

## Responses to Bidder Questions

##	Question	Response	Date Response Issued
1	Can I get a copy of materials and information issued outside of the RFP, such as the Bidder's Conference slide deck, and formal questions and answers?	To receive updates and information on the AIC Third Party Energy Efficiency Program RFP, including future responses to bidder questions, send a request to <a href="mailto:AICBidReview2021@cadmusgroup.com">AICBidReview2021@cadmusgroup.com</a> . Upon being added to the list, we will send you any information that may have been distributed before you joined the list, as well as any future updates.	9/17/2021
2	How can my company be added to the list of companies interested in partnering for (included in Appendix C of the RFP)?	If you are interested in partnering or subcontracting and would like to share information about your company, please send an email to <a href="mailto:AICBidReview2021@cadmusgroup.com">AICBidReview2021@cadmusgroup.com</a> with your company name, the services you provide, your self-reported status as diverse, non-profit, or neither; and your self-reported diversity type, if applicable, to <a href="mailto:AICBidReview2021@cadmusgroup.com">AICBidReview2021@cadmusgroup.com</a> . Updates to Appendix C will be issued in conjunction with responses to questions.	9/17/2021
3	We are reviewing the recently released RFP for the 3rd party programs at AIC. In the New and Innovative section on page 40, the following sentence references an Exhibit with additional ideas or initiatives that had been proposed. I am not able to locate that Exhibit. Can you please share that link or document?  "A third-party partner may consider pilots that incorporate concepts identified in Exhibit 1.2"	Cadmus updated the version of the RFP posted online on 9/13/21 to correct this error. In the description of New and Innovative Initiatives (Appendix A, page 40), Cadmus removed references to Exhibit 1.2, and added a link to "ideas...identified during the Illinois Stakeholder Advisory Group (SAG) 2022-2025 portfolio planning process." ( <a href="https://www.ilsag.info/2020-energy-efficiency-ideas/">https://www.ilsag.info/2020-energy-efficiency-ideas/</a> ). The updated RFP is available here: <a href="https://ilsag.s3.amazonaws.com/AIC_2022-2025_Plan_3rd_Party_RFP_FINAL_09-07-2021-1.docx">https://ilsag.s3.amazonaws.com/AIC_2022-2025_Plan_3rd_Party_RFP_FINAL_09-07-2021-1.docx</a> .	9/17/2021
4	Is there a requirement for DBE spend? If so, what spend percentage must be dedicated to DBE?	Ameren Illinois is targeting 31% of the Third-Party Energy Efficiency Program budget being directed to diverse companies, as noted in Exhibit 10.	9/17/2021
5	Will AIC provide a list of the bidder conference attendees for collaboration?	We are unable to provide a list of attendees. See Appendix C for a list of companies that have indicated interest in partnering or subcontracting for this opportunity. We will issue updates to the list to parties interested in partnering or subcontracting on the Illinois Stakeholder Advisory Group website ( <a href="http://ilsag.info">ilsag.info</a> ) and will send updates by email to those that request by sending their email address to <a href="mailto:AICBidReview2021@cadmusgroup.com">AICBidReview2021@cadmusgroup.com</a> .	9/17/2021

