residential, commercial and industrial property owner above for:

Application Fee
 Site Inspection
 Energy Audit
 Title Search
 Recording Fees
 Filing Fees
 District Setup Fee
 District Admin Fee
 District Legal Fee
 Insurance Fee for energy savings warranties
 Other Fees required by your program and not listed above

Please assume assessment payoff in 15-year and paid in full in end of 5th year.

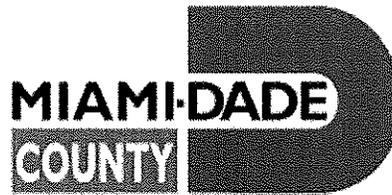
- t) Please provide the current rates and terms for your program? Please provide rates for at least 5, 10, 15 and 20 years for residential, industrial and commercial customers.
- u) Please list any fees paid by contractors in order to participate in your program, including but not limited to application fees and program fees. Please list amount and how fees are determined/calculated:
 - i) Contractor Application Fee
 - ii.) Contractor Program Participation Fee
 - iii.) All other Contractor Fees
- v) If selected, how much time will be required after negotiating the contract to open the program to property owners and start funding qualifying improvements? Please include timelines for setting up the district if needed, judicially validating the bonds if needed, etc.

- w) Does your program require exclusive rights or is open to competition from other PACE Providers? Please explain.
- x) What mechanisms are in place to monitor and assure customer satisfaction?
Does your program require property owners and or contractors to purchase insurance for energy savings warranties? If so please provide details such as assessment threshold value that triggers insurance requirements, etc. If your program doesn't require this type of insurance, do you offer this type of insurance for interested property owners and or contractors?

Program Vision

- 14. Discuss how the proposed Program will achieve the goals outlined in the solicitation:
 - a. Lower long-term residential utility costs;
 - b. Reduce community-wide Green House Gas (GHG) emissions;
 - c. Create local economic benefits; and
 - d. Provide a Program at no cost to the County.

This document is a draft of a planned solicitation and is subject to change without notice.



**REQUEST FOR PROPOSALS (RFP) No. 00066
FOR
Property Assessment Clean Energy (PACE) Provider**

PRE-PROPOSAL CONFERENCE TO BE HELD:

June 13, 2014 at 1:00 PM (EST)
111 NW 1st Street, 18th Floor, Conf. Rm.18-4, Miami, Florida

ISSUED BY MIAMI-DADE COUNTY:

Internal Services Department, Procurement Management Services Division
for
Resource and Environmental Regulations Department

COUNTY CONTACT FOR THIS SOLICITATION:

Fred Simmons, Jr., CPPO, Procurement Contracting Officer
111 NW 1st Street, Suite 1300, Miami, Florida 33128
Telephone: (305) 375-4259
E-mail: @miamidade.gov

**PROPOSAL RESPONSES DUE:
July 11, 2014**

Electronic proposal responses to this RFP are to be submitted through a secure mailbox at BidSync until the date and time as indicated in this document. It is the sole responsibility of the Proposer to ensure its proposal reaches BidSync before the Solicitation closing date and time. There is no cost to the Proposer to submit a proposal in response to a Miami-Dade County solicitation via BidSync. Electronic proposal submissions may require the uploading of electronic attachments. The submission of attachments containing embedded documents or proprietary file extensions is prohibited. All documents should be attached as separate files. All proposals received and time stamped through the County's third party partner, BidSync, prior to the proposal submittal deadline shall be accepted as timely submitted. The circumstances surrounding all proposals received and time stamped after the proposal submittal deadline will be evaluated by the procuring department in consultation with the County Attorney's Office to determine whether the proposal will be accepted as timely. Proposals will be opened promptly at the time and date specified. The responsibility for submitting a proposal on or before the stated time and date is solely and strictly the responsibility of the Proposer. The County will in no way be responsible for delays caused by technical difficulty or caused by any other occurrence. All expenses involved with the preparation and submission of proposals to the County, or any work performed in connection therewith, shall be borne by the Proposer(s).

The submittal of a proposal by a Proposer will be considered by the County as constituting an offer by the Proposer to perform the required services at the stated prices. A Proposer may submit a modified proposal to replace all or any portion of a previously submitted proposal until the proposal due date. The County will only consider the latest version of the proposal. For competitive bidding opportunities available, please visit the County's Internal Services Department website at: <http://www.miamidade.gov/procurement/>.

Requests for additional information or inquiries must be made in writing and submitted using the question/answer feature provided by BidSync at www.bidsync.com. The County will issue responses to inquiries and any changes to this Solicitation it deems necessary in written addenda issued prior to the proposal due date (see **addendum section of BidSync Site**). Proposers who obtain copies of this Solicitation from sources other than through BidSync risk the possibility of not receiving addenda and are solely responsible for those risks.

1.0 PROJECT OVERVIEW AND GENERAL TERMS AND CONDITIONS

1.1 Introduction

Miami-Dade County, hereinafter referred to as the County, as represented by the Miami-Dade County Internal Services Department, is soliciting proposals for a qualified PACE Provider ("Provider") to be responsible for delivering a "turnkey" PACE Program and services. The Provider shall deliver, and manage "property assessment clean energy programs" ("PACE" or "Program"), for County residents, and commercial entities within the unincorporated areas of Miami-Dade County who may wish to improve energy efficiency, install energy improvements or retrofits, and improve water conservation for commercial and residential properties by taking advantage of viable voluntary financing programs, or loans. The County intends to engage one or more Providers through a public/private partnership to provide third party administrator services and implement a PACE Program at no cost to Miami-Dade County government.

An energy efficiency financing district can be a significant part of our region's efforts to reduce greenhouse gas emissions, reduce air pollution, and reduce energy costs for residents and businesses. Solar and energy efficient systems are already cost effective for many residential and commercial property owners.

