

## Questions and Answers for the Enterprise Green Accelerator (EGA) Building Science Technical Assistance Request for Qualifications (RFQ)

RFQ Link: [Building Science TA RFQ](#)

SlideRoom Application Link: [Enterprise Community Partners - SlideRoom - Login](#)

- RFQ Released: December 19, 2024
- RFQ Due: January 30, 2025
- Q&A posted January 24, 2025

EGA = Enterprise Green Accelerator, Inc.

PFC = Power Forward Communities, Inc.

TA = technical assistance

Other defined terms = as defined in the RFQ

1. **Question:** Will LISC Green or EGA be the FFATA Prime Awardee for purposes of FFATA reporting/compliance?

**Answer:** No, LISC Green and EGA are sub-recipients to Power Forward Communities (PFC), who is the FFATA Prime Awardee for reporting and compliance purposes.

2. **Question:** As a sub-awardee, would we need to provide approved Federally Audited Rates (FAR) as part of our price proposal to enable you to comply with FFATA requirements?

**Answer:** No, EGA and LISC Green will be executing any agreements resulting from the RFQ as contracts for services and not as subaward agreements. Contracts for TA are not considered sub-awards.

3. **Question:** For Item D under Section 6. Is the requested service to “assess” multifamily projects for DOE ZERH, PHI, and/or PHIUS certification or to provide those certification services? For example, are we intended to perform a feasibility analysis only or should we be including pricing to take a project from feasibility analysis through actual certification?

**Answer:** The vendor applicant should include any and all services they can offer as part of the process to reach certification or a specific level of audit. Yes, if applicable to your proposed services, please include pricing to take a project from feasibility analysis through actual certification. Or if the service expertise that a vendor aims to provide is just for assessments then specify the proposal is just only assessments.

4. **Question:** Areas of Expertise, which selections do you feel most closely align with solar development for multifamily? We're familiar and comfortable with energy benchmarking, modeling, and analysis, but we're most interested in helping multifamily owners, operators, and developers understand and implement onsite solar.

**Answer:** We will be hiring a vendor pool with a diverse set of skills and offerings. Having your response focus on solar for MF housing sounds like a good approach. Please note the area of expertise called out in the RFQ as

“Renewable Energy Power Procurement” that includes,

- a. Photovoltaic/solar technical feasibility analysis
- b. Photovoltaic/solar proforma development
- c. Procuring community solar

5. **Question:** Q: Are you expecting for multi-organizational teams to form to respond to this opportunity, or for the responses to largely be from individual organizations?

**Answer:** We expect to see both. Multi-organizational teams are welcome to apply as such if they define how they will share or delegate across skills, expertise, or geographic areas. It is also important to be clear on who will be Prime for the purpose of the contractual relationship.

6. **Question:** How will you manage selection of individual services from the qualified bench?

**Answer:** Selections will be made for individual TA assignments based on a variety of factors, including but not limited to experience in a specific geography, TA category expertise, and/or price of services.

7. **Question:** Can an organization be involved in more than one application?

**Answer:** Yes

8. **Question:** Can numerous organizations partner to submit a single proposal for Task H (training providers following geographic lines), and also submit individual responses for other items?

**Answer:** Yes

9. **Question:** Please clarify the phrase “Respondents must provide a proposed price...” Is providing hourly rates and known fixed costs, as implied elsewhere in

the RFQ, sufficient?

**Answer:** Yes, providing hourly rates and known fixed costs is sufficient.

10. **Question:** Can you confirm that this will be a vendor relationship, not a subrecipient relationship?

**Answer:** Any agreements resulting from the RFQ will be contracts for services utilizing EGA's or LISC Green's standard contract template. Please see "Contract Requirements" in the RFQ for additional details on contract requirements.

11. **Question:** When future RFPs are released to the prequalified firms, are multiple, prequalified firms permitted to partner on responses?

**Answer:** Yes

12. **Question:** Related to Task I on Federal Grant Compliance and Reporting, what compliance are you looking to support? Are you looking for EPA compliance and reporting beyond performance and emissions tracking? If so, how are you planning to collect, normalize, synthesize with other data, and format the other data required by the EPA, including impact and financial metrics as well?

**Answer:** In your response it will be important to include what types of compliance and reporting TA services you are proposing to support. Yes, TA services could include performance and emissions tracking. One may propose to support TA needs with other data reporting needs such as Davis Bacon or Build America, Buy America for instance. Plans to collect and manage data required by the EPA are still being finalized.

13. **Question:** The RFP references both an hourly rate and a flat rate engagement. Being that each category of services within those identified in the scope of services, it could be hard to determine on how best to approach a project. A lot could depend on the capacity of the developer, contractor, nonprofit, or other sub subrecipient of the funding. Can you see the possibility of where some project pricing could be a hybrid of both hourly and flat rate, with a not to exceed clause?