##	Question	Response	Date Response Issued
6	Will cost effectiveness in the evaluation criteria be weighted as high, medium, low or otherwise?	Some of the inputs are among the high priority scoring criteria. Proposals will be scored across all criteria, and proposals with similar scores will be ranked based on cost-effectiveness.	9/17/2021
7	From a confidentiality standpoint, the RFP implies that proposals will only be viewed by Cadmus and Ameren. Can you please confirm?	Ameren Illinois cannot guarantee that proposals will be kept confidential. If proposals are solicited through a docketed proceeding or other official inquiry, they may need to be shared. See the confidentiality provision in the RFP.	9/17/2021
8	The budgets in the midstream proposal differ from the prior regulatory documents. Is it safe to assume the incentive vs program delivery budget percentages are relatively similar?	Bidders should develop their initiative budgets, within the total initiative budgets included in the RFP, based on their proposed implementation and incentive strategy, and specify the budget elements as described in the RFP. The budget in the plan is an example of potential allocation of incentives and program administration costs.	9/17/2021
9	Is response to the RFP by a potential bidder limited to those who received an invitation to participate in the RFP, or may any potential bidder submit a proposal?	Ameren Illinois did not issue invitations to bid on this RFP. The RFP was announced through the Illinois Stakeholder Advisory Group listserv in order to reach as broad a group as possible and has been posted on the Association of Energy Service Professionals and Midwest Energy Efficiency Alliance websites. The RFP is open to any bidder, whether they received the initial RFP notification or not. However, potential bidders must submit their intent to bid by September 28, 2021, as indicated in Section 3.3 of the RFP.	9/17/2021
10	If partnering, could a proposal cover more than one proposal initiative/channel (example: school kits *and* income-qualified smart savers)?	Bidders should submit separate proposals for each initiative on which they are bidding. As noted in Section 4.1 of the RFP Bidders submitting proposals for more than one initiative can describe synergies or cost savings resulting from implementation of multiple initiatives in their executive summaries.	9/17/2021
11	Can bidders request to be added to Appendix C? For future reference, how was this list developed?	See response to Q#2. This list was originally compiled through a solicitation issued by Ameren Illinois in early 2021 to determine parties who would be interested in future procurement opportunities within Ameren Illinois Energy Efficiency. The list was compiled with the assistance of Ameren Supplier Diversity, as well as through a call with the Illinois Stakeholder Advisory Group and Income-Qualified South committees. Prior to the release of this RFP, the Ameren team asked those parties who previously showed interest if their information could be included in the RFP. Those who responded affirmatively were added to Appendix C.	9/17/2021

##	Question	Response	Date Response Issued
12	We are assuming both incentives and non-incentives are included in the budgets provided in the RFP. Can you confirm? If incentives are not included, where can the incentive portion of the budget be found?	The budgets provided encompass funds available for both incentives and non-incentive costs. Bidders should determine how costs are allocated.	9/17/2021
13	For "New and Innovative Initiatives", is there a defined path for pilot programs proposed under this category that prove to be successful to transition into Ameren's program in future years?	Ameren Illinois has not developed a defined path for pilots funded under this program, but bidders should propose a path if it is material to consideration of their bid.	9/17/2021
14	For "New and Innovative Initiatives" would Ameren, IL take a central data / communications layer to specific program lead/enrollment generation and let the other vendors do fulfillment?	Ameren Illinois may consider this new and innovative. Bidders submitting a program that interacts or overlaps with other programs should discuss in detail how their program would lead to overall improvements to the portfolio, such as enabling greater savings, reducing administrative costs, increasing participation, diversifying participation, improving cost-effectiveness or other benefit.	9/17/2021
15	For the school kits program, is there a target number of kits that you want distributed?	See the budget and savings targets in section 2.1 of the RFP, and assumptions discussed in the initiative description in Appendix A of the RFP. Ameren Illinois has no specific target for the number of kits to be distributed.	9/17/2021
16	Would Ameren then be open to a mutual confidentiality agreement should it be an organizational requirement for us?	See the confidentiality provisions in the RFP (Section 1.1 and 3.9).	9/17/2021
17	If we submit a bid as part of a mutual partnership, may we submit a second bid that is solely our company? Or is there a limitation of one bid per company?	Bidders can submit bids for as many initiatives as they choose but may only submit one bid per initiative, whether it is as part of a team or individually.	9/24/2021
18	May we receive an updated list of zip codes [for the Smart Savers program]?	The current zip codes for Smart Savers are available here: <a href="https://amerenillinoisSMARTSAVERS.com/about.html">https://amerenillinoisSMARTSAVERS.com/about.html</a> . The selected implementer will be expected to perform data analysis to determine if the zip codes should be updated or changed for the next program year.	9/24/2021
19	May we propose a program for all grades K-12? Or is the intent to only reach students in middle school?	Bidders may propose school kit programs for any grade(s), K through 12.	9/24/2021
20	How do you define "middle school" grades 6-8? 5-8? 5-9? 6-9? 7-8?	Ameren Illinois has defined middle school grades as 5 through 8 but recognizes that varies by school district.	9/24/2021

