



OFFICE OF THE CHIEF PROCUREMENT OFFICER

**RAFFI SARRAFIAN**

CHIEF PROCUREMENT OFFICER

118 North Clark Street, Room 1018 • Chicago, Illinois 60602 • (312) 603-5370

**TONI PRECKWINKLE**

PRESIDENT

**Cook County Board  
of Commissioners**

BRANDON JOHNSON

1st District

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17th District

**ADDENDUM NO. 1**

**May 24, 2019**

**Program Administrator for a Property Assessed Clean Energy Program  
for  
Cook County Bureau of Economic Development**

**RFP No. 1823-17565**

To: Interested Vendors of Record

**A. General:**

This addendum revises the above-referenced solicitation. This addendum is issued prior to execution of the contract, forms a part of contract documents and modifies previously issued documents. Insofar as previously issued contract documents are inconsistent with modifications indicated by this addendum, modifications indicated by this addendum shall govern. Where any part of the contract documents are modified by this addendum, all unaltered provisions shall remain in effect.

**B. Acknowledgement:**

Acknowledge receipt of this Addendum by returning a signed copy of the Addenda Acknowledgement Form included with the solicitation. Since all addenda become a part of the Proposal, all addenda must be signed by an authorized Proposer representative and returned with the Proposal on or before the Proposal due date. Failure to sign and return any and all addenda acknowledgements may be grounds for rejection of the Proposal.

**C. Attachments:**

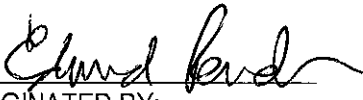
The addendum includes attachments described in this addendum. One copy of each attachment is issued with this addendum, unless otherwise indicated. Insert the attachment(s) in the solicitation document in the correct sequence and location. Revise your response to this solicitation to reflect the modifications per this addendum, as applicable.

- Attachment 1: Cover Page A
- Attachment 2: Page 1A
- Attachment 3: Page 3A
- Attachment 4: Page 11A
- Attachment 5: Page 16A
- Attachment 6: Page 19A
- Attachment 7: Pre-Proposal Conference Sign-In Sheet
- Attachment 8: Response to Proposers' Questions

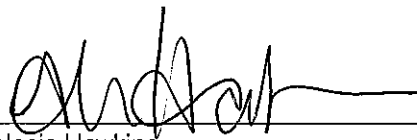
**D. Changes:**

1. This Addendum No. 1 provides an extension to the Proposal Due Date. The Proposal Due Date has been changed from Friday, May 31, 2019 at 3:00 PM to Friday, June 7, 2019 at 3:00 PM.
2. Replace Cover Page with attached Cover Page A. This page provides for an extension to the Proposal Due Date. (See Attachment 1)
3. Replace Page 1 with the attached Page 1A. This page clarifies that the contract for PA services does not require approval by the Cook County Board of Commissioners. (See Attachment 2)
4. Replace Page 3 with the attached Page 3A. This page clarifies what Proposers should submit with their Proposal for Task 1: Program Setup. (See Attachment 3)
5. Replace Page 11 with attached Page 11A. This page provides for an extension to the Proposal Due Date. (See Attachment 4)
6. Replace Page 16 with the attached Page 16A. This page provides clarifications for the technical evaluation criteria. (See Attachment 5)
7. Replace Page 19 with the attached Page 19A. This page provides clarifications for the qualifications of Key Personnel. (See Attachment 6)

**E. Responses to Questions: Please see Attachment No. 8 for responses to Proposers' questions.**



ORIGINATED BY:  
Edmund Rendon  
Senior Contract Negotiator



Alesia Hawkins  
Deputy Chief Procurement Officer

**Attachment 1: Revised Cover Page A**



**COOK COUNTY GOVERNMENT**

Office of the Chief Procurement Officer

**Request for Proposals**

**No. 1823-17565**

**for**

**Program Administrator for a Property Assessed Clean Energy  
Program**

Proposals must be delivered to:

Office of the Chief Procurement Officer

118 N. Clark Street, Room 1018 Chicago, IL 60602

Attention: Raffi Sarrafian, Chief Procurement Officer

Proposals are due no later than 3PM on Friday, ~~May 31, 2019~~ **June 7, 2019**

There will be a pre-proposal conference on Tuesday, May 7, 2019 at 2PM

Location: 118 N. Clark St., Room 1018, Chicago, IL 60602

Questions regarding the RFP should be directed to:

Edmund Rendon, Sr. Contract Negotiator, at (312) 603-6824

E-MAIL: EDMUND.RENDON@COOKCOUNTYIL.GOV

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Toni Preckwinkle  
Cook County Board President

Raffi Sarrafian  
Chief Procurement Officer

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**Attachment 2: Revised Page 1A**

## 1 INTRODUCTION

### 1.1 Overview / Objectives

Through this Request for Proposals (“RFP”), Cook County is seeking a Program Administrator (“PA”) to provide services in developing, launching, and operating a Property Assessed Clean Energy (“PACE”) program. The PACE program must meet all requirements included in the State of Illinois statute HB-2831 (Public Act 100-0077), which authorizes local governments in Illinois to develop and administer PACE programs.

PACE is a voluntary, opt-in financing tool for property owners that uses a loan to fund energy or water conservation projects which is paid back through a special assessment on the assisted properties. The special assessment is senior to the mortgage, and PACE projects require the mortgage holder’s consent. PACE can also be used to fund on-site renewable energy projects as well as electric vehicle charging infrastructure and certain other electrical improvements. As per the state law, PACE is applicable to commercial, industrial, and multifamily properties; the multifamily properties must include five or more units but excludes condominium associations. Cook County intends to develop a new PACE program.

In addition, Cook County (“the County”) intends to issue bonds, if necessary, to provide the source of capital for PACE projects. As per the requirements in HB-2831, the County will not be issuing General Obligation bonds, but the bonds will rather be secured by payments of assessments on benefitted property (properties) within the PACE Area. Also, the County intends to specify that all of suburban Cook County (incorporated and unincorporated) except the City of Chicago is included in the PACE area covered by this program. The County may issue bonds on a pooled basis for multiple projects, or may provide single-issue bonds on a project-by-project basis. The program is envisioned to allow flexibility depending on the number and size of projects, as well as market conditions.

The PA will provide services needed to develop a PACE program and will then launch and operate the program. The Contract will be for a term of two years, with two, one-year renewal options.

As per the state law, the PA must have done business as a PACE program administrator or capital provider for a minimum of 18 months.

The **contract for PA services, as well as** authorization for establishing a PACE program, is contingent upon final approval by the Cook County Board of Commissioners.

Cook County reserves the right to modify its PACE program in order to maintain compliance with the Illinois PACE Act as well as to create consistency or align with other local governments in the State of Illinois that may authorize PACE programs. Further, Cook County may update the program to make revisions when the program is not producing the results sought by the Cook County internal committee in comparison with similar markets, and/or after six months to review for effectiveness. By submitting a proposal, the Proposer agrees to negotiate any revisions to the PACE program in good faith with Cook County.

### 1.2 PACE Program Development, Launch, and Operations: Funding Source

The administration of the Cook County PACE program will be self-financed. The PA will charge user fees to all property owners that opt-in to the program, and no County funds will be used to develop the program or to finance the program’s operations. The PA will collect these fees directly from the users, and these fees will cover all program costs and the PA’s compensation, as well as the County’s.

**Attachment 3: Revised Page 3A**

unincorporated Cook County, including the program guide; standard application forms for building owners; the standard PACE contract and the template for data tracking. **The proposer will provide samples of the following from previous PACE programs, including: program guide, standard application forms, standard PACE contract, and template for data tracking.**

- A. **The PA's proposal will describe how the PACE program may be structured** in the Program Setup phase and how it will be consistent with or align with the PACE programs of other local governments in Illinois in their proposal.
- B. The PA will be responsible for conducting outreach during the planning stage to engage key stakeholders, including but not limited to contractors, utilities, financial providers, mortgage holders, etc. In addition, the Illinois state statute requires the County to provide a report as outlined in 50 ILCS50/20 at the time the County passes an ordinance to authorize PACE. The PA will develop and write the report needed for ordinance passage, referred to as the "PACE Program Report."

