

# PARTNER LENDERS FOR EEF 2.0 RFP

## QUESTIONS & ANSWERS

*Updated 12/17/2018*

**Q:** How many of the single-family homes are attached vs. detached?

**A:** Per the FY2016-FY2020 District of Columbia Consolidated Plan published by the Department of Housing and Community Development ([link](#)), there are 76,428 attached units and 35,892 detached units in the District of Columbia.

**Q:** What is the source of the average cost of an energy improvement project?

**A:** The figure is an average of the Home Performance with Energy Star (HPwES) project cost figures derived from the DOE 2017 Annual HPwES report, the 2018 Maryland HPwES EmPOWER Utilities Progress Report and data gleaned from other utility programs.

**Q:** What support categories does the DC SEU currently have in-house?

**A:** The DCSEU current has a fully-staffed support teams for the following functions:

1. Marketing, Communications, Public Relations and Community Outreach
2. Finance, Accounting and Office Operations
3. Engineering and Data Analytics
4. Account Management team for the following verticals
  - a. Commercial Real Estate
  - b. Retail
  - c. Educational institutions
  - d. Health
  - e. Government
  - f. Multi-family residential and mixed use
5. Program Management team administering the following programs
  - a. Prescriptive rebates
  - b. Efficient products
  - c. Direct Install
6. Leveraging
  - a. Director of Financing Strategies
  - b. Development Manager
  - c. Sponsorship and Partnerships Associate

**Q:** Is there a page minimum or limit for proposals?

**A:** There is no page minimum or limit for proposals. However, there is a scoring criterion for responsiveness (page 8 of the RFP) that will take in to consideration the thoroughness of the overall response.