County Resolution No. R-143-10, adopted by the Board of County Commission ("Board"), in February 2010, expressed the Board's intent to establish a property assessed clean energy (PACE) program. On April 30, 2010, the Florida Legislature enacted Florida Statute 163.08 which established the legal framework for PACE programs in the State of Florida (State). In November 2010, the Board enacted Ordinance No. 10-78 pursuant to the framework established by the State, which created definitions, requirements, and regulations for a voluntary PACE program, and is codified in Sections 2-2079 through 2-2091 of the County Code ("County Code").

Through this solicitation, the County will establish one or more agreement (s) with Provider(s) to deliver a PACE Program consistent with Board legislation, which includes a wide range of services required for effective Program implementation; including energy surveys, project evaluation and approval, financing, and post installation verification. Services to be delivered by the Provider are detailed herein (see section 2.5), which include coordination with contractors and PACE Program reporting. The intent of the Program is to provide turnkey services for Miami-Dade County property owners who would otherwise be unable or unwilling to finance efficiency improvements and renewable energy options.

The County anticipates awarding contracts to one or more Providers that meet the requirements outlined in Section 2.2 herein, for a five-year (5) period, with one five-year (5) option to renew, at the County's sole discretion.

The anticipated schedule for this Solicitation is as follows:

Solicitation Issued:	June 6, 2014
Pre-Proposal Conference:	See front cover for date, time, and place. Attendance is recommended but not mandatory. If you need a sign language interpreter or materials in accessible format for this event, please call the ADA Coordinator at (305) 375-2013 or email hjwrig@miamidade.gov at least five days in advance.
Deadline for Receipt of Questions:	
Proposal Due Date:	See front cover for date and time.
Evaluation Process:	Week of July 14, 2014
Projected Award Date:	September 16, 2014

1.2 Definitions

The following words and expressions used in this Solicitation shall be construed as follows, except when it is clear from the context that another meaning is intended:

1. The word "Provider" to mean the County's representative that will provide and manage Property Assessment Clean Energy (PACE) Programs within unincorporated Miami-Dade County.
2. The word "Contractor" to mean the Proposer that receives any award of a contract from the County as a result of this Solicitation, also to be known as "the prime Contractor".
3. The word "County" to mean Miami-Dade County, a political subdivision of the State of Florida.
4. The word "Proposer" to mean the person, firm, entity or organization, as stated on the Solicitation Submittal Form, submitting a response to this Solicitation.
5. The words "Scope of Services" to mean Section 2.0 of this Solicitation, which details the work to be performed by the Contractor.

6. The word "Solicitation" to mean this Request for Proposals (RFP) or Request for Qualifications (RFQ) document, and all associated addenda and attachments.
7. The word "Subcontractor" to mean any person, firm, entity or organization, other than the employees of the Contractor, who contracts with the Contractor to furnish labor, or labor and materials, in connection with the Services to the County, whether directly or indirectly, on behalf of the Contractor.
8. The words "Work", "Services", "Program", or "Project" to mean all matters and things that will be required to be done by the Contractor in accordance with the Scope of Services and the terms and conditions of this Solicitation.

1.3 General Proposal Information

The County may, at its sole and absolute discretion, reject any and all or parts of any or all responses; accept parts of any and all responses; further negotiate project scope and fees; postpone or cancel at any time this Solicitation process; or waive any irregularities in this Solicitation or in the responses received as a result of this process. A proposal shall be the Proposer's firm commitment to provide the goods and services solicited in the manner requested in the Solicitation and described in the proposal. In the event that a Proposer wishes to take an exception to any of the terms of this Solicitation, the Proposer shall clearly indicate the exception in its proposal. No exception shall be taken where the Solicitation specifically states that exceptions may not be taken. Further, no exception shall be allowed that, in the County's sole discretion, constitutes a material deviation from the requirements of the Solicitation. Proposals taking such exceptions may, in the County's sole discretion, be deemed nonresponsive. The County reserves the right to request and evaluate additional information from any respondent regarding respondent's responsibility after the submission deadline as the County deems necessary.

Proposals shall be irrevocable until contract award unless the proposal is withdrawn. A proposal may be withdrawn in writing only, addressed to the County contact person for this Solicitation, prior to the proposal due date or upon the expiration of 180 calendar days after the opening of proposals.

Proposers are hereby notified that all information submitted as part of, or in support of proposals will be available for public inspection after opening of proposals, in compliance with Chapter 119, Florida Statutes, popularly known as the "Public Record Law". The Proposer shall not submit any information in response to this Solicitation which the Proposer considers to be a trade secret, proprietary or confidential. The submission of any information to the County in connection with this Solicitation shall be deemed conclusively to be a waiver of any trade secret or other protection, which would otherwise be available to Proposer. In the event that the Proposer submits information to the County in violation of this restriction, either inadvertently or intentionally, and clearly identifies that information in the proposal as protected or confidential, the County may, in its sole discretion, either (a) communicate with the Proposer in writing in an effort to obtain the Proposer's written withdrawal of the confidentiality restriction or (b) endeavor to redact and return that information to the Proposer as quickly as possible, and if appropriate, evaluate the balance of the proposal. Under no circumstances shall the County request the withdrawal of the confidentiality restriction if such communication would in the County's sole discretion give to such Proposer a competitive advantage over other proposers. The redaction or return of information pursuant to this clause may render a proposal non-responsive.

Any Proposer who, at the time of proposal submission, is involved in an ongoing bankruptcy as a debtor, or in a reorganization, liquidation, or dissolution proceeding, or if a trustee or receiver has been appointed over all or a substantial portion of the property of the Proposer under federal bankruptcy law or any state insolvency law, may be found non-responsive. To request a copy of any ordinance, resolution and/or administrative order cited in this Solicitation, the Proposer must contact the Clerk of the Board at (305) 375-5126.