By submitting a proposal, the proposer affirms that it will provide the PACE Program Report needed for ordinance passage which must include the following items:

1. a form of assessment contract between the local unit of government and record owner governing the terms and conditions of financing and assessment under the program.
2. identification of an official authorized to enter into an assessment contract on behalf of the local unit of government;
3. a maximum aggregate annual dollar amount for all financing to be provided by the program administrator under the program;
4. an application process and eligibility requirements for financing energy projects under the program;
5. a method for determining interest rates on assessment installments, repayment periods, and the maximum amount of an assessment;
6. an explanation of how assessments will be made and collected;
7. a plan to raise capital to finance improvements under the program pursuant to the sale of bonds, subject to the Special Assessment Supplemental Bond and Procedures Act, to a program administrator;
8. information regarding all of the following, to the extent known, or procedures to determine the following in the future:
  - a. any revenue source or reserve fund or funds to be used as security for bonds described in paragraph
  - b. any application, administration, or other program fees to be charged to record owners participating in the program that will be used to finance costs incurred by the local unit of government as a result of the program;
9. a requirement that the term of an assessment not exceed the useful life of the energy project paid for by the assessment; provided that the local unit of government may allow projects that consist of multiple improvements with varying lengths of useful life to have a term that is no greater than the improvement with the longest useful life;
10. a requirement for an appropriate ratio of the amount of the assessment to the assessed value of the property or market value of the property as determined by a recent appraisal no older than 12 months;



**Attachment 4: Revised Page 11A**

### 3 SCHEDULE

The County anticipates the following Schedule:

RFP posted to the County website	May 1, 2019
Pre-Proposal Conference	May 7, 2019
Proposer Inquiry Deadline	May 9, 2019
Proposal Due Date	May 31, 2019 June 7, 2019
Evaluation of Proposals	June/July 2019
Contract Award	September 2019

### 4 INSTRUCTIONS TO PROPOSERS

#### 4.1 Instructions

This RFP provides potential proposers with sufficient information to enable them to prepare and submit proposals. This RFP also contains the instructions governing the submittal of a proposal and the materials to be included therein, including the County requirements, which must be met to be eligible for consideration. All proposals must be complete as to the information requested in this RFP in order to be considered responsive and eligible for award. Proposers providing insufficient details will be deemed non-responsive. The County is not obligated, either to purchase the full services or the products proposed by the proposer, nor to enter into an agreement with any one proposer.

#### 4.2 Availability of Documents

The County will publish their competitive bid, RFP, and other procurement notices, as well as award information, at:

<https://legacy.cookcountyil.gov/purchasing/bids/listAllBids.php>

Interested suppliers should note that, unless otherwise stated in the bid or RFP documents, there is no charge or fee to obtain a copy of the bid documents and respond to documents posted for competitive solicitations. Proposers intending to respond to any posted solicitation are encouraged to visit the web site above to ensure that they have received a complete and current set of documents. Some procurement notices may provide a downloadable version of the pertinent documents and any amendments to them, that will be available to suppliers after they have completed a simple registration process. Additionally, some notices may permit a supplier to submit a response to a posted requirement in an electronic format.

Any proposers receiving a copy of procurement documents from a bid referral service and/or other third party are solely responsible for ensuring that they have received all necessary procurement documentation, including amendments and schedules. The County is not responsible for ensuring that all or any procurement documentation is received by any proposer that is not appropriately registered with the County.

#### 4.3 Pre-Proposal Conference

The County will hold a Pre-Proposal conference on the date, time and location indicated below. Representatives of the County will be present to answer any questions regarding the services requested or proposal procedures. Prospective Proposers will respond to the contact person listed on the front cover of the RFP at least one day prior to the Pre-Proposal Conference to confirm participation and number of

**Attachment 5: Revised Page 16A**

### 5.3.3 Best and Final Offer

The County reserves the right to request a Best and Final Offer from finalist Proposer(s), if it deems such an approach necessary. In general, the Best and Final Offer will consist of updated costs as well as answers to specific questions that were identified during the evaluation of Proposals.