##	Question	Response	Date Response Issued
21	Do you have a current school kit program? If so, what measures are included in your current school EE kit?	Yes, Ameren Illinois has an existing School Kits program. See <a href="https://amerenillinoisavings.com/webinars/school-education-program/">https://amerenillinoisavings.com/webinars/school-education-program/</a> and Ameren Illinois 2020 Residential Program Evaluation, <a href="https://ilsag.s3.amazonaws.com/2020-AIC-Residential-Program-Annual-Impact-Evaluation-Report-FINAL-2021-04-26.pdf">https://ilsag.s3.amazonaws.com/2020-AIC-Residential-Program-Annual-Impact-Evaluation-Report-FINAL-2021-04-26.pdf</a> .	9/24/2021
22	Are there any restrictions to eligibility or disqualifications for your customers to receive an EE kit as part of the school kit program?	There are no restrictions other than what is included in the initiative description.	9/24/2021
23	For the school kits, do you prefer: A. the families to opt-in to receive an EE kit and ship it directly to the HH B. drop shipping the EE kits to participating schools for teachers to distribute to their students C. we decide the logistics based on cost and efficacy	Ameren Illinois expects bidders to propose their approach to meet the needs of the initiative as specified in the RFP, meet the goals and objectives identified in AIC's 2022-2025 plan, and provide best value to AIC customers. We encourage bidders to include their rationale for their approach, and a description of how the specified approach provides the best value to AIC and its customers, in their narrative.	9/24/2021
24	Which EE programs do you wish to cross promote in the school kits?	Bidders should propose to cross-promote all Ameren Illinois programs appropriate for the households served.	9/24/2021
25	May we receive a copy of your brand guidelines prior to the proposal submission?	Marketing and branding guidelines for energy efficiency will be shared with selected Bidder(s).	9/24/2021
26	On page 6 of the RFP, it lists electric budgets by initiative. Are those the budget amounts per year allocated to each initiative? Similar to page 7 of natural gas budgets. What do those dollar amounts represent?	The budgets by initiative represent the total amount available for administration, program delivery, and incentives in each year of the implementation period.	9/24/2021
27	Is an "Intent to Bid" required to be submitted for each program or can a single reply (including the Exhibit 1- General Company Info Form) cover all programs we intend to bid?	A single intent to bid notice is sufficient for each bidder or bidding team. The prime should submit the notice of intent for the team.	9/24/2021
28	Similarly, are we to submit separate exhibits (below) for each proposal? - Exhibit 3 -Supplier Response Form - Exhibit 4 – Supplier Quality Questionnaire - Exhibit 8 – Digital Questionnaire	Yes. All proposals should be stand-alone and include all required attachments.	9/24/2021
29	<u>If red-lined</u> , can we submit a single Exhibit 6 – Program services Agreement Terms and Conditions for all our proposals?	No. All proposals should be stand-alone and include all required attachments.	9/24/2021

