

Seattle Clean Buildings Accelerator RFP – Questions and Answers February 10, 2022

Q/A From February 9, 2022 - Pre-Submittal Meeting (Verbal or By Chat)

1. Q: Will you be sharing the presentation slides with us?

A: Yes. Slides were shared with call attendees by email on 2/9/22 and are attached below these questions.

2. Can you make a list of pre-submittal meeting attendees so that we can coordinate proposals?

A: Yes. List was shared with pre-submittal meeting call attendees by email on 2/10/22. (Note: Moderator gave opportunity for anyone to opt out by chat or by email EOD 2/9/22.)

3. Under task 6, the RFP says the program will help some building owners get "ready to reserve" incentives. Will the program provide engineering services to some buildings needed to define and cost specific improvements?

A: We are not thinking of this program as providing high level engineering services, just lighter touch assessment, mainly due to budget. Not ASHRAE level – want to Consultant to help owners connect to service providers for that. Also see answer to question 9.

4. You mentioned the equity component, but is there anything else you would particularly like to see from proposers?

A: Yes, there are several items to address. Please refer to section 8.6 in the RFP (Mandatory - Proposed Approach to the Draft Scope – page 16) for details about what we want to see in the proposed approach.

5. If you receive funding beyond 2022, will you go back out to RFP?

A: TBD - Defer to consultation with FAS and will look at threshold of \$328,000 which requires RFP. If it is smaller increases, we would prefer to not go out to RFP again.

6. How does the city anticipate connecting its contacts/relationships with the contractor to match-make priority projects with project team?

A: We will do an NDA (non-disclosure agreement) to share benchmarking contacts with consultant. Contractor will be expected to recruit from that list, as well as through other outreach / recruitment sources they determine. We want consultants to handle the recruitment work (but OSE/City will support through our website, e-news, etc. and referrals.)

7. You've identified priority audiences are non-residential. Seems counterintuitive that they are not in multifamily – can you explain?

A: Because the WA State standards are only required for non-residential (greater than 50,000 SF), we are thinking that is the best initial opportunity to connect people to the state's Early Adopter Incentives, so a focus for 2022. Subsequent years might tailor to multifamily audiences. Part of the program goal is to offer a strategy for what multifamily audiences need from the program.

8. Is the expectation that this program would re-organize around the future City carbon-based building performance standards {and when/where are the details available} when they are released, or is it based around the WA Clean Buildings Act or both?

A: When we wrote concept paper, we only had the WA Building Performance Standard, but were thinking about need to leverage that for emissions reductions. Now that we have discussions for a carbon-based standard underway, that is more of a clear opportunity. Depending on the timing of a carbon-based standard, we will likely reorganize program around that, but still support folks needing to meet the WA standards—so potentially two policies in the future. (More about the Seattle policy development is at <https://www.seattle.gov/building-performance-standards>.)

9. For Task 6, technical scope, I am curious about lighter touch response. Level 2 ASHRAE audits to prepare for grant funds? Or matchmaking to services?

A: See answer to question 3. However, if your firm feels that assessments should be more detailed, you can make the case that it should be included in your proposal response and suggest number of buildings to support. We think that it is typically expensive, so might not be in the budget capacity.

10. Do you have a target number of buildings in mind?

A: We've projected that we have about 150 buildings may not meet State EUI target and be eligible for incentive opportunity. About 125 might meet State equity criteria. We want to see what is feasible based on your knowledge or what you think is possible in your proposal response. For example: How many could be served by offering education/curated materials, how many by lighter touch coaching/training, how many deeper SEM? City will negotiate these outreach goals in the contract. For this program, OSE does not need to or plan to claim savings, so there is not a resource acquisition goal OSE has in mind. City Light is looking at whether they can get kWh savings out of the program, but not in the consultant's scope. For them, claiming savings is 'to be determined' based on the electrical savings and how easy to get data/see savings from lite-touch coaching and/or deeper SEM participants.

Additional Q/A

11. If paid media is proposed, should we budget for that cost? Or would the City's communications team handle such purchases?

A: OSE does not have a separate budget for buying paid media. Please budget for that cost if it is proposed. We can, of course, amplify through our own OSE social media accounts for free and may be able to tap into a very small social media ad budget that our OSE Communication staff maintains. But don't assume that for the purposes of the proposal.

12. The weblink for Mandatory Consultant Questionnaire is not working. Is there another link?

A: If you have trouble with the link, please try this link (it should download a Word doc):
<http://www.seattle.gov/Documents/Departments/FAS/PurchasingAndContracting/Consulting/fas-cpcs-consultant-questionnaire.docx>

Seattle Clean Buildings Accelerator

Building Owner Technical Support

RFP - Optional Pre-Submittal Meeting

02/09/2022

Office of Sustainability & Environment



City of Seattle

RFP - Optional Pre-Submittal Meeting

AGENDA

- City Team Introductions – 3 min.
- RFP Schedule, Budget, Performance Schedule – 5 min.
- Accelerator Goals & Objectives– 5 min.
- Policy Background – 10 min.
- Questions from Attendees – 30 min
- Wrap-Up and Schedule Reminder – 5 min.



City of Seattle Team Introductions

- Office of Sustainability & Environment
- Seattle City Light
- Lighting Design Lab





RFP Schedule & Budget

Procurement Schedule

Schedule of Events	Date/Time
Solicitation Release	1/31/22
Optional Pre-Submittal Meeting <i>Online via Webex: You must notify City contacts by 2/07/22 to be sent the call-in information to attend.</i>	2/09/22 at 10:00AM
Deadline for Questions <i>(By 11:59 pm PST)</i> <i>Questions/Answers to be posted on the 15th or 16th on the RFP page.</i>	2/11/22
Proposal Due by Email <i>By 11:59pm Pacific Standard Time</i>	2/23/22
Interviews	3/10/22 (tentative)
Announcement of Successful Proposer(s)	3/15/22 (tentative)
Anticipated Contract Negotiation Schedule	3/15 – 3/24/22
Anticipated Contract Execution	3/25/22

The City reserves the right to modify this. Changes will be posted on the City website or as otherwise stated.



