



REQUEST FOR PROPOSAL

For

Ava Community Energy Authority

Low Carbon Fuel Standard Program Strategy Development and Credit
Management Services

RESPONSE DUE

by

11:59 PM PST

on

March 8, 2024

For complete information regarding this project, see RFP posted at avaenergy.org or contact the Ava representative listed below. Thank you for your interest!

Vanessa Gerber
Senior Associate, Transportation Electrification
(510) 338-2523
vgerber@avaenergy.org

AVA COMMUNITY ENERGY
REQUEST FOR PROPOSAL
SPECIFICATIONS, TERMS & CONDITIONS
for
Ava Community Energy Authority:
Low Carbon Fuel Standard Program Strategy Development and Credit
Management Services

Table of Contents

STATEMENT OF WORK	1
GENERAL	1
EVALUATION CRITERIA	4
INSTRUCTIONS TO BIDDERS	5
Ava CONTACT	5
SUBMITTAL OF PROPOSALS	6
RESPONSE FORMAT	7
REQUIRED DOCUMENTATION AND SUBMITTALS	8
Attachment A: Required Response Information	10

STATEMENT OF WORK

Ava Community Energy (Ava) is seeking proposals from qualified vendors that can provide advisory services that guide Ava's participation in the California Air Resources Board's (CARB) Low Carbon Fuel Standard (LCFS) Program and optimize the monetization of LCFS credits that are generated through Ava's portfolio of transportation electrification programs. Additionally, vendors should provide administrative support services to support Ava in LCFS Program reporting and compliance.

1. BACKGROUND

Ava is a not-for-profit public agency that operates a Community Choice Energy program for Alameda County and San Joaquin County with sixteen incorporated cities, serving more than 640,000 residential and commercial customers. Ava initiated service in June 2018 and is one of 24 community choice aggregation (CCA) programs operating in California. CCAs are expediting the climate action goals of their communities and those of California. Ava is committed to providing clean power at competitive rates while reinvesting in our local communities. For more information about Ava Community Energy, visit <https://avaenergy.org/>

Ava is investing heavily to reduce transportation-related greenhouse gas and criteria air pollutant emissions to improve human health outcomes and achieve state policy objectives. To that end, Ava is pursuing the following initiatives:

- **DC Fast Charging (DCFC) Network**: Ava is building a network of EV fast charging hubs to serve our customers. Each hub will have Level 3 fast chargers rated at 150-350kW, with standard sites each having 8-10 fast chargers. All chargers will be publicly accessible 24/7 and will be powered by Ava's Renewable 100 electricity product. Ava's goal is to develop 40-50 DCFC hubs by 2030. The first site comes online in late 2024 and Ava intends to enroll each of the DCFCs as Fuel Supply Equipment (FSE) in the LCFS program.
- **Residential Managed Charging**: Ava is preparing to launch a residential managed charging program with a qualified vendor selected through Ava's December 2023 Distributed Energy Resource Management Services RFP. While customer enrollment targets are not yet finalized, this program should launch in the second half of 2024 and run for at least 3 years.
- **Medium- and Heavy-Duty Charging Depot Financing**: In September 2022, Ava issued an RFP for zero-emission medium- and heavy-duty goods movement project loans. The awarded loan is for the construction of Forum Mobility's truck charging depot in Livermore.
- **Medium- and Heavy-Duty Fleet Technical Assistance**: Ava offers free technical assistance to commercial customers with at least 5 on-road medium- or heavy-duty vehicles in their fleet to help them navigate and plan their fleet conversions to zero-emissions. Ava also conducted technical assistance for our member cities' municipal fleets (all vehicle classes).

- (To Be Determined) Fleet Charging: Ava could in the future offer a program to support EV charging installation projects for municipal (light-, medium-, and heavy-duty vehicles) and commercial (medium- and heavy-duty) customer fleets. Through a future program, Ava would likely assess implementing some form of LCFS revenue sharing capabilities.