##	Question	Response	Date Response Issued
30	If Exhibit 7-Statement of Work is not red-lined, can we submit a single copy to cover all proposals?	No. All proposals should be stand-alone and include all required attachments.	9/24/2021
31	In Exhibit 10-Supplier Diversity – Subcontractor Business Plan for Ameren there are pulldowns identified in the spreadsheet, but they are not functional.	An updated version of Exhibit 10 with functional pulldown menus available at: <a href="https://ilsag.s3.amazonaws.com/Supplier-Diversity-Subcontractor-Business-Plan-for-Ameren-revised.xlsx">https://ilsag.s3.amazonaws.com/Supplier-Diversity-Subcontractor-Business-Plan-for-Ameren-revised.xlsx</a> .	9/24/2021
32	Because all submissions are via email, do you want us to zip all files for a specific program into a single file?	Zipping the files for submission is acceptable.	9/24/2021
33	In the Table detailed under point 1.3 of the RFP, the midstream lighting portion notes LED Bulbs & Fixtures and Linear LEDs. Are bidders free to propose any measure for any measure that is found in the IL TRM?	Yes.	9/24/2021
34	How do you suggest that the bidder propose a measure outside the IL TRM in Exhibit 2? Do you want the bidder to reference a measure code from another TRM?	Where proposed measures exist in the TRM, bidder(s) must propose bids that apply the most current TRM and provide both a citation of the TRM they use, as well as the measure code provided in that TRM ( <a href="https://www.ilsag.info/technical-reference-manual/il-statewide-technical-reference-manual-version-10-0">https://www.ilsag.info/technical-reference-manual/il-statewide-technical-reference-manual-version-10-0</a> ). For proposed measures that do not exist in the TRM, bidder(s) must provide work papers and/or evaluations that define the algorithms, parameters, and input values that were used to estimate energy savings. Bidder(s) are required to provide specific TRM algorithms or alternate algorithm calculations in their bid savings for measures not in the TRM.	9/24/2021
35	In the measure detail tab there is not a column to define the incentive unit; are we to assume that the incentive unit is the same as the savings unit?	Yes, however if the bidder wishes to differentiate between the unit used for savings and the unit used for incentives the bidder may add an additional column to the measure detail tab.	9/24/2021
36	Copying in a measure code does not populate data related to TRC Benefits per Units, TRC Costs per Unit, TRC Net Benefit per Unit, PACT Benefit per Unit, PACT Costs per Unit, PACT Net Benefits per Unit, or PACT Ratio. Furthermore, this data is not provided by the TRM. How would you like the bidder to complete these fields?	Bidders are not expected to populate the TRC Benefits per Units, TRC Costs per Unit, TRC Net Benefit per Unit, PACT Benefit per Unit, PACT Costs per Unit, PACT Net Benefits per Unit, or PACT Ratio. Cadmus will calculate those fields based on the program inputs provided by the bidder.	9/24/2021
37	How does Ameren IL vision the selected vendor will identify low-income customers?	Ameren Illinois expects bidders to propose what in their view is the best approach. See response to Q23, above.	9/24/2021

##	Question	Response	Date Response Issued
38	Does Ameren IL vision that instant rebate programs for both in-store and online purchases will be included in this work?	Ameren Illinois expects bidders to propose what in their view is the best approach. See response to Q23, above.	9/24/2021
39	Can Bidder's submit one proposal for the Residential Midstream HVAC and Business Midstream HVAC since they are awarded together?	No, bidders must submit a separate bid for each initiative, but bidders proposing on the Midstream HVAC initiatives must submit proposals for both.	9/24/2021
40	Can you please confirm the correct naming convention for Exhibits? The RFP on page 23 and the Bidders' Conference PowerPoint provide different naming conventions.	Bidders should include the exhibit number, company/team, and initiative in each exhibit file name.	9/24/2021
41	Does AIC have any recommendations for percentage pass-through of incentives to end-use customers?	Ameren Illinois expects bidders to propose what in their view is the best approach. See response to Q23, above.	9/24/2021
42	Section 2.2 of the solicitation states that bidders "should consider that the evaluation criteria will include... Other factors deemed important by Cadmus and/or AIC, either independently or through external stakeholder feedback, which demonstrate overall value to AIC's customers may be applied during the evaluation process." Could you please identify these stakeholders? Will the Prime Implementer or any other members of the SAG be reading the RFP responses?	Per the stipulation agreement, Ameren Illinois will share summary information on bids received and the Company's draft selections. This includes members of the Illinois Stakeholder Advisory Group, excluding any members that may have a financial interest in this solicitation.	9/24/2021
43	The Business Midstream Lighting measures provided in the "Measure Detail Ref. (Optional)" of Exhibit 2 are generic categories (e.g., LED Bulbs and Fixtures (LED Linear Replacement Lamps, Midstream)). Is a TRC benefit per unit required for each specific measure (e.g., Mogul Base LEDs, Linear TLED 4ft T5), or just the generic measure categories (as listed above)? If TRC benefits per unit are required for each measure, can you please provide the data required to calculate TRC at the measure level (e.g., electricity and demand rates)?	Bidders are not expected to populate the TRC Benefits per Units, TRC Costs per Unit, TRC Net Benefit per Unit, PACT Benefit per Unit, PACT Costs per Unit, PACT Net Benefits per Unit, or PACT Ratio. Cadmus will calculate those fields based on the program inputs provided by the bidder. Deemed cost-effectiveness values are included in Exhibit 2, Measure Detail Reference tab for many TRM measures for informational purposes only.	9/24/2021