Budget

- \$200,000 in 2022
- Funding for additional years to continue and expand the Accelerator will be requested but is not allocated at this time
- Budget is for the technical support and training program – does not include support for building owner capital expenses
- Note - Translation costs



Draft Performance Schedule

Draft Schedule	2022				2023
	Q1	Q2	Q3	Q4	Q1
Seattle Clean Buildings Accelerator RFP Process & contract negotiation					
Project Kick-off					
Project management and meetings twice monthly (or as determined in contracting) between City & Consultants					
Discovery process, review of draft framework and priority audience feedback					
Development of outreach/recruitment materials and Program design					
Program design complete and recruitment underway					
Implementation					
Recommendations for future Accelerator Program					

Draft - The City anticipates negotiating a final scope of work and schedule with the successful team.





Accelerator Goals and Objectives

Seattle Clean Buildings Accelerator

Concept paper & retrofit studies in 2020/21

Why?

- Recognize support is critical, like other cities
- Locally – Bellevue Program

Priority Audiences

- **Under-resourced building owners, especially those serving or in BIPOC communities**
- Nonprofits
- Class B & C commercial
- Affordable multifamily (especially unsubsidized)



BUILDING ENERGY RETROFIT RESOURCE HUB

One-stop shop for large- and medium-sized Boston buildings to connect with energy efficiency services and technical support.



Seattle Clean Buildings Accelerator (cont.)

Help Participants to...

- Plan to comply with the State Clean Buildings Standards
- Access financial incentives from WA, City Light, etc.
- Explore / understand financing options like C-PACER
- Learn about electrification / decarbonization
- Plan to meet Seattle Energy Code, future Seattle Building Performance Standard



RFP Solicitation Objectives (sec. 3)

- Technical Support Framework Refinement & Development
- Outreach Materials & Basic Planning Tools – Curate and create
- **Outreach & Engagement – (Recall Priority Audiences)**
 1. Owners of *larger commercial buildings >50,000 SF* (Meet State EUIt)
 2. Strategy for buildings >20,000 – 49,999 SF and multifamily buildings >20,000 (Prepare for Seattle BPS policy).
- Technical Support Program Delivery (mainly #1 above)
 1. Helpdesk and curated materials
 2. Light coaching-style trainings
 3. Strategic Energy Management (SEM) for select buildings
- Future Program Recommendations



Minimum Requirements (sec. 4)

Three years of experience...

- Inclusive Outreach Expertise
- Building Energy Efficiency and Decarbonization Expertise
- Training and Coaching Expertise



Response Materials & Evaluation (sec. 8 & 9)

- Review section 8 for the mandatory materials, page limits and proposed approach to the draft scope.
- Proposal's Equity Approach & Program Design and Program Delivery are equally weighted.

Evaluation Criteria	Percent
Experience & Qualifications	20%
Proposed Approach - Equity Approach & Program Design	30%
Proposed Approach – Program Delivery & Project Examples	30%
Cost and Pricing	20%

Table from section 9.2





Program and Policy Background

Green New Deal

This bold leap towards a climate pollution-free city aims to create jobs and advance an equitable transition from fossil fuels to renewable energy by prioritizing investments in communities historically most harmed by economic, racial, and environmental injustices.

