

**Questions and Answers on RFP #10-001 for
Programs to Reduce Greenhouse Gas Emissions
in New Hampshire**

RFP Release Date: May 5, 2010
Proposals Due Date: June 1, 4:30 p.m.

Q.1 Does Category I include institutions (schools) who have not applied for GHGERF monies but have applied for funds from the local tax payers and OEP [Office of Energy and Planning] monies?

A.1 Category I is solely for entities that were awarded grant funds from the GHGERF in 2009. Entities that did not receive a GHGERF award in 2009 are not eligible for this category, even if they applied for or received grant funds from other sources.

Q.2 Would a proposal to build a municipal Park and Ride lot in a region that currently lacks one fall within the scope of this RFP?

A.2 No. Transportation projects, including a park and ride lot, do not fall within the scope of this RFP because they do not fall within the requirements for Category I, II or III applications.

Q.3 Would a college or campus with a broad portfolio of projects be eligible as a "program," even though it might be perceived as a single entity?

*A.3 No. The RFP is limited to programs that benefit **multiple** entities. An individual college is considered to be a single entity.*

Q.4 We [2009 GHGERF Grantee] believe we are eligible to submit a proposal in response to RFP GGGERF #10-001 under Category I, and would appreciate confirmation.

Working with local energy committee and municipal stakeholders to understand their energy and carbon footprints, and arrive at and decide on options for audits, and select and act upon projects is more than a 1 year program -- and we acknowledged this in our 2009 proposal to the PUC, i.e.,:

Section 1.10 "A future grant from the PUC would help us perform followup inventories in participating towns once their reductions measures are in place."

Section 3 "As the core of the proposed project, we will deliver to 24-48 geographically diverse communities in New Hampshire a series of greenhouse gas emissions inventories, energy audits, follow-up analysis and on-going implementation support, with the ultimate goal of increasing local capacity and demonstrating concrete steps to reduce energy use in underperforming town buildings by 50% within a 60-month time period."

Page 8 (Step 5) "We anticipate that this work to quantify results will be the focus of a future grant proposal to the RGGI program. "

A.4 This organization is not eligible to apply for funding under Category 1. The cited references fall short of the requirement in Category 1 that the applicant had provided either a multi-year budget or a multi-year program plan in its 2009 GHGERF proposal. The grantee in this case did not state its proposal was for a multi-year plan, nor did it present a multi-year budget. Rather the grantee indicated an intent to apply for a future grant at some unspecified future time. Similarly, while there was reference to a 60 month timeframe for municipalities to achieve energy reduction projects, there were no specific details on future phases of the program; the scope of work was essentially limited to a one year period. In short, there was an absence of evidence that at the time the proposal was filed, the grantee had specific plans for a second phase of program activity to be funded with GHGERF monies.

Q.5 The RFP states: The three areas of interest chosen for this solicitation are specific to the development of **programs** as opposed to individual projects. We are working with a local government entity which has a central campus with multiple buildings that are heated by a central oil fired boiler plant, and we are looking at the possibility of converting the central plant to a wood chip boiler plant. Would the PUC consider this an “individual project” or would it qualify as a “program”.

A.5 This would be considered an individual project and therefore would not qualify as an eligible program. The RFP states on page 2 that “[p]rograms benefit multiple entities through multiple project sites. Here there is only one entity, a local government entity.

Q.6 Does a single school district that has a prototype of its proposed energy efficiency program [and] has a demonstrated 90% reduction in building energy usage and that has not previously applied for grants with the PUC qualify for this second RFP or are we excluded? The program is modular, scalable and uses novel approaches with a combination of insulation, energy recovery and energy generation through the use of air source heat pumps. It will be a stretch to use \$1,000,000 as described in Category III.

A.6 If the proposal will benefit only schools in a single district, it would not qualify as an eligible program; a school district is considered to be a single entity. See Q.5 and A.5 above.

Q.7 Will there be opportunities in the future for municipalities and small nonprofits to receive GHGERF grants for energy efficiency programs or renewable energy installations?

A.7 There are many categories of eligible programs—as defined the New Hampshire legislature in RSA 125-O:23, II and in PUC Administrative rule 2604.01 -- that the Commission may consider when issuing an RFP. In consultation with the [Energy Efficiency and Sustainable Energy Board](#), the Commission will periodically assess which types of programs will best meet the state’s goal of reducing greenhouse gas emissions. Future RFPs may vary in content and focus as a result. Please note that GHGERF monies may only be allocated for energy efficiency, energy conservation and demand response programs. RSA 125-O:23, II. Renewable energy installations are only

eligible for funding where it can be shown that such installations will result in an improvement in energy efficiency. For example, in 2009 the GHGERF awarded grant funds for projects in which fossil fuel heating systems were replaced with wood pellet systems that offered significant energy efficiency gains. For information on other possible sources of funding for municipalities and small non-profits, please refer to [Office of Energy and Planning](#) website.