##	Question	Response	Date Response Issued
44	Are the values in the "Electric Incentive per Unit" column (Column Q) the actual incentive in the current program? The numbers do not align with the incentive provided by the current program. Are those sample values that we can deviate from? Or do we need to provide separate justifications/calculations if we deviate from the incentive values?	The values in Exhibit 2 are planning values used to determine initiative budgets and savings and are provided as an example. Bidders can deviate from these values.	9/24/2021
45	Does AIC have a template for submitting measure calculations if the proposed measures are not listed or more granular than those listed in Exhibit 2?	No, AIC does not have a specific template. See Section 4.8 in the RFP: "For proposed measures that do not exist in the TRM, Bidder(s) are required to provide work papers and/or evaluations that define the alternate algorithms, parameters, and input values that were used to estimate energy savings."	9/24/2021
46	Can Ameren share any past Business Midstream Lighting (Instant Incentives) program performance data, such as quantities and kWh savings per measure?	See Ameren Illinois 2020 Business Program Evaluation, <a href="https://ilsag.s3.amazonaws.com/2020-AIC-Business-Program-Annual-Impact-Evaluation-Report-FINAL-2021-04-28.pdf">https://ilsag.s3.amazonaws.com/2020-AIC-Business-Program-Annual-Impact-Evaluation-Report-FINAL-2021-04-28.pdf</a> .	9/24/2021
47	Per our organizations' security protocol, we would like to submit our proposal in a secure shared folder link, sent via email to the addresses in Section 3.4. Can Cadmus receive proposals via a secure link to a shared folder on OneDrive?	Yes, this is acceptable as long Cadmus is not required to set up an account in order to access the files.	9/24/2021
48	We see bidders must provide a redlined version of Exhibit 8 - Digital Questionnaire if we have exceptions, but are bidders also required to complete the form?	Bidders are required to complete the Exhibit 8 - Digital Questionnaire. The contractual Cyber Security Terms and Conditions are included as Attachment B of the Energy Efficiency Program Services Agreement. Bidders should also note/redline any exceptions there.	9/24/2021
49	RFP Section 4.7 Proposed Budget states "Bidder(s) must provide a budget in the format provided in the table below for each year the bidder proposes to offer the initiative" but there is no table provided. Is that meant to reference the tables Exhibit 2 or would AIC also like to see this information in the written proposal response?	Yes, instead of the "the table below," the RFP should reference budget tables in Exhibit 2.	9/24/2021
50	Is the intent in the Smart Savers for the customer to not pay anything at all, including shipping or taxes, for the smart thermostat and optional professional installation?	Ameren Illinois expects bidders to propose what in their view is the best approach. See response to Q23, above.	9/24/2021