1.4 Cone of Silence

Pursuant to Section 2-11.1(t) of the Miami-Dade County Code, as amended, a "Cone of Silence" is imposed upon each RFP or RFQ after advertisement and terminates at the time a written recommendation is issued. The Cone of Silence prohibits any communication regarding RFPs or RFQs between, among others:

- potential Proposers, service providers, lobbyists or consultants **and** the County's professional staff including, but not limited to, the County Mayor and the County Mayor's staff, County Commissioners or their respective staffs;
- the County Commissioners or their respective staffs **and** the County's professional staff including, but not limited to, the County Mayor and the County Mayor's staff; or
- potential Proposers, service providers, lobbyists or consultants, any member of the County's professional staff, the Mayor, County Commissioners or their respective staffs **and** any member of the respective selection committee.

The provisions do not apply to, among other communications:

- oral communications with the staff of the Vendor Assistance Unit, the responsible Procurement Agent or Contracting Officer, provided the communication is limited strictly to matters of process or procedure already contained in the solicitation document;
- oral communications at pre-proposal conferences, oral presentations before selection committees, contract negotiations during any duly noticed public meeting, public presentations made to the Board of County Commissioners during any duly noticed public meeting; or
- communications in writing at any time with any county employees, official or member of the Board of County Commissioners unless specifically prohibited by the applicable RFP or RFQ documents.

When the Cone of Silence is in effect, all potential vendors, service providers, bidders, lobbyists and consultants shall file a copy of any written correspondence concerning the particular RFP or RFQ with the Clerk of the Board, which shall be made available to any person upon request. The County shall respond in writing (if County deems a response necessary) and file a copy with the Clerk of the Board, which shall be made available to any person upon request. Written communications may be in the form of e-mail, with a copy to the Clerk of the Board at clerkbcc@miamidade.gov.

All requirements of the Cone of Silence policies are applicable to this Solicitation and must be adhered to. Any and all written communications regarding the Solicitation are to be submitted only to the Procurement Contracting Officer with a copy to the Clerk of the Board. Proposers are hereby notified that direct communication written or otherwise, to Selection Committee members or the Selection Committee as a whole are expressly prohibited. Any oral communications with Selection Committee members other than as provided in Section 2-11.1 of the Miami-Dade County Code are prohibited. The Cone of Silence shall not apply to oral communications at pre-proposal conferences, oral presentations before selection committees, contract negotiations during any duly noticed public meeting, public presentations made to the Board of County Commissioners during any duly noticed public meeting or communications in writing at any time with any county employee, official or member of the Board of County Commissioners unless specifically prohibited by the applicable RFP, RFQ or bid documents. The Proposer shall file a copy of any written communication with the Clerk of the Board. The Clerk of the Board shall make copies available to any person upon request.

1.5 Public Entity Crimes

Pursuant to Paragraph 2(a) of Section 287.133, Florida Statutes, a person or affiliate who has been placed on the convicted vendor list following a conviction for a public entity crime may not submit a proposal for a contract to provide any goods or services to a public entity; may not submit a proposal on a contract with a public entity for the construction or repair of a public building or public work; may not submit proposals on leases of real property to a public entity; may not be awarded or perform work as a contractor, supplier, subcontractor, or consultant under a contract with any public entity; and, may not transact business with any public entity in excess of the threshold amount provided in Section 287.017 for Category Two for a period of thirty-six (36) months from the date of being placed on the convicted vendor list.

1.6 Lobbyist Contingency Fees

- a) In accordance with Section 2-11.1(s) of the Code of Miami-Dade County, after May, 16, 2003, no person may, in whole or in part, pay, give or agree to pay or give a contingency fee to another person. No person may, in whole or in part, receive or agree to receive a contingency fee.
- b) A contingency fee is a fee, bonus, commission or non-monetary benefit as compensation which is dependent on or in any way contingent upon the passage, defeat, or modification of: 1) any ordinance, resolution, action or decision of the County Commission; 2) any action, decision or recommendation of the County Mayor or any County board or committee; or 3) any action, decision or recommendation of any County personnel during the time period of the entire decision-making process regarding such action, decision or recommendation which foreseeably will be heard or reviewed by the County Commission or a County board or committee.

1.7 Collusion

In accordance with Section 2-8.1.1 of the Code of Miami-Dade County, where two (2) or more related parties, as defined herein, each submit a proposal for any contract, such proposals shall be presumed to be collusive. The foregoing presumption may be rebutted by the presentation of evidence as to the extent of ownership, control and management of such related parties in preparation and submittal of such proposals. Related parties shall mean Proposer or the principals thereof which have a direct or indirect ownership

interest in another Proposer for the same contract or in which a parent company or the principals thereof of one Proposer have a direct or indirect ownership interest in another Proposer for the same contract. Proposals found to be collusive shall be rejected. Proposers who have been found to have engaged in collusion may be considered non-responsible, and may be suspended or debarred, and any contract resulting from collusive bidding may be terminated for default.

**1.8 Expedited Purchasing Program
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1.9 Contract Measures (Will send to SBD when SOS is developed)

This Solicitation includes contract measures for Miami-Dade County Certified Small Business Enterprises (SBE's) pursuant to Section 2-8.1.1.1.1 of the Code of Miami-Dade County as follows:

Set-aside:

This Solicitation is set-aside for SBE's.