In 2019, Ava (then East Bay Community Energy) certified its Renewable 100 electricity product with CARB as a Zero Carbon Intensity fuel. While Ava has not generated LCFS credits to date (due to credit-generating activities still being in development), the agency is preparing to generate and monetize credits through some of the initiatives listed above. By utilizing existing state programs such as CARB’s LCFS Program, Ava can earn revenues to provide more widespread benefits through transportation electrification programs in member communities.

Ava’s goals are to generate and sell LCFS credits to support the expansion of Ava’s transportation electrification portfolio, reduce the costs of transportation electrification for Ava’s participating customers, and lower transportation-related emissions within Ava’s service territory.

2. TERM OF AGREEMENT

The initial term of the Agreement(s) will be for 3 years. Ava reserves the right to extend the agreement(s) for 2 additional years.

3. STATEMENT OF REQUIREMENTS

3.1. The successful proposal submittal(s) must demonstrate that the Consultant has the appropriate professional and technical background as well as access to adequate resources to fulfill the stated scope of work.

3.2. LCFS Revenue Optimization

- Advise Ava on LCFS program participation strategies, developing a revenue forecast and trading strategy protocol based on criteria Ava aims to optimize
- Review Ava’s LCFS fuel and infrastructure credit and revenue generation modeling, advising upon structural modeling updates as needed
- Review Ava’s REC procurement needs analysis, advising upon structural modeling updates as needed
- Regularly report on LCFS market trends, detailing potential impacts to credit prices and recommended sales strategy adjustments; incorporate revisions to reporting content and format as may be requested from time to time

3.3. Program Implementation Support

- Define all rules and regulations associated with participation in the LCFS program and document the regulations and/or statutes that govern LCFS. Provide Ava with a copy of this documentation.
- Conduct all initial registration with the CARB LCFS Alternative Fuels Portal (AFP), including:
 - Acting as the AFP Account Administrator on behalf of Ava Community Energy

- Setup of Fuel Supply Equipment facilities
- Any other initial registration or setup procedures required by CARB for the LCFS program
- Develop standard operating procedures and reporting templates for Ava-generated LCFS credits (i.e., from Ava-controlled FSE)
- Develop standard operating procedures and reporting templates from Ava customer-generated LCFS credits, where relevant (i.e., from Ava customer-controlled FSE)
- Develop standard operating procedures and reporting calendar for Ava compliance and REC retirement obligations
- Must have a strategy and be able to implement a “wall” between transactions and analysis performed for Ava and other clients

3.4. DC Fast Charging Infrastructure Credit (FCI) Applications and Reporting

- Prepare and submit Ava’s FCI applications for its eligible DCFC network locations
- Prepare and submit quarterly FCI Cost and Revenue Data Report, as well as any other related documents on behalf of Ava to ensure FCI credits are realized by Ava

3.5. Data Reporting

- Provide CARB with required EV charging data necessary to obtain LCFS credits on an ongoing quarterly basis, including:
 - Acting as the LCFS Report Tool and Credit Bank & Trading System (LRT-CBTS) Account Administrator on behalf of Ava Community Energy
 - Coordinating with Ava’s DCFC network team to obtain charging data on a quarterly basis
 - Submitting EV charging data to the LRT-CBTS, per CARB’s quarterly reporting schedule, formatting, and all other requirements
- Provide CARB with required REC retirement documentation necessary to obtain LCFS credits on an ongoing quarterly basis, including:
 - Obtain WREGIS REC retirement documentation on a quarterly basis, as directed by Ava
 - Submitting WREGIS REC retirement documentation to the LRT-CBTS, per CARB’s quarterly reporting schedule, formatting, and all other requirements
- Comply with Ava’s compliance program standards including sharing documentation of compliance activities, incorporating relevant Ava leaders into review/approval of materials filed for compliance, and performing record keeping consistent with Ava standards
- Additional reporting to Ava staff as may be required

3.6. Annual Fuel Pathway Reporting and Other CARB Compliance Requirements

- Prepare and submit annual credit generation report
- Prepare and submit Alternate Fuel Pathway annual report
- Prepare and submit all other relevant annual CARB LCFS reporting requirements and other compliance requirements, as necessary

