

REQUEST FOR PROPOSAL (RFP) FOR AVA COMMUNITY ENERGY AUTHORITY

Electric Vehicle (EV) Charging Community Innovation Grant (2024-2027)

by
6:00pm PT
on
Friday, June 28, 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!

Heidy Zohar Ramirez | Local Programs Reporting Analyst
Ava Community Energy
(510) 973 9098
hramirez@avaenergy.org

AVA COMMUNITY ENERGY

REQUEST FOR PROPOSAL SPECIFICATIONS, TERMS AND CONDITIONS FOR AVA COMMUNTY ENERGY AUTHORITY:

Electric Vehicle (EV) Charging Community Innovation Grant (2024-2027)

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STATEMENT OF WORK

Ava Community Energy (Ava) invites qualified organizations to submit proposals for an Electric Vehicle (EV) Charging Grant, part of Ava's Community Innovation efforts. The primary objective of this initiative is to empower communities to own, operate, and innovate around EV charging infrastructure, fostering sustainability and encouraging electric mobility.

The goal of this Community Innovation Grant is to deliver locally owned and operated EV charging sites that serve local equity priority communities (detailed in the Technical Evaluation Criteria chart). The grant should result in the development and operation of one to three charging sites containing 10-50 (or more) level 2 EV charging stations.

The selected organization will be responsible for, yet not limited to:

- Conducting community research to understand needs for developing potential sites as well as local community needs for charging sites
- Supporting local innovation by developing creative community ownership concepts with potential for cross-organizational collaboration
- Identifying viable community sites for EV charging stations
- Designing an implementation plan for the development of the EV charging sites
- Creating a community-ownership model or plan for community managed financial sustainability of the EV charging sites
- Develop a maintenance plan for sustained operation of EV charging sites
- Developing and operating one to three EV charging sites, totaling approximately
 10-50 level 2 chargers
- Promoting widespread access to clean transportation

The community-owned EV charging sites are to serve as a focal point for community development and energy preparedness. Grant efforts are to encourage community engagement, local economic development, and the adoption of electric vehicles. Motivating collaboration, innovation, and the integration of sustainable practices to enhance the overall energy transition of the community. Proposals from partnerships between organizations will be considered.

Recipients will be awarded a grant of up to \$300,000, over three years (2024-2027). Grant funds may be used for the purposes of, yet not limited to, meeting Grant Goals and Outcomes, outlined in Section 3.

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 throughout the county. Ava initiated service in June 2018 and is one of 24 community choice aggregation (CCA)



- 1. https://www.census.gov/quickfacts/fact/table/alamedacountycalifornia/PST045223
- 2. https://datausa.io/profile/geo/
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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 Community Energy serves as provider of electric generation service to a culturally rich and diverse population of over 1.5 million people in Alameda County and the City of Tracy. The cities of Stockton and Lathrop will begin taking electricity service from Ava in 2025. To understand and effectively prepare for the evolving clean energy sector, as well as adequately deliver on the proposed outcomes for the grant, it is important to understand Ava's service population:

Alameda County	San Joaquin County
33% of Alameda County residents are foreign	23% of San Joaquin County residents are
born. 46% of households, of the county's total	foreign born. 41% of households, of the
population, reported speaking a language other	county's total population, reported speaking a
than English at home. ¹	language other than English at home.1
Population Demographics ² :	Population Demographics ² :
 Asian (non-Hispanic) 31% 	 Hispanic 42%
 White (non-Hispanic) 31% 	 White Hispanic 21%,
 Hispanic 22% 	 Other Hispanic 10%,
 Other Hispanic 11%, 	 Multiracial Hispanic 10%
 White Hispanic 7%, 	 White (non-Hispanic) 31%
 Multiracial Hispanic 3% 	 Asian (non-Hispanic) 16%
 Black/African American (non-Hispanic) 	 Black/African American (non-Hispanic)
10%	7%
 Multiracial (non-Hispanic) 5% 	 Multiracial (non-Hispanic) 4%
 Native Hawaiian/Other Pacific 	 Native Hawaiian/Other Pacific
Islander(non-Hispanic) 0.8%	Islander(non-Hispanic) 0.6%
 Other (non-Hispanic) 0.4% 	 Other (non-Hispanic) 0.3%
 American Indian/Alaska Native (non- 	 American Indian/Alaska Native (non-
Hispanic) 0.3%	Hispanic) 0.2%