Subcontractor Goal:

____% SBE subcontractor goal is applicable. The purpose of a subcontractor goal is to have portions of the work under the prime contract performed by available subcontractors that are certified SBEs for contract values totaling not less than the percentage of the prime contract value set out in this Solicitation. Subcontractor goals may be applied to a contract when estimates made prior to solicitation advertisement identify the quality; quantity and type of opportunities in the contract and SBEs are available to afford effective competition in providing a percentage of these identified services. Proposers shall submit a completed Schedule of Intent Affidavit (Form SBD 504) at the time of proposal identifying all SBEs to be utilized to meet the subcontractor goal. The Schedule of Intent Affidavit shall specify the scope of work and commodity code the SBE will perform. The Schedule of Intent Affidavit constitutes a written representation by the Proposer that to the best of the Proposer's knowledge the SBEs listed are available and have agreed to perform as specified, or that the Proposer will demonstrate unavailability. The Schedule of Intent form can be found at <http://www.miamidade.gov/business/library/forms/sbe-soi.pdf>.

The participating SBE firms (or joint ventures) must have a valid Miami-Dade County SBE certification by the proposal submittal deadline of this Solicitation, as well as, meet all other requirements. Additional information regarding Miami-Dade County's Small Business Enterprise Program, including new amendments to the program, is available on the Small Business Development's website <http://www.miamidade.gov/business/business-certification-programs-SBE.asp>.

(If Selection Factor use Section 4.4 and delete above section.)

2.0 SCOPE OF SERVICES

2.1 Background

The County intends to engage one or more PACE Program Providers through a public/private partnership to provide third party administrator services and implement a "property assessment clean energy program" or ("PACE" or "Program") whereby the citizens of Miami-Dade County, industrial and commercial entities within the unincorporated areas of Miami-Dade County may wish to improve energy efficiency, install energy improvements or retrofits that comply at a minimum with Florida Statue 163.08 and Miami-Dade County Ordinance 10-78, for commercial, industrial and residential properties, and deliver financing targeted at energy conservation and efficiency retrofit for the homeowners and businesses of Miami-Dade County at no cost to Miami-Dade County government.

The Program shall address the wide range of services required for effective energy efficiency retrofit financing and implementation, including but not limited to, a description of processes for energy use surveys, project evaluation and approval, financing, and post installation verification. Provider's responsibilities shall include coordination with the county, contractors, and reporting of Program success and failures (also see section 2.5: Provider Service). The intent of the program is to provide "turnkey" services for Miami-Dade County property owners who would otherwise be unable or unwilling to finance energy efficiency improvements and renewable energy options. Potential expansion of the financing to Miami-Dade County Municipalities should also be addressed.

Financing vehicles, many developed nationwide, may be offered to property owners and owners of real property within unincorporated Miami-Dade County, which may provide a financial opportunity for property owners to finance qualified energy improvements and retrofits to their property. Such financing vehicles are designed to be secured by an annual assessment on such property which is paid as part of the annual ad valorem tax bill.

The County intends to engage one or more Provider(s) in a public/private partnership to provide administrative services and to implement and manage the Program. The citizens, industrial and commercial entities within the unincorporated areas of Miami-Dade County may wish to improve energy efficiency, install energy improvements or retrofits for commercial, industrial and residential properties, and access financing targeted at energy conservation and efficiency retrofit for the homeowners and businesses at no cost to the County.

2.2 Program Vision:

The County is seeking a Program to achieve four key goals:

- 2.2.1 Lower long-term residential, commercial and industrial utility costs;
- 2.2.2 Reduce community-wide GHG emissions;
- 2.2.3 Create local economic benefits; and
- 2.2.4 Provide a program at no cost to the County.

The Program will allow residential, industrial and commercial property owners (Participants) to make energy conservation, renewable energy and window resistance improvements, as specified in Florida Statue 163.08 and Miami-Dade County Ordinance 10-78 and allow participants to pay for the cost over a multi-year period (not to exceed 20 years), through an annual assessment on their property tax bills. No Participant shall be subject to an assessment unless they volunteer to participate in the Program. Participants, who have qualifying improvement systems installed on their property, would pay only for the cost of their project (including principal, interest, reserves, and administrative costs) and fees to administer the Program. Ideally, there will be no upfront costs for Participants and the tax assessment should remain with the property upon sale or transfer. Individual property owners would contract with a Provider (s) for construction and installation of the projects.

The County will actively assist in the marketing, education, and enrollment components of the Program through its Regulatory and Economic Resources (RER) Department– Office of Sustainability.

In order to ensure that all property owners have easy access to the financing tools offered under the Program, a PACE Provider (s) shall take a multi-faceted outreach approach to County property owners. Some outreach mechanisms should include an easy-to-navigate website that contains important program information, applications, and online submittal options and bilingual program staff and materials. In addition, the County prefers that the Provider to the extent possible use local workforce and have offices within the boundaries of the County that will offer property owners an in-person opportunity to learn about home/building retrofit options, discuss program parameters, and sign any important legal documents, including a loan agreement and authorization allowing the Tax Collector to add an assessment to the property tax bill.

Firms submitting proposals (Proposer) should outline a full service, turnkey Program that effectively achieves the stated goals, while providing an attractive financing product to County property owners. The County will not assume any ongoing program implementation costs or financial/legal liabilities and the Program must be self-sustaining over its life. The successful Proposer(s) will need to be prepared to put in place all legal frameworks, including program validation and setting up a financial district, if necessary, as part of the Program. After a Provider (s) is selected, a stakeholder engagement process will be initiated to ensure that County property owners and leaders have an opportunity to provide feedback on final Program design. Finally, the County will make efforts to assist other jurisdictions, especially County municipalities, in their sustainability initiatives, whenever possible. As such, the County requests that any proposed Program also be made available to County municipalities, if they choose to participate.