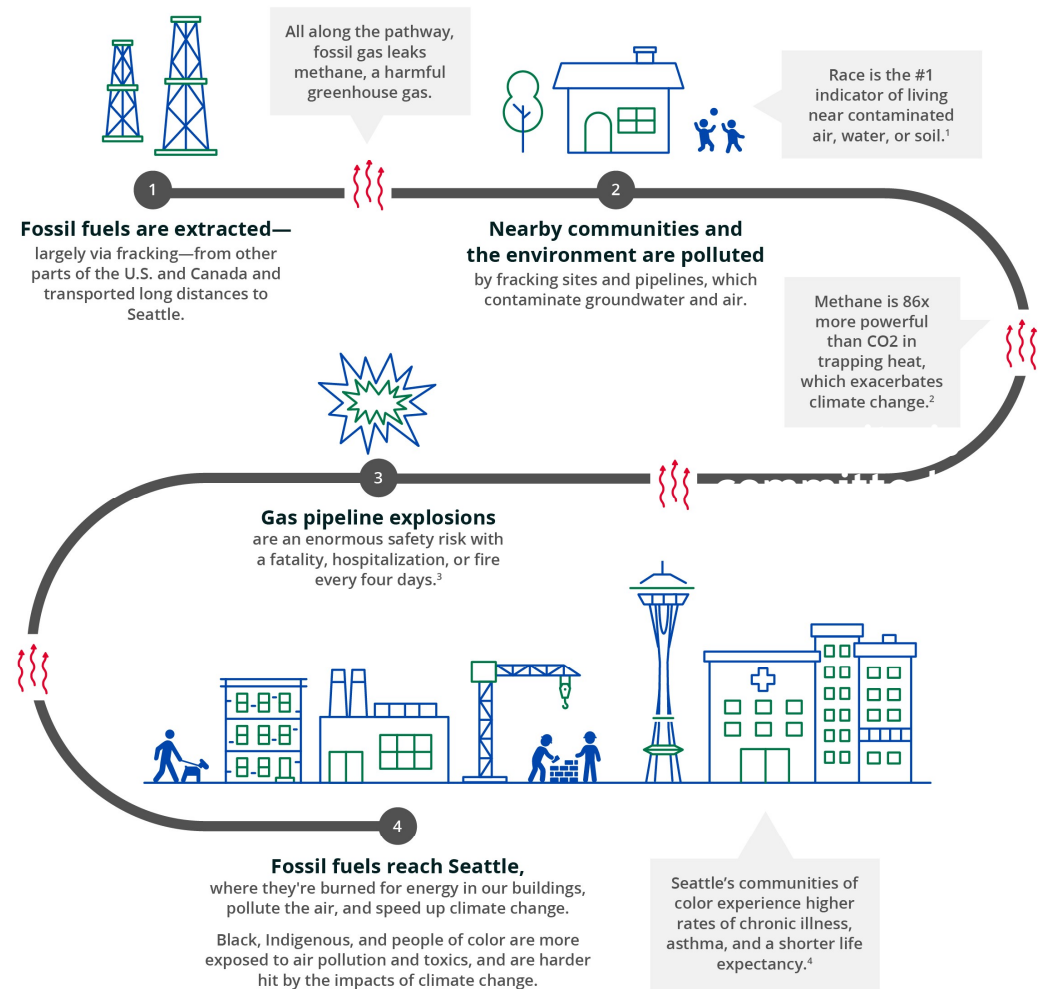


Green New Deal Executive Order 2020-01

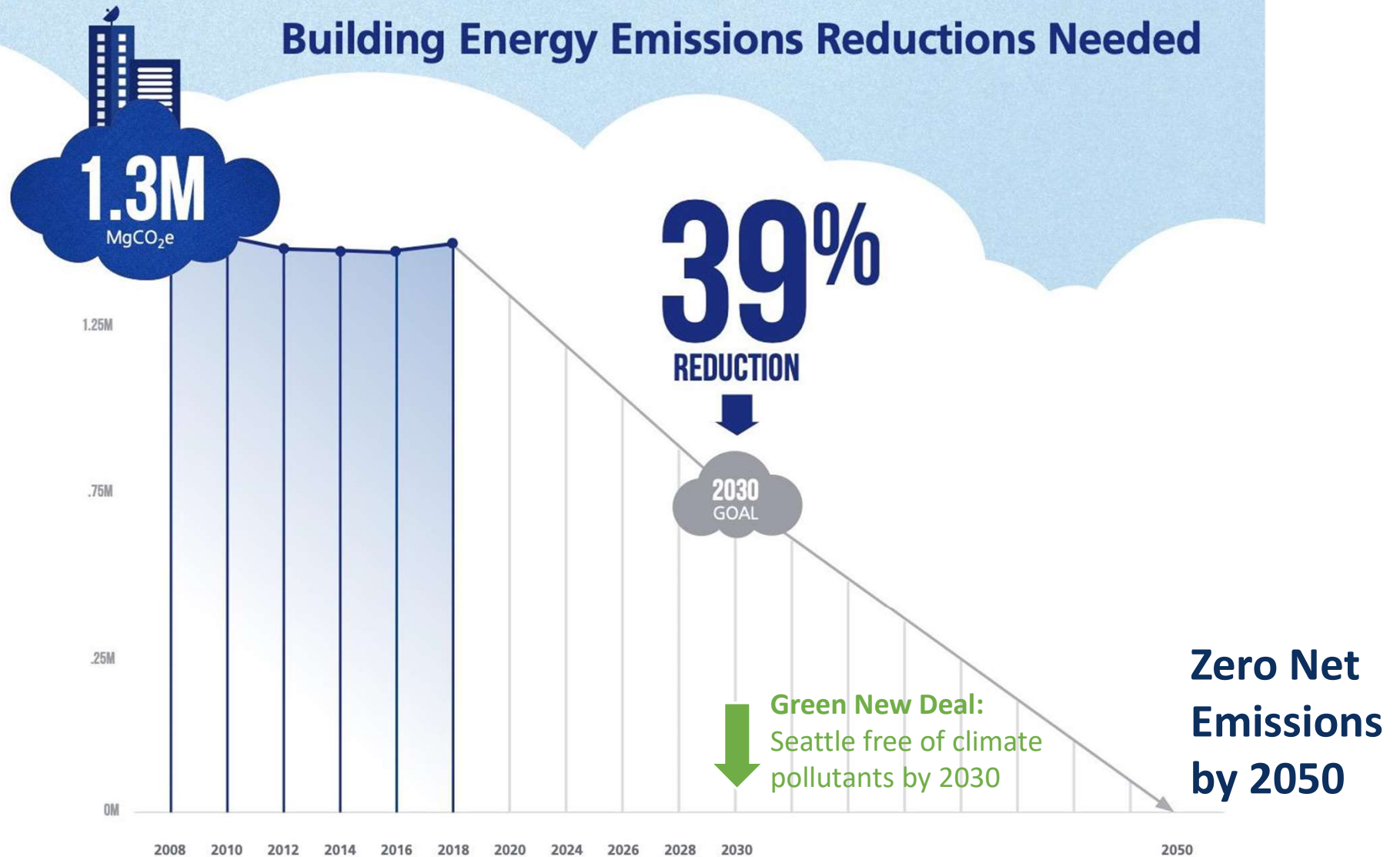
1. **Reduce pollution** at the rate of progress scientists say is necessary to limit average global temperature increase to 1.5 degree C
2. Promote economic opportunity and **inclusive access to stable well-paying jobs**
3. **Advance environmental justice** by ensuring the benefits and investments of the clean energy transition accrue to those communities and populations historically most burdened by the fossil fuel economy

Continuing to power our buildings with fossil fuels is an issue of climate justice.

Fossil fuels cause harm along every step of the pathway to our buildings and homes, and disproportionately impact communities of color.



Building Energy Emissions Reductions Needed



Seattle Policies for Existing Commercial and Multifamily Buildings

CITY-OWNED BUILDINGS

No new buildings or major renovations with fossil-fuel.
Decarbonize existing buildings by 2035.

SEATTLE ENERGY CODE *Commercial buildings, multifamily over 3 stories*

Reduces energy use and carbon emissions of new and remodeled buildings. Limits fossil fuel and electric resistance for most space and water heating. Applies to equipment replacements in multifamily and hotels.