Of Ava's total customer base, about 20% of residential customers are on <u>CARE</u>, California Alternate Rates for Energy rates, representing a total 2020 usage of 524 MWh. Low-income customers that are enrolled in the CARE program receive a 30-35 percent discount on their electric bill and a 20 percent discount on their natural gas bill.³

Formed by local governments (i.e. cities, towns, and counties) as a Joint Powers Authority (JPA), CCAs are governed by locally elected public officials and have a unique relationship with our customers. CCAs have contact information for our customers and develop unique customer programs that help meet community and environmental goals.

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2. TERM OF AGREEMENT

One recipient will be selected to receive a grant of up to \$300,000, over three years (2024-2027). Ava reserves the right to extend the agreement(s) for additional years. Grant funds may be used for the purposes of, yet not limited to, meeting grant goals and outcomes outlined in Section 3. Proposals should clearly outline, in the proposed budget Attachment A, payment milestones and proposed schedule (including direct and indirect costs), ensuring cost-effectiveness and maximum impact on the community.

3. STATEMENT OF REQUIREMENTS

Interested organizations should submit their proposals by 6:00PM Friday, June 28, 2024. Proposals must include a detailed project plan, budget, organizational qualifications, relevant experience, and knowledge of operating and delivering on grant objectives, specifically within Ava's service territories. The proposed project should include, but not be limited to, the following components:

- 3.1 The successful proposal submittal(s) must demonstrate that the team or organization has the professional and technical background to fulfill the stated scope of work. Including access to resources, related to staff and experience.
- 3.2 Community engagement strategies to garner support and involvement.
- 3.3 Plans for collaboration with local stakeholders, including businesses, community-based organizations, local government, and residents.
- 3.4 Own or identify viable community sites for EV charging stations.
- 3.5 Implementation plan and proposed site selection for community-owned EV charging stations. Details regarding the implementation of innovative features or services associated with the charging sites and stations.
- 3.6 Development of a sustainable business model for community ownership.
 - Community owned site revenue or payment structure plan for community managed financial sustainability of EV charging sites.
 - Networking fees for L2 chargers with payment gateways
 - Ongoing cost per charging port and software
 - Information regarding level of maintenance and support required for longterm site maintenance.
 - Including a 5-year budget accounting for Operation and Maintenance of the charging infrastructure and costs associated with managing sites and stations.



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- 3.7 Project development and installation of one to three EV charging sites, totaling 10-50 chargers, while meeting all applicable State laws.
- 3.8 Education and awareness initiatives promoting EV charging, the benefits of electric mobility and widespread access to clean transportation.

ASSUMPTIONS

Ava may provide the following to the winning respondent for the development or benefit of grant deliverables:

- Ava may be able to manage the sale of Low Carbon Fuel Standard Credits (LCFS) on behalf of charger owners based on equipment compatibility with Ava's Distributed Energy Resource Management system. LCFS funds would need to be dedicated to Operations and Maintenance of the chargers
- Notify Ava customers within a desired localized geographic area to respond to surveys and meeting invitations that contribute toward community outreach and notices about new chargers installed in their community

4. QUALIFICATIONS

4.1 Minimum Qualifications

Ava Community Energy welcomes proposals from organizations that demonstrate a commitment to empowering communities in Ava's service territories, the clean energy sector, and contributing to the broader goals of the energy transition within Ava's community.

Applicants may include community, charitable, and civic organizations, health and social service agencies, membership associations, social clubs, and educational institutions, faith institutions and other entities. Organizations are required to provide tax filing status documents along with the proposal.

- If applying as a nonprofit, please provide IRS determination letter for your organization or fiscal sponsor.
 - If working with a fiscal sponsor, please provide fiscal sponsor's letter of support, acknowledging responsibility for fiscal administration.

5. GRANT AGREEMENT

Ava intends to award at least one Grant Agreement based upon the highest-ranked score for each area described in Section 4.



