



Morgan Hill Unified School District

REQUEST FOR QUALIFICATIONS for COMPREHENSIVE ENERGY SAVING PROJECT

Addendum 1

4/2/25

The following questions have been received by the District and the District's Responses are incorporated into the RFQ:

Q1: [ESCO] is a proven ESCO in the CA Bay Area market. We have worked with numerous K-12 Districts throughout the Bay Area to help them develop and implement comprehensive turnkey energy services projects. We are very interested in your project, but unfortunately at this time, we do not meet the minimum requirements, as shown below. Would the District be willing to modify the RFP to accommodate the following?

- Remove the requirement for customer references to include guaranteed energy savings, with verified energy savings performance.
- Remove the requirement for NAESCO accreditation.

A1: The District's intent is not to exclude any reasonably qualified ESCO, so we hereby change "Minimum Requirements" to "Desired Qualifications". If an ESCO does not meet a specific requirement, they shall explain why they do not meet it, what qualification they do have instead and/or how they meet the spirit of the requirement and the District will take it into consideration at its sole discretion during the RFQ evaluation. It is also worth noting that the District places higher value on demonstration of experience with solar performance guarantees than full monitoring and verification plans of energy efficiency savings.

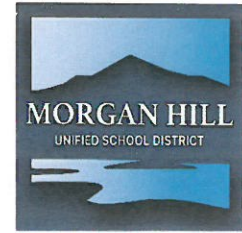
Q2: It is necessary to completely fill out the bid sheet? We won't know the costs associated with these line items until after we complete the site assessments.

A2: The purpose of the Pricing Proposal is to gain an understanding of how your firm prices their projects and not to obtain actual costs. The Pricing Proposal form is intended to identify the mechanism by which respondents will build-up their costs at a later date. For example, the line "Engineering & Design" should get a checkmark in the "Built Up Cost at Hourly Rates" if Respondent intends to develop their costs based on their standard labor rates (which would be reported in the second table on the Pricing Proposal form). However, if costs associated with "Engineering & Design" are allowed based on a percentage of construction cost, then the "Built Up Cost at Hourly Rates" column should be left blank and a percentage indicated in one or both of the columns labeled "% of Construction Cost" or "Max % of Construction Cost," respectively.

Q3: The solicitation presents minimum qualifications for response, including the requirement to submit five (5) California ESPC projects completed within the past five (5) years. Would the District consider broadening this requirement to include highly qualified references outside of the State of California?

A3: See the response to Question 1. The District prefers California K-12 experience (especially DSA experience), but the bidder may submit the most applicable references and the District will take it into consideration at its sole discretion during the RFQ evaluation.

COMPREHENSIVE ENERGY SAVINGS PROJECT: MANDATORY MEETING SIGN-IN SHEET



Facilitator: MHUSD, ARC Alternatives

Place/Room: Martin Murphy Middle School
March 22, 2025 10:30 AM

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