ENERGY BENCHMARKING *Commercial and multifamily buildings $\geq 20,000$ sf*

Owners of non-residential and commercial buildings report energy performance annually.

BUILDING TUNE-UPS *Commercial buildings $\geq 50,000$ sf*

Optimize energy and water performance of commercial buildings through low- or no-cost operations and maintenance actions.



Photo credit: market rate at Vesler Terrace. Runberg Architecture Group.

WA Policies for Existing Commercial and Multifamily Buildings

WA STATE CLEAN BUILDINGS LAW

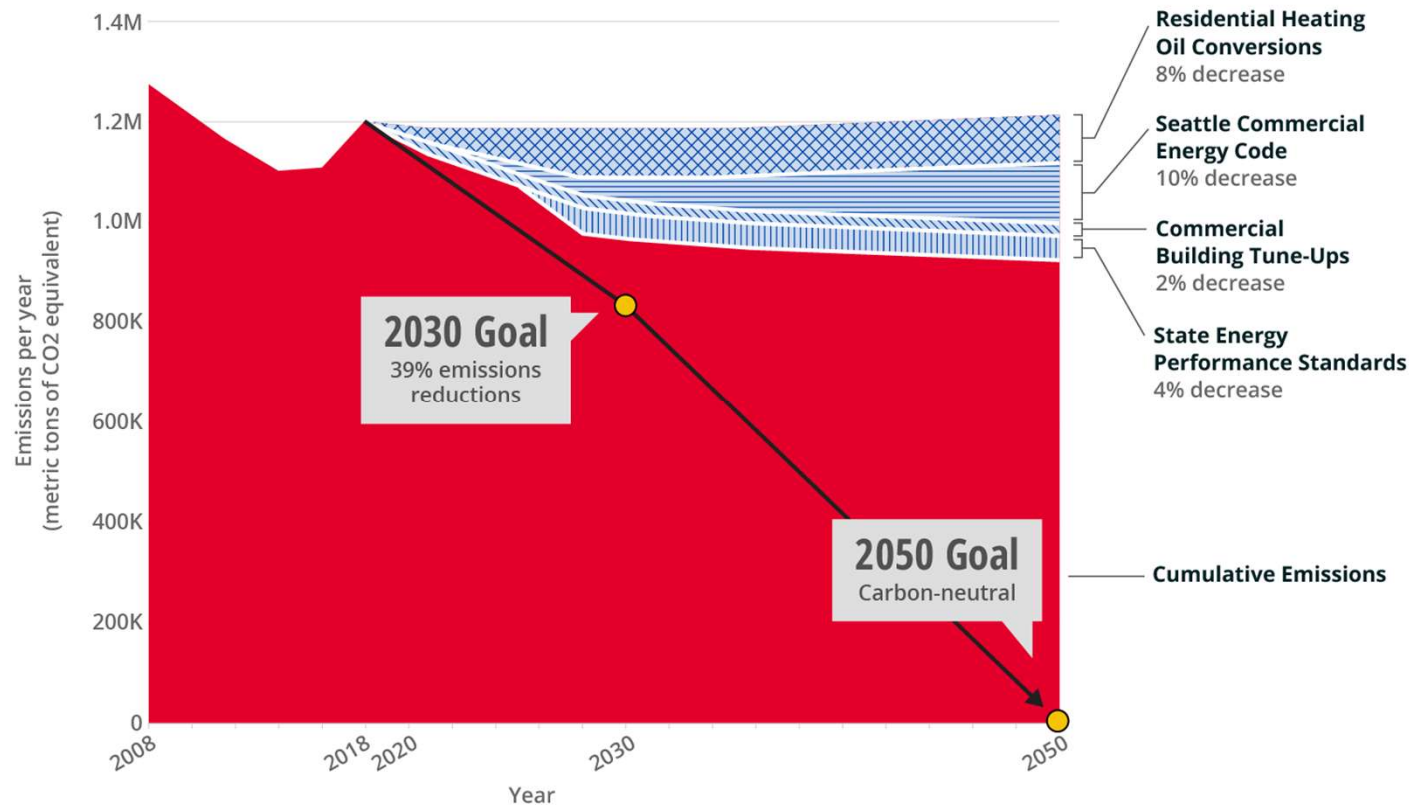
Applies to commercial buildings >50,000 sf

- **Energy Performance Standard:** Meet energy use intensity targets (EUI_t)
- Develop and adopt an energy management plan
- Develop and implement operations and maintenance (O&M) program
- **Compliance deadlines**
 - 2026: > 220,000 SF (achieve EUI_t by 2025)
 - 2027: > 90,000 SF
 - 2028: > 50,000 SF
- **Early Adopter Incentive Program – launched in 2021**
 - Available to commercial *and* multifamily buildings > 50,000 SF
 - 15 EUI or more above target
 - \$0.85 / sf
 - Set aside for buildings meeting equity criteria



State Energy Performance Standards are projected to bring down emissions 4%.

