

REQUEST FOR INFORMATION NUMBER

I. INTRODUCTION

A. BACKGROUND

Describe City's need for goods or services. Reference policy decisions, resolutions, and laws, as applicable.

The City of San Diego's Climate Action Plan and Climate Action Implementation Plan highlight the importance of transitioning to clean and renewable energy sources as a key strategy to reduce greenhouse gas emissions and support a sustainable future. This transition includes significant expansion in the use of rooftop solar photovoltaic (PV) systems and Battery Energy Storage Systems (BESS) across the city.

The City's commitment to equitable implementation of renewable energy technologies aims to address historical disparities, empower communities, and distribute the benefits and burdens of the transition to clean energy. The Climate Action Plan calls for support in expanding equitable access to renewable energy systems, such as rooftop solar PV and BESS. The City's objective is to reduce energy burdens, particularly for low-moderate-income households, without exacerbating housing unaffordability.

This underscores the need for these technologies to be affordable and accessible to all residents, especially within Communities of Concern, to ensure equity in the benefits derived from renewable resources. Communities of Concern are defined as the top 25% scoring areas from CalEnviroScreen, known as Disadvantaged Communities (DACs), as well as the additional census tracts identified by the City of San Diego through its Climate Equity Index (CEI) reports. Specifically, the City of San Diego identified these census tracts as areas with very low, low, and moderate access to opportunity.

City Strategy and Policy:

This Request for Information (RFI) aligns with the City's 2022 Climate Action Plan (CAP), which sets clear goals to reduce greenhouse gas (GHG) emissions and details the strategies and actions the City will collectively take to make San Diego a more sustainable, resilient, and thriving City.

In San Diego, GHG emissions from buildings are second only to transportation when accounting for the electricity and natural gas consumed in homes and businesses. The first two strategies included in the CAP, Decarbonization of the Built Environment and Access to

Clean and Renewable Energy, provide several measures and actions to reach our decarbonization, energy efficient, and renewable energy targets.

Strategy 1: Building Decarbonization aims to drastically avoid greenhouse gas emissions from buildings across the City and improve indoor air quality. It includes measures to address emissions from existing buildings and new development to phase out 90% of natural gas usage from buildings by 2035. For this strategy, having a partner to assist with the challenging task of electrifying the existing building stock by 40% in 2030 and 90% by 2035 can be beneficial.

Strategy 2: Access to Clean and Renewable Energy, has measures such as developing financial support programs to incentivize solar on multifamily buildings, providing economic benefits to tenants and families within Communities of Concern and updating land use codes to include energy storage and other distributed energy technologies to facilitate local renewable energy resource deployment.

The specific policies in the Climate Action Plan relevant to this RFI are:

- 1.1 SA-6: Expand residential Photovoltaic deployment incentives/programs.
- 1 SA-7: Develop programs to promote energy efficiency and load management technologies with an emphasis in Communities of Concern.
- 2.1 SA-1: Develop financial support programs to incentivize solar on multifamily buildings, providing financial benefits to tenants and families within Communities of Concern.
- 2.1 SA-2: Develop financial support programs to incentivize deployment of building-scale renewables and mandate the use of renewables through building codes, while engaging residents and other stakeholders in the process.

The specific policy related to a partnership relevant to this RFI are:

Marketing Partnership Council Policy 000-40

1. To establish and guide relationships with existing and potential business partners who share the City's commitment to providing a high-quality civic environment through the City of San Diego.
2. To generate revenue, in-kind values, and non-monetary benefits to fund or support existing and additional facilities, projects, programs, and activities.
3. To provide appropriate recognition of corporate partners while maximizing the cumulative revenue or value from the partners.

B. REQUEST FOR INFORMATION

This RFI is issued for purposes of gathering information and planning. The City does not intend to award a partnership on the basis of information received in response to this RFI.

The City may, in its sole discretion, consider and use the information submitted in response to this RFI in developing a competitive solicitation.

II. RFI SUBMITTAL PROCESS

A. RFI SUBMITTAL

1. **Timely Submission.** Responses must be submitted as described herein to the Economic Development Department on January 28, 2024, at 5pm.
 - 1.1 **Paper Responses.** The City will accept paper responses in lieu of electronic responses. Paper responses must be submitted in a sealed envelope to the Economic Development located at 1200 Third Avenue, Suite 1400, San Diego, CA 92101.
2. **Questions and Comments.** Written questions and comments must be submitted electronically via corporatepartnerships@sanidiego.gov no later than January 14, 2024, at 5 P.M. Only written communications relative to the procurement shall be considered. The City's only acceptable method for submission of questions is via corporatepartnerships@sanidiego.gov. All questions will be answered in writing. The City will distribute questions and answers without identification of the inquirer(s) to all bidders who are on record as having received this RFI. No oral communications can be relied upon for this RFI. Addenda will be issued addressing questions or comments that are determined by the City to cause a change to any part of this RFI.
3. **Future Competitive Solicitations.** Respondents may submit one or more proposals should the City competitively bid the goods or services described herein. Note, however, that respondents who may wish to submit a proposal in response to this RFI should first check with their legal counsel to ensure no actual or potential conflict of interest exists.
4. **RFI Opening and California Public Records Act.** Responses to this RFI will not be opened in public. Note, however, that any information submitted in response to a RFI is a public record subject to disclosure unless the City determines that a specific exemption in the California Public Records Act (CPRA) applies. If a Respondent submits information clearly marked confidential or proprietary, the City may protect such information and treat it with confidentiality to the extent permitted by law. However, it will be the responsibility of the Respondent to provide to the City the specific legal grounds on which the City can rely in withholding information requested under the CPRA should the City choose to withhold