2.3 Preferred Qualifications:

- 2.3.1 Office within the boundaries of Miami-Dade County;
- 2.3.2 Bi-lingual Staff and material;
- 2.3.3 Access to financing in the amount of at least \$150,000,000 - Bonds will not be issued by the County;
- 2.3.4 Comply with the State of Florida Statue 163.08 to administer a PACE Program;
- 2.3.5 At least one long term financial rating of "AA3/AA-/AA-" by Moody's, S&P of Fitch, respectively; and
- 2.3.6 Experience to establish "energy efficiency standards"
- 2.3.7 Experience managing large scale projects;

- 2.3.8 Experience with energy conservation projects and qualified improvements as specified in Florida Statute 163.08 and Miami-2.3.10 Dade County Ordinance 10-78;
- 2.3.11 Experience in marketing and educating the public about the Program through multiple modes; including web-based, outreach to the building and installation industry, mail campaigns, television, social media, educational seminars, etc.
- 2.3.12 Expertise in determining Qualifying Improvements;
- 2.3.13 Expertise in determining County owner's eligibility to participate– criteria to qualify Participants in FL Statute 163.08;
- 2.3.14 Construction contract expertise;
- 2.3.15 Capable of reviewing contracts;
- 2.3.16 Experience with different energy efficient products to determine if contract meets "energy efficiency standards";
- 2.3.17 Expertise in determining proper permitting and inspections;
- 2.3.18 Expertise in filing liens; and
- 2.3.19 Thorough knowledge of the Underwriting process, including management of assessments and payments with Tax Collectors, Property Appraisers and Participants. Roles of the Tax Collector and/or Property Appraiser and if desired by Participant, participation of a mortgage holder in providing escrow services;

2.4 Program Description:

The Program shall:

- 2.4.1 Allow residential, industrial and commercial property owners to voluntarily make energy conservation, renewable energy, window resistance and other improvements as specified in Florida Statute 163.08 and Miami-Dade County Ordinance 10-78, and pay for the cost over a multi-year period (not to exceed 20 years), through an annual assessment on their property tax bills.
- 2.4.2 Be at no cost or liability to the County with limited involvement of County staff.
- 2.4.3 Not consider County Bonds as a financing option for the Program.
- 2.4.4 Allow for energy audits
- 2.4.5 Qualify property owner's project (Qualifying Improvement)
- 2.4.6 Allow for the selection of Qualified Contractors by Participants
- 2.4.7 Possess a website for Qualified Contractors and Participants to apply;
- 2.4.8 Established funding program to include:
 - 2.4.8.1 Financing Agreement;
 - 2.4.8.2 Program amount and limits;
 - 2.4.8.3 If a district/judicial validation need to be formed, all costs to be paid by Administrator(s).
 - 2.4.8.4 No involvement from County staff or funds;
 - 2.8.4.5 Signing of all financing agreements by the Program Provider(s). No involvement from County staff;
 - 2.8.4.6 Ongoing program support to Qualified Contractors and Participants;
 - 2.8.4.7 Provide qualified personnel that will manage and implement Program objectives;
 - 2.8.4.8 Work closely with the County's key stake holders in implementing Program requirements,
 - 2.8.4.9 Reporting successes and failures of Program (objectives); and
 - 2.8.4.10 Coordinate legislative initiatives for Program activities.

2.5 Provider Scope of Services:

- 2.5.1 The Provider's should:
 - 2.5.1.1 Establish acceptable "energy efficiency standards"
 - 2.5.1.2 Educate and market to County property owners the Program
 - 2.5.1.3 Use Qualified Contractors, who are registered in the County or certified by the State to practice their trade, have all required licenses and business permits and have proper liability insurances and workman's compensation.
 - 2.5.1.4 Establish an easy to navigate website that contains important program information, applications, and online submittal options and bilingual program staff and materials.
 - 2.5.1.5 Accept application from County property owners – in person or via internet
 - 2.5.1.6 Market qualified improvements as specified in Florida Statute 163.08 and Miami-Dade County Ordinance 10-78-
 - 2.5.1.7 Qualify property owner for financing if required. Serve a residential, industrial and commercial property owners within the unincorporated area of Miami-Dade County;
 - 2.5.1.8 Purchase energy efficient equipment to afford quantity discounts

- 2.5.1.9 Assist Participants with applications, questions on financing, funding and inclusion of the assessment on the property tax bill;
- 2.5.1.10 Provide quarterly and upon requested all transaction information to the County's RER – Office of Sustainability
- 2.5.1.11 Provide a program manager to conduct Program oversight and coordination with the County

2.6 Proposer Service Tasks

The Provider can expect to provide services including, but not limited to administration, finance, and marketing. Below is a description of the level of effort associated with each of these tasks.

Task 1 – Administration: The Provider shall administer the PACE program for the County. This includes, but is not limited to, processing applications, providing customer service, management of assessments and payments, recruitment of applicants, engagement with contractors who perform the qualifying improvements; and ongoing program support.

Task 2 – Financing: As part of the PACE program, the Provider shall provide all upfront financing for the qualifying improvements. The financing will be secured by a lien placed on the property and the loan(s) will be repaid by a special assessment imposed against the property. It is anticipated that this special assessment will be placed on the property's tax bill. The Provider should comply with appropriate underwriting and consumer protection standards, which will comply at a minimum with applicable law including federal and state rules.

Task 3 – Marketing: The Provider shall implement a marketing plan for the PACE program. As a part of its marketing plan, the Provider shall provide a localized website or portal outlining the specifics of the PACE program; provide educational and training materials for those property owners interested in participating in the program; assist in getting local contractors trained and certified to participate in the program; and a local outreach program utilizing the web, local media, and other means.