##	Question	Response	Date Response Issued
51	Are the distributors required to pass incentives through to contractors and/or customers? If yes, how is this enforced in the current program? If yes, do the distributors receive any compensation from the program for this service?	Ameren Illinois expects bidders to propose what in their view is the best approach. See response to Q23, above.	9/24/2021
52	Does the current program require the installing contractors to follow any specific Quality Installation procedures? If yes, what Quality Installation procedures are used?	No, the program allies are instructed to follow manufacturer installation instructions. Selected bidder would be encouraged to provide their quality installation procedures.	9/24/2021
53	Does the current program include any training for distributor and/or contractors? If yes, does training include quality installation practices?	Yes, the program does include participation training for program allies and distributors. No quality installation practices are included.	9/24/2021
54	Are there any targets for reaching low-income customers or other specific customer groups?	Selected bidder would be encouraged to include low-income targets.	9/24/2021
55	Does the current program collect information to differentiate between early replacement and replacement on burnout?	No. If selected bidder can provide this differentiation, it would be encouraged.	9/24/2021
56	Will Ameren be able to provide customer utility account information sufficient to support customer eligibility screening and specific service address identification by the program implementer?	Selected bidder would be required to provide sufficient information to Ameren verifying customer eligibility. This information would then be verified by Ameren prior to payment of incentives.	9/24/2021
57	The RFP does not have a description of what Ameren IL is looking for in Exhibit 9 – Program Template. Can Ameren IL provide information on how much detail they are looking for in this Excel Workbook in addition to what is provided in the proposal Word document?	This is a high-level summary of the proposal; the instructions for completion of the template are contained within.	9/24/2021
58	The RFP states that measures offered to low-income customers “need not be cost-effective.” Does this IQ distinction also apply to the School Kits Program? If so, please clarify if some or all of the School Kit program is counted towards AIC’s income qualified objectives.	While this program is targeted to geographies that have lower incomes, it is not specifically designated a low-income initiative and will be subject to cost-effectiveness testing.	9/24/2021

##	Question	Response	Date Response Issued
59	The RFP states that the TRC Test calculation will include “additional costs” such as portfolio marketing/education, EM&V, and general admin. Do these additional costs need to be accounted for in the individual program non-incentive budgets detailed in Ameren’s 2022-25 Plan or are they in addition to those non-incentive budgets? If these additional costs will impact non-incentive budgets, is there any guidance or placeholder % that can be provided to adequately budget for these costs?	No. These costs will not be applied to the proposal-level analysis used to evaluate bids and will not impact relative cost-effectiveness across proposals.	9/24/2021
60	I am not able to save RFP exhibits provided. Please advise if the exhibits provided are password protected or otherwise restricted.	Exhibits are not password-protected or otherwise restricted. We were unable to recreate these difficulties. We were able to open the exhibits, save them to a folder, close and reopen them. Upon re-opening the file, the file name updates to the name used when saving the file.	9/24/2021
61	For clarification purposes, are bidders to provide a separate proposal for each initiative proposed? If yes, are the three Midstream components (Bus & Res Midstream HVAC and Midstream Lighting) to be included in one proposal, but detailed out accordingly since the Residential and Business Midstream HVAC initiatives are required to be bid together?	Each initiative must be submitted as a separate proposal. The Midstream initiatives may not be combined into a single proposal.	9/24/2021
62	Can bidders propose existing contract terms in place with Ameren in lieu of redlining the contract provided within the RFP?	No. Bidders are requested to propose alternate contracts terms by redlining Exhibits 6 and 7 in the RFP.	9/24/2021
63	Can AIC provide the number of manufactured homes in the service territory and advise if they are identified in the AIC database?	Ameren Illinois is unable to provide this data.	9/24/2021
64	Are bidders to fill in the highlighted areas of the Statement of Work as part of the bid response or solely provide redlines, if applicable (apart from the Holdback section)?	No, bidders are not expected to complete the highlighted section. Bidders are only required to provide whatever redlines they deem necessary.	9/24/2021
65	Can AIC provide the percentage of manufactured homes with gas heating?	Ameren Illinois is unable to provide this data.	9/24/2021