3.7. Credit Sales

- Facilitate the sale of accrued credits to the market, optimizing for trading strategy protocol objectives

- Notify Ava Community Energy of sales transaction confirmation, including details of the transaction (e.g., credit volume, price, purchaser(s))
- Register sales information in the CARB LRT-CBTS, per CARB requirements
- Purchase and retire of Renewable Energy Credits (RECs), if required and as directed by Ava, to obtain the best possible value for LCFS credits
- Transfer payment to Ava Community Energy of resulting credit sales, less the value of the Consultant's commission fee

4. QUALIFICATIONS

4.1. Minimum Qualifications

- Bidder must be eligible to trade LCFS credits in the CARB program and be in good standing with CARB, (i.e., not in past or current violation of any part of the LCFS regulation).
- Bidder must commit to complete transparency with Ava on all details pertaining to trades completed with Ava's LCFS credits.
- Experience managing high notional value portfolios and executing transactions of high notional value products.
- Clearly defined risk management standards and strategy.

5. CONSULTANT SERVICES

- Ava intends to award one Consulting Services Agreement based upon the highest-ranked score across each technical area described in Section 3. The selected consultants shall comprise a shortlist of available consultants.

6. PROPOSED CALENDAR OF EVENTS

Action	Date
1. Issuance of RFP	February 23, 2024
2. Deadline for questions/clarifications	February 28, 2024 by 5 PM PST
3. Question Responses posted Online	March 1, 2024
4. Deadline to submit proposals	March 8, 2024 by 11:59 PM PST
5. Proposal Evaluation	March 11-15, 2024
6. Finalist selection/interviews	March 18-22, 2024
7. Final Negotiations and/or Best and Final Offer	March 28, 2024
8. Award of Contract by Board of Directors	April 17, 2024

7. PROCEDURES, TERMS, AND CONDITIONS

GENERAL

Incurring Cost

This RFP does not commit Ava to award or pay any cost incurred in the submission of the proposal, or in making necessary studies or designs for the preparation thereof, nor procure or contract for services or supplies. Further, no reimbursable cost may be incurred in anticipation of a contract award.

Claims Against Ava

Neither your organization nor any of your representatives will have any claims whatsoever against Ava or any of its respective officials, agents, or employees arising out of or relating to this RFP or these RFP procedures, except as set forth in the terms of a definitive agreement between Ava and your organization.

Guarantee of Proposal

Responses to this RFP, including proposal prices, will be considered firm and irrevocable for one hundred eighty (180) days after the due date for receipt of proposals.

Basis for Proposal

Only information supplied by Ava in writing by the Contact in connection with this RFP should be used as the basis for the preparation of Consultant(s)'s proposal.

Form of Proposals

Proposals must be submitted electronically by e-mail to Vanessa Gerber, vgerber@avaenergy.org.

Amended Proposals

Bidders may submit amended proposals before the Deadline to Submit Proposals. Such amended proposals must be complete replacements for previously submitted proposals and must be clearly identified in a written format. The Contact will not merge, collate, or assemble proposal materials.

Withdrawal of Proposal

Bidders may withdraw their proposals at any time prior to the Deadline to Submit Proposals. The Consultant(s) must submit a written withdrawal request signed by the Consultant(s)'s duly authorized representative addressed to and submitted to the Contact.

Late Responses

To be considered, proposals must be received electronically by email Friday, March 8, 2024 at 11:59 PM PST. No late responses will be considered.

California Public Records Act (CPRA)

All proposals become the property of Ava, which is a public agency subject to the disclosure requirements of the California Public Records Act (“CPRA”). If Consultant(s) proprietary information is contained in documents submitted to Ava, and Consultant(s) claims that such information falls within one or more CPRA exemptions, Consultant(s) must clearly mark such information “CONFIDENTIAL AND PROPRIETARY,” and identify the specific lines containing the information. In the event of a request for such information, Ava will make best efforts to provide notice to Consultant(s) prior to such disclosure. If Consultant(s) contends that any documents are exempt from the California Public Records Act (CPRA) and wishes to prevent disclosure, it is required to obtain a protective order, injunctive relief, or other appropriate remedy from a court of law in Alameda County, before Ava’s deadline for responding to the CPRA request. If Consultant(s) fails to obtain such remedy within Ava’s deadline for responding to the CPRA request, Ava may disclose the requested information.

