



The Hackensack Housing Authority
(HHA)

Community Solar- Request for
Proposals

October, 2025

Summary of Public and LIHTC Housing

Public Housing Authorities (PHAs) administer various types of state and federal affordable housing programs, including Section 9 "Public Housing", the Section 8 "Housing Choice Voucher (HCV) programs, and senior and disabled housing.. To qualify for any of these programs, housing authority residents must have an annual income that is either at or below 80% of the Area Median Income (AMI), as set by the U.S. Department of Housing & Urban Development (HUD). The purpose of these affordable housing programs is to provide safe, sanitary, and affordable housing to those that qualify based on state and federal standards.

Working with PHAs provides several unique benefits to net-metering providers:

- 1) The PHAs' master-metered accounts (GLP & LPLS) qualify for the "master-metered affordable housing inclusive of demand credit". PSE&G's calculations of this credit are summarized in Exhibit A, as is the long-term income estimates to prospective respondents.
- 2) PHA paid electric accounts may act as long term affordable housing subscribers, thus eliminating the need to continuously replace individual residential accounts as they cancel. This has the potential of savings Respondents on their long-term acquisition costs.
- 3) Tenant paid utility accounts, in the PHA's portfolio, are qualified providers for Category 4 projects under the Solar Investment Tax Credit (ITC).
- 4) Once enrolled, the PHA may work with new tenants to enroll as a part of the moving-in process, thus minimizing consumption instability.

Summary of the Agency

The Hackensack Housing Authority (HHA) developed its first affordable housing property in 1951, with the construction of Oratam Court, which provided 144 family housing units in eight (8) three-story buildings. Continuous developments and acquisitions have resulted in the HHA now owning and managing six developments consisting of 504 units. Additionally, the HHA provides for capital projects for its family and elderly housing portfolio.

Ensuring that every housing unit is one that tenants can feel proud to reside in results in young tenants increasing their self-esteem, and in turn their potential to self-actualize. The HHA is proud of its reputation as being one of the best property owners in the City of Hackensack and continues to invest in its properties and residents to maintain this intended goal.

Request for Proposals

The HHA is seeking a qualified provider of bill credits under the NJ Clean Energy "Community Solar Program". The HHA located in PSE&G's electric service territory and consumes an estimated 3M kWh annually. This usage comes from master metered affordable housing properties, all of which are eligible for the "master-metered affordable housing inclusive of demand credit", in accordance with NJDPU guidelines.

The HHA can provide documentation, upon request, showing that they are the provider of affordable housing, as well as utility bills for its properties. To be considered for this opportunity, please review, and provide responses to item numbers 1-9 under the section titled "Rating Factor Qualifications and Project Experience", as well as the documents listed in item number 10 of the same section. Thank you in advance for your time and participation.

Women/Minority Owned Businesses and Section 3 Business Concerns

The HHA is an Equal Opportunity Employer and urges Minority and Women-Owned Business Enterprises and Section 3 Business Concerns to participate. This solicitation is covered under Section 3 of the HUD Act of 1968, including the most recent Final Rule Effective November 30, 2020 found in 24 CFR Part 75. That new rule deals with Hours Worked by low-income persons that reside in the project area. You will be required to document the hours worked by your staff on this project. At project completion an estimate of hours worked is appropriate with the amount of Section 3 hours, if applicable.

Mandatory Contractual Terms

By submitting a proposal in response to this RFP, an offeror shall be deemed to have accepted the terms of this RFP, and any revisions thereto. The Provider may not subcontract any portion of the services provided under this RFP without obtaining the prior written approval of the Authority, which approval the Authority may withhold or condition in its sole and absolute subjective discretion. The Authority shall not be responsible for the fulfillment of the Contractor's obligations to the subcontractors.

Rating Factor Qualifications and Project Experience

Please provide a copy of the subscription agreement(s) and all attestation/estoppel documents which the HHA will be asked to sign, as well as an executed and notarized copy of the attached "Non-Collusive Affidavit".

- 1) Percentage of annual savings being offered.
 - a. Please provide savings for 5,10,15-year initial terms, only if the percentage differs based upon the initial commitment.
 - b. Does the provider have the capacity to enroll the entirety of HHA's eligible PSE&G accounts?
 - c. The HHA will only consider offers that provide a minimum credit discount of at least 20%.
 - d. The HHA can provide account data, upon request, and higher priority will be put on offers that show the estimated annual savings in addition to the bill credit discount percentage.