##	Question	Response	Date Response Issued
66	Can AIC provide a listing of current Program Allies and the programs they serve?	For a listing of Business Program Allies, see: <a href="https://amerenillinoisavings.com/business/business-contractors/">https://amerenillinoisavings.com/business/business-contractors/</a> . For a listing of Residential Program Allies, see: <a href="https://amerenillinoisavings.com/residential/find-the-right-contractor-for-your-project/">https://amerenillinoisavings.com/residential/find-the-right-contractor-for-your-project/</a> .	9/24/2021
67	Is there a low-income target participation goal within the manufactured homes pilot?	There is no specific target to low-income participation.	9/24/2021
68	Is there a Health and Safety dollar cap per home?	There is no spend cap identified per home, but Bidders are encouraged to identify specific Health and Safety dollars separately.	9/24/2021
69	What is the average kWh energy consumption for all electric manufactured housing, and what is the average annual kWh and Therm consumption for homes heated with gas?	Ameren Illinois is unable to provide this data at this time but will provide an update if it becomes available.	9/24/2021
70	The RFP states that AIC is seeking a program implementer that will prioritize partnerships with Community Based Organizations in addition to looking for opportunities to utilize diverse suppliers. With the target goal being 31% diverse spend, does that include Community Based Organizations or solely certified Diverse Businesses.	31% is specifically for certified diverse businesses.	9/24/2021
71	The drop downs in Exhibit 10 do not appear to be working. Can an updated file be sent that provides the drop downs?	An updated version of Exhibit 10 with functional pulldown menus available at: <a href="https://ilsag.s3.amazonaws.com/Supplier-Diversity-Subcontractor-Business-Plan-for-Ameren-revised.xlsx">https://ilsag.s3.amazonaws.com/Supplier-Diversity-Subcontractor-Business-Plan-for-Ameren-revised.xlsx</a> .	9/24/2021
72	In the midstream initiatives, does the requirement of “no paperwork for customers or contractors” preclude collecting basic information about the project, such as installation address, customer phone number and email?	Selected bidder would be required to provide sufficient information to Ameren verifying customer eligibility. This information would then be verified by Ameren	9/24/2021
73	If a customer previously had non-electric heating fuel type and chooses to install an electric heating system (such as a heat pump), are they eligible to receive a rebate for qualifying equipment?	Yes.	9/24/2021

##	Question	Response	Date Response Issued
74	To determine appropriate savings for each measure used in the program, is it sufficient to use ONLY the savings listed in the Measure Detail Reference tab (marked as "optional" in the template) or will further calculations need to be completed based on the Illinois TRM v10?	Yes.	9/24/2021
75	If incentive values change based on quotes from potential sub-contractors, is it necessary to re-calculate the TRC and PACT ratios, or are those values set numbers that will not be changed?	Bidders are not required to calculate cost-effectiveness ratios. Deemed cost-effectiveness ratios are included in Exhibit 2, Measure Detail Reference tab for many TRM measures.	9/24/2021
76	The budget for New and Innovative initiatives is heavier upfront and decreases substantially year over year. Is the annual budget fixed or flexible between program years? If annual budgets are fixed, is it due to a need to swiftly commercialize these initiatives into portfolio offerings?	The budget for the New and Innovative Initiative allows for early and accelerated innovation. Among the considerations for reviewing proposed new and innovative initiatives is the development of a research plan that assesses initiative merits and the readiness for transition from pilot to full-scale programs (see Appendix A).	9/24/2021
77	Does Ameren have a standard piloting process for new initiatives that must be followed? If so, can more information be provided?	Ameren Illinois has not developed a defined path for pilots funded under this program, but bidders should propose a path if it is material to consideration of their bid.	9/24/2021
78	No natural gas savings targets are entered for new and innovative solutions. Are natural gas-only new and innovative solutions excluded from consideration?	New and innovative solutions must provide electric savings; natural gas budgets are included in the RFP. Bidders who propose an approach that delivers natural gas savings may include a proposed budget within the amount shown and they should include the projected natural gas savings in Exhibit 2.	9/24/2021
79	Can more information be provided on the measure review process for additional ECMs to be added to Midstream?	No, AIC does not have a specific template. See Section 4.8 in the RFP: "For proposed measures that do not exist in the TRM, Bidder(s) are required to provide work papers and/or evaluations that define the alternate algorithms, parameters, and input values that were used to estimate energy savings."	9/24/2021
80	If proposer is responding to more than one program, is the bidder permitted to submit one document with all programs addressed or do we need to submit one separate proposal document per program?	Bidders must submit a complete proposal for each program individually.	9/24/2021