such information. If the Respondent does not provide a specific and detailed legal basis for requesting the City to withhold the Respondent's confidential or proprietary information at the time a response is submitted, the City will release the information as required by the CPRA and Respondent will hold the City, its elected officials, officers, and employees harmless for release of this information. It will be the Respondent's obligation to defend, at Respondent's expense, any legal actions or challenges seeking to obtain from the City any information requested under the CPRA withheld by the City at the Respondent's request. Furthermore, the Respondent shall indemnify and hold harmless the City, its elected officials, officers, and employees from and against any claim or liability, and defend any action brought against the City, resulting from the City's refusal to release information requested under the CPRA which was withheld at Respondent's request.

B. REQUESTED INFORMATION

1. To be considered responsive, Respondents' submission must address all questions and provide all information requested in this RFI. All responses must be thorough and concise. The City encourages creativity.
2. Respondents should address any other issues related to this RFI that Respondent deems important and relevant to City's goals and objectives as described herein.
3. Respondents should address how Respondent would fulfill or support the City's objective of achieving an equitable transition to 100% renewable energy city-wide, as outlined in our ambitious Climate Action Plan, which includes specific targets to phase out natural gas consumption in all homes across the city. Our objective is to partner with experienced and innovative firms that will not only contribute to reaching our renewable energy and electrification goals but will do so with a strong focus on climate equity, ensuring that the benefits of renewable energy technologies are accessible to all communities, particularly those historically underserved. Respondents to this RFI are expected to demonstrate how their solutions will support the City in advancing these aims, guided by the principles of the Climate Equity Index, and to propose strategies that align with the goals of our Solar Equity Program. Through this collaboration, we aim to foster a resilient, inclusive, and sustainable energy future for every San Diegan, with a particular focus on our Communities of Concern while leaving no neighborhood behind.

QUESTIONS: Please limit responses to 250 words per question.

1. Are you primarily an equipment provider, an installation service, or both? How many years has your firm been active in the solar PV, renewable energy, and BESS markets in San Diego or Southern California, and what is your annual installation volume? What is the size of your firm in terms of employee count and annual revenue?
2. Can you describe your business practices regarding the installation and maintenance

of solar PV and BESS, including customer service protocols? What is your BBB rating, if any? Please provide examples of how your firm has resolved installation, service, or equipment issues in past projects.

3. What is the price range for your solar PV and BESS installations, and how do you structure your pricing?
4. Have you worked with municipal, county, or state governments on similar installations? If so, please provide details of these projects, including the schedules and collaterals for outreach and marketing.
5. From which manufacturers do you source your solar panels, inverters, batteries, and other critical components? Have you experienced any supply chain issues leading to delays or in the past 2 years? Do you foresee any supply chain issues?
6. What types of solar PV panels, inverters, and batteries do you use, and what are their typical performance specifications?
7. How do you assess a building's energy requirements and recommend the size of a solar PV array?
8. What revenue-sharing models could be applicable between your firm and the City of San Diego?
9. What warranties and service agreements do you offer for the solar PV systems and BESS you install?
10. What is your preferred term length for municipal agreements?
11. Describe your company's process for obtaining permits, performing installations, and ensuring compliance with local regulations.
12. How does your firm handle the integration of solar PV and BESS with existing electrical infrastructure in residential buildings?
13. Please provide details on your workforce training, certifications, and expertise related to solar PV and BESS installations.

14. Do you provide monitoring services to optimize the performance of the installed solar and BESS? If so, how?
15. Could you detail any partnerships with manufacturers or other service providers that enhance your offerings? Can you describe any partnerships or collaborations your company has with non-profits, community groups, or government programs aimed at promoting energy equity?
16. Explain the steps your company takes to ensure the safety and reliability of the installed systems.
17. Describe your approach to environmental stewardship, specifically regarding the end-of-life recycling or disposal of solar and battery components.
18. Are there any innovative technologies or business models that your company is currently exploring or deploying in the solar PV and BESS sectors? Does your firm have experience with, or could it participate in, community solar programs or other innovative solutions that allow for shared benefits from renewable energy projects, helping to prevent exacerbation of housing and energy affordability issues?
19. What initiatives or programs does your firm have in place to ensure that low-to-moderate-income households can access and afford solar PV and BESS installations? How does your company adjust its business model or pricing to support energy affordability in disadvantaged communities without compromising on the quality of technology and service?
20. What strategies do you employ to educate and engage with diverse communities about the benefits and opportunities of solar and storage technologies, and how do you measure the success of these outreach efforts?

4. Respondents should describe any technical, business, legal, and/or revenue specifications City should consider when structuring a competitive solicitation that accomplishes the City's goals and objectives.
5. The City may require Respondents to interview and/or make an oral presentation.

RESPONDENT SIGNATURE IS REQUIRED

Respondent
Name:

Address:

Telephone No.
and E-Mail
Address:

Website:

Authorized
Representative
Name and Title:

Representative's
Original
Signature:

Date
Signed:

Most Recent
Addendum Issued:
