

**RFP FOR  
ENERGY SERVICES AGREEMENT**

**ADDENDA #2  
February 4, 2026**

**Vallejo City Unified School District**

## **Addenda #2**

This Addenda #2 is being provided to all Respondents to the December 8, 2025, RFP FOR Energy Services proposals.

The Vallejo City Unified School District (“District”) is issuing this Addenda #2 to the RFP for Energy Services proposals (“Addenda #2”) to clarify that its RFP for Energy Services is being approved pursuant to California Government Code section 4217.10 et seq. and as such is required to show that the contract awarded under this RFP will allow the District to make the findings that 1) The anticipated cost to the District for the energy services under this contract are less than the anticipated cost to the District of the energy that would have been consumed by the District in the absence of purchases under this contract; and 2) the terms of the contract are in the best interests of the District.

In order to comply with the requirements of Govt Code section 4217.10 et seq, the District requires that Respondents modify their responses to add the following information as Tab 7 to their existing responses:

### **Tab 7: Detailed Economic Performance Evaluation**

This Section outlines the methods and metrics ESCOs must use to evaluate the economic performance of proposed ECMs. The information in this Section will allow the District to make the necessary findings under Govt Code Section 4217.10 et seq that the anticipated cost to the District for the energy services under this contract are less than the anticipated cost to the District of the energy that would have been consumed by the District in the absence of purchases under this contract. *The District requires that all calculations be shown and all assumptions stated for verification purposes.*

Economic performance of ECMs should be evaluated using a net-present-value pro forma cash flow analysis. All significant cash outflows and inflows associated with proposed ECMs should be captured in this analysis. These cash flows are summarized here in bulleted form:

Cash flows may include, but are not limited to:

- **Cash Inflows (Revenue)**
  - Avoided electricity costs
  - Avoided gas costs
  - Avoided water costs
  - Incentives
  
- **Cash Outflows (Costs)**
  - Capital costs of improvement

- Additional transaction costs
- **Additional Guidance**
  - Avoided Utility Costs: Respondents should estimate reduced electricity usage (in kWh) *and* reduced demand (in kW) associated with a given ECM for two time periods: summer and winter. The evaluator will provide avoided electricity rates to be applied to electricity usage savings and demand savings for each given season.
  - Avoided Natural Gas/Propane Costs: Respondents may use a single blended rate.
  - Capital Cost: Capital cost of a given ECM should reflect the total incurred costs to the District of installing, commissioning, and deploying the improvement; Respondent must also include permitting, sales tax, removal and disposal of replaced units and any other appropriate charges. For energy improvements that consist of multiple units of a given product, Respondent shall provide a unit price. Additionally, Proposers shall calculate and insert the total offer price, where appropriate on a schedule.
  - O&M Costs Associated with Energy Improvement: Maintenance costs which are necessary to ensuring that an ECM meets its expected useful life (“EUL”) must be provided. O&M cost estimates should be based on industry standards but to the degree feasible should account for customer specific parameters.
  - Additional Costs: A proposal must include additional costs associated with an ECM that are not included in the cost categories above, but should be accounted for in the proposal pro forma.
  - Economic Performance Metrics: To ensure proposals are evaluated across consistent metrics, Respondents are required to provide the following measures of economic performance.
    - ◆ The cost-effectiveness of individual ECMs (i.e. lighting, HVAC, etc.).
    - ◆ Cash Flows: Cash flows and other economic performance metrics must be provided for each category of ECM and for the total package of energy improvements: (a) Year 1 bill savings for electricity and natural gas, (b) net present value of investment, (c) net present value of nominal cash flows associated with the energy improvement(s).
    - ◆ Savings to Investment Ratio: The ratio of the present value of energy savings to the present value of costs over the expected useful life (EUL) of the energy improvement(s)

- ◆ Discounted Payback: Year at which project breaks even based on discounted cash flows
- ◆ Time Period: Analysis should capture cash flows associated with an ECMs expected useful life (EUL). EULs should be based on reasonable industry standards and tailored based on operating hours (i.e. for lighting). EULs

### **Responses to Addenda #2**

All responses to Addenda #2 must be clearly identified on the first page as: **RESPONSE TO ADDENDA #2**.

All responses to Addenda #2 must include the **Respondent company's name, address, telephone number, and contact person**.

All responses must be **signed** by a legally authorized representative of the Respondent.

All responses to Addenda #2 must be delivered to the District Office, located at **852 Rosewood Ave, Vallejo CA 94591** no later than **11** a.m. on **February 17, 2026**.

### **Requests for Further Information**

All requests for further information must be submitted to **Ruben Fernandez Assistant Superintendent of Business and Operations**, at the District Office, no later than **February 11, 2026, by 10 a.m.**