

Answers to questions asked during the Q&A webinar held on 10/24/25 for the RFP for C-PACE Program Services.

Please note, questions and answers are paraphrased from webinar recording transcript.

GENERAL COMMENT/FYI TO RESPONDENTS: Respondents are able to respond to one or any of the 6 services.

QUESTION: Who currently is providing these services?

ANSWER: DNV

QUESTION: In regards to the role of the state utilities and access to customer data, does the Green Bank currently have connections to the data or is it only project participants after enrollment data?

ANSWER: We do not have any special access to customer data. We can only access what the customer is able to provide through normal channels (ie- their electric bill).

QUESTION: What is the Green Bank's expectation on how data will be stored? How it will be reported? Is the Green Bank looking for some type of user-friendly share site in which project participants and stakeholders at Green Bank, as well as the Service Awardee, can move data back and forth and store it?

ANSWER: In regards to the point in Service #2 that references storing data- storing data is for the Green Bank to have access to any technical information that the Service Awardee receives or collects for technical reviews or commissionings. Green Bank receives the data directly for projects we are financing, but Service #5 Awardee (technical administration partner) would be responsible for reviewing all new construction projects, regardless of who the financier is. In those cases, the Green Bank may not directly receive that technical information, but may need access to that data in the future. Having data available to the Green Bank as-needed is what is referenced there.

QUESTION: It is indicated that firms may propose multiple categories, the various service areas (1-6). Are there advantages or disadvantages to proposing on multiple service areas? How is the scoring going to go? If somebody proposes on all six, are they at a distinct scoring advantage?

ANSWER: No, we score each one of these services completely independently. A respondent will have the same chance for each one regardless of how many you've responded to.

QUESTION: In the pricing section, it mentioned that the expectation is for cost estimates to be considered as a "not to exceed" quotation. Are you referring to a time and materials type contract or a firm fixed price lump sum type contract where it's a hard ceiling and the respondent will be responsible for overruns?

ANSWER: The not-to-exceed arrangement is to establish a maximum price that the Green Bank will pay the selected Service Awardee. The Green Bank will be billed according to the agreed upon pricing structure (firm-fixed, T&M, per project, etc.) for the actual costs incurred, as long as the total does not surpass the agreed-upon cap. However, if we end up doing more work than anticipated in a given year, we can adjust the not-to-exceed amount accordingly to accommodate.

QUESTION: Are all the questions that we're now discussing on this Q &A session, is that going to be shared or provided back to the group, to all the respondents?

ANSWER: Yes

QUESTION: A clarification around the technical and sales support (Service #3). Is that inclusive and up to settlement process?

REPHRASE: Are you looking for clarification on how you would be compensated for Service #3, technical and sales support? (ANSWER to the REPHRASE: yes)

ANSWER: Generally, that would be based on a couple of different things. For example, if there are particular projects that you're working on from a technical review perspective, or from a commissioning perspective, and there's additional support that needs to be provided by you in order for that review to take place, then that could be an additional cost to that project. It is up to the Respondent on how they would like to submit pricing for our consideration in the RFP review process, but you could also consider a flat fee, or more of a

time and materials proposal. Ultimately, it's up to the Respondent to propose in their response.

QUESTION: With regard to creating technical training materials and tools, can you be more specific about what type of materials and tools you're expecting and whether or not this would be in-person training or online training or something else?

ANSWER: It can be any of those examples. Developing training materials and tools will be dependent on market & contractor needs. Our contractor partners are a really important stakeholder in the C-PACE program in Connecticut, as most of our clean energy projects are developed through them first, and then come to us for financing. We have very close relationships with contractors- they're the "sales force" behind identifying C-PACE retrofit projects. So that being said, we want to support them as much as we can and give them the tools and resources they need to be able to use C-PACE when they have a property owner that needs help financing a clean energy project. We have conversations with our contractors frequently and strive to help them with tools & support that they need. For example, there may be a new technology in the market- that might be something we would offer a technical webinar on. Other examples are tools, calculators, documentation- things from a technical perspective that we could provide them to use when presenting C-PACE as an option for financing. To be clear, we're not necessarily looking for Respondents to propose specific tools, etc. in their responses. Once the Green Bank has identified a need for a tool, we can work collaboratively with the Awardee to develop it. Generally- responding to what the contractor market needs are.