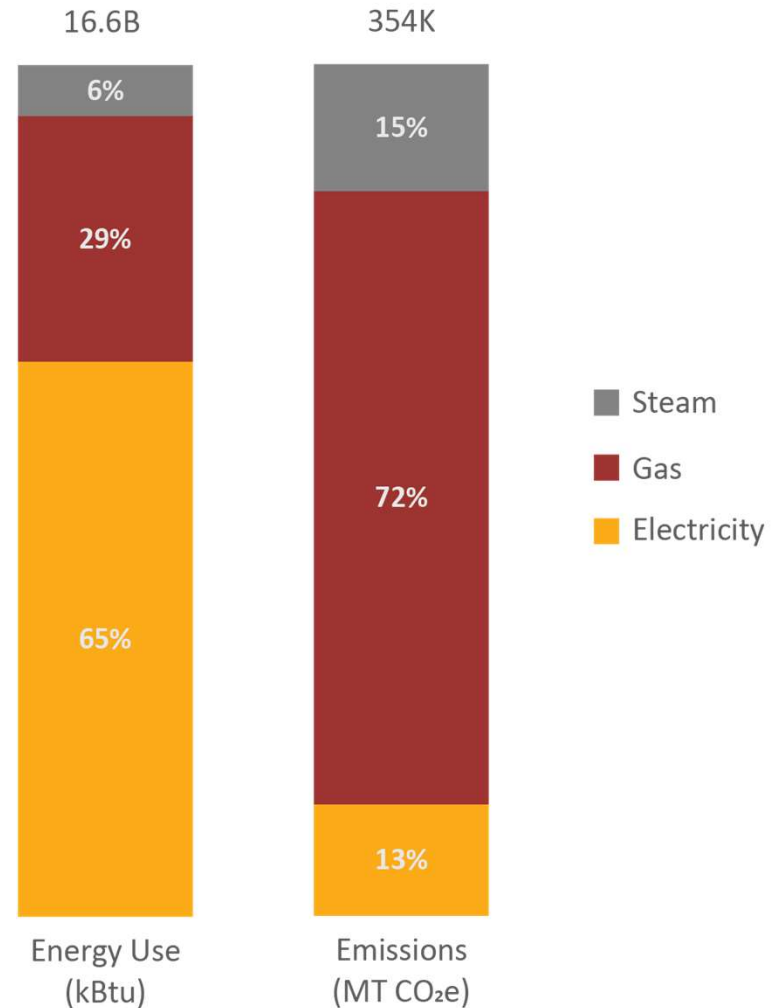
Projected Seattle Buildings Emissions Reductions



In Seattle, the largest greenhouse gas contributions come from on-site gas and steam use.

Source: 2019 weather-normalized energy and emissions for Seattle commercial and multifamily buildings 20,000 SF and greater

Energy Use and Emissions (2019)



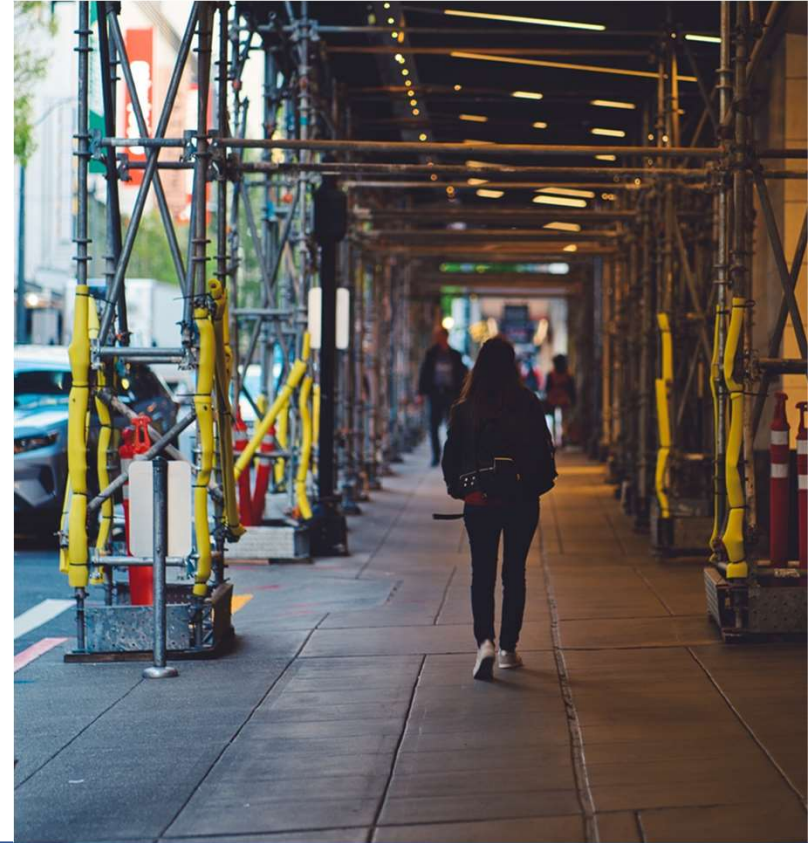
Driving Accelerated Climate Action – Building Targets

OSE shall immediately commence inclusive stakeholder engagement necessary to develop this legislation, with a **draft ordinance due to the Mayor's Office by July 1, 2022.**

The ordinance shall:

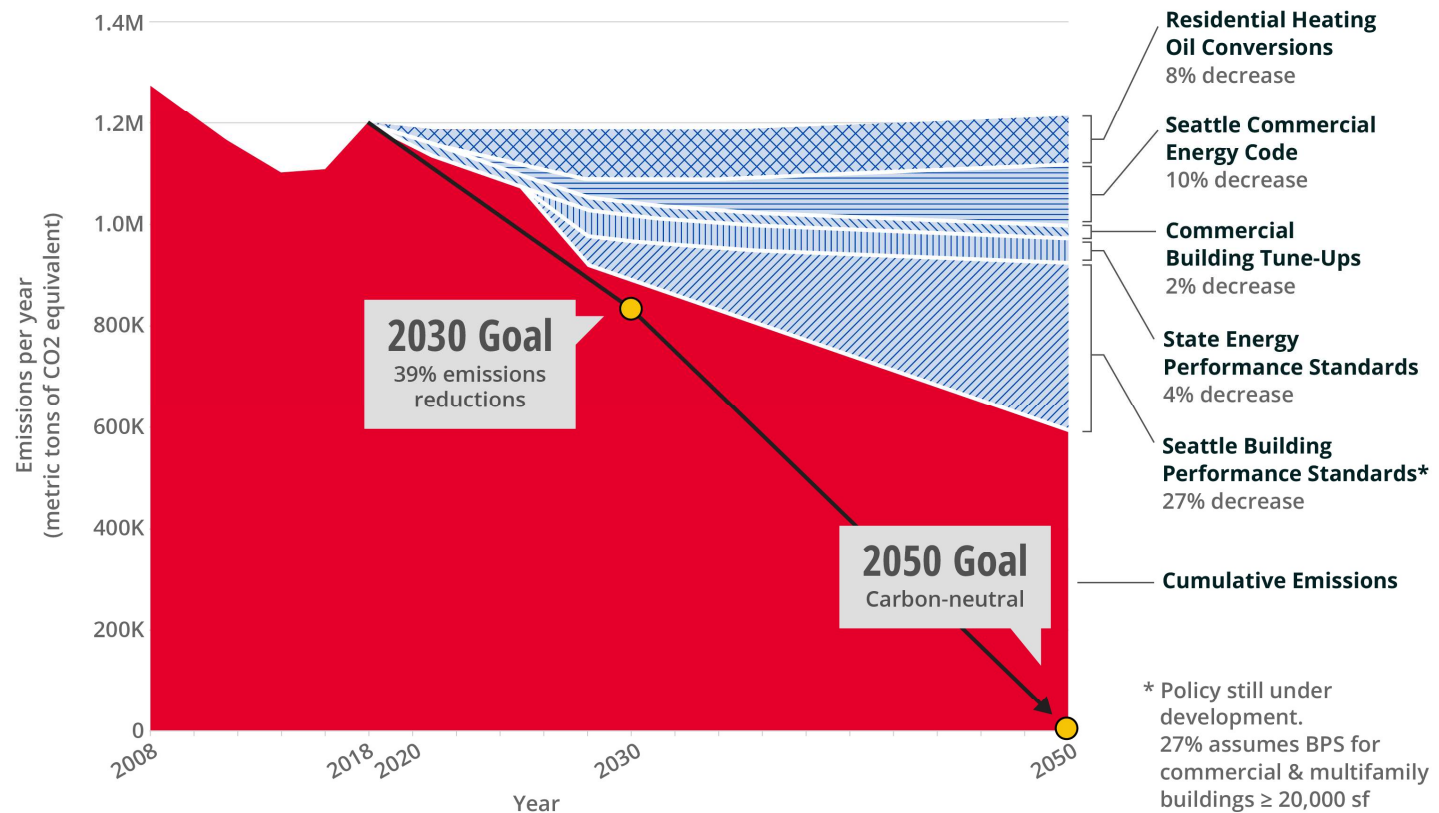
- set **carbon-based emission targets**
- that transition to **net-zero emissions no later than 2050**, but as soon as is feasible,
- with **initial emission reduction targets** for the largest cohort of buildings beginning **no later than 2026**

Mayor Durkan Executive Order 2021-09, October 29, 2021



Together, these strategies move Seattle buildings toward net-zero carbon.

Projected Seattle Buildings Emissions Reductions



Buildings Landscape

[www.seattle.gov/
energybenchmarkingmap](http://www.seattle.gov/energybenchmarkingmap)