If the County chooses to invoke this option, Proposals will be re-evaluated by incorporating the information requested in the Best and Final Offer document, including costs, and answers to specific questions presented in the document. The specific format for the Best and Final Offer would be determined during evaluation discussions. Turnaround time for responding to a Best and Final Offers document is usually brief (i.e., five (5) business days).

### 5.4 Selection Process

Upon review of all information provided by shortlisted proposers, the evaluation committee will make a recommendation for selection to the Chief Procurement Officer for concurrence and submission to the County elected officials. The County reserves the right to check references on any projects performed by the proposer whether provided by the proposer or known by the County. The selected proposal will be submitted for approval to the County Board. The County intends to select a proposal that best meets the needs of the County and provides the best overall value. Upon approval of the selected Proposer, a contract will be prepared by the County and presented to the Selected Proposer for signature.

## 6 EVALUATION CRITERIA

### 6.1 Responsiveness of Proposal

Proposer is compliant with all the submission requirements of the RFP.

### 6.2 Technical Proposal

Proposals will be reviewed and selected based on the following criteria:

#### 6.2.1 Technical Evaluation Criteria

Proposed Plan of Action, Implementation and Solution

##### A. Phase I: Program Setup

- |   |            |
|---|------------|
| 1) Task 1: Program Setup: (Section 2.1.1 Task 1)  | Pass/Fail  |
| 2) Provide a description of PACE program structure and how it will align with other PACE programs in IL (Section 2.1.1.A) | 5 Points   |
| 3) Provide a Description of PACE Program Report Tasks that outlines: (Section 2.1.1.C)                                    | 115 Points |

##### B. Phase II: Program Launch and Ongoing Program Operations

(Section 2.1.2 Task 1, Section 2.1.2 Task 2, and Section 2.1.3)

15 Points

##### C. Qualifications of the Proposer

Required

##### D. Key Personnel Qualifications

10 Points

#### 6.2.2 Oral Presentation Evaluation Criteria

Oral Presentation

15 Points

**Attachment 6: Revised Page 19A**

### 7.2.2 Executive Summary

The executive summary should include a brief overview of the Proposer's Services and the key personnel who will be responsible for the services to be provided. The Summary shall also identify the members of the team that comprise the Proposer. Indicate the organizational relationship of the team members and include an organization chart for the project.

### 7.2.3 Qualifications of the Proposer

Include a brief description of the organization's track record, including history, number of employees, number of years in business, and a list of projects relevant to this RFP along with the firm's qualifications and experience involving the design, launch and/or maintenance of a PACE program for commercial, institutional, and multifamily properties, or another program with similar complexity. Provide a list of references where relevant projects were implemented. Include the name of the contact person, name of the organization, project dollar value, address, telephone number and email address. Please provide at least three (3) references, preferably with municipal government projects. In addition, for each firm included in the proposal provide at least three (3) references with relevancy to the project scope.

### 7.2.4 Proposed Plan of Action, Implementation and Solution

Provide a detailed proposed plan of action indicating how all requirements **set forth in Section 2: Scope** will be met and the methodology to successfully meet the goals of the County. As applicable, the proposed plan of action shall include key milestones, staff and the schedule to deliver a solution. The areas of services, as provided in Section 2, are as follows:

#### 7.2.4.1 Phase I: Program Setup

Task 1: Program Setup

#### 7.2.4.2 Phase II. Program Launch and Ongoing Program Operations

Task 1: Program Launch

Task 2: Program Operations

#### 7.2.4.3 Proposed Timeline: PACE Program Development & Launch

Scope of Work – Phase I

Scope of Work – Phase II

### 7.2.5 Key Personnel

Provide a chronological resume for each of the key personnel proposed for the PACE program. Each key personnel shall have **experience with but not be limited to PACE, marketing, finance, and/or energy efficiency for at least 18 months, as referenced in the state statute.**~~at least 18 months experience with PACE.~~ In addition, provide the time commitment for each key personnel, the key personnel experience with PACE, how many PACE projects they have performed on and their role on these projects. Indicate the level of their commitment to other projects if any.