QUESTION: For Service #3, technical and sales support, you mentioned that you're looking to provide tools such as clean energy calculators. Can you elaborate more on what you're looking for in one of these calculators? Are you looking for something to be spreadsheet-based or a software application or anything specific?

ANSWER: It could be any of those. Nothing specific, as clarified in a previous answer. The calculator was an example of what we've had in the past. Currently, we have an Excel-based calculator that our contractors can use for these projects. But it could be a web-based product in the future, it will depend on what might be of interest to the market. To be clear, we are not looking for proposals that include specific tools such as calculators. We're looking for a partner who, once we identified a need to help us develop a tool, can assist with that.

QUESTION: You said that it's going to basically be a three-year project (*CLARIFICATION: our PSA contracts with Awardees are typically on a fiscal year basis. The 3-year reference was on the release of the competitive RFP for C-PACE Program Services*). Is there a limit to the amount of funding or the number of projects that this might encapsulate?

ANSWER: There is no limit to the number of projects. The only limit would be incorporated into the PSA as the not-to-exceed PSA contract amount. That being said, as an example- if we anticipate doing 20 technical review projects and we end up doing 40, we would go back and revise the not-to-exceed amount in the PSA to accommodate additional costs. To be clear, we wouldn't expect you to remain within the not-to-exceed amount if there's a legitimate reason for needing to increase it. Also, in terms of our funding ability, there is no limit because the Green Bank pays ourselves through the project itself. So as long as the pipeline is there, we can do as much as we can find.

QUESTION: In terms of our pricing, are you looking for the pricing for some of these to be on a per project basis or some type of tiered scale pricing depending on the number of projects?

ANSWER: It could be a tiered scale, but certain services such as Service #2 & #6 should be project cost-specific. Understanding what the Green Bank cost is going to be per project is important for those types of services. However, incorporating a tiered approach, i.e- a per project cost up to 10 projects, then a slightly lower cost for 10 to 20, that is appropriate, as well. To be clear, it is up to the respondent to choose how they submit their pricing in response to the RFP, but we encourage Services #2, #4, #6 and the points pertaining to New Construction review in Service #5 to be submitted as a per project costs.

Answers to questions posed by potential respondents via email

For all of the categories that incorporate the need for data:

QUESTION: What is the source of the data required for project technical review?

ANSWER: the data is collected from the contractor/developer working on the project.

QUESTION: Will Green Bank collect the data and provide it to the Respondent?

ANSWER: it depends on the service you're referring to and who the capital provider is for the project. For Green Bank-financed projects, it will be a mix of both Green Bank and Awardee collecting data. For third-party financed projects, Awardee will collect data from the capital provider and their technical consultants, with Green Bank assistance, if needed.

QUESTION: Is the Respondent responsible for developing and implementing the data collection and storage process?

ANSWER: The Awardee is not responsible for developing the data collection process. This process has already been created. However, the Awardee is responsible for implementing/carrying out the data collection process, in accordance with the Green Bank's guidance. How the data is stored will be up to the Awardee.

For all of the categories that require data storage:

QUESTION: Is there an expectation for how the data will be stored/shared?

ANSWER: The only expectation is that it's available to the Green Bank in an appropriate format for the data when/if we need it.

QUESTION: Does the data need to be stored on Green Bank servers or can the data be stored on internal servers with the "Technical Administrator" reporting its findings?

ANSWER: does not need to be stored on Green Bank servers.

QUESTION: What are the data reporting requirements and are they called out in the C-PACE Guidelines? CLARIFICATION- question refers to the Green Bank's data reporting requirements.

ANSWER: Please refer to the following links:

<https://www.ctgreenbank.com/strategy-impact/reporting-and-transparency/>

<https://www.ctgreenbank.com/strategy-impact/societal-impact/>

<https://www.ctgreenbank.com/strategy-impact/evaluations/>

QUESTION: How many projects are expected in each Service Area (1-6)?