**Answer:** Yes, we would be open to a pricing structure including either or both hourly or flat rate pricing and/or not to exceed.

14. **Question:** Does the organization have an understanding of the capacity of those entities needing technical assistance and support?

**Answer:** Yes, EGA and LISC Green have a general understanding of the capacity and TA needs, and these vary across the multifamily sector. These needs will also be requested as part of a TA recipient's application process.

15. **Question:** Will there be needs for translation and interpretation services in delivering technical assistance and training? Will training material be required to meet federal requirements, such as 508 compliance?

**Answer:** Contractors will be required to comply with all current laws related to accessibility for programs funded by federal funds. At this time, the status of such requirements is evolving due to recently issued Executive Orders.

16. **Question:** Will GSA rates be sufficient for travel and any incidental costs? Or should responders include a fully loaded rate to include travel for on-site visits?

**Answer:** Respondents should budget for the full cost of travel based upon their prior experience and the expectations of the RFQ.

17. **Question:** How will geographical preference or area of focus be determined?

**Answer:** TA will be available nationally; across all EPA regions. All selection criteria will be primarily based on the specific scope of work to be performed to carry out the overall objectives of the EGA work plan. As pre-qualified contractors are specifically selected through the appropriate procurement method, selection criteria will prioritize local presence, related experience, and demonstration of relationships.

18. **Question:** How many TA providers does the award anticipate? In previous instances, intermediaries have hired "too many" providers and work is very slow, sometimes to the point of not getting enough work to keep T.A. providers consistently engaged. Teaming partners then find other work in the meantime. How will you as the intermediary ensure that effort will be worth the intended result for participant responders?

**Answer:** Applicants should reflect capacity for how many assignments you would need at minimum to participate (if you have a minimum requirement). The RFQ notes that "selection to be a qualified contractor does not guarantee that successful respondents will be selected for specific work for the Project." We would like to have TA representation across all EPA regions but there is no guarantee of an approximate number of selected opportunities. TA providers will

be awarded TA assignments based on demand and the number of requests for TA. Both LISC Green and EGA will be actively marketing this opportunity to build a continuous pipeline of projects needing TA.

**19. Question:** Being that this initiative is a relatively new federal funding source, does Enterprise believe that the program will extend beyond the anticipated three-year period of performance? Is there a current sunset provision? Affordable housing, and other projects described in the scope can take additional time due to funding and application schedules and other unrelated actions. Will T.A. be reserved for those projects that are, i.e., "shovel ready"?

**Answer:** Yes, there is a possibility that contracts may extend beyond 3 years with the ability to renew a Master Contract if necessary to meet the Project's goals and deliverables. The full GGRF grant period is for seven years. TA will be made available for both shovel-ready projects and also for those projects and/or organizations needing more support.

**20. Question:** If further clarity is needed on questions upon receiving your responses, will there be an opportunity to clarify on those particular inquiries?

**Answer:** Yes

**21. Question:** please clarify what you hope to see regarding "compliance". Under Question 18. "Describe your organization's experience as it relates to working on federal programs, delivering technical assistance and adhering to compliance requirements." -I wanted to double check what kinds of compliance requirements you would like to see focused on your application. Our compliance experience is wide ranging, and I want to make sure we highlight which aspects of compliance you are looking for.

**Answer:** In your response it will be important to include any types or examples of compliance and reporting TA services you are proposing to support. TA services could include performance and emissions tracking. One may propose to support TA with other data reporting needs such as Davis Bacon or Build America, Buy America for instance. Plans to collect and manage data required by the EPA are still being finalized.

**22. Question:** Section 10, Contract Requirements Notes NCIF and EPA General Terms and Conditions aren't available yet but that the RFQ would be updated with those Terms and Conditions. Please provide for our review.

**Answer:** Unfortunately, the General Terms and Conditions are still not available at the time of posting these responses.

23. **Question:** The RFQ asks about geographic region. Can you clarify what regions LISC and Enterprise might serve through these programs?

**Answer:** All 10 EPA regions. See [Regional and Geographic Offices | US EPA](#)

24. **Question:** The RFQ states we are not required to submit to all categories, are we also not required to submit to all sub-tasks (a, b, etc.) within a category?

**Answer:** No, it is not necessary to apply to all sub-tasks within a category. Please be clear about what sub-tasks are relevant to your application.

25. **Question:** If we are not able to respond to all subtasks in a category will that be counted against us for the categories we are responding to?

**Answer:** No.

26. **Question:** For Category I, can you provide more context for the types of services anticipated?

**Answer:** Under Category I for financing either a New Construction or Energy Efficiency Rehab Loan, some examples of TA services could include; energy modeling, energy assessments, ASHRAE Level II, engineering services, support in reaching green certification standards or a decarbonization plan, mechanical equipment specification, photovoltaic and battery consultation, or other related services.

