



RFP 4630 Regional Clean Energy Hub to Advance an Inclusive Clean Energy Economy

Lori Clark and Bianca Shaw

December 7, 2021



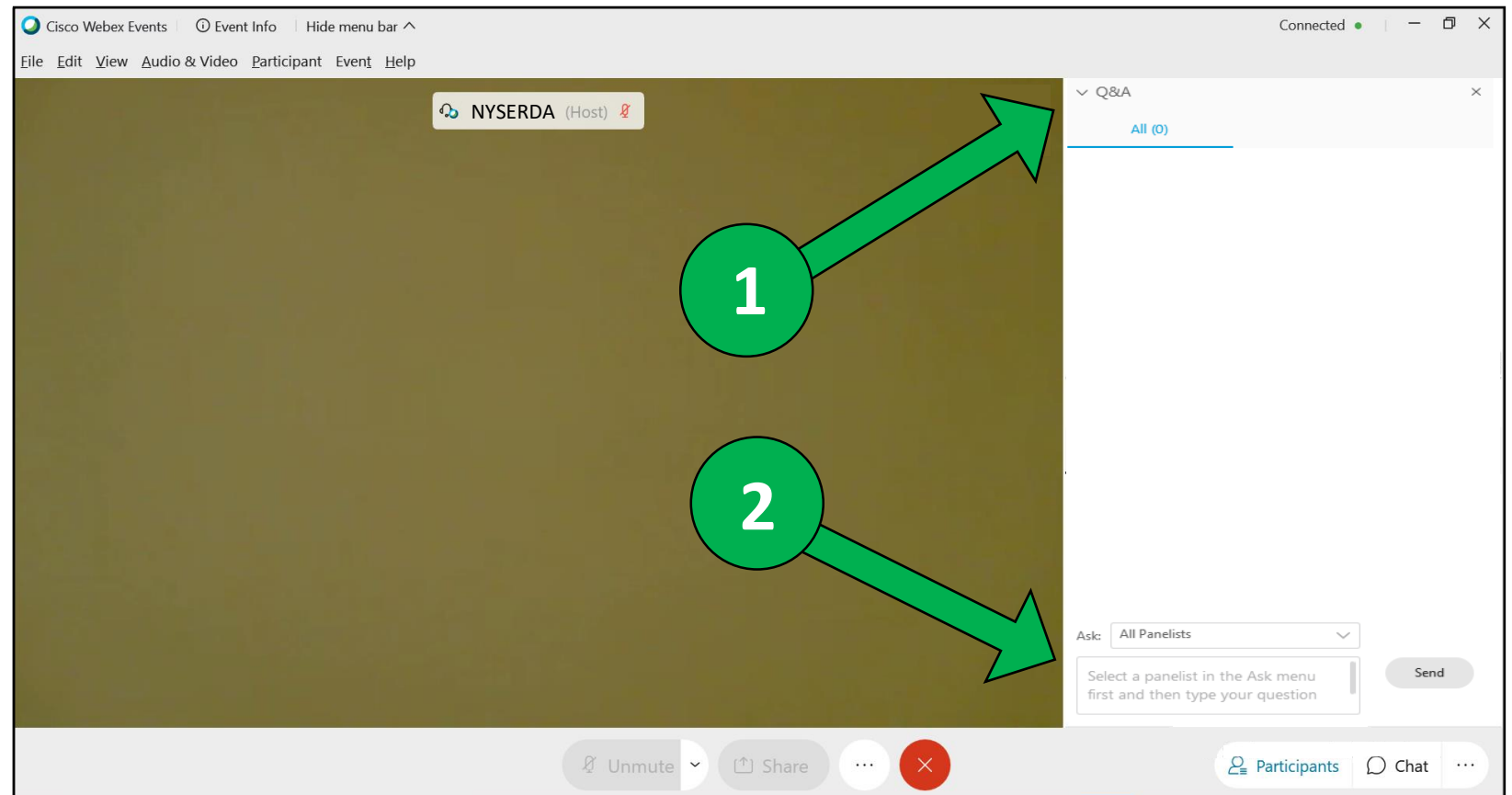
NYSERDA

Q&A - Using Text

1. Locate the Q&A function in the upper right portion of your webinar panel.

Click on the small arrow to the left of “Q&A” to expand the text field.

2. Type your question into the text field and click “send.”





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Introduction

➤ Communities and Partnerships Team

- Clean Energy Siting
- Communities & Local Government
- Energy & Climate Equity
- Strategic Partnerships
- Workforce Development

➤ Feedback Provided

- Funding
- Contract term & reimbursement structure
- Definitions

Context

- Climate Act goal of 40% of the benefits associated with clean energy and energy efficiency investments directed to [disadvantaged communities](#)
- Development of an inclusive clean energy economy has been identified as strategic priority by NYSERDA, as outlined in the Strategic Outlook for 2021-2024
- Statewide LMI Portfolio includes outreach, education, and engagement as necessary to increase access to clean energy solutions
- Regional Clean Energy Hubs will play an instrumental role in positioning disadvantaged to engage in and benefit from the emerging clean energy economy.