Consultant(s) further agrees that it shall defend, indemnify, and hold Ava or its agents, harmless against any claim, action, or litigation (including, but not limited to, all judgments, costs, fees, and attorney’s fees) that may result from Ava’s assertion of an exemption or privilege as a basis for withholding any information marked confidential by the Consultant(s).

DO NOT MARK YOUR ENTIRE BID CONFIDENTIAL. ONLY MARK THOSE PAGES THAT YOU BELIEVE CONTAIN PROPRIETARY INFORMATION.

Confidentiality

All data and information obtained from or on behalf of Ava by the Consultant(s) and its agents in this RFP process, including reports, recommendations, specifications, and data, shall be treated by the Consultant(s) and its agents as confidential. The Consultant(s) and its agents shall not disclose or communicate this information to a third party or use it in advertising, publicity, propaganda, or in another job or jobs, unless written consent is obtained from Ava.

Generally, each proposal and all documentation, including financial information, submitted by a Consultant(s) to Ava is confidential until a contract is awarded, when such documents become public record under State and local law, unless exempted under CPRA.

Electronic Mail Address

Most of the communication regarding this procurement will be conducted by electronic mail (e-mail). Potential Bidders agree to provide the Contact with a valid e-mail address to receive this communication.

Ava Rights

Ava and its Contact reserve the right to do any of the following at any time:

- a. Reject any or all proposal(s), without indicating any reason for such rejection;
- b. Waive or correct any minor or inadvertent defect, irregularity, or technical error in a proposal or the RFP process, or as part of any subsequent contract negotiation;
- c. Request that Bidders supplement or modify all or certain aspects of their proposals or other documents or materials submitted;
- d. Terminate the RFP, and at its option, issue a new RFP;
- e. Procure any equipment or services specified in this RFP by other means;
- f. Modify the selection process, the specifications or requirements for materials or services, or the contents or format of the proposals;
- g. Extend a deadline specified in this RFP, including deadlines for accepting proposals;
- h. Negotiate with any or none of the Bidders;
- i. Modify in the final agreement any terms and/or conditions described in this RFP;
- j. Terminate failed negotiations with any Consultant(s) without liability, and negotiate with other Consultant(s);
- k. Disqualify any Consultant(s) on the basis of a real or apparent conflict of interest, or evidence of collusion that is disclosed by the proposal or other data available to Ava;
- l. Eliminate, reject, or disqualify a proposal of any Consultant(s) who is not a responsible Consultant(s) or fails to submit a responsive offer as determined solely by A or its representative; or
- m. Accept all or a portion of a Consultant(s)'s proposal.

Supplier Diversity

Pursuant to California Senate Bill 255, Community Choice Aggregators (CCAs) are required to report to the California Public Utilities Commission on their diverse suppliers, as defined by CPUC General Order 156. Consistent with the California Public Utilities Code and California Public Utilities Commission policy objectives, Bidders that execute a contract with Ava will be required to complete a Supplier Diversity Questionnaire. Ava will not consider race, sex, color, ethnicity, or national origin in procurement decisions; providing such information will not impact the selection process or good standing of executed contracts.

Ava encourages all eligible parties to get certified with the CPUC as a women, minority, disabled veteran and/or LGBT owned business enterprise (WMDVLTBE).

For overview information on the CPUC Supplier Diversity Program, please visit the program homepage (<https://www.cpuc.ca.gov/supplierdiversity/>). For information on the certification process and requirements, please visit the Certifications page (<https://www.cpuc.ca.gov/Certifications/>).

EVALUATION CRITERIA

Evaluations will be based upon the information provided in the proposals and such other information requested by Contact or Ava, or as deemed appropriate by Ava. Proposals must provide clear, concise information and sufficient detail to enable reviewers/evaluators to evaluate the responsiveness and quality of the proposals to all RFP requirements. Evaluators will also review the proposals for format to ensure conformance with the RFP requirements. Proposals that fail to meet RFP requirements could be rejected. The Contact or Ava may waive minor irregularities in proposals if doing so would be in the best interest of Ava. Evaluators may recommend discontinuing evaluation of any proposal that is considered not in compliance with the RFP requirements.