Q.8 Is a 20 person non-profit residential treatment facility for developmentally disabled individuals considered a low-income housing program which would be eligible for a grant under the low-income housing category for the upcoming GHGERF grants, given that it provides housing for 20 individuals who are not able to live alone and not able to earn enough income to afford to rent or buy their own apartments or homes? Or is their 20 person facility too small for this round of applications?

A.8 If this proposal would entail a single project at a single facility, it would be ineligible for funding on the grounds that it is not a program that would benefit multiple entities. As described, it appears to be a single project carried out at a single location. In addition, to be eligible for Category III the applicant would have to demonstrate that the residents of the facility “are eligible for federal, state or utility low-income energy assistance, energy efficiency or weatherization programs, or whose income is 60% or less of the state’s median household income.” See RFP at p. 12. Finally, in the event the proposal met both of those conditions, the program budget would have to be \$500,000 or higher. The number of residents who would benefit for the project is not necessarily relevant, though in general the Commission is seeking programs that have far-reaching impacts.

Q.9 The University System of New Hampshire plans on submitting under category II for a program to establish a revolving investment fund for its multiple campuses. A previous Q&A response identifies a college as a single entity, where the University System is addressing 4 main campuses along with various satellite locations that would all qualify for the size limitations under the large energy user definition. Would this program qualify as serving multiple entities?

A.9 Yes. The colleges within the University System have unique identities and are considered by the Commission to be separate entities. Therefore projects at the various colleges would constitute a program rather than a project.

Q.10 In Category II, if a program is comprised of 5 or 6 individual projects, do the projects need to be lumped together as one large project, or kept individual, with a sum total of the minimum application amount of \$1,000,000?

*A.10 The **program** budget, comprised of individual projects and other costs such as salary and wages, travel, rent and utilities, etc., must meet the threshold of \$1,000,000. Applicants may describe the individual projects and provide information about the costs and benefits of those projects, including project budgets if so desired.*

Q.11 In Category II, section 5.1 [it] says that applicants must use the Budget Worksheet. Is a worksheet required for each project or for the total program? The worksheet is limited in space, as there are zeros in most of the columns. Are other cost estimate spreadsheets allowed to be used for the cost breakdown?

A.11 The Budget Worksheet was inadvertently posted as a PDF document, which prevents any entry of data electronically. The document is now reposted as an Excel spreadsheet to allow for data entry. An applicant's program budget must be entered in the Budget Worksheet. Applicants may also submit budget information regarding projects to be funded through the proposed program. Project budgets may be presented in additional Budget Worksheets or other spreadsheets or formats.

Q.12 I was confused about the stipulation about having applied for a grant in 2009 – does this specifically mean if we did not apply last year we cannot apply this year?

A.12 The requirement in question applies solely to Category 1. Entities that were not awarded GHGERF grant funds in 2009 are not eligible for consideration under that category. However, this requirement does not apply to entities seeking funding under Categories II and III.

Q.13 Are your grants awarded specifically to projects in NH because we [entity name deleted] are based in Chicago/California?

A.13 Any grants resulting from this RFP will be for programs implemented in New Hampshire only. As stated on p. 2 of the RFP, "[m]onies in this fund must be used to support energy efficiency, conservation and demand response programs to reduce greenhouse gas emissions generated within the state." (emphasis added)

Q.14 Can a project that will be implemented in July 2010 (regardless of funding decisions) be included in the current proposal? Specifically, we are planning on rebuilding a part of our boiler during our annual maintenance outage in July, 2010. Our next opportunity will be approximately a year from then. We are planning to proceed with this job in July 2010 regardless of whether or not we receive assistance from the GHGERF. Can we include this project in our proposal even though it will likely be completed before any funding decisions are made - but has been submitted before the project begins?

*A.14 Single projects are not eligible for funding. As stated in the Background section on p. 2, "[t]he three areas of interest chosen for this solicitation are specific to the development of **programs** as opposed to individual projects. Programs benefit multiple entities through multiple project sites." See also Questions and Answers #'s 3, 5, 7, and 8. In addition, GHGERF funding is for prospective programs and not for completed programs. Funding for programs selected in response to this RFP are unlikely to receive final approval from Governor and Council prior to July or August, 2010.*

Q.15 We are interested in applying for Category III of your RFP and have a question. Is the grant deadline remaining June 1 or has the date changed due to the delay in getting it out?