Clearinghouse Intent/Goal



The graphic features a blue background with a yellow circular design element. On the left, there is a photograph of two women, one with long braids and a yellow sweater, and another with short hair and a white shirt, both looking at a laptop. The text is centered and right-aligned.

Register Today!

**\$53M Regional
Clean Energy
Hubs Webinar**

 **DECEMBER 7, 2021**

 **10:00-11:30 A.M. ET**

 **NEW YORK
STATE OF
OPPORTUNITY.** | **NYSERDA**

➤ Partners - groups, organizations, and/or individuals representing groups that may include but are not limited to economic development and workforce agencies, business associations, community action agencies, chambers of commerce, education and training providers, municipal governments, foundations, business leaders, nonprofits, civic groups, utilities, Energy Professionals, other NYSERDA contractors.

➤ For the purpose of this initiative, subcontractors or other entities being paid to perform services via this contract are not considered Partners. Though, the above types of organizations could be Contractors or Subcontractors.

➤ Subcontractors - an organization that has an agreement/MOU with the Contractor to perform the services in this solicitation.

Participation in, or use of, the clearinghouse does not guarantee or disqualify an award or selection as part of a proposing team. Teaming arrangements and partnerships are at the discretion of the individual organizations.

RFP Revisions

- Extended RFP Due Date to January 27, 2022
- Added \$16M for a total of \$52,656,600
- Shortened program period to four (4) years
- Commitment of funding for 8 years
- Increased number of New York City Hubs up to three (3)
- Eliminated Attachment A-1 Long Island specific budget form
- Updated activities not eligible for funding
- Clarified process for community campaigns
- Eliminated Attachment E – Sample Agreement

RFP Revisions

- Included Community-based Organization in the definition section
- Community Based Organization must be prime contractor and play a lead role
- Tracking mechanism will be Salesforce or equivalent, as approved by NYSERDA
- Allow for Full Time Equivalent (FTE) Hub Director position
- Co-Director option added
- Broadened Building Science requirements
- Provided clarity on Energy Advisor requirement
- Allowing skill set/qualifications for roles not filled/to be hired in Staffing Plan
- 10% start up payment recapture process

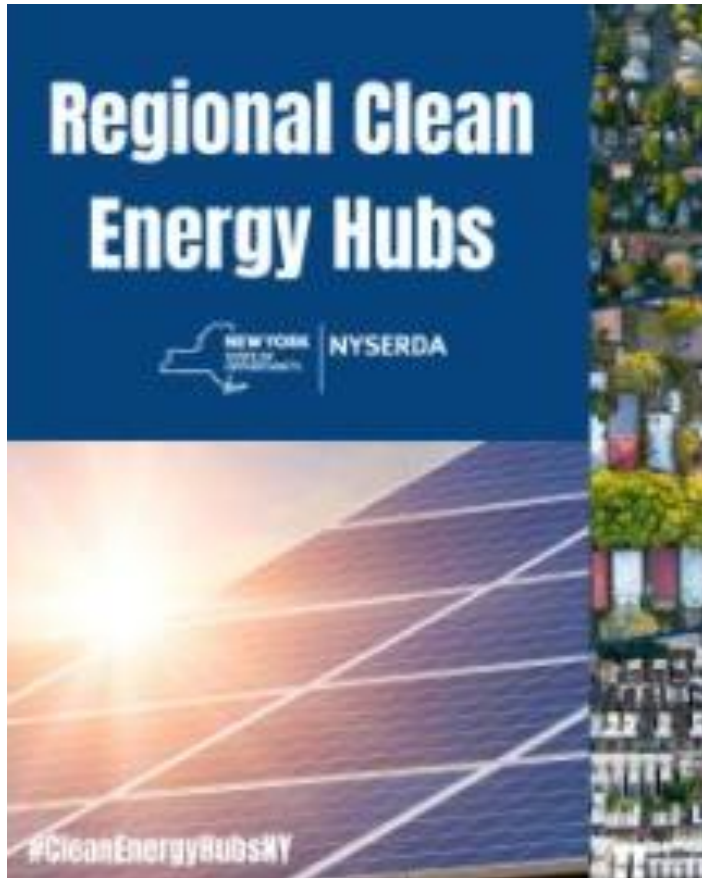
Contract Overview

- Allocations per region (except NYC) were developed based on multiple factors:
 - Base funding amount of \$1.85 million provided for each region
 - Distribution of statewide population
 - Percentage of low-to-moderate income households and
 - Land area (sq. miles) by region

- Contract Reimbursement Structure

- Advisory Group

Proposer Eligibility



- NYSEERDA expects teaming to ensure proposals have the capacity and geographic coverage to provide services to the entire Region.
- A community-based organization from each region is expected to serve as the prime contractor and be in a lead role in the strategic development and management of Hub activities.
- Hubs should leverage existing organizational capacity.