The review/evaluation team will select the proposal that offers the greatest value to Ava based on an analysis of the following criteria:

Technical Evaluation Criteria		Points
1.	Meets Ava Eligibility Requirements <ul style="list-style-type: none"> • Bidder is eligible to trade LCFS credits in the CARB program • Bidder is in good standing with CARB • Bidder has experience managing high notional value portfolios and executing transactions of high notional value products • Bidder has clearly defined risk management standards and strategy • Bidder commits to complete credit transaction transparency with Ava 	Yes / No
2.	Bidder Qualifications and Experience - Advisory <ul style="list-style-type: none"> • Bidder has experience developing LCFS program strategies for clients • Bidder presents sound and valid strategy in response to Attachment A: Section F 	30%
3.	Bidder Qualifications and Experience - Trading <ul style="list-style-type: none"> • Bidder has experience trading LCFS credits to optimize for client objectives • Bidder has experience applying for FCI credits • Bidder has experience managing LCFS quarterly and annual reporting obligations • Bidder has experience and willingness to conduct compliance-related scope 	45%
4.	Proposed Budget <ul style="list-style-type: none"> • Bidder fee structure shows aligned incentives with Ava • Administrative costs are reasonable 	7.5%
5.	Acceptance of Ava Consulting Services Agreement <ul style="list-style-type: none"> • Bidder has no (or minimal) redlines of Ava CSA 	5%
6.	Ava Special Procurement Preferences	

	<ul style="list-style-type: none"> ● Bidder Location - Ava Service Area ● Bidder Location - Disadvantaged Community ● Union Labor ● Disabled-Veteran Owned Business 	5% 2.5% 2.5% 2.5%
TOTAL		100%

In addition to the technical evaluation criteria, Ava will also consider a set of Special Procurement Preferences, outlined in our Administrative Procurement Policy.

As reflected in the Evaluation Criteria, contract award will not be based solely on cost, but on a combination of factors as determined to be in the best interest of Ava. Ava will not be bound to award the contract(s) based solely on the lowest bid submitted.

Ava’s form of a Consulting Services Agreement is attached as Attachment B and includes Ava’s current insurance requirements. Please note that these requirements are subject to change by Ava prior to execution of a contract with a selected Bidder and may require annual updating during the term of a Consulting Services Agreement. Bidders are expected to note any exceptions to the Consulting Services Agreement in the Bidder’s response and failure to so may preclude consideration of any requested change at a later date.

After evaluating the proposals and discussing them further with the Finalists or the tentatively selected Consultant(s), Ava reserves the right to further negotiate the proposed work and/or method and amount of compensation. Ava further reserves the right to consider the changes make to the Consulting Services Agreement in its evaluation and selection.

INSTRUCTIONS TO BIDDERS

Ava CONTACT

The evaluation phase of the competitive process will begin upon receipt of bids until a contract has been awarded. Bidders must not have any contact with Ava personnel nor should they lobby evaluators or any member of the staff or Board of Directors during the evaluation process. Any communications outside of the procedures set forth in this RFP may result in disqualification of bidder.

All questions regarding these specifications, terms and conditions are to be submitted in writing, via e-mail, by 5:00 PM PST on Wednesday, February 28, 2024 to:

Attn: Vanessa Gerber
Ava Community Energy
E-Mail: vgerber@avaenergy.org

The Ava website will be the official notification posting place of all Requests for Interest, Proposals, Quotes and Addenda. Go to <http://www.avaenergy.org/solicitations> to view current opportunities.

SUBMITTAL OF PROPOSALS

All bids must be received at Ava Community Energy by 11:59 PM PST on Friday, March 8, 2024. Bids will be received only at the addresses shown below any bid received after that time and date or at a place other than the stated address will not be considered and will be returned to the bidder unopened. Electronic bids must be submitted in a non-alterable format such as a .pdf.