ANSWER: As very rough estimates and taking into account major market changes, for calendar year 2026, we would anticipate roughly ~20-40 projects to complete technical review (Service 2), ~15-30 projects for commissioning (Service 6), and ~3-6 new construction reviews (Service 5). For the remaining services, work would be on an as-needed basis. We will work with the Awardees when deciding a NTE amount for all services before signing. But please note, these are estimates and may not represent the actual outcome of CY 26.

QUESTION: During the Q&A session, it was expressed that this next 3-year period will have clean energy projects. Can you elaborate on the expected project mix for the next 3 years? For example, will this include only clean energy projects or will it be a combination of clean energy projects and traditional energy conservation projects?

ANSWER: The projects will consist of energy efficiency, renewable energy, and new construction projects that may incorporate both efficiency and renewables.

QUESTION: Please provide the name of all incumbent contractors. CLARIFICATION: “contractors” refers to the company that is currently offering these services.

ANSWER: DNV is currently providing these services.

Regarding IV. Scope of Services, 1st para., Page 2 of 19

For “Respondents may propose to provide services for one or multiple services requested.”

QUESTION: Are firms that propose for multiple (or all) services at a distinct advantage?

ANSWER: no

QUESTION: Conversely are firms that propose for fewer services at a disadvantage?

ANSWER: no

Regarding RFP Document, IV. Scope of Services, 1. Clean Energy Contractor Recruitment and Training Page 2 of 19

For "...creating technical training materials and tools."

QUESTION: Can Green Bank be more specific about types of training materials and tools expected?

ANSWER: Nothing specific, this is on an as-needed basis as we see a need for assistance in the market. In the past, this has included training webinars, calculators, etc

QUESTION: Would these be for in-person or online training?

ANSWER: either/both

Regarding RFP Document, IV. Scope of Services, 2. Project Technical Review Page 2 of 19

For "...to collect and store clean energy project technical data."

QUESTION: What is the source of this data? Funding applicants? Site owners? Utility billing information? Equipment vendor documentation? –

ANSWER: yes, all of these could be data sources. Project-specific data will come from the contractor/developer.

QUESTION: Will these data already be documented and memorialized such that the funding applicant will turn this information over to the Respondent, or will the Respondent be responsible for tracking the data down? –

ANSWER: it will be supplied to the Green Bank and our technical partner (Awardee)

QUESTION: Using what method(s) and media does Green Bank want the data stored? For example, an online data portal? –

ANSWER: This is up to the Awardee.

Regarding RFP Document, IV. Scope of Services, 2. Project Technical Review Page 3 of 19

For “Review total project construction cost...”

QUESTION: What is the source of the cost?

ANSWER: the property owner, or if a third-party funded project, the capital provider.

QUESTION: Will the Respondent be responsible for preparing an independent opinion of probable construction cost?

ANSWER: no, only of the total eligible construction costs (TECC)

Regarding RFP Document, IV. Scope of Services, 2. Project Technical Review Page 3 of 19

For “Validate inputs and outputs for whole building energy performance models or HERS Index Rating...”

QUESTION: What is the source of these inputs and outputs?

ANSWER: findings of an energy modeler or HERS rater

Regarding RFP Document, IV. Scope of Services, 3. Technical and Sales Support Page 3 of 19

For “Provide tools such as clean energy calculators...”

QUESTION: Please expand on the requested calculators.

ANSWER: there is an SIR (Savings-to-Investment Ratio) calculator on the Green Bank website for reference, but the calculator listed in this point is an example of a tool we may ask an Awardee to help us create.

QUESTION: Is Green Bank looking for a spreadsheet-based calculator, a software application, or something else?

ANSWER: again, nothing specific. On an as-needed basis, depending on market needs.

Regarding RFP Document, V. Requirements, 3. Proposal Format Page 5 of 19

QUESTION: What are Green Banks's preferences for the Respondent's pricing in each Service Area (1-6)? Per project basis? Tiered pricing? Time-and-Materials (T&M)? Firm-Fixed-Price?

ANSWER: Services 2, 4, 6, and the points referencing New Construction projects in Service 5 are for specific projects, so per-project pricing is most useful. The rest can be time and materials, tiered pricing, and/or firm-fixed. It's up to the respondent.