### 7.2.6 Subcontracting or Teaming

The proposer may be comprised of one (1) or more firms as to assure the overall success of the project. The firm shall identify each team member and specify their role. The Chief Procurement Officer reserves the right to accept or reject any of the team members if in the Chief Procurement Officer's sole opinion

**Attachment 7: Pre-Proposal Conference Sign-In Sheet**

**Pre-Proposal Meeting Sign-In Sheet – May 7, 2019**  
**118 N. Clark Street, Room 1018, Chicago, IL at 2:00 pm**  
**Contract No. 1823-17565: Program Administrator for a Property Assessed Clean Energy Program**

Attendee Name: C.J. DeSantis  
 Company Name: Counterpointe  
 Company Address: Suite 163  
2600 Mettland Center Blvd.  
Maitland FL 32751  
 Telephone: 561.409.0343  
 Fax: \_\_\_\_\_  
 E-Mail: cj@counterpointes.com  
 Please print clearly



**C.J. DeSantis**  
 Partner  
 Head of Government Relations


counterpointees.com  
 cj@counterpointees.com  
 561.409.0343  
 914.546.2299

Attendee Name: \_\_\_\_\_  
 Company Name: \_\_\_\_\_  
 Company Address: \_\_\_\_\_  
 Telephone: \_\_\_\_\_  
 Fax: \_\_\_\_\_  
 E-Mail: \_\_\_\_\_  
 Please print clearly

**deborah dynako**  
 Business Development Manager

20 N. Wacker Drive, Suite 1642, Chicago, IL 60606  
 ddynako@slipstreaminc.org  
 608.210.7140 office  
 312.286.4170 cell

slipstreaminc.org




Attendee Name: \_\_\_\_\_  
 Company Name: \_\_\_\_\_  
 Company Address: \_\_\_\_\_  
 Telephone: \_\_\_\_\_  
 Fax: \_\_\_\_\_  
 E-Mail: \_\_\_\_\_  
 Please print clearly

**brett bridgeland**  
 ARCHITECT, CEM, LEED AP  
 Program Implementation Manager

20 N. Upper Wacker Drive, Suite 1642, Chicago, IL 60606  
 bbridgeland@seventhwave.org temporary email address  
 608.210.7119 office

slipstreaminc.org



Attendee Name: \_\_\_\_\_  
 Company Name: \_\_\_\_\_  
 Company Address: \_\_\_\_\_  
 Telephone: \_\_\_\_\_  
 Fax: \_\_\_\_\_  
 E-Mail: \_\_\_\_\_  
 Please print clearly

{Business Card}



**Pre-Proposal Meeting Sign-In Sheet – May 7, 2019**  
**118 N. Clark Street, Room 1018, Chicago, IL at 2:00 pm**  
**Contract No. 1823-17565: Program Administrator for a Property Assessed Clean Energy Program**

Attendee Name: \_\_\_\_\_  
 Company Name: \_\_\_\_\_  
 Company Address: \_\_\_\_\_  
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 Telephone: \_\_\_\_\_  
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 E-Mail: \_\_\_\_\_

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**Joe Kreeger**

jkreeger@tkhlaw.com      www.tkhlaw.com  
 1765 N. Elston Avenue, Suite 211  
 Chicago, IL 60642  
 Ph 773.661.1261  
 Fx 773.993.1950

Attendee Name: \_\_\_\_\_  
 Company Name: \_\_\_\_\_  
 Company Address: \_\_\_\_\_  
 \_\_\_\_\_  
 Telephone: \_\_\_\_\_  
 Fax: \_\_\_\_\_  
 E-Mail: \_\_\_\_\_

Please print clearly



**Jana M. Wesley**  
 Managing Director  
 Investment Banking Division

**Loop Capital Markets**  
 111 W. Jackson Blvd., Suite 1901  
 Chicago, IL 60604

T 312.356.5896  
 F 312.913.4928  
 jana.wesley@loopcapital.com  
 www.loopcapital.com