1. Bidders **must** submit an electronic copy of their proposal via email to the following:
 - a. Vanessa Gerber, Senior Associate - Ava: vgerber@avaenergy.org
2. Bidders are responsible for all of their costs required for the preparation and submission of a bid.
3. Only one bid response will be accepted from any one person, partnership, corporation, or other entity; however, several alternatives may be included in one response. For purposes of this requirement, “partnership” means, and is limited to, a legal partnership formed under one or more of the provisions of the California or other state’s Corporations Code or an equivalent statute.
4. All other information regarding the bid responses will be held as confidential until the Review Committee has completed its evaluation, a recommended award has been made by the Ava Board of Directors, and the contract has been fully negotiated.
5. California Government Code Section 4552: In submitting a bid to a public purchasing body, the bidder offers and agrees that if the bid is accepted, it will assign to the purchasing body all rights, title, and interest in and to all causes of action it may have under Section 4 of the Clayton Act (15 U.S.C. Sec. 15) or under the Cartwright Act (Chapter 2, commencing with Section 16700, of Part 2 of Division 7 of the Business and Professions Code), arising from purchases of goods, materials, or services by the bidder for sale to the purchasing body pursuant to the bid. Such assignment shall be made and become effective at the time the purchasing body tenders final payment to the bidder.
6. Bidder expressly acknowledges that it is aware that if a false claim is knowingly submitted (as the terms “claim” and “knowingly” are defined in the California False Claims Act, Cal. Gov. Code, §12650 et seq.), Ava will be entitled to civil remedies set forth in the California False Claim

Act. It may also be considered fraud and the Consultant(s) may be subject to criminal prosecution.

7. The undersigned Bidder certifies that it is, at the time of bidding, and throughout the period of the contract, licensed by the State of California to do the type of work required under the terms of the Contract Documents. Bidder further certifies that it is regularly engaged in the general class and type of work called for in the Bid Documents.
8. It is understood that Ava reserves the right to reject this bid and that the bid shall remain open to acceptance and is irrevocable for a period of one-hundred and eighty (180) days, unless otherwise specified in the Bid Documents.

RESPONSE FORMAT

1. Bid responses are to be straightforward, clear, concise and specific to the information requested.
2. Objections for the form of Consulting Services Agreement: Bidders must provide any and all specific objections to the Form Consulting Services Agreement in order for any changes to be considered. Stating an objection does not guarantee that Ava will accept such changes.

REQUIRED DOCUMENTATION AND SUBMITTALS

All of the specific documentation listed below is required to be submitted in order for a bid to be deemed complete. Bidders shall submit all documentation, in the order listed below and clearly label each section with the appropriate title (i.e. Table of Contents, Letter of Transmittal, Key Personnel, etc.).

- 1. **Table of Contents:** Bid responses shall include a table of contents listing the individual sections of the proposal/quotation and their corresponding page numbers. Tabs should separate each of the individual sections.
- 2. **Letter of Transmittal:** Bid responses shall include a description of Bidder's capabilities and approach in providing its services to the Ava and provide a brief synopsis of the highlights of the Proposal and overall benefits of the Proposal to the Ava. This synopsis should not exceed three (3) pages in length and should be easily understood.
- 3. **Key Personnel:** Bid responses shall identify the lead contact and include a complete list of all key personnel associated with the RFP. This list must include all key personnel, and a description of their qualifications, who will provide services/training to Ava staff and all key personnel who will provide maintenance and support services. For each person on the list, the following information shall be included:
 - (a) The person's relationship with Bidder, including job title and years of employment with Bidder;
 - (b) The role that the person will play in connection with the RFP;
 - (c) Address, telephone, fax numbers, and e-mail address;
 - (d) Person's educational background; and
 - (e) Person's relevant experience, certifications, and/or merits.
- 4. **Supplemental Questionnaire:** Bidder shall include responses and supporting documentation for Attachment A: Required Response Information.
- 5. **Costs:** Bidder shall include bid costs in the following manner:
 - a) Transaction fee structure and tiers, as relevant
 - b) Note any minimum transaction fees
- 6. **Review of Ava Consulting Services Agreement:** Bidder shall review and make only necessary redline edits on Ava's Form Consulting Services Agreement presented in Attachment B.
- 7. **References:** Bidders are to provide a list of at least three (3) current clients. References must be satisfactory as deemed solely by responsible

Ava staff. References should have similar scope, volume, and requirements to those outlined in these specifications, terms and conditions.