- 2) Ability to offer a cancellation for convenience clause to the HHA.
 - a. Further consideration will be based upon the length of notice to cancel that the HHA is required to provide.
 - b. Does the provider offer the ability to reduce the annual allocation for re-development of properties or reductions in consumption, without canceling the agreement in its entirety or penalizing the HHA?
 - c. Does the provider assess a termination fee for early cancellation? If so, please provide an easily calculatable example of how the cancellation fee is assessed. Priority will be placed on responses that do not assess a cancellation fee.

- 3) Does the provider offer a performance guarantee for the amount of on-bill credits to be provided to the HHA?

- 4) When the estimated Commercial Operation Date (COD) is scheduled for.
 - a. At what stage in the development and interconnection process is the project currently at?

- 5) Whether the provider will invoice the HHA directly or provide Uniform Consolidated Billing (UCB).

- 6) Whether there is a fee based on type of payment. For example, does the provider charge a fee for paying by credit card or check as opposed to paying through the Automated Clearing House (ACH) network?

- 7) Prior experience of working with low to moderate income residents and housing providers, especially Public Housing Authorities.

Evaluation Factors

All provider proposals shall be evaluated on the criteria stated in this RFP in accordance with HUD's Competitive Proposal Procurement method. Submitting a response to this RFP does not guarantee that the HHA will enter into an agreement with any respondent. The HHA reserves the right to forgo entering into an agreement with any and all respondents. The HHA has retained the services of Pure Source Consulting (Pure Source) to issue this RFP and assist the HHA in evaluating all proposals.

Scoring Criteria	Points
Percentage of annual savings based on total electric costs. (Questions 1)	40
Cancellation, redevelopment, and performance terms.(Questions 2&3)	25
Estimated Commercial Operation Date (Question 4).	15
Payment type (Questions 5 & 6).	10
Prior experience working with similar organizations (Question 7).	10
Total points available	100

Point of Contact, Questions, Concerns, and Allocation Fee

The HHA and Pure Source understand that not all portions of HUD form 5370-C are applicable to net-metering agreements, and reasonable exceptions will be considered. All prospective respondents are urged to submit questions prior to the closure of the RFP, as extensions shall not be granted on an individual basis and must be extended to all respondents accordingly.

By submitting a response to this RFP, all respondents acknowledge and agree to pay Pure Source a one-time allocation fee of **\$0.04/per kWh (\$122,500)**, within 30-days of obtaining an executed agreement, if selected as the HHA's provider of bill credits. The fee to Pure Source is fully disclosed, and is estimated to be 1/23rd of the overall 5-year value to a selected respondent during first five (5) years of project operation, and therefore considered reasonable based on the market conditions in New Jersey. Additionally, the allocation fee includes Pure Source's assistance in negotiation contractual terms between the prospective awardee and the HHA, and obtaining all necessary attestation forms, documentation, and waivers (if required).

The sole point of contact for the HHA, prior to the selection of an offeror, is the HHA's Procurement Consultant, Chad M. Whittaker, J.D. All contact relating to this RFP must be made in writing and directed to:

Chad Whittaker-Founder & CEO. Pure Source Consulting
E-mail: cwhittaker@puresource.org

Form of Submittal and Due Date

All respondent proposals shall include: 1) Clearly labeled answers to questions 1-7 under the "Ratings Factor Qualifications" section. 2) A legible copy of the provider's subscription agreement and all additional forms that the HHA will be asked to sign. 3) Signed and notarized copies of the Non-Collusive Affidavit, 4) A completed copy of the "Disclosure of Investment Activities in Iran". 5) A completed copy of the "Certification of Non-Involvement in Activities in Russia or Belarus", and 6) A completed copy of the RFP checklist found on the following page.

All providers must submit three (3) copies of their responses, via mail to: Anthony Feorenzo, Executive Director, Hackensack Housing Authority, 65 First St, Hackensack, NJ 07601.

Responses are due no later than 11am EST on Thursday, November 6, 2025. This is a sealed RFP and the responses will not be viewed prior to deadline.