Seattle Energy Benchmarking Office of Sustainability & Environment

Search building name, address, or ID

Neighborhood

Council District

2015 2016 2017 2018 2019 2020

METRIC FILTERS

Select a metric to see filtered results on the map

RESET ALL

Show All Buildings

Greenhouse Gas Emissions

Total Seattle GHG Emissions

MORE INFO



Seattle GHG Intensity

MORE INFO



Energy Performance Metrics

Property Information

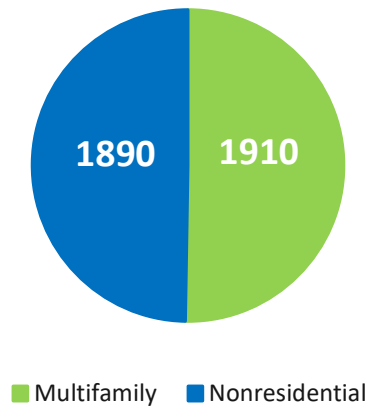
3,628 OUT OF
3,628 BUILDINGS



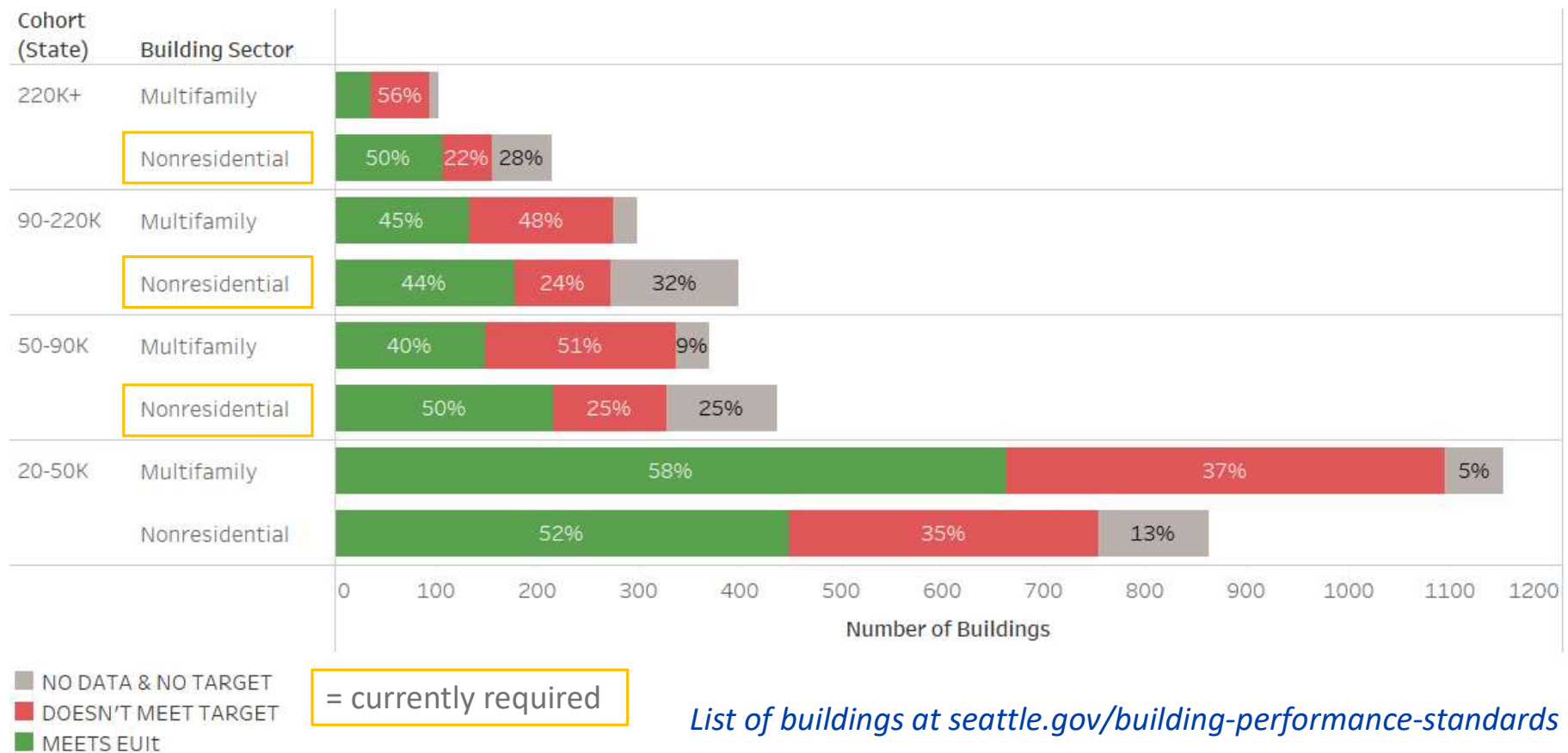
BUILDING
COMPARISON

Seattle Buildings 20K SF and Greater – Number and Size

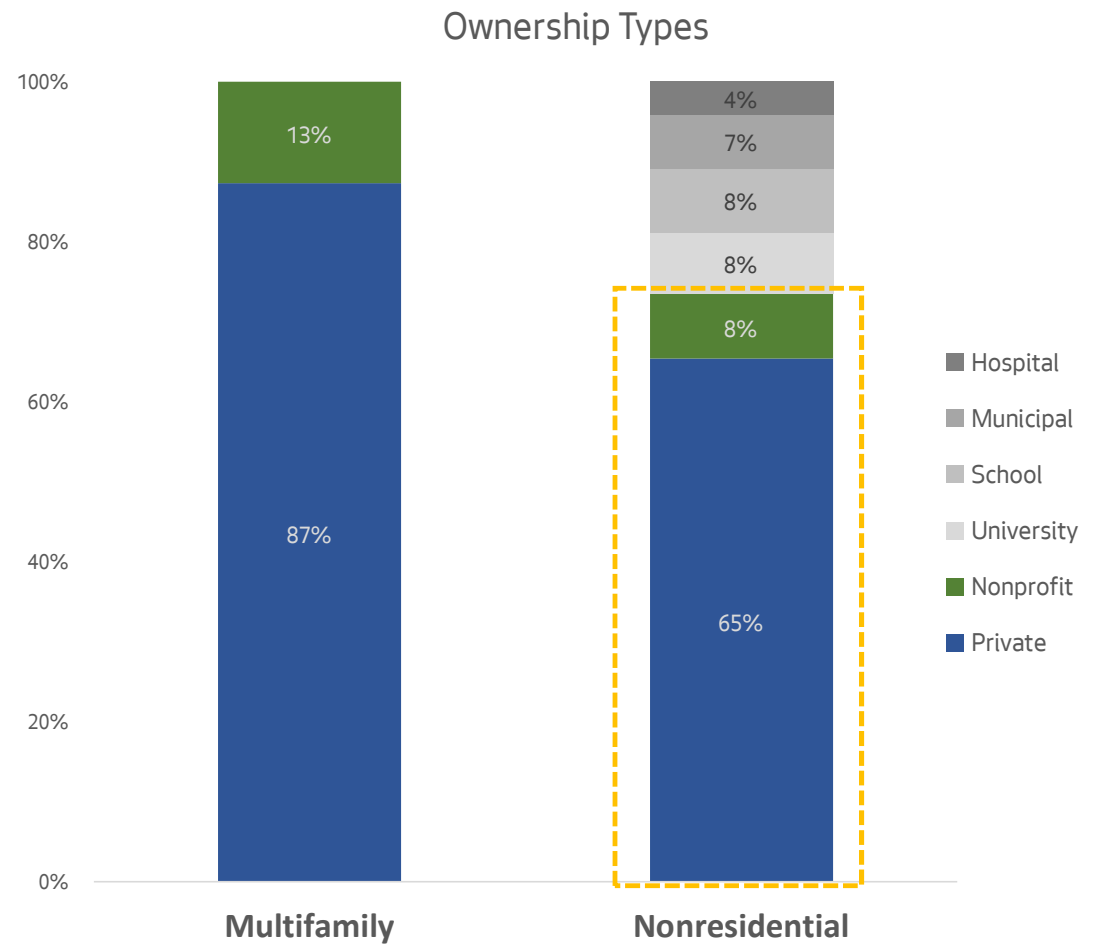
Cohort (State of WA)	Building Sector	# of Buildings	Total SF (M)
220K+ SF	Multifamily	100	34.8
	Nonresidential	210	111.8
90K-220K SF	Multifamily	300	39.9
	Nonresidential	400	56.1
50K - 90K SF	Multifamily	370	24.4
	Nonresidential	430	28.3
20K-50K SF	Multifamily	1140	35.3
	Nonresidential	850	26.7
Grand Total		3800	357.3