A.15 The deadline has not changed. Proposals are due no later than June 1, 2010 by 4:30 p.m. at the Public Utilities Commission.

Q.16 Under section 5.2 are the details of key personnel related to direct employees of the Applicant only?

A.16 Section 5.2 applies to all key personnel, be they direct employees or those of any partners or subcontractors.

Q.17 Are salaries of direct employees involved with the program required here?

A.17 Yes.

Q.18 We think we have an excellent location for a small wind turbine in [name of town]. I have asked for quotes from [two companies]. The objective would be to provide power to the new Senior Housing facility. We have been told that the current net metering laws in NH would not apply if we cross a public road or way. Can you tell me whether this restriction makes our application unfeasible?

A.18 Please see Q.7 and A.7. Your project would be ineligible for reasons unrelated to net metering. GHGERF monies may only be allocated for energy efficiency, energy conservation and demand response programs. The type of renewable energy project you describe may qualify for a future RFP from the State's Renewable Energy Fund (REF), also managed by the PUC. Currently the REF offers rebates for residential solar electric and wind installations under 5 kilowatts in capacity, and residential solar hot water systems. There will soon be additional programs for residential wood pellet heating systems as well as a commercial-scale renewable program for solar electric and potentially other renewable technologies. For more information see <http://www.puc.nh.gov/Sustainable%20Energy/RenewableEnergyRebates.htm>.

Q.19 In Category III, it states: "Programs eligible for GHGERF funding,...., shall be those sponsored by non-profit or governmental entities in NH that involve the production, maintenance or preservation of rental or owneroccupied housing designed to serve low income households." Does this mean that the applicant? Or can a company that is collaborating with a government entity submit the application? Essentially, is an LLC a valid applicant for this type of program if the program serves low income households and proposes an eligible project?

A.19 The applicant must be a non-profit or government entity. The applicant may choose to partner with or subcontract to another organization or business, but must be the primary party to submit the proposal.

Q.20 We are planning on submitting a response for category 2 in the RFP to manage a program to increase energy efficiency and reduce emissions from boilers in the large commercial and industrial sectors in NH. Is this too targeted a program? Would the PUC rather see a program address boilers as well as electrical efficiency?

A.20 The RFP clearly states the criteria that will be used in evaluating grant proposals. See "EVALUATION AND SELECTION PROCESS," beginning on page 2. Applicants must determine for themselves what type of program(s) would best meet the criteria.

Q.21 (all from same applicant)

Q.21 a. Is the state looking for an individual/organization to develop a program for the state and manage said program?

A. 21 a. The State is seeking proposals for programs that benefit multiple parties. Applicants would manage such programs. A program that would benefit various state agencies, as opposed to a single state agency, would be eligible.

Q.21 b. Can the applicant also provide the energy efficiency services or are the services to be provided by contractors/consultants not affiliated with the applicant?

A. 21 b. An applicant may provide direct services or may subcontract with another party for program implementation.

Q.21 c. Does the state have a preference for an annual \$\$ amount?

A. 21 c. No. The minimum application amount under Category II is \$1million. Applicants must determine for themselves the appropriate program budget.

Q.21 d. Does the state have a preference for the number of years for the program?

A. 21 d. Applicants should determine the optimal length of the program. In the past applicants have submitted proposals with time frames ranging from several months to several years. The Commission may opt to fund only a portion of a long-term grant proposal. For example, an applicant might submit a proposal with a five year work plan and receive funding for the first year, or the first two years, with the possibility (but not guarantee) that the applicant may be able to re-apply for funding of the same program after the initial grant period has ended.

Q.22 Would a proposal for the deployment of an Enterprise Energy Management System (EEMS) across all or most state facilities be deemed a qualifying proposal under Category II of the RFP?

A.22 Yes. This is similar to the issue posed in Question 9. Do state agencies constitute separate entities or are they all part of a single entity – state government? Just as the

colleges which comprise the state's university system are considered to be unique entities, state agencies, which have separate identities, missions, budgets, and personnel, are regarded as multiple entities for purposes of this RFP.

Q.23 A water/wastewater utility that serves multiple communities is completing a series of projects that will improve energy efficiency and reduce greenhouse gas emissions. Because multiple communities (rather than a single entity) will benefit from these projects, can this be considered a program (rather than a project) with regard to Category II eligibility?

