

1. Are there any other documents included in the RFP packet that we should have to review?

The RFP consists of one document. There is not a packet of documents to be reviewed. All information is contained in the RFP document posted on the website.

2. What was the total in rebates disbursed in 2024 and 2025?

We have provided the total program budget in the RFP. We do not plan to share the split between marketing, rebates and administrative budgets for the program. Rebate incentives are also listed on the website for review by proposers. We seek the proposer's recommended budget for their proposal as well as recommended incentive levels per measure.

3. Can you confirm that the Total Budget in Table 3 includes both the rebates themselves and the program administrators fee to administer the program?

The total budget in Table 3 is the overall budget approved by the DESEU Board for the program for each year listed to implement the entire program (administrative costs, rebates, and any potential marketing).

4. Can you verify if this includes the pre-WAP program? If not, does it interact with that program at all and if so in what way?

DESEU does not currently offer a Pre-WAP program; Pre-WAP is not included.

5. Can you verify that the rebates are pre-funded by Energize Delaware, i.e. the money for rebate payments goes into an account the program administrator draws from, rather than the program administrator having to pay rebates and then invoice Energize Delaware for the rebate funds themselves.

The program is currently implemented using an account that is pre-funded by DESEU to process and pay rebate payments to program participants or contractors. This arrangement can be utilized if negotiated by the proposer.

6. How many FTE currently run this program in total?

The proposer should describe how many FTE's they think are needed to successfully staff the program design they propose to implement. Proposer should describe that staffing as requested in the RFP and the rationale for proposed staffing.

7. Can you expand on how the response to this RFP interacts with the HEC² program:

a. It appears that an offeror could optionally also offer to administer HEC²?

This RFP is primarily seeking proposals to implement the Home Performance with Energy Star Program. A proposer could submit an addendum to the proposal if they have experience and interest in managing an HEC² program as stated in the RFP.

- b. If they don't offer to do so, will the HEC² program continue to be administered by Franklin Energy?

We do not have FY 27 contracts in place for the HEC² program; however, we intend for the HEC² program to continue.

- c. Will an offeror who offers to do both programs score additional points?

No

- c. If item a is correct, can you provide additional information on what you're looking for in the HEC² contractor so that offerors can write to that in their RFP response?

Experience implementing a similar program and the outcome proposed for a similar program under the proposer's management.

8. What agreements are currently in place with DPL, the Munis, and DEC to obtain customers' bills?

There are no agreements currently in place with DPL, the Munis, and DEC to obtain customers' bills.

9. What is the annual budget for the program? Is there a specific budget for Home Performance, Downtown Development Districts, and Assisted Home Performance?

The budgets for the last three fiscal years are included in the RFP document. These budgets reflect the total program, and we do not have separate budgets for Home Performance, Downtown Development Districts and Assisted Home Performance.

10. What contracting methodology would DESEU prefer? Time & Materials (T&M) or another model?

We want the proposer to provide the contracting methodology that fits their implementation design for the program, either time and materials or a flat rate for monthly program management and any start up costs.

11. Could DESEU please confirm this is a 3-year contract?

The contract could be a multi-year contract; however, the DESEU operates on a zero-based budget with annual budgets approved each year by the DESEU Board. Program funds do not carryover or roll forward into future contract years.

12. Are there a budget template or any other documents as part of this RFP?

No, there is not a budget template or any other documents as part of this RFP. Budgets should align with the tasks to be performed as part of a scope of work.

13. Does DESEU have a preferred format or methodology for the pricing strategy requested as part of the Home Energy Check Up and Counseling (HEC2) program?

No. This RFP does not request a budget for the HEC2 program. If a proposer submits an addendum for the HEC2 program, they should include their projected budget and pricing strategy for the addendum based on their experience of managing a similar program.

14. Regarding the confidentiality clause, would DESEU like a redacted version of the document as part of the submittal for the purpose of public record, or will that be requested from the selected contractor upon award?

Submissions that include a redacted version of the proposal would be helpful.

15. Can you provide a breakdown of participation goals between Market Rate, Assisted Home Performance, and Downtown Development Districts?

We do not have separate participation goals between Market Rate, Assisted Home Performance, and Downtown Development Districts.

16. We did not anticipate the bid, the timing laid out to respond, and implement would be difficult but not insurmountable- is DESEU open to any extension on the timing to submit a bid and implement if the incumbent was not chosen.

In the event a successful proposer is not selected during the timeline laid out in the RFP, the DESEU may re-issue the RFP with an updated timeline.

17. The budget and participation numbers are very helpful- What percentage of the budget is considered the cost to deliver the program vs what portion goes back to residents in the form of rebates and incentives for the subsidized audit portion, insulation, heat pump rebates, interest etc.

The DESEU is seeking the proposer to provide the budget breakdown for the program to include the cost to deliver the program, the recommended rebates for program participants, the measures to be included and the incentive levels for the eligible measures to be offered as part of the Home Performance with Energy Star program in Delaware. The incentive budget should align with the participation goals in the proposal submitted.

18. The Home Energy Check-up and Counseling program is considered a significant driver of participants to HPwES. What is the budget of the HEC2 program? How many checkups are conducted annually, and what % are recommend to the HPwES program.

Since the Home Energy Check up and Counseling program is not part of this RFP; we will not be providing the budgets for the HEC2 program. Program participation in CY 2024 was 800 and in CY 2025 participation was 3,100. All eligible HEC2 program participants are encouraged to participate

in the HPwES program. Information about that program is available on the Energize Delaware website www.energizedelaware.org

19. Would the chosen Program Implementor be precluded from providing audits, weatherization, and or HVAC services directly as an additional resource to the existing network of local contractors offering a turnkey delivery option for a subset of customers?

Yes, the chosen program implementer would be precluded from providing rebate eligible services offered through the program they have been contracted to implement. However, the chosen program implementer should have a field services team or staff that can perform emergency audits or 3rd party audits requested by a participant in the program. The field services team would be required to perform QA/QC services for work completed by participating contractors or trade allies. It would be a conflict of interest for the program implementer to install rebate eligible measures.