



P.O. Box 982  
El Paso, Texas  
79960-0982  
(915) 543-5711

November 2, 2017

## **Amendment 001 EPE-50062135-MM New Mexico Energy Efficiency and Load Management Programs**

**This amendment accomplishes the following:**

### **01. Answer questions submitted by contractors by question deadline.**

Q1. Will El Paso Electric (EPE) accept a proposal for a comprehensive program with multiple pathways to participate (pathways akin to current individual programs)?

A1:

El Paso Electric (EPE) will consider the design, development, and implementation of new programs, as well as, the redesign, redevelopment, and implementation of its current programs. Bidders may propose multiple programs, but a separate proposal is required for each program.

Q2. Are there rules around which Energy Conservation Measures (ECMs) can be upgraded after a certain number of years? How soon can the same property be served again for the same ECM? For a different ECM?

A2:

Energy Conservation measure (ECM) guidelines are taken in part from the New Mexico Technical Reference Manual. The statewide evaluator has the authority to change ECM guidelines.

Q3: How many homes have served in the last 3-5 years in the service area?

A3:

Excluding the CFL and LED Buy Down Program, EPE has served approximately 17,729 homes between 2014 through 2016 in the NM Residential Programs. Please see the breakdown of the LivingWise, Home Efficiency, High Efficiency Cooling, and Low Income



P.O. Box 982  
El Paso, Texas  
79960-0982  
(915) 543-5711

EnergySaver Programs below. Data for previous years can be located in the NM Annual Reports for Energy Efficiency Programs.

Year	LivingWise	Home Efficiency	High Efficiency	EnergySaver
2014	2,555	51	1,368	1,025
2015	2,832	86	1,280	2,244
2016	3,022	47	1573	1,646
<b>TOTAL</b>	<b>8,409</b>	<b>184</b>	<b>4,221</b>	<b>4,915</b>

Q4: Do multifamily properties (apartment buildings) fall under the Residential Program category or the Small Commercial Program Category or Both?

A4:

Multifamily properties, if individually metered and served under a Residential Tariff, fall under the Residential Program or Low Income Residential Program. Areas of the facility that receive service under a Commercial Tariff, for example common areas, outdoor lighting, and master metered multifamily buildings will fall under Commercial Programs.

Q5: Are there any specific program designations for multifamily housing?

A5:

EPE currently has no multifamily specific program.

Q6: Can multifamily properties be their own separate category?

A6:

EPE is open to evaluating programs that separate multifamily properties into their own separate category.



P.O. Box 982  
El Paso, Texas  
79960-0982  
(915) 543-5711

Q7: Can all of a multifamily property be part of one category? (e.g. Can multifamily be part of a Low-income program and be under residential, but still cover the common area and exterior loads such as parking lights?)

A7:

If a multifamily property has at least 75 percent of the units that are rented by income eligible customers, have individual meters, and are served under a Residential Tariff, the property will fall under the Low Income Program. The common areas of the property and outdoor lighting would still fall under the Commercial Program.

Q8: Is there any information on EPE's market size for MF properties in its New Mexico Territory? If so, is the data broken into low-income and market-rate property categories? Are these market studies available to applicants?

A8:

EPE does not have market data or market data studies for multifamily properties in its New Mexico Territory.

Q9: Is there a preference given to bidders who can provide a solution to meet multiple program categories (e.g., residential, small commercial, large commercial)?

A9:

No preference is given to Bidders who can provide a solution to meet multiple program categories. Bidders are required to submit separate proposals for each program. Please refer to Section 5 - Evaluation Process and Selection Criteria. EPE will evaluate and verify individual submitted proposals for adherence to the Utility Cost Test as directed by 17.7.2 NMAC.



P.O. Box 982  
El Paso, Texas  
79960-0982  
(915) 543-5711

Q10: Is there preference given to bidders that are able to provide a full turn-key solution to program implementation, including for example (1) identifying and providing recommendations for energy/demand reducing measures and (2) providing turn-key installation and maintenance solutions for recommended solutions?

A10:

Bidders should provide a turnkey program(s) for the multiple program years running from January 1, 2019, through December 31, 2021 as a requirement of this RFP. Please review Section 4.2 (B) - Program Description and Requirements.

Q11: Does EPE wish to gain additional program provider expertise that may not currently exist with current program providers?

A11:

Yes, EPE strives for innovation, customer satisfaction, and regulatory compliance in the design and implementation of its energy efficiency programs.

Q12: Please define and describe the public authority customer segment.