WA State Energy Performance Standards (OSE Estimates)



Building Ownership Type



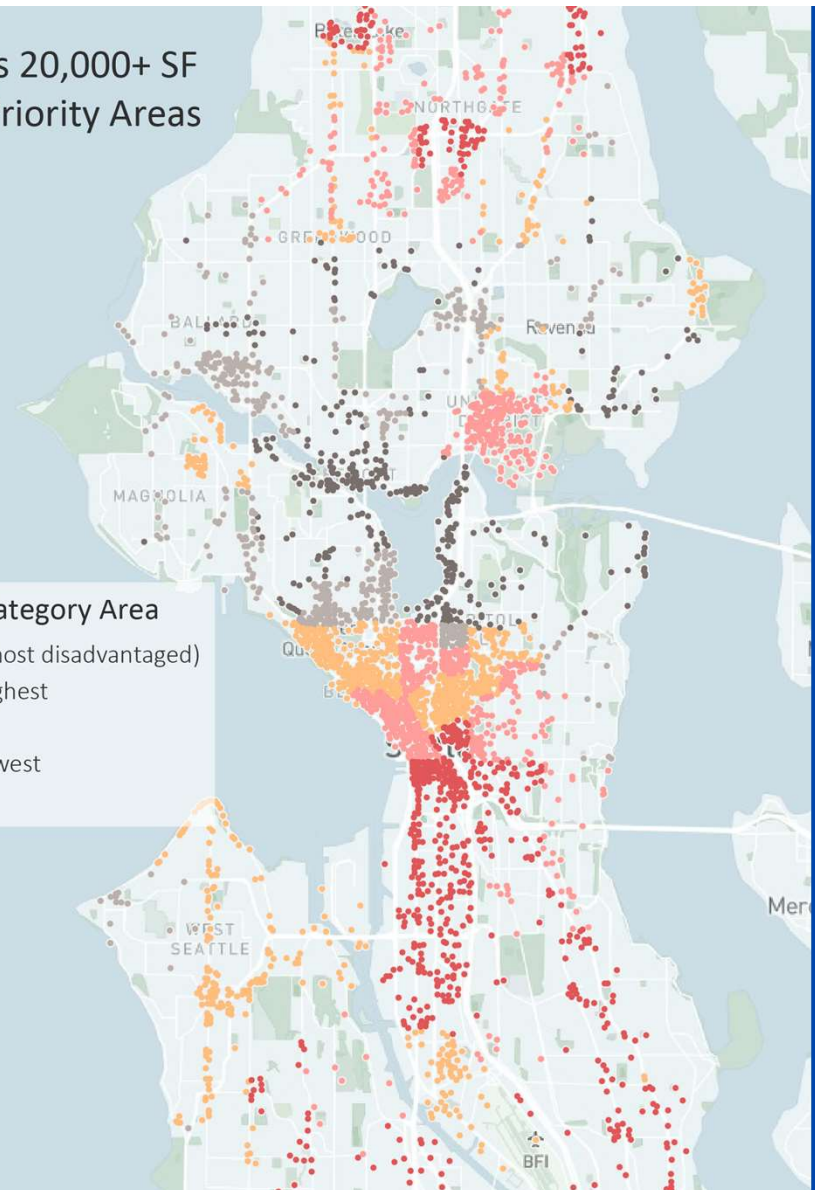
Estimated by OSE

Building location by Race and Social Equity Index Areas

City-Wide View

<https://www.seattle.gov/Documents/Departments/SDOT/N SF/Race%20and%20Social%20Equity%20Map.pdf>

Buildings 20,000+ SF
by RSE Priority Areas





What We've Heard...



Building Owner/Manager Challenges

- **Multiple overlapping policies/regulations** - (State Clean Buildings mandate, URM's, Tune-Ups, Substantial Alteration... how would a Seattle BPS fit?)
- **Capacity**
 - No staff to track of policies, manage updates
 - Don't have 'sustainability' staff
- **Cost Burden**
 - Cost to scope and assess
 - Cost to implement
 - Other business needs come first
- **Communications**
 - Priority audience is difficult to reach & enroll



Photo credit: Hopeworks: affordable housing in Everett. Benjamin Schneider photography.

BIPOC Concerns (more broadly)...

“Our community’s top climate concerns are poor air quality, food insecurity, and affordable housing. Access to clean air, healthy and affordable food, and affordable housing are basic human rights that our communities are fighting for on a daily basis. Indigenous, Black, Brown, disabled, female, LGBTQ, and low-income people are hit first and worst by the impacts of climate change, which worsens existing disparities.”

“Transportation and energy infrastructure, programs, and resources meant to benefit our communities **will displace our communities if not accompanied by policies that keep us rooted in place.**”

“Our low-income community members are over-burdened by the high cost of energy bills and often live in energy inefficient homes because of displacement and rising housing costs. Government must subsidize energy efficient upgrades so that everyone, including renters and people who live in older homes, has equal access to their cost-saving benefits.”

“The transition must incorporate existing fossil-fuel workers and prioritize job pathways to frontline communities. The renewable energy transition must generate good jobs for our community, and those jobs must be accessible to all members of our community, not only a privileged few. We must ensure workers entering, or transitioning to, the renewable energy sector can look forward to careers with wage, benefit, and workplace standards that allow workers and their families to thrive.”

Powering the Transition: Community Priorities for a Renewable and Equitable Future - Puget Sound Sage
<https://www.pugetsoundsage.org/research/clean-healthy-environment/community-energy/>



And now... impacts of Covid on small business and communities of color, as well as increases in crime, skyrocketing rents...

RFP Q&A



Wrap-Up

Proposals Due:

Wednesday February 23, 2022
by 11:59PM PST

Email To: nicole.ballinger@seattle.gov

Draft Concept Paper – will send to all
attending today

Website

[www.seattle.gov/
building-performance-standards](http://www.seattle.gov/building-performance-standards)