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6. PROPOSED CALENDAR OF EVENTS

Date	Activity
May 17, 2024	Issuance of RFP Request for Applications issued and posted to Ava website.
May 30, 2024	RFP Informational Q&A Webinar Thursday, May 30 9:00 – 10:00 AM PT https://avaenergy-org.zoom.us/j/82610543055
June 5, 2024	Deadline for questions or clarifications
June 7, 2024	Ava responses posted online
June 28, 2024	Proposal Submission Deadline Applications are due by 6PM PDT on Friday, June 28, 2024. Submit applications to hramirez@avanergy.org
July 19, 2024	Proposal Evaluation Completed
July 15-26, 2024	Interviews and Finalist Selection Ava will schedule interviews with selected parties.
August 2024	Award Notification Ava will notify the selected grantee(s) of award
September 2024	Grant Agreement Execution Ava receives approval to execute Grant Agreement with grantee at Board of Directors meeting.
October 2024	Program Initiation

7. PROCEDURES, TERMS, AND CONDITIONS GENERAL

Form of Proposals

Proposals must be submitted electronically by e-mail to hramirez@avaenergy.org.

Late Responses

To be considered, proposals must be received electronically by email by 6:00 p.m. PT on Friday, June 28, 2024. 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 Applicant(s) proprietary information is contained in documents submitted to Ava, and Applicant(s) claims that such information falls within one or more CPRA exemptions, Applicant(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 Applicant(s) prior to such disclosure. If Applicant(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 Applicant(s) fails to obtain



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such remedy within Ava's deadline for responding to the CPRA request, Ava may disclose the requested information.

Applicant(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 Applicant(s). DO NOT MARK YOUR ENTIRE PROPOSAL 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 Applicant(s) and its agents in this RFP process, including reports, recommendations, specifications, and data, shall be treated by the Applicant(s) and its agents as confidential. The Applicant(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 an Applicant(s) to Ava is confidential until a Grant Agreement 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 Applicants 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;
- 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 grant agreement negotiation;
- c. Request that Applicants 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 Applicants;
- i. Modify in the final agreement any terms and/or conditions described in this RFP;



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- j. Terminate failed negotiations with any Applicant(s) without liability, and negotiate with other Applicant(s)(s);
- Disqualify any Applicant(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;
- I. Eliminate, reject, or disqualify a proposal of any Applicant(s) who is not a responsible Applicant(s) or fails to submit a responsive offer as determined solely by A or its representative; or
- m. Accept all or a portion of an Applicant(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, Applicants that execute a Grant Agreement 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 Grant Agreements.

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

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 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. 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.



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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	Weight
Organizational Capacity: History of Meeting Grant Deliverables	
 Qualifications and experience in developing and implementing similar 	
programs or initiatives successfully	
 Experienced and capable of delivery 	22.5%
 Possess local (Ava service area) capacity and relationships 	
 Plan for community involvement and awareness-building 	
 List of all FTE existing and/or proposed additional staff 	
Quality of Proposed Plan: Meeting Grant Program Goals	
 Quality for proposal to achieve outcomes, goals, requirements, and deliverables 	
Community EV Charging Project Plan	
 Detailed description of proposed EV Charging models and concepts 	
 Clearly defined and realistic 3-year plan to achieve proposed outcomes 	
Describes process of community outreach, site selection, equipment	25%
decision, operations, maintenance of the chargers for 5 years after install	
 Demonstrates a sustainable business model for community-owned EV chargers 	
 Plan for payment gateway adoption and community-ownership revenue model 	
 Workplan is reasonable and sufficient to achieve proposed outcomes 	
Proposed Project Budget	
 Clearly outlined, realistic and explained 3-year budget 	
 Administrative costs are reasonable 	20%
 Proposed Budget considerations for equipment, events, or grant 	
deliverables are justified, demonstrating cost-effectiveness	
Demonstrated Capacity of Delivering: Local Community Benefits	
Prioritizing Equity Priority Communities	
 Includes demonstrated experience and impact conducting outreach in Ava's service territory 	20%
 Demonstrated ability to engage community and local business or other organizations effectively 	2070
 Outreach, EV charging site identification, and education focused on historically marginalized populations and communities 	
Ava Special Procurement Preferences	
The following four categories will receive extra points in Ava's evaluation:	
Organization's location is sited within Service Territory or employing at least	
25% of the workforce residing in Ava's Service Area (5%)	
Organization's location is sited within <u>CalEnviroScreen 4.0 Disadvantaged</u>	12.5%
Community (2.5%)	
Organizations employing <u>Union Labor (2.5%)</u>	
 Disabled-Veteran Owned Business (2.5%) 	
	4000/
Total	100%



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As reflected in the Evaluation Criteria, Grant Agreement award will not be based solely on cost, but on a combination of factors as determined to be in the best interest of Ava's Community.