Attendee Name: \_\_\_\_\_  
 Company Name: \_\_\_\_\_  
 Company Address: \_\_\_\_\_  
 \_\_\_\_\_  
 Telephone: \_\_\_\_\_  
 Fax: \_\_\_\_\_  
 E-Mail: \_\_\_\_\_

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**Cyril DeLoar**  
 Managing Director and Central  
 Regional Executive - Midwest

C: 314.415.7911  
 E: cyril.deloar@ygrene.com  
 Customer Service: 877.819.4736

1530 S. 2nd Street  
 St. Louis, MO 63104  
 ygrene.com



Attendee Name: Erin Peters  
 Company Name: Greenworks Lending  
(GWL)  
 Company Address: 28 Thorndal Circle  
3rd Floor  
Darien, CT 06820  
 Telephone: 312-479-8400  
 Fax: \_\_\_\_\_  
 E-Mail: ERINP@AKZCAP.COM

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{Business Card}

**Attachment 8: Response to Proposers' Questions**

**CONTRACT NO. 1823-17565 (ADDENDUM NO. 1)**  
**PROGRAM ADMINISTRATOR FOR A PROPERTY ASSESSED CLEAN ENERGY PROGRAM**

	<b>Questions</b>	<b>Responses</b>
1	What is the ideal bonding model you anticipate subscribing to? Would you prefer for the Program Administrator to purchase all bonds and then resell, or do you prefer the Program Administrator to assign it's right to purchase bonds to a third-party capital provider, in order to encourage open markets?	Refer to the Illinois PACE statute and Section 2.1.1.C.1 of the RFP where the Proposer is requested to provide its recommendation for a bonding model.
2	What is the County's stance on exclusivity when it comes to sources of capital? Do you think that contracting with a Program Administrator who intends to make all bond purchases directly could compromise an open market program?	See the Response to Question No. 1. Cook County remains open to recommendations from the Proposer.
3	How will the bonding process be structured in Cook County, and do you anticipate engaging with Illinois Finance Authority in any capacity? What will the chain of assessment assignments look like throughout the initial warehouse and project funding phases?	See the Response to Question No. 1. The bonding process is subject to the guidelines of the Illinois PACE statute. Cook County will consider engaging with the Illinois Finance Authority. The chain of assessment assignments will follow the debt holder.
4	What will the Financing Agreement and Bond Indenture for projects funded in Cook County look like? Will the County be party to the Financing Agreement, and how will it cooperate with the Bond documents?	The Financing Agreement and Bond Indenture will be subject to the guidelines of the Illinois PACE statute.
5	What will the role of Cook County be in collecting and enforcing assessment payments? Which rights and remedies will be retained, and which (if any) will be assigned?	Cook County will follow the tax collection process codified by law, working with the County Clerk and Treasurer.
6	Term: Given significant ramp up cost and slow adoption of commercial PACE nationally (per PACENation market overview over the past 10 years there is only \$900M of C-PACE financing originated, which is a tiny fraction of the overall capitalization of commercial real estate in the US) is there an opportunity to consider an initial contract term that is longer than 2 years and longer extensions?	Cook County will not consider changes to the contract term.
7	2.2 Key Personnel: In the following proposal language "All key personnel must be committed to the project without competing priorities," what constitutes competing priorities? Is there an expectation that key personnel be committed to Cook County PACE on a full-time basis?	Refer to Section 7.2.5 of the RFP where it states Proposers must provide the time commitment of each key personnel for the Pace program. Competing priorities means anything that will prevent the Key Personnel from fulfilling their duties for Cook County's Pace program.
8	Section 15(a) of the PACE statute states that "To establish a PACE Program, the governing body of a local unit of government shall adopt a resolution or ordinance..." The definition of a "local unit of government" is a county, city or village. If the Cook County Board adopts a PACE ordinance, does that ordinance activate the program in all jurisdictions within the County? Are there any cities or villages within the County that must separately adopt their own PACE resolution or ordinance?	There are no local units of government within Cook County that must adopt their own PACE resolution or ordinance, but all are eligible once Cook County passes its PACE ordinance.