##	Question	Response	Date Response Issued
81	For RFP energy savings estimations, can AIC confirm that deemed TRM savings values are acceptable as long as modeled or site-specific algorithm-based savings are used in program delivery?	Yes, for the purposes of the RFP deemed TRM savings values are acceptable. However, savings in the proposal should align with the savings to be achieved by the selected implementer.	9/24/2021
82	For the zip code-based qualifications programs, has AIC already established some qualifying zip codes or is that entire task part of the winning vendor's work scope?	The current zip codes for Smart Savers are available here: <a href="https://amerenillinoissmartsavers.com/about.html">https://amerenillinoissmartsavers.com/about.html</a> . The selected implementer will be expected to perform data analysis to determine if the zip codes should be updated or changed for the next program year.	9/24/2021
83	For the Advanced thermostat program, will AIC provide a list of current Power Smart Pricing participants?	The list of participants will be provided to the selected implementer. There are currently ~13,000 participants in the Power Smart Pricing program.	9/24/2021
84	For the New and Innovative Initiatives, are the budget \$\$'s provided the maximum individual initiative budget or the total available program budget? Will AIC consider awarding multiple awards with the available funding or a single award for this period?	The budget for the New and Innovative initiatives is the target budget for the initiative. AIC will consider multiple awards under this initiative.	9/24/2021
85	Please clarify whether there are any initiatives that can be combined into a single proposal submission (i.e., Business and Residential Midstream HVAC, as stated on Page 5 of the RFP), or if we must submit a separate proposal for each initiative. ("For each proposed initiative, the Bidder should include:" "Bidders seeking to implement the Residential and Business Midstream HVAC initiatives must bid on both initiatives together (i.e., proposals that include the Bus_Midstream_Midstream HVAC initiative but not the Res_Midstream_Midstream HVAC initiative, and vice versa, will be rejected; both initiatives must be awarded to the same Bidder).") Section 4, Page 19, and Section 2, Page 5	Bidders must submit a separate proposal for each initiative they are bidding on.	9/24/2021
86	Please clarify that the savings and budgets the midstream scopes do not overlap with the existing downstream offerings.	Correct, the savings and budgets for the midstream programs do not overlap existing downstream offerings.	9/24/2021

## Additions to Appendix C

Organization Name:	Services	Self-Reported Status as Diverse, Non-Profit, or Neither	Self-Reported Diversity Type
Powerley			
Performance Development Systems	<p>PSD specializes in innovative program design and implementation, engineering and training services, and software solutions for the energy efficiency industry. PSD's core focus is on the development and delivery of whole building and performance-based energy efficiency programs and services, with a strong emphasis on market transformation. Leveraging our technical building science experience and our unique suite of code compliance resources and software tools, PSD has emerged as an industry leader in the design and execution of energy code compliance, technical assistance, and new construction programs. We bring a comprehensive suite of experience covering energy codes, program implementation, training, modeling, and trusted experience across residential and commercial markets.</p>	Non-Minority, SBA Small Business	Small Business
National Theatre for Children, Inc (NTC)	<p>NTC is an educational content provider. NTC was founded in 1978 with the specific goal of educating K-12 students and their families on important societal issues through meaningful programming that engages on an emotional level. We work directly between our clients and the schools they serve to promote beneficial behaviors and life skills to inspire the next generation of scientists, artists, thinkers, pioneers and world citizens. Each year, we reach approximately 1,000,000 students in close to 3,000 schools through operations in the United States, Australia, and New Zealand.</p> <p>We provide our award-winning programs free to schools and innovatively customize each program to reflect the specific goals and messaging for our clients. Through a variety of formats including live educational theatre via all-school assemblies, livestream events, graphic novels, print curriculum, hands-on activities, project-based learning and digital games and activities, we present topics such as water conservation, pollution prevention, energy efficiency, decarbonization, electrical safety, environmental responsibility, and STEM enrichment. At NTC, we believe that our unique strategy empowers young people to become forces of change in their communities and the world beyond. More information can be found by visiting our website: <a href="https://ntccorporate.com/">https://ntccorporate.com/</a>.</p>	Diverse	Woman-owned