Proposer Qualifications

- Project Management – Coordinate the work of the Hub services
- Partnerships – The ability to establish solidified partnerships and leverage existing relationships, will be a factor in proposal evaluation.
- Staffing – Deploy multi-lingual, culturally appropriate staff that are representative of the communities within the Region. Advisors must live, work or perform services within the Region they serve.
- Regional Coverage – demonstrate a strong local presence in the Region and outline how they are uniquely qualified to provide services to disadvantaged communities within each proposed Region

Core Services



Services that are expected to be delivered, starting in the first year of the contract and throughout the contract period:

- Program Management and Administrative Functions
- Develop a Regional Assessment and Barriers Analysis
- Outreach and Awareness
- Community Campaigns
- Energy Education
- Project Coordination

Additional Services



Services that are expected to be delivered but are anticipated to scale up over the program period:

- Equitable Engagement
- Workforce and Small Business Development
- Local Projects and Pilots

RFP 4630 Proposal Requirements



Proposal Attachments:

- Attachment A – Budget form to be completed (for all regions)
- Attachment B – Statement of Work
- Attachment C – Staffing Plan
- Attachment D – Schedule of Hub Activities (for all services)

Other supporting documents:

- Resumes
- References
- Letters of Support/Commitment for subcontractors and partners

How To Apply

following funding opportunity: **Regional Clean Energy Hubs**. If this is not the opportunity you are applying for then please visit our Current Funding Opportunities webpage to find the appropriate funding opportunity.

Username for the proposal submission system is your email address followed by ".nyserda". For example, jsmith@abc.com.nyserda . You will be able to login to the system.

Login to NYSERDA Portal

LOGIN

Not registered? [Create an account](#)

[Forgot Password?](#)

- Visit NYSERDA's Current Funding Opportunities webpage
- Review all Associated Documents
- Returning User - Login to Portal
- New User – Read Application Instructions & Portal Training Guide

Timeline

Online Clearinghouse Available through December 31, 2021

- Organizations submit a statement of interest form that includes organization name, region, county(ies) served, point of contact and description of services provided.

RFP Launched – September 23, 2021

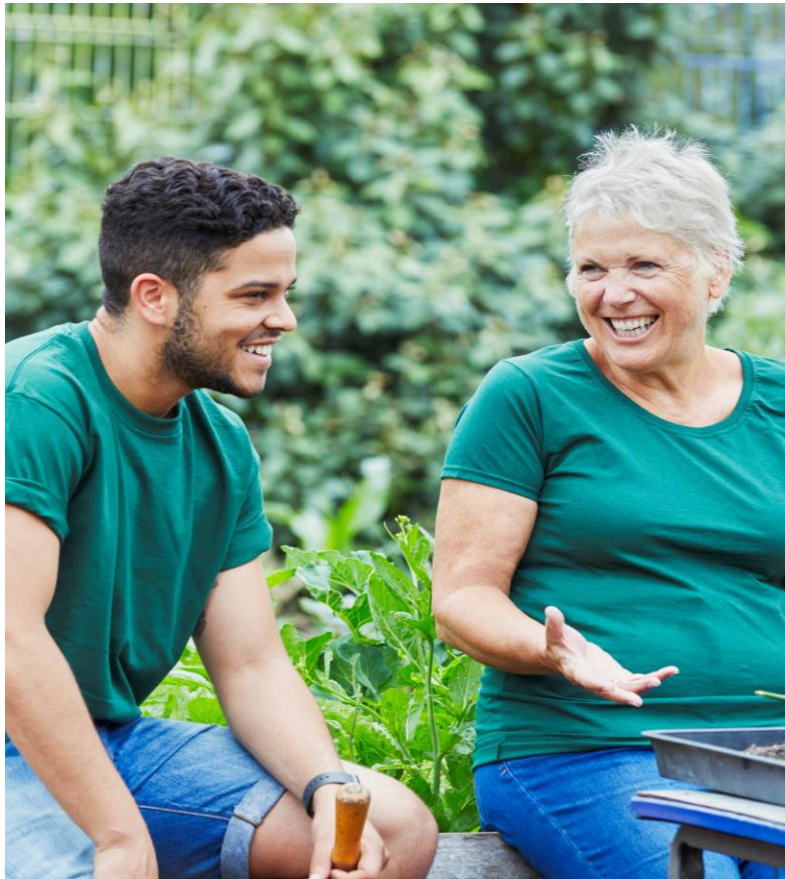
- Solicitation on the street for seventeen (19) weeks.
- Proposals due by **3:00 p.m. on January 27, 2022**
- Pre-bid webinars on October 6 and December 7, 2021

Scoring Committee meets late February/early March 2022

Award Notifications late March 2022

Anticipated Program Launch – June 2022

Questions



Lori Clark

(518) 862-1090 ext. 3202

Bianca Shaw

(716) 842-1522, ext. 3039

Cleanenergyhub@nyserda.ny.gov