*A.23 To the extent that the program would benefit multiple towns or communities it would qualify as benefiting multiple entities. However, the extent to which it may meet other criteria is less clear. See Answer 14 and the Background section on p. 2 of the RFP. , “[t]he three areas of interest chosen for this solicitation are specific to the development of **programs** as opposed to individual projects. Programs benefit multiple entities through multiple project sites.”*

Q.24 Our organization received a GHGER grant last year. Our application did include multi-year budgets and did specifically indicate our intention to receive 3 capital injections (multi-year funding) from the PUC GHGER fund. This award was for two years, and expires in October 2011. We continue to make progress with this program. , **Are we an eligible applicant under category 1 (of the current RFP) as a grantee with an active, open 2 year grant?** (Question 1)

A.24 Yes, this entity could be an eligible applicant under category 1 as it clearly applied for a multi-year program budget in their 2009 grant proposal and anticipated seeking GHGER funding to continue and expand the program beyond the funding already approved, provided they also have demonstrated success in implementing their 2009 proposal.

Q.25 Our organization makes low-interest loans and grants available to qualified businesses and nonprofit organizations to help finance energy improvements and renewable energy projects in their buildings. We are experiencing *tremendous demand* for this program. We would like the ability to serve non-profit and business clients through the application we are planning to submit under Category 1 of this current GHGER RFP. **Would our application be eligible, under category 1 of the current RFP, if we were to seek funds to continue our open grant, while expanding the clientele served by the supplemental, additional grant funds (if awarded) to include non-profits and businesses?**

A.25 No, this project would not be eligible under Category I as it is not a continuation of an existing program. It may meet the criteria listed in Category II and consideration should be given to apply for a loan from the GHGERF.

Q. 26 Would a cover sheet and a table of contents page count within the 12 page narrative limit?

A. 26 A cover sheet would not count toward the 12 page narrative limit. In the interest of saving paper, please do not provide a table of contents, and please also remember to use double-sided printing or copying if possible.

Q 27 a In your Answer #7 in the FAQ posted on the web, you state:

"Please note that GHGERF monies may only be allocated for energy efficiency, energy conservation and demand response programs. RSA 125-O:23, II. Renewable energy installations are only eligible for funding where it can be shown that such installations will result in an improvement in energy efficiency. For example, in 2009 the GHGERF awarded grant funds for projects in which fossil fuel heating systems were replaced with wood pellet systems that offered significant energy efficiency gains."

Could you please define "improvement in energy efficiency"?

A.2 .a Please see [Puc 2602.9](#).

Q.27 b The above statement seems to necessarily rule out any photovoltaic installations and perhaps biomass heating installations as well. The energy conversion efficiencies of these systems are arguably very low (PV) to comparable with fossil fuel (biomass heating). However, such installations provide precisely what is sought in the "Evaluation and Selection Process" summary, where the top three criteria are GHG reduction, cost effectiveness and reduction of peak electric load.

The two examples (PV and biomass heating) provide 100% reduction in GHG emissions and can be shown to be cost effective. Are they acceptable technologies for the purpose of the RFP?

A.27 b Generally no, please see [Puc 2604.01 Use of Greenhouse Gas Emissions Reduction Fund](#) for a complete list of program that are eligible. Biomass is eligible, not necessarily as a renewable energy, but as a means of replacing fossil fuel. PV projects, while not funded under the GHGERF program, are being funded through the [Renewable Energy Fund](#).

Q 28 Our program targets multiple entities through multiple project sites. Would the following be considered a large energy-user: a site(s) that have many building that do not individually equal 100 kW or 1000 MMbtu, but do when aggregated?

Under our existing grant, we achieve Green House Gas reduction regardless of the electric rate class of our customer/s. However, we are not eligible to continue our program under category I. We are concerned that under category II some of the clients (municipalities and school districts across the state) we have been developing with less

than 100Kw of demand can continue to receive services. This creates some practical problems. In the case of public schools or municipalities, some buildings are small, others medium, and others large C&I. For example, a SAU office is 12KW, the elementary school is 92KW, and the High School 165KW. Going forward does this mean we can only offer carbon reduction grants to the Large High School within a School administrative unit. (Under Cat II)?

A 28 The criteria for Category II defines large energy uses “as facilities that had an electric demand of 100 kilowatts in any of the previous 12 months ... as shown on the facility’s electric utility bill or bills, or used the energy equivalent of 1,000 MMBtu annually for space heating and/or process heat. Examples include, but are not limited to : large commercial office space buildings, large hotels, and manufacturing or industrial facilities. Generally separate buildings on separate sites would not constitute a single “facility” for determining the threshold load or energy use size. Separate buildings on the same site and/or serving a common function, might, in some circumstances be considered part of one facility to meet the threshold load, such as a hospital, school or public works campus, with a number of structures that may be considered a single facility, especially for instance, if they had a single district heating system. The intent of the current RFP is to target specific sectors that the Commission believes will greatly reduce greenhouse gas emissions and benefit the State. Depending on available funding, the Commission will release additional RFP’s that will likely target other sectors.