A12:

The public authority customer segment consists of federal, state, county, city, and various school district facilities regardless of electrical load.

Q13: What is the 2016 annual aggregate consumption (kwh) and peak load (kw) of the following customer classes in the New Mexico service territory?

Residential  
Small Commercial  
Large Commercial

How many > 5 MW  
How many 2 MW > 5 MW  
How many 1 MW > 2 MW  
How many 500 kW > 1 MW  
How many 250 kW > 5 MW

If the above breakdown cannot be reasonably provided, an alternate breakdown of the large commercial class for New Mexico service territory would be appreciated.  
Public Authority Customers



P.O. Box 982  
El Paso, Texas  
79960-0982  
(915) 543-5711

A13:

The following aggregate kWh and kW data is available for 2016:

Residential: 677,673,768 kWh

Commercial: 555,144,214 kWh, 1,322,296 Billed kW

Public Authority: 227,197,908 kWh, 585,744 Billed kW

Q14: Does EPE have a preferred methodology for establishing the baseline of a customer? Is the baseline methodology different by customer classification?

A14:

Baselines are established as deemed by the statewide evaluator and the New Mexico Technical Reference Manual. Technical Reference Manuals from other states may be used with approval by the New Mexico statewide evaluator.

Q15: Does EPE expect Load Management Programs to be year-round or summer period only?

A15:

Load Management season may run from June through September of each program year.

Q16: For the load management portion of the RFP, will EPE be utilizing the same Distributed Energy Resource Management System (DERMS) solution to administer this program as has been used for the residential and light commercial pilot in 2016?

A16:

The proposed load management programs do not have to utilize the same solution as EPE's current Demand Response Pilot Program.

Q17: Is there an expectation of interfacing to the existing DERMS solutions? What is the preferred method of interfacing?

A17:

EPE currently does not have a preferred method of interfacing with the current demand response program.



P.O. Box 982  
El Paso, Texas  
79960-0982  
(915) 543-5711

Q18: Is there output or findings from the existing pilot program that is publically available?

A18:

There is no output or findings from the existing pilot program that are publically available at this time.

Q19: How many accounts in the New Mexico territory are eligible to receive or have received the large customer option self-directed energy efficiency rebates?

A19:

Eligibility for the self-directed energy efficiency option is based on 17.7.2 NMAC(New Mexico Administrative Code). EPE currently does not have any customer using the large customer self-directed energy efficiency option.

Q20: When would EPE need to deploy load management or demand response in the New Mexico Territory?

A20:

EPE may utilize a load management program from June through September of each program year.

Q21: When are financial costs the highest?

A21:

The question is beyond the scope of the RFP.

Q22: Are there times where there is too much renewable generation with no load to absorb the excess capacity?

A22:

The question is beyond the scope of the RFP.

Q23: When are reliability concerns the highest?

A23:

The question is beyond the scope of the RFP.



P.O. Box 982  
El Paso, Texas  
79960-0982  
(915) 543-5711

Q24: Please provide a comprehensive list of zip codes in the New Mexico service territory. Zip+4 preferably (e.g., 12345-4321)

A24:

88027, 88024, 88072, 88048, 88044, 88047, 88046, 88004, 88005, 88003, 88008, 88021, 88058, 88063, 88081, 88011, 88001, 88052, 88012, 88007, 88033, 87940, 87937, 87941, 87936, 88030, 87931, 87933, 87930

Q25: Are there any specific zip codes with transmission or distribution issues, which El Paso Electric is looking to solve through this Request for Proposal?

A25:

The question is beyond the scope of the RFP.

Q26: Does EPE utilize smart metering for commercial customers?

- a. If so, how many smart meters are in commission and who is the meter vendor?
- b. What is the meter consumption data interval (i.e. 15 or 60 minute interval data)?
- c. What is the meter data reporting latency?
- d. Will EPE provide an interface to the smart metering data either :
  - Via a cloud API after data has been collected
  - Via a local output from the meter – such as a pulse, Modbus, Zigbee or other interface?

A26:

EPE currently does not utilize smart meters.

Q27: Besides electricity, is EPE allowed to provide other services to ratepayers such as cooling, heating, or steam?

A27:

At this time, EPE strictly focuses on electricity sales.



P.O. Box 982  
El Paso, Texas  
79960-0982  
(915) 543-5711

Q28: Is EPE willing to entertain additional low/no cost program options that overlap with other programs in terms of market segment, but utilize a significantly different approach or business model?