27. **Question:** Will vendors be expected to manage grant compliance and reporting or only provide supporting documentation to assist compliance management by others?

**Answer:** Yes, TA providers will be expected to provide documentation to assist with compliance and reporting. Please also see Section 10. CONTRACT REQUIREMENTS. "NCIF Terms and Conditions, EPA General Terms & Conditions and Subrecipient Agreement Flow Through" for more details.

28. **Question:** We are planning to team up with several other invited firms. Is there any problem with doing that?

**Answer:** No, no problem!

29. **Question:** Can you confirm whether TA assistance is available only to potential borrowers? Or would others aiming to develop a zero-over-time decarbonization plan without a capital event also be eligible? The language from page 2 implies that only borrowers would be eligible.

**Answer:** TA assistance is available to anyone determined eligible, not just borrowers. The TA will provide a range of assistance, from basic principles and strategies to more advanced techniques and best practices, ensuring developers, architects, contractors and engineers have access to the knowledge needed to meet NCIF requirements. Additionally, in-depth TA will be provided to potential EGA and LISC Green borrowers (developers/owners/operators of multifamily affordable housing) who are exploring and/or undertaking emissions-reduction activities in their properties, such loans also funded by the PFC Award. Emphasis will be placed on aligning TA with NCIF-eligible activities to maximize impact, contributing to the broader reach and influence of NCIF resources.

30. **Question:** If we support an owner's application, are there limitations/guarantees regarding our role as the TA who provides services to them?

**Answer:** There are no limitations nor guarantees. As stated in another question, selections for individual TA assignments are based on a variety of factors, including, but not limited to, experience in a specific geography, TA category expertise, and/or price of services. There is a possibility that a TA provider would be matched with an owner they have worked with based on geography and experience.

31. **Question:** In determining our expertise around the various 'Category of Services' we would like to know how you define 'community facilities' beyond schools? Do 'community facilities' include any facility where people gather, both private and public facilities? Do 'community facilities' include municipal owned buildings and facilities?

**Answer:** We envision community facility projects serving primarily education and health care functions, but they can serve other functions as well.

While it may be possible that the facility could be municipally owned and managed, we don't imagine financing these types of projects.

**32. Question:** For application prompt 21 requesting us to list 5 clients where we have done similar work, under Respondent Organization Data, should the clients we list there directly align with the project examples that we provide to demonstrate our experience for each 'Category of Service' we are applying to? If so, what if we have more than 5 project examples, and more categories of services to cover beyond 5? Also, is that the prompt where we will also share our project examples? Should the project examples be uploaded as a single attachment, or separately? Lastly, should any references noted in the Relevant Experience and Capabilities section also align with the list of 5 clients? How does the information provided for the 5 clients differ from the references? Should the reference come in the form of a 'letter of support' from the past client?

**Answer:** Every applicant should provide contact information for 5 clients for whom you have provided work that is similar and representative of the work for which you are applying through this application. Every applicant should also provide at least one project example for each category within Description of Services for which you are applying through this application. The contact information for 5 clients may be duplicative of the client points of contact you include for project examples, for those applicants which are applying for exactly 5 categories within Description of Services. Letters of support are not needed. Include current contact information for the people to whom the services were provided. For each project example, include:

- i. Project Title
- ii. Client Point of Contact (name, phone, email) + approval to contact
- iii. Engagement/Contract Dollar Amount
- iv. Period of Performance
- v. Description of Work
- vi. Relevance to this RFQ
- vii. Major Project Outcomes

**33. Question:** For the Pricing Information, should we submit 2025 rates, or rates that account for increases in future years? If we submit 2025 rates, would future task orders allow for an adjustment, or re-submission of rates at that time since the work/scope/task may drive the mix of classification and rates for any particular



project?

**Answer:** Yes, please submit 2025 rates, and if you have information about rate increases also include that. We understand that rates may change over time.

34. **Question:** Are there any particular tools or systems that you are planning to integrate into the TA process?

**Answer:** Yes. A multifamily software tool will be developed in 2026.

35. **Question:** If we are awarded a contract in the future via RFP, would we be considered a direct recipient or indirect recipient of federal funds for purposes of SAM.gov [sam.gov] registration?

**Answer:** Indirect. In no case will a contractor be a direct recipient of federal funds regardless of number of contracts or the method by which the contractor was engaged. The federal funds flow first to PFC, then to EGA/LISC Green, and then to the contractor. In addition, for clarity, all engagements will be under a contract for services and will not be a subrecipient award.

36. **Question:** This is one RFQ and not two? I was preparing one for both Enterprise and LISC.

**Answer:** There is a note at the bottom of the RFQ post that states, *“By filling out the application form below you are able to apply for both the EGA (Enterprise Green Accelerator) and LISC Green RFQs.”* We are coordinating closely across both LISC Green and EGA on this RFQ and reviewing all applications. You only need to fill out one application to be considered for possible contract with both/either organization.