2.7 Reporting

The Program shall meet the County's legislative requirement for Program monitoring tracking. The Selected Proposer shall develop with County staff the appropriate milestone measurements and tracking mechanism necessary to provide timely information to the County regarding the Programs' successes and failures. Examples of such reporting requirements include, but are not limited to:

- a) Number and value of installations
- b) Projected energy savings
- c) Demographics
- d) Number of customer complaints
- e) Jobs created
- f) Number of applications decline and reason

3.0 RESPONSE REQUIREMENTS

3.1 Submittal Requirements

In response to this Solicitation, Proposer should **complete and return the entire Proposal Submission Package**. Proposers should carefully follow the format and instructions outlined therein. All documents and information must be fully completed and signed as required and submitted in the manner described.

The proposal shall be written in sufficient detail to permit the County to conduct a meaningful evaluation of the proposed services. However, overly elaborate responses are not requested or desired.

4.0 EVALUATION PROCESS

4.1 Review of Proposals for Responsiveness

Each proposal will be reviewed to determine if the proposal is responsive to the submission requirements outlined in this Solicitation. A responsive proposal is one which follows the requirements of this Solicitation, includes all documentation, is submitted in the format outlined in this Solicitation, is of timely submission, and has the appropriate signatures as required on each document. Failure to comply with these requirements may result in the proposal being deemed non-responsive.

4.2 Evaluation Criteria

Proposals will be evaluated by an Evaluation/Selection Committee (Committee). Proposals will be evaluated on the evaluation criteria below. The Committee will be comprised of appropriate County personnel, and may include personnel from outside the County who possess the appropriate knowledge and experience required to evaluate proposals, and determine if the proposal meets the requirements set forth in Section 2.0. The County strives to ensure that the Evaluation/Selection Committee is balanced with regard to both ethnicity and gender. The total maximum number of points per Evaluation/Selection Committee member is 200 points.

<u>Technical Criteria</u>	<u>Points</u>
1. Proposer's relevant experience and qualifications, and experience of key personnel	30
2. Experience and qualifications of subcontractors including those of subcontractors that will be assigned to this project	20
2. Proposer's PACE Program as requested in this Solicitation	100
3. Proposer's plans to market the PACE Program	50

4.3 Oral Presentations

The Committee may choose to conduct an oral presentation with Proposer(s) which the Committee determines requires clarification of information contained in their proposals. (See Affidavit – "Lobbyist Registration for Oral Presentation" regarding registering speakers in the proposal for oral presentations.) Upon completion of the oral presentation(s), the Committee will make a pass/fail determination.

4.4 Selection Factor (Does not apply)

This Solicitation includes a selection factor for Miami-Dade County Certified Small Business Enterprises (SBE's) as follows. A SBE/Micro Business Enterprise is entitled to receive an additional ten percent (10%) of the total technical evaluation points on the technical portion of such Proposer's proposal. An SBE/Micro Business Enterprise must be certified by Small Business Development for the type of goods and/or services the Proposer provides in accordance with the applicable Commodity Code(s) for this Solicitation. For certification information contact Small Business Development at (305) 375-2378 or access <http://www.miamidade.gov/business/business-certification-programs-SBE.asp>. The SBE/Micro Business Enterprise must be certified by proposal submission deadline, at contract award, and for the duration of the contract to remain eligible for the preference. Firms that graduate from the SBE program during the contract may remain on the contract.

OR

A Selection Factor is not applicable to this Solicitation.

OR

(If no points are assigned to evaluation criteria, include the following in addition to above paragraph):

Whenever there are two best ranked proposals that are substantially equal and only one of the two so ranked proposals is submitted by a Proposer entitled to a selection factor, the selection factor shall be the deciding factor for award.

4.5 Local Certified Service-Disabled Veteran's Business Enterprise Preference

This Solicitation includes a preference for Miami-Dade County Local Certified Service-Disabled Veteran Business Enterprises in accordance with Section 2-8.5.1 of the Code of Miami-Dade County. A VBE is entitled to receive an additional five percent (5%) of the total technical evaluation points on the technical portion of such Proposer's proposal. If a Miami-Dade County Certified Small Business Enterprise (SBE) measure is being applied to this Solicitation, a VBE which also qualifies for the SBE measure shall not receive the veteran's preference provided in this section and shall be limited to the applicable SBE preference.

4.6 Price Evaluation Intentionally Omitted

4.7 Local Preference

The evaluation of competitive solicitations is subject to Section 2-8.5 of the Miami-Dade County Code, which, except where contrary to federal or state law, or any other funding source requirements, provides that preference be given to local businesses. If, following the completion of final rankings by the Evaluation/Selection Committee a non-local Proposer is the highest ranked responsive and responsible Proposer, and the ranking of a responsive and responsible local Proposer is within 5% of the ranking obtained by said non-local Proposer, then the Evaluation/Selection Committee will recommend that a contract be negotiated with said local Proposer.

4.8 Negotiations The County may award a contract on the basis of initial offers received, without discussions. Therefore, each initial offer should contain the Proposer's best terms from a monetary and technical standpoint.

The Evaluation/Selection Committee will evaluate, score and rank proposals, and submit the results of their evaluation to the County Mayor or designee with their recommendation. The County Mayor or designee will determine with which Proposer(s) the County shall negotiate, if any, taking into consideration the Local Preference Section above. The County Mayor or designee, at their sole discretion, may direct negotiations with the highest ranked Proposer, negotiations with multiple Proposers, and/or may request best and final offers. In any event the County engages in negotiations with a single or multiple Proposers and/or requests best and final offers, the discussions may include price and conditions attendant to price.