QUESTION: Please confirm "not to exceed" refers to a T&M type contracting arrangement.

ANSWER: the not-to-exceed arrangement is to establish a maximum price that the Green Bank will pay the selected Service Awardee. The Green Bank will be billed according to the agreed upon pricing structure (firm-fixed, T&M, per project, etc.) for the actual costs incurred, as long as the total does not surpass the agreed-upon cap. As mentioned in the Q&A webinar, if we end up doing more work than anticipated in a given year, we can adjust the not-to-exceed amount accordingly to accommodate.

QUESTION: Please advise if Green Bank will furnish a tax exemption letter to the successful Respondents.

ANSWER: yes

Regarding RFP Document, VI. General Terms and Conditions Page 6 of 19

QUESTION: Will Green Bank make more than one award for each Service Area? –

ANSWER: any service can be awarded to more than one Awardee

QUESTION: How many total awards does Green Bank intend to make for all Service Areas?

ANSWER: at least 1 per service, but it may be more. We don't have an expectation of any certain number, beyond one for each service, at minimum.

QUESTION: Are there any other provisions/requirements outside of those contained in the Exhibit A – PSA?

ANSWER: There are no additional provisions/requirements outside of what is within the PSA. However, the State requirements are subject to change from time to time and are outside of our control.

Regarding RFP Document, IV. Scope of Services, 1. Clean Energy Contractor Recruitment and Training Page 2 of 19

QUESTION: Does Green Bank have a list of Qualified Contractors? In reference to Service Area 1, should the potential clean energy contractors only be identified from the list of Qualified Contractors?

ANSWER: The Green Bank has a “find a contractor” tool that encompasses all contractors that are eligible or registered with the Green Bank’s Contractor Network. This includes all of our programs, along with C-PACE. However, the C-PACE program does NOT require a contractor to be a “registered” contractor in order to complete a C-PACE project. C-PACE is an open market in CT, and we allow property owners to work with whoever they choose. There is a definition for a Qualified contractor, which you can find in the Program Guidelines here:

https://www.ctgreenbank.com/wp-content/uploads/2024/02/CPACE-Program-Guidelines_031524.pdf

Regarding RFP Document, IV. Scope of Services, 1. Clean Energy Contractor Recruitment and Training and 3. Technical and Sales Support Pages 2-3 of 19

QUESTION: Can Green Bank clarify how Service Area 3's scope relating to "provide assistance to clean energy contractors in educating building owners about C-PACE" differs from the training requirements listed under Service Area 1?

ANSWER: Providing assistance to contractors in educating building owners about C-PACE in Service #3 as referenced refers to more specific projects/questions from individuals. Training in Service #1 is more formal, general training about the program/technologies, etc.

Regarding RFP Document, IV. Scope of Services, 2. Project Technical Review and 5. Technical Support Pages 2-3 of 19

QUESTION: Can you clarify the difference in scope of work between Service Areas 2 and 5?

ANSWER: Service #2 is to provide technical reviews for certain C-PACE projects to ensure the projects are meeting the statutory & programmatic technical requirements. Service #5 is for a Technical Administration partner that works directly with/consults for the Green Bank on technical aspects of the program, including collaboration on things like technical program guideline revisions, SIR discussions, etc.

Regarding RFP Document, IV. Scope of Services, 3. Technical and Sales Support Page 3 of 19

QUESTION: In order to prepare an accurate "not to exceed" cost proposal, can Green Bank elaborate on the time requirements/expectations for Service Area 3's scope relating to working with "cleaning energy contractors and developers to identify project opportunities" and with "clean energy contractors, developers, and building owners as necessary to assist with technical aspects of project development"? Will these services be required for a specific amount of time per project or as needed? If as needed, is there an average amount of time/effort spent on these services on past projects?

ANSWER: It would be on an as-needed basis. This can vary significantly, from 1 hour to possibly 10+ or more. To be clear, you do not need to prepare a not-to-exceed proposal. We are looking for Respondents to submit pricing/costs for each service, and then, if awarded any services, we will work with the Awardee on a not-to-exceed amount when preparing a PSA contract.