References must include: company name, contact person (name and email), address, telephone number, date of services, and description of services provided. Bidders must verify the contact information for all references provided is current and valid.

Bidders are encouraged to notify all references that responsible Ava staff may be contacting them to obtain a reference.

Ava staff may contact some or all of the references provided in order to determine Bidder's performance record on work similar to that described in this request. Ava staff reserves the right to contact references other than those provided in the Response and to use the information gained from them in the evaluation process.

Attachment A

Required Response Information

- A. Please provide an organizational description and qualifications including:
 - a. Bidders general size, resources, and organizational structure with respect to the proposal
 - b. Audited financial statements for the past three (3) years
 - c. Six (6) page maximum

- B. Please provide the approach to the scope of this proposal including:
 - a. Presentation of well-conceived work plan
 - b. Discussion of how the work plan will meet Ava's objectives and schedule
 - c. Suggestion of innovations, additions, or modifications to the scope of this proposal including any additional value the Bidder can create and/or bring to the scope of the proposal
 - d. Six (6) page maximum

- C. Please provide a statement of good standing within the CARB LCFS Program including:
 - a. Proof of eligibility to trade LCFS credits through the CARB LCFS Program
 - b. Disclosure of complete CARB LCFS Program audit history, including attachment of any CARB audit results or verifications
 - c. Two (2) page maximum, before any attachments

- D. Please provide a schedule with key milestones or benchmarks along with required levels of Ava staff time.
 - a. Two (2) page maximum

- E. Please provide cost estimates including:
 - a. Bidder fee structure, including any credit volume thresholds
 - b. Direct and reimbursable expenses, if any
 - c. Details of cost by service for which the Bidder is responding to. Pricing shall be all-inclusive unless indicated otherwise, in which case hourly rates for all covered roles and other charges need to be included.
 - d. Include costs for implementation and operations, and if there are any costs to maintain work post-implementation
 - e. Cost for any innovative components added to the scope of the proposal
 - f. Three (3) page maximum

F. Sample LCFS Strategy:

Please provide a quantitative evaluation (using the Excel file provided in Attachment C) and a qualitative narrative to detail program metrics, assumptions, and strategy recommendation(s) for a 5-year period based on a sample network of FSE, using the following:

- a. Quarterly program metrics to detail
 - i. LCFS fuel credit volume
 - ii. FCI credit volume
 - iii. Proposed credit marketing strategy(ies), associated quarterly credit revenue and Bidder commission
- b. Assumptions
 - i. DCFC Network Nameplate Capacity: 12.5MW
 - ii. Electricity Product: Ava's 0 CI-registered Renewable 100
 - iii. LCFS Credit Price: \$60
 - iv. REC Procurement Cost: \$0 (Ava has available RECs to retire)
 - v. Network Minimum Uptime Requirement: 95%
 - vi. Network Utilization (Year 1/2/3/4/5):
 1. Case A: 3% / 4% / 5% / 6% / 7%
 2. Case B: 4% / 5% / 7% / 9% / 11%
 3. Case C: 5% / 7% / 9% / 11% / 13%
- c. Two (2) page maximum for narrative, plus Excel file

G. Ava Procurement Preferences

- a. Does your organization have an office located in Ava's service territory or does at least 25% of your workforce reside in Ava's service territory?
- b. Will your organization use union labor or union contractors for these services if selected?
- c. Is your organization registered as a Disabled Veteran Business Enterprise with the California Department of General Services?
- d. Is the office where work will primarily be conducted on behalf of Ava for these services be located in a Disadvantaged Community as identified by the California Environmental Protection Agency's CalEnviroScreen Tool?