

## ADDENDUM NO. 1

### RFP – MULTIFAMILY EFFICIENT COOLING PROGRAM

#### Questions & Responses

#	Question	Response
1	Can you please provide more details on the anticipated Room Heat Pump (Option 2 offering)? For example, is the expected unit a mini-split, a portable plug-in unit, or a window unit (saddle version)? For example, would a Midea MAP12S1TBL model qualify?	The anticipated room heat pump option will need to meet two requirements, 1) AHRI Standard (310/380) and 2) have a refrigerant of 750 GWP or less. Plug in or window units are eligible as long as they meet these minimum requirements.
2	After an Option 2 unit is chosen, can you confirm that the building owner is responsible for coordinating with the contractor for installation and that the rebate application is submitted after (with proof of successful installation)?	The building owner must coordinate with a contractor/installer or install the Option 2 units themselves. Proof of installation will be required to claim the rebate.
3	With regard to the Efficient Plug-in AC (Option 1), would the selected bidder simply use the existing Instant AC Savings program? Or should the new program plan to create a new, redundant offering?	The Proposer will create a new offering through this Program that will cover the same equipment type currently offered through Instant AC Savings.
4	Does the available budget allow for a more thorough site assessment and associated Technical Assistance or recommendations for solar, storage, energy efficiency, and more comprehensive decarbonization?	CPA encourages comprehensive recommendations for multifamily properties, but the current available budget will not be able to provide monetary rebates for other measures than the Option 1 and Option 2 cooling measures. The intended scope of the Technical Assistance is meant to balance providing information with the time investment from the property owner and Proposer.
5	Does CPA have a max % of the project cost that would be covered via a rebate? For contractor-installed heat pumps with prohibitive costs, higher incentives would be needed for owner adoption.	RFP Task 1, Section 2.5.1: CPA will determine rebate levels for the Program in its sole discretion, with consultation from the selected Proposer. CPA is open to suggestions from bidders on proposed rebate levels but rebates cannot exceed project cost.

6	What is the envisioned overall budget for this program, including the administration costs?	RFP Section 5.3 (Pricing): Proposers should provide a pricing matrix in the provided format that accounts for the completion of the requested services set forth in Attachment A (Scope of Services).
7	In Section 2.2 of the RFP, under “draft rebate values”, there is a list of two specifications, Golden State Rebate and TECH Clean California. Will we be utilizing the qualified product lists from the Golden State Rebate and TECH Clean California programs exclusively or are other measures/products included?	These specifications are guidelines, but this program will not be limited to the qualified product list of either program. As long as the equipment meets the minimum requirements, it may be eligible at CPA’s discretion. Proposers are encourage to suggest alternate eligibility lists.
8	In Section 2.2 of the RFP, at what stage in the program will draft rebate values become finalized?	Please see CPA’s response to Question 5. This is to be determined by CPA but should be finalized before Program Kick off (see Attachment A (Scope of Services) Task 1, Section 1).
9	In Section 5 of the RFP, what is the not-to-exceed (NTE) budget of this program?	Please see CPA’s response to Question 6.
10	In the Scope of Services, Task 1, Section 2.1, “Participant Eligibility”, will CPA be able to work with the program implementer to validate and verify customer eligibility?	Yes, in Attachment A (Scope of Services) Task 5, Section 2.1: Screen for active CPA account using CPA approved method such as an application programming interface (“API”) to check participant status, according to the process set forth in the implementation plan (Attachment A, Scope of Services Task 1, Section 2) It is expected that CPA and the Proposer work together to review rejections and validate any one-off scenarios, as needed.
11	In the Scope of Services, Task 1, Section 3.1.2, it is indicated that the targeted recruitment will be towards, “recruiting multifamily units within smaller multifamily properties (two (2) to ten (10) units)”, do condominiums qualify as part of this program?	Yes, condominiums will qualify as long as the condominium units are CPA customers.
12	Section: 2.2 Program Budget and Engagement Targets Can CPA please provide the annual program budget for the Multifamily Efficient Cooling Program?	Please see CPA’s response to Question 6.



13	<p>What is the funding source for the incentive dollars, and will the implementer be able to layer these incentives with other programs that participants are eligible for to cover a higher percentage of the total installed cost?</p>	<p>Funding for this program is authorized through the annual fiscal budgeting process and approved by CPA's Board of Directors. Layering with other regional, state, or federal programs is encouraged to increase participation. Please see Attachment A (Scope of Services) Task 3, Section 3: Maintain awareness and coordinate with other multifamily-focused offerings applicable to Program participants. This includes other programs that potential participants can use to support their project and other multifamily programs at CPA.</p>
14	<p>How finalized, or otherwise flexible, are the details of the program tasks, such as the response timelines specified?</p>	<p>Those are preferred timelines set by CPA but may be discussed during the contracting process and confirmed during the implementation plan creation process set forth in Attachment A (Scope of Services) Task 1, Section 2.</p>
15	<p>Section 2.2: "A minimum of thirty percent (30%) of the participating properties will receive an enhanced rebate value for properties that meet equity eligibility requirements ("Equity Rebate Requirement")." Is there a maximum number of equity eligible participants?</p>	<p>CPA is targeting a minimum of 30% of the participating properties will be eligible for the Equity Rebates, there is no maximum number.</p>
16	<p>Section 2.2. "CPA expects to implement cooling options at a minimum of 500 properties over three (3) years and provide these properties with virtual or in-person technical assistance." "CPA intends to support the installation of a minimum of 5,000 units of cooling equipment at the participating properties."  Program targets indicate a "minimum of 500 properties" and a "minimum of 5,000 units of cooling equipment" installed. Is there flexibility in these targets? I.e., is installing 6,000 units of cooling equipment in 400 properties acceptable?</p>	<p>These are assumptions set by CPA but may vary based on actual customer participation and engagement.</p>
17	<p>Section 2.2. "CPA expects to implement cooling options at a minimum of 500 properties over three (3) years and provide</p>	<p>CPA does not have a target by equipment type.</p>

	<p>these properties with virtual or in-person technical assistance.”</p> <p>“CPA intends to support the installation of a minimum of 5,000 units of cooling equipment at the participating properties.”</p> <p>Does CPA have general targets in mind for the number of plug-in AC’s installed versus room heat pumps?</p>	
18	<p>Section 2.2. “Draft rebate values”</p> <p>Is there room for flexibility in the proposed initial rebate values for both market rate and equity projects?</p>	Please see CPA’s response to Question 5.
	<p>Section 2.2. “Draft rebate values”</p> <p>Can a portion of the funds be used for electrical upgrades to support cooling unit installs?</p>	Rebate levels will be fixed and cannot exceed the project costs. Project costs may include installation cost.
20	<p>Attachment A – Scope of Services Task 1 (2.1.2). “Property and/or tenant applying for a rebate must have an active CPA account.”</p> <p>Will CPA provide a database of active multifamily CPA accounts?</p>	Please see CPA’s response to Question 10
21	<p>Rebate Funding Flow</p> <p>The RFP describes rebate administration responsibilities but does not specify the funding mechanics.</p> <p>Question: Will CPA pre-fund rebate payments to the selected Proposer, or is the Proposer expected to front rebate payments to participants and seek reimbursement from CPA?</p>	CPA does not have a preferred funding mechanism and Proposers should suggest their recommended approach.
22	<p>Equity Eligibility Verification (CARE/FERA and Deed-Restricted Housing)</p> <p>The RFP defines equity eligibility thresholds but does not describe the verification process.</p> <p>Question: Will CPA provide verification of CARE/FERA enrollment and deed-restricted affordable housing status, or is the Proposer expected to independently collect and verify this documentation? If the latter, are there CPA-approved</p>	Yes. Please see CPA’s response to Question 10

	data sources or documentation standards that should be used?	
23	<p>Technical Assistance Scope and Level of Detail  The Scope of Services requires technical assistance and property owner reports but does not specify the expected technical depth.</p> <p>Question: Does CPA intend technical assistance to be advisory in nature, or should Proposers assume engineering-level analysis (e.g., electrical capacity review, load calculations, contractor-ready scopes of work) as part of the technical assistance deliverables?</p>	Please see CPA's response to Question 4.