Notwithstanding the foregoing, if the County and said Proposer(s) cannot reach agreement on a contract, the County reserves the right to terminate negotiations and may, at the County Mayor's or designee's discretion, begin negotiations with the next highest ranked Proposer(s). This process may continue until a contract acceptable to the County has been executed or all proposals are rejected. No Proposer shall have any rights against the County arising from such negotiations or termination thereof.

Any Proposer recommended for negotiations shall complete a Collusion Affidavit, in accordance with Sections 2-8.1.1 of the Miami-Dade County Code. (If a Proposer fails to submit the required Collusion Affidavit, said Proposer shall be ineligible for award.)

Any Proposer recommended for negotiations may be required to provide to the County:

- a) Its most recent certified business financial statements as of a date not earlier than the end of the Proposer's preceding official tax accounting period, together with a statement in writing, signed by a duly authorized representative, stating that the present financial condition is materially the same as that shown on the balance sheet and income statement submitted, or with an explanation for a material change in the financial condition. A copy of the most recent business income tax return will be accepted if certified financial statements are unavailable.
- b) Information concerning any prior or pending litigation, either civil or criminal, involving a governmental agency or which may affect the performance of the services to be rendered herein, in which the Proposer, any of its employees or subcontractors is or has been involved within the last three years.

4.9 Contract Award

Any contract, resulting from this Solicitation, will be submitted to the County Mayor or designee for approval. All Proposers will be notified in writing when the County Mayor or designee makes an award recommendation. The Contract award, if any, shall be made to the Proposer whose proposal shall be deemed by the County to be in the best interest of the County. Notwithstanding the rights of protest listed below, the County's decision of whether to make the award and to which Proposer shall be final.

4.10 Rights of Protest

A recommendation for contract award or rejection of all proposals may be protested by a Proposer in accordance with the procedures contained in Sections 2-8.3 and 2-8.4 of the County Code, as amended, and as established in Implementing Order No. 3-21.

5.0 TERMS AND CONDITIONS

The anticipated form of agreement is attached. The terms and conditions summarized below are of special note and can be found in their entirety in the agreement:

a) Vendor Registration

Prior to being recommended for award, the Proposer shall complete a Miami-Dade County Vendor Registration Package. Effective June 1, 2008, the new Vendor Registration Package, including a Uniform Affidavit Packet (Affidavit form), must be completed. The Vendor Registration Package, including all affidavits can be obtained by downloading from the website at <http://www.miamidade.gov/procurement/vendor-registration.asp> or from the Vendor Assistance Unit at 111 N.W. 1st Street, 13th Floor, Miami, FL. The recommended Proposer shall affirm that all information submitted with its Vendor Registration Package is current, complete and accurate, at the time they submitted a response to the Solicitation, by completing an Affirmation of Vendor Affidavit form.

b) Insurance Requirements

The Contractor shall furnish to the County, Internal Services Department, Procurement Management Services Division, prior to the commencement of any work under any agreement, Certificates of Insurance which indicate insurance coverage has been obtained that meets the stated requirements.

c) Inspector General Reviews

According to Section 2-1076 of the Code of Miami-Dade County, as amended by Ordinance No. 99-63, Miami-Dade County has established the Office of the Inspector General which may, on a random basis, perform audits on all County contracts, throughout the duration of said contracts, except as otherwise indicated. The cost of the audit, if applicable, shall be one quarter (1/4) of one (1) percent of the total contract amount and the cost shall be included in any proposed price. The audit cost will be deducted by the County from progress payments to the Contractor, if applicable.

d) User Access Program

Intentionally Omitted

6.0 ATTACHMENTS

Draft Form of Agreement
Proposal Submission Package

PROPOSER INFORMATION

Preferred Qualification Requirements

1. Provide documentation that demonstrates Proposer's ability to satisfy all of the preferred qualification requirements listed in Section 2.3 of the RFP. Proposers should provide supporting documentation that demonstrates their ability to meet the desired qualifications.

Please respond to the following questions:

Proposer's Past Performance, and Experience of Proposer's, Key Personnel and Subcontractor(s)

2. Describe the Proposer's past performance and experience and state the number of years that the Proposer has been in existence, the current number of employees, and the primary markets served.
3. Provide a detailed description of comparable contracts (similar in scope of services to those requested herein) which the Proposer has either ongoing or completed within the past three years. The description should identify for each project: (i) client, (ii) description of work, (iii) total dollar value of the contract, (iv) dates covering the term of the contract, (v) client contact person and phone number, (vi) statement of whether Proposer was the prime contractor or subcontractor, and (vii) the results of the project. Where possible, list and describe those projects performed for government clients or similar size private entities (excluding any work performed for the County).
4. List all contracts which the Proposer has performed for Miami-Dade County. The County will review all contracts the Proposer has performed for the County in accordance with Section 2-8.1(g) of the Miami-Dade County Code, which requires that "a Bidder's or Proposer's past performance on County Contracts be considered in the selection of Consultants and Contractors for future County Contracts." As such the Proposer must list and describe all work performed for Miami-Dade County and include for each project: (i) name of the County Department which administers or administered the contract, (ii) description of work, (iii) total dollar value of the contract, (iv) dates covering the term of the contract, (v) County contact person and phone number, (vi) statement of whether Proposer was the prime contractor or subcontractor, and (vii) the results of the project.

Key Personnel and Subcontractors Performing Services

5. Provide an organization chart showing all key personnel, including their titles, to be assigned to this project. This chart must clearly identify the Proposer's employees and those of the subcontractors or sub-consultants and shall include the functions to be performed by the key personnel. All key personnel include all partners, managers, seniors and other professional staff that will perform work and/or services in this project.
6. List the names and addresses of all first tier subcontractors, and describe the extent of work to be performed by each first tier subcontractor. Describe the experience, qualifications and other vital information, including relevant experience on previous similar projects, of the subcontractors who will be assigned to this project.
7. Describe the experience, qualifications and other vital information, including relevant experience on previous similar projects, of all key personnel, including those of subcontractors, who will be assigned to this project.
8. Provide resumes, if available with job descriptions and other detailed qualification information on all key personnel who will be assigned to this project, including any key personnel of subcontractors.