**CONTRACT NO. 1823-17565 (ADDENDUM NO. 1)**  
**PROGRAM ADMINISTRATOR FOR A PROPERTY ASSESSED CLEAN ENERGY PROGRAM**

	<b>Questions</b>	<b>Responses</b>
9	Section 30(b) of the PACE statute describes two alternative methods of billing and collecting installments of assessments, (1) through each tax bill issued under the Property Tax Code or (2) via the special assessment ordinance. Does the County have a preference between the two alternatives? If billing and collection via the special assessment ordinance is a possible alternative, please describe how that process typically works.	The County is requesting the Proposer provide the best solution which complies with the Illinois PACE statute, however, if a Proposer elects the special assessment ordinance, the Proposer is required to describe how this process will work.
10	Page 4, C.1. deals with the PA's plan to raise capital, is the County looking for the PA also to be the exclusive capital provider for C-PACE transactions?	Refer to Section 2.1.1.C.1 of the RFP where the Proposer is requested to provide their plan on how to raise capital. The County will determine this based on the plan submitted by the Proposer.
11	Page 4, C.1. deals with the PA's plan to raise capital, the RFP says the County intends to issue bonds to fund C-PACE transactions. Some capital providers find that direct (non-bond) financing can reduce costs to the property owner. Would the County allow direct financing?	Refer to Section 2.1.1.C.1 in the RFP where the Proposer is requested to provide their plan on how to raise capital. Cook County will allow direct financing subject to the guidelines of the Illinois PACE statute.
12	Page 4, C.1. deals with the PA's plan to raise capital, the section asks whether the PA prefers to purchase the bonds or assign its rights to purchase the bonds to another entity. May a PA allow any capital provider to fund the transaction (rather than re-selling the bond after closing)?	The PA may assign its rights to purchase the bonds to another entity subject to the guidelines of the Illinois PACE statute
13	P. 8 mentions the Special Assessment Supplemental Bond process (which may be necessary unless changed by statute). Could the County describe how it works?	Refer to the Illinois PACE statute for information on how the Special Assessment Supplemental Bond process will work.
14	P4, C.4 asks for the "PA's plan for providing an explanation of how assessments are made and collected and offer a proposed timing of the funding process." Does the County collect property taxes for all commercial and multifamily properties in all jurisdictions within the County? When are property tax bills normally sent to property owners and when are taxes due?	Yes, Cook County collects property taxes for all commercial and multifamily properties. Property tax bills are normally sent in January and July and collected in March and August.
15	Page 5, C.6.b deals with energy audits, the statute requires an assessment of water or energy use and a modeling of expected monetary savings. Does the County have an opinion on whether the expected savings must be for a project?	Refer to Section 2.1.1.C.6.b in the RFP where the County is requesting proposers to provide their recommendation. Cook County does not have an opinion on what the expected savings must be for a project.
16	P.6, D.1. deals with contractor pre-qualification, could the County describe what requirements it has in mind?	Refer to Section 2.1.1.D.1 in the RFP where the Proposer is requested to recommend contractor qualifications for approval by the County.
17	P.7, 1.c. deals with contractor workforce development, training and recruitment program, could the County elaborate on what is expected?	Refer to Section 2.1.2.1.c where the Proposer is requested to make recommendations on contractor workforce development, training and recruitment for approval by the County.