After evaluating the proposals and discussing them further with the Finalists or the tentatively selected Applicant(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 made to the Grant Agreement in its evaluation and selection.



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INSTRUCTIONS TO APPLICANTS

Ava CONTACT

The evaluation phase of the competitive process will begin upon receipt of proposals until a Grant Agreement has been awarded. Applicants 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 applicant.

All questions regarding these specifications, terms and conditions are to be submitted in writing, via e-mail, by 6:00 p.m. PST on Friday, June 28, 2024, to:

Attn: Heidy Zohar Ramirez, Local Programs Reporting Analyst

Ava Community Energy

E-Mail: hramirez@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 proposals must be received at Ava Community Energy by 6:00 p.m. on Friday, June 28, 2024. Proposals will be received only at the addresses shown below any proposals 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 applicant unopened. <u>Electronic proposals must be</u> submitted in a non-alterable format such as a .pdf.

- 1. Applicants <u>must</u> submit an electronic copy of their proposal via email to the following:
 - a. Heidy Zohar Ramirez, Reporting Analyst Ava: hramirez@avaenergy.org
- 2. Applicants are responsible for all of their costs required for the preparation and submission of a grant proposal.

RESPONSE FORMAT

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



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Attachment A Required Response Information

Please review and include items listed in Section 3 – Statement of Requirements. Additionally, all of the specific documentation listed below is required to be submitted in order for a proposal to be deemed complete. Applicants 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.). Please provide the following:

		Table of Contents : Responses shall include a table of contents listing the ections of the proposal/quotation and their corresponding page numbers. Tabs each of the individual sections.
high	abilities lights of	Letter of Transmittal : Proposals shall include a description of Applicant's and approach in providing its services to the Ava and provide a brief synopsis of the f the Proposal and overall benefits of the Proposal to the Ava. This synopsis should one page in length and should be easily understood.
	3.	Organizational Description and Qualifications:

3. **Organizational Description and Qualifications:**

- a. Applicants general size, resources, and organizational structure with respect to the proposal.
- b. Key Personnel: Proposal 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:
 - i. The person's relationship with Applicant, including job title and years of employment with Applicant;
 - ii. The role that the person will play in connection with the RFP;
 - iii. Address, telephone, fax numbers, and e-mail address;
 - iv. Person's educational background; and
 - v. Person's relevant experience, certifications, and/or merits
- c. Listing of three (3) similar engagements with reference information.
- d. Four (4) page maximum.

П 4. **Description of the Approach and Detailed Project Plan:**

- a. Please include items listed in Section 3 Statement of Requirements as well as a detailed description of the project
 - a. Capex, operating plan, and associated budget
- b. Work plan for identifying EV charging sites
 - a. Site suggestions or recommendations
- c. Site development and implementation plan
 - a. equipment needs
- d. Payment gateway and revenue model details
 - a. LCFS credit plan
 - b. Community ownership revenue model



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- e. 5- year staff, maintenance costs, and relevant expense projections
- f. Description of outreach and engagement plan for community buy in
- g. Four (4) page maximum.

□ 5. Schedule with Key Milestones or Benchmarks

Along with required levels of Ava staff time requested (if any).

- a. One (1) page maximum.
- Grant Funding: Please describe how grant dollars will be spent during the term of the Grant along with a list of existing funders (if any).

Please see Section 2 – Term of Grant Agreement. Provide recommendations for grant payment schedule that adequately meets the schedule of proposed work plan and is tied to deliverables and milestones, to be included in 3-year budget.

- a. Staff salaries
- b. Administrative fees
- c. Direct and indirect costs, reimbursable expenses if any
- d. Costs for grant implementation and operations
- e. List of top three largest, or current, funders and funding amounts
- f. Three (3) page max

□ 7. **References**:

- a. Please include up to three references for similar scope of work to this grant.
- b. Include name and contact number for Ava to follow up with.

□ 8. Ava Local 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 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?

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