Note: After proposal submission, but prior to the award of any contract issued as a result of this Solicitation, the Proposer has a continuing obligation to advise the County of any changes, intended or otherwise, to the key personnel identified in its proposal.

Proposed Approach to Providing the Services

9. Describe Proposer's specific project plan and procedures to be used in providing the services in the Scope of Services (see Section 2.0).
10. Describe Proposer's approach to project organization and management, including the responsibilities of Proposer's management and staff personnel that will perform work in this project.
11. Identify if Proposer has taken any exception to the terms of this Solicitation. If so, indicate what alternative is being offered and the cost implications of the exception(s).
12. Discuss how the proposer will market the PACE Program.

Proposed PACE Program

13. Discuss the proposed Program:
 - a) Does the proposed Program meet the requirements of Statue 163.08?
 - b) What are the financing options available to property owners in Miami-Dade County?
 - c) What investment partners will be relied upon to provide the financing options?
 - d) Confirm that the proposed Program does not consider that the County will participate as an investment partner.
 - e) How are subcontractors and other parties that will provide the services required by this solicitation be hired? What criterion is used to determine if a subcontractor is "qualified"?
 - f) What services and conservation measures will be offered by the proposed Program?
 - g) Has the proposed Program been implemented/being implemented in another governmental entity? If so, provide details.
 - h) Describe how loan rates are determined, and how final interest rates offered to property owners derived.
 - i) Discuss the application process for property owners. Who conducts the process, and how are property owners are notified?
 - j) How are products selected that are offered through the Program? Are property owners that are seeking to take advantage of energy conservation measures given a choice of products from which to choose?
 - k) What mechanisms are built into the Program that would allow the County to track activity, number and value of installations, projected energy savings, demographics, number of applications denied, and the reason, etc.
 - l) Does the proposed Program have a customer feedback system in place for handling complaints? How does it work?
 - m) Does your program protect the County form legal liability? If so, please explain.
 - n) What is the source of funding for your program? Are funds available immediately? If no, please indicate when funding will be available for the program.
 - o) In your program, are you including costs to be borne by the County for the following tasks? If so, how much?
 - a. Bond issuance
 - b. Judicial validation
 - c. Establishing a district if needed
 - d. Operating expenses for program
 - e. Other costs to the County please specify
 - p) Will your program be offered to commercial, industrial and residential property owners in Unincorporated Miami-Dade County? If no please explain.
 - q) If your program is selected, can the program be offered to other municipalities within Miami-Dade County at no cost to the municipality? Please explain the process to be engaged.
 - r) The County wishes to understand how the proposed Program works, what loan options may be available thru the Program, what fees and associated cost would apply, and other cost factors that may apply.

Considering table below, discuss how your program addresses each property type, and answer each question.

Property Type	Property just market value	Equity on Property	Cost of improvement	Type of improvement	Financing for	Interest rate	Notes
Residential	\$250,000	\$30,000	\$20,000	Roof replacement	15-years	Please provide	Assessment was placed on May 1, 2013 and the Contractor was paid by wire on June 1, 2013
Industrial	\$1,000,000	\$300,000	\$200,000	HVAC replacement	10-years	Please provide	Assessment was placed on May 1, 2013 and the Contractor was paid by wire on June 1, 2013
Commercial	\$1,000,000	\$300,000	\$200,000	HVAC replacement	10-years	Please provide	Assessment was placed on May 1, 2013 and the Contractor was paid by wire on June 1, 2013

- i. What is the total amortized amount? Display the amortization table.
 - ii. What is the estimated property owner annual payment excluding tax collector/property appraiser fees?
 - iii. What is the estimated tax collector/property appraiser fee?
 - iv. What is the estimated capitalized interest portion?
- s) What are the charges to the residential, commercial and industrial property owner above for:

Application Fee
 Site Inspection
 Energy Audit
 Title Search
 Recording Fees
 Filing Fees
 District Setup Fee
 District Admin Fee
 District Legal Fee
 Insurance Fee for energy savings warranties
 Other Fees required by your program and not listed above

Please assume assessment payoff in 15-year and paid in full in end of 5th year.

- t) Please provide the current rates and terms for your program? Please provide rates for at least 5, 10, 15 and 20 years for residential, industrial and commercial customers.
- u) Please list any fees paid by contractors in order to participate in your program, including but not limited to application fees and program fees. Please list amount and how fees are determined/calculated:
 - i) Contractor Application Fee
 - ii.) Contractor Program Participation Fee
 - iii.) All other Contractor Fees
- v) If selected, how much time will be required after negotiating the contract to open the program to property owners and start funding qualifying improvements? Please include timelines for setting up the district if needed, judicially validating the bonds if needed, etc.

- w) Does your program require exclusive rights or is open to competition from other PACE Providers? Please explain.
- x) What mechanisms are in place to monitor and assure customer satisfaction?
Does your program require property owners and or contractors to purchase insurance for energy savings warranties? If so please provide details such as assessment threshold value that triggers insurance requirements, etc. If your program doesn't require this type of insurance, do you offer this type of insurance for interested property owners and or contractors?

Program Vision

- 14. Discuss how the proposed Program will achieve the goals outlined in the solicitation:
 - a. Lower long-term residential utility costs;
 - b. Reduce community-wide Green House Gas (GHG) emissions;
 - c. Create local economic benefits; and
 - d. Provide a Program at no cost to the County.