



ATTENDANCE and MINUTES

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|---------------------------------------|---|--|
| <input type="checkbox"/> BID OPENING | <input checked="" type="checkbox"/> PRE-BID/PROPOSAL CONFERENCE | <input type="checkbox"/> SITE VISIT |
| <input type="checkbox"/> PRESENTATION | <input type="checkbox"/> MANDATORY | <input type="checkbox"/> MANDATORY |
| | <input checked="" type="checkbox"/> NON-MANDATORY | <input type="checkbox"/> NON-MANDATORY |

BID/RFP NUMBER: 23-DES-RFP-230 DATE: September 7, 2022

BID/RFP TITLE: Energy Contract

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Minutes

1. Introductions:
2. Disclosure: Oral representations made at the pre-proposal conference are not binding upon the County.
3. SCC Registration required for award.
4. Any questions asked today, please submit to Vendor Registry by the question deadline for a formal response from the County.
5. All Communications during the process must go through the Purchasing Office
6. Important Dates:

RFP No. 23-DES-RFP-230 – TENTATIVE SCHEDULE

RFP ISSUANCE	AUGUST 23, 2022
QUESTION DEADLINE	SEPTEMBER 27, 2022 at 5:00 p.m.
ADDENDUM ISSUANCE (if applicable)	OCTOBER 3, 2022
PROPOSALS DUE	OCTOBER 17, 2022 at 4:00 p.m.
CONTRACT AWARD	TBD

7. Q&A

Q: Paula Zimin: SFH market - what are our target markets?

A: We're looking to reach all sectors of our greenhouse gas inventory. Not surprisingly, 4% represented by government operations includes the school district as well and the fleets of both the government and the school district and 96 percent is in the private sector. So it's going to be residential – single family detached, townhouse and other kind of interim garden apartments. But also multifamily, we're looking towards commercial, there is going to be an initial but not exclusive focus on underserved communities low to moderate income communities and disadvantaged communities. I think emerging issues of climate such as urban heat islands and the consequences and impacts of that. We're also going to be looking to address tangible programs to develop analytics and data information and gathering that will help us inform and help us develop other high performing cost-effective programs. Residential is a large section of our energy use here in Arlington, but also the commercial is very extreme and commercial is going to include the large multifamily as well.

Q: Vincent Pedraza: CMTA - Total contract for each cannot exceed \$6M/year, regardless of how many Service Areas or Task Areas the contractor is qualified to do

A: Scores from the proposal review / ranking will determine the rotation of Task Orders within a certain Task Area. From the RFP:

“The County intends to award contracts for each Service Area to multiple Offerors. Should an Offeror be awarded a contract for more than one Service Area, a single contract covering all of that Offeror’s work will be awarded to that Offeror. The sum of all projects awarded in each one-year contract term shall not exceed six million dollars (\$6,000,000).

As the need arises for energy, climate, or sustainability services in any of the Service Areas, Arlington County will select from among the approved firms for that Service Area to perform the services, consistent with the task order assignment procedures set forth in this RFP. The County will establish specific deliverables and timelines for individual Task Orders (or subtasks within Task Orders) for each project assignment.

Selected contractors within each Service Area will be assigned to specific projects on a rotating basis; however, the County, at its sole discretion, may select contractors out of rotation when doing is deemed to be in the best interests of the County. The County also reserves the right to issue separate solicitation(s) for task order(s) for which doing so is determined to be in the best interest of the County. The County is under no obligation to award any particular amount of work in any given year.”

Q:Demetra asked the vendors whether they aggregate PPA contracts or whether each installation must be one sole PPA contract.

A:John Chadwick noted APS’ PPA deal and how multiple

Q:John Chadwick: Are we pre-qualifying firms and doing an IDIQ?

A:This is a Task Order contract. Once we have a firm under contract for a certain Service/Task Area, then we would issue by rotation Task Orders.

Q:Wesley Davis: What role is envisioned for the local utility for reaching our goals? The goals in the RFP could impact the grid and its performance.

A: Demetra noted we are continuing to work with Dominion Energy.

Q:Tom Peterson: Scope, Admin - Adaptation - Strategic Planning - 1.2 has Mitigation and Adaptation. Question is, are we interested in responses that have full adaptation and mitigation? The RFP is written primarily from a mitigation standpoint. Admin: What about how others could ride the contract, do we need to reply as to what is rideable or not?

A: We ask responses address both adaptation and mitigation.

Q:Joyce Tsepas: If interested in multiple Service Areas, the RFP asks for separate approaches to each Service Area. Should there be separate approaches, for each Service Area? Also, how many Project Managers are needed if the firm is pursuing multiple Service/Task Areas?

A: We are looking a holistic response for the approach that can cover multiple service areas, but we want to know explicitly for which Service/Task Area the proposer wants to be considered. It is up to the firm to determine how it wants to be organized when it comes to PMs.

Q:Jeremy Smith: Is it a max of \$6M to be spent per year across all Services Areas?

A: Yes.

Q:John Kinsella: Will the questions be answered on a rolling basis or all of them all at one time?

A: We intend to provide answers on a rolling basis and in a timely manner.

Q:Smita: Is there a County preference for size of firm and/or size of contract?

A: No preference.

Q:Pamela Cookson: Any preferences for location of firm?

A: No preference.

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