**CONTRACT NO. 1823-17565 (ADDENDUM NO. 1)**  
**PROGRAM ADMINISTRATOR FOR A PROPERTY ASSESSED CLEAN ENERGY PROGRAM**

	<b>Questions</b>	<b>Responses</b>
18	P 16, 6.2.1. A3 describes the evaluation criteria. A3 seems to be an incomplete sentence that says, "Provide a PACE Report that outlines:" should there be additional text after the colon?	See Attachment No. 5 in Addendum No. 1 for revisions to Page 16.
19	Section 6.2.1 Technical Evaluation Criteria, Item A. 3) says "Provide a PACE Report that outlines:" (for 115 Points). The colon seem seems to imply that something follows, but nothing does. Was something left out and is 115 points (out of 170) the correct weighting for the Program Report?	See the Response to Question No. 18.
20	Section 4.15 MBE/WBE Participation Goals: Consistent with Cook County, Illinois Code of Ordinances (Article IV, Section 34-267 through 272), the County has established a goal that MBE/WBE firms retained as subcontractors receive a minimum of 0% of the overall estimated expenditures for this procurement. Why was it determined that the MBE/WBE participation goal be set at 0%?	The Office of Compliance determined that a zero goal is applicable based on our goal setting criteria; scope of work, previous purchases, market availability, term of contract; estimated contract value and discussions with the User Dept. A 0% MBE/WBE goal was assigned because there is no cost or availability associated with the contract.
21	If a Proposer is a joint venture that includes a MBE/WBE firm or MBE/WBE subcontractors are included on the proposer's team, would the proposer receive additional points during the evaluation process? If so, how many points?	No, the Proposer will not receive additional points during the evaluation period for including a MBE/WBE firm or subcontractor on the Proposer's team.
22	Will the Cook County PACE Program include MBE/WBE participation goals consistent with Cook County Ordinances?	Yes, the Cook County PACE Program will include MBE/WBE participation goals consistent with Cook County Ordinances.
23	The RFP states that the Administrator must have done business as a PACE program administrator or capital provider for a minimum of 18 months. Unfortunately, that would disqualify nearly any Illinois entity from qualifying as an administrator, due to PACE's recent adoption in Illinois (less than 18 months). Later in the proposal in 7.2.5 it states that "Each key personnel shall have at least 18 months experience with PACE". Again, due to the recency of PACE in Illinois, this would be very prohibitive for Illinois residents to serve key roles for the PACE administrator. Can you please clarify that: (a) a firm qualifies under the RFP if individuals or entities comprising that firm have 18 months of experience as a PACE program administrator or capital provider; and (b) individuals who have relevant skills but lack 18 months of PACE experience may be included as PACE Key Personnel.	Refer to the Illinois Pace Statute for the qualifications of a Program Administrator. The Cook County RFP is based on and complies with the Illinois PACE Statute requirements that the program administrator or its affiliates, consultants, or advisors shall have done business as a program administrator or capital provider for a minimum of 18 months. See Attachment No. 4 in Addendum No. 1 for revisions to Page 19.
24	In an order to allow Illinois businesses to participate in this program, will Cook County provide an exemption from the 18 month requirement for entities currently serving as PACE administrators in other Illinois jurisdictions?	See the Response to Question No. 23.
25	Will PACE Capital providers that source their own projects be able to fund their own projects? If no, what is the rationale for not having an open capital market like the most successful PACE jurisdictions in the nation (Los Angeles, Texas, etc.) If yes, what protections will be put place to ensure third party capital providers can fund the project they source in the event the administrator selected is its own capital provider as well?	Refer to Section 2.1.1.C.1 in the RFP where PACE Capital providers will be able to propose either an open or closed market which is designed to be suitable for Cook County.

CONTRACT NO. 1823-17565 (ADDENDUM NO. 1)  
PROGRAM ADMINISTRATOR FOR A PROPERTY ASSESSED CLEAN ENERGY PROGRAM

	<b>Questions</b>	<b>Responses</b>
26	Will this program require energy benchmarking reports or energy reporting of any kind as part of the application submission or ongoing project assessment? If so, please provide detail for such requirements.	Yes, at a minimum, the PACE Program will require reporting for energy, water, and greenhouse gas emissions. Refer to Section 2.1.C.8 of the RFP which says the PA will develop measurement and verification standards.
27	If the Program Report is 115 points out of 170, and a Program Report reflects Cook County's priorities, what assumptions about the County's priorities (eg. volumes, MBE/WBE participation, Prevailing Wage) should a Proposer assume?	Proposers may refer to the Cook County Policy Roadmap, the County's five-year strategic plan as well as other priorities outlined on the Cook County website: <a href="https://www.cookcountyil.gov/service/policy-roadmap">https://www.cookcountyil.gov/service/policy-roadmap</a> .
28	In what way, if any, does the County intend to work with the Illinois Finance Authority?	The County will work with the Illinois Finance Authority based on the Proposer's Proposal, for example, when bonds need to be issued or if there are any potential amendments to the state statute.