A28:

EPE will evaluate programs that strive for innovation, customer satisfaction, and regulatory compliance in the design and implementation of its energy efficiency programs including programs that may overlap.

Q29: If selected, is there an expectation to white label or cobrand our web portal and mobile app under EPE's brand?

A29:

EPE expects implementers to adhere to all branding guidelines for the current program year. All marketing material and web content must be approved by EPE.

Q30: Please provide the number of substations for New Mexico and the number of feeders per substation?

A30:

The question is beyond the scope of the RFP.

Q31: Please provide the system load in the New Mexico service territory and if available, load by substation for various operating seasons.

A31:

The question is beyond the scope of the RFP.

Q32: Please provide the information on vendor and vintage of existing Supervisory Control and Data Acquisition (SCADA) and Geographic Information System(GIS)?

A32:

The question is beyond the scope of the RFP.

Q33: Please provide the description of existing voltage control strategies?

A33:

The question is beyond the scope of the RFP.



P.O. Box 982  
El Paso, Texas  
79960-0982  
(915) 543-5711

Q34: Is this RFP looking for proposals on similar programs that are offered in 2017?

A34:

EPE will consider the design, development, and implementation of new programs, as well as the redesign, redevelopment, and implementation of its current programs.

Q35: My observation is the RFP is focused on energy efficiency capital incentive programs. Are you interested in energy efficiency programs that are behavior based, operations and maintenance source of savings?

A35:

EPE will consider programs focused on energy efficiency capital incentive programs, as well as, energy efficiency programs that include behavioral based source savings as long as approval can be obtained from the New Mexico statewide evaluator. Operations and maintenance source of savings are beyond the scope of the RFP.

Q36: If we have a single program (solution) being proposed to fill multiple categories goal program categories (as outlined at the top of page 7 in the RFP), do we provide a single proposal that covers all categories?

A36:

Bidders are required to submit separate proposals for each program.

Q37: The RFP does not provide a specific request regarding the MSA. Are we to provide a redlined version alongside the proposal?

A37:

No, submitting a Master Service Agreement (MSA) with the proposal is not required at this time. The MSA will be required once a Bidder has been selected.

Q38: Which criteria are most important to EPE in evaluating proposals?

A38:

Please see Section 5 – Evaluation Process and Selection Criteria for more detail on the selection process.



P.O. Box 982  
El Paso, Texas  
79960-0982  
(915) 543-5711

Q39: EPE has provided a budget for its 2017 program. Is the projected budget for each year of this program similar?

A39:

We anticipate that the total program budget for the 2019-2021 Programs will be similar to the total 2017 budget. Funding for each program may vary depending upon the accepted proposals.

Q40: Does EPE plan to award this RFP to a single bidder or may multiple bidders/programs be considered?

A40:

A Bidder may be awarded a single program or multiple programs.

Q41: Is EPE looking for applicants to propose an optimal list of rebated products offered through this program, or for a program aligned with the current rebates offered through [www.epesaver.com](http://www.epesaver.com)?

A41:

EPE will consider the design, development, and implementation of new programs, as well as the redesign, redevelopment, and implementation of its current programs.

Q42: Does EPE have any specific cost-effectiveness benchmarks it is looking to meet with this program?

A42:

All programs must meet the Utility Cost Test outlined in 17.7.2 NMAC.

Q43: Is EPE willing to offer its website and/or its email list as marketing tools, provided they are used as part of a sophisticated, customer-centric marketing & outreach strategy?

A43:

EPE may share marketing information dependent on the nature of the request, provided the information is not deemed to be confidential or proprietary, and with prior approval from EPE.



P.O. Box 982  
El Paso, Texas  
79960-0982  
(915) 543-5711

Q44: Can you provide the avoided monetary costs associated with developing, acquiring and operating supply-side resources that we should use in our proposal when demonstrating that our proposal will pass the Utility Cost Test?

A44:

Strictly for the purpose of this proposal, please use \$0.0185 per kWh for avoided energy costs and \$85 per kW for avoided capacity costs.

**02. PROPOSAL SUBMISSION DEADLINE HAS BEEN EXTENDED FROM NOVEMBER 13, 2017 TO NOVEMBER 20, 2017 AT 5 PM (MST).**

**03. All other information, instructions, specifications, terms and conditions remain unchanged.**

**04.** Please sign below acknowledging receipt and acceptance of this Amendment, then return with your proposal.

Melissa Muñoz  
Negotiator – Contracts

\_\_\_\_\_  
Offeror's Signature

\_\_\_\_\_  
Company

\_\_\_\_\_  
Date