Checklist of Mandatory Attachments

- ☐ Non-Collusive Affidavit
- ☐ Disclosure of Investment Activities in Iran
- ☐ Certification of Non-Involvement in Activities in Russia or Belarus
- ☐ New Jersey Business Registration Statement (required prior to execution of subscription agreement)
- ☐ Subscription agreement
- ☐ Attestation letters required to be signed by the HHA

It is requested that all respondents check the boxes above and return this form, with the RFP response, as confirmation of receipt of the RFP response and all attachments.

Exhibit A

<u>Property</u>	<u>Rate Class</u>	<u>Estimated kWh consumption</u>	<u>Master-metered affordable housing rate from PSE&G per kWh (Summer Supply)</u>	<u>Master-metered affordable housing rate from PSE&G per kWh (Summer Delivery)</u>	<u>Master-metered affordable housing rate from PSE&G per kWh (Winter Supply)</u>	<u>Master-metered affordable housing rate from PSE&G per kWh (Winter Delivery)</u>	<u>Average Master-metered affordable housing rate from PSE&G</u>	<u>Estimated 5-year value to Respondent</u>	<u>Estimated 20-year Value to Respondents</u>
<u>Harry Berkie Gardens</u>	<u>GLP</u>	<u>434,500</u>	<u>\$0.16</u>	<u>\$0.09</u>	<u>\$0.16</u>	<u>\$0.03</u>	<u>\$0.22</u>	<u>\$481,007.79</u>	<u>\$1,924,031.18</u>
<u>Barsalona Court</u>	<u>GLP</u>	<u>245,000</u>	<u>\$0.16</u>	<u>\$0.09</u>	<u>\$0.16</u>	<u>\$0.03</u>	<u>\$0.22</u>	<u>\$271,224.19</u>	<u>\$1,084,896.75</u>
<u>Dizenso Court</u>	<u>GLP</u>	<u>192,000</u>	<u>\$0.16</u>	<u>\$0.09</u>	<u>\$0.16</u>	<u>\$0.03</u>	<u>\$0.22</u>	<u>\$212,551.20</u>	<u>\$850,204.80</u>
<u>Ostrowski Court</u>	<u>GLP</u>	<u>309,000</u>	<u>\$0.16</u>	<u>\$0.09</u>	<u>\$0.16</u>	<u>\$0.03</u>	<u>\$0.22</u>	<u>\$342,074.59</u>	<u>\$1,368,298.35</u>
<u>Widnal Towers</u>	<u>LPLS (BGS-RSCP)</u>	<u>1,000,000</u>	<u>\$0.13</u>	<u>\$0.05</u>	<u>\$0.14</u>	<u>\$0.02</u>	<u>\$0.17</u>	<u>\$843,285.00</u>	<u>\$3,373,140.00</u>
<u>Oratam Court (72 Newman St.)</u>	<u>LPLS (BGS-RSCP)</u>	<u>881,000</u>	<u>\$0.13</u>	<u>\$0.05</u>	<u>\$0.14</u>	<u>\$0.02</u>	<u>\$0.17</u>	<u>\$742,934.09</u>	<u>\$2,971,736.34</u>
	<u>Totals</u>	<u>3,061,500</u>						<u>\$2,893,076.85</u>	<u>\$11,572,307.42</u>

DISCLOSURE OF INVESTMENT ACTIVITIES IN IRAN

Bidder _____

Pursuant to Public Law 2012, c. 25, any person or entity that submits a bid or proposal or otherwise proposes to enter into or renew a contract must complete the certification below to attest, under penalty of perjury, that the person or entity, or one of the person or entity's parents, subsidiaries, or affiliates, is not identified on a list created and maintained by the Department of the Treasury as a person or entity engaging in investment activities in Iran. If the Department of Treasury finds a person or entity to be in violation of the principles which are the subject of this law, the Department of Treasury shall take action as may be appropriate and provided by law, rule or contract, including but not limited to, imposing sanctions, seeking compliance, recovering damages, declaring the party in default and seeking debarment or suspension of the person or entity.

I certify, pursuant to Public Law 2012, c. 25, that the person or entity listed above for which I am authorized to bid:

- is not providing goods or services of \$20,000,000 or more in the energy sector of Iran, including a person or entity that provides oil or liquefied natural gas tankers, or products used to construct or maintain pipelines used to transport oil or liquefied natural gas, for the energy sector of Iran, AND
- is not a financial institution that extends \$20,000,000 or more in credit to another person or entity, for 45 days or more, if that person or entity will use the credit to provide goods or services in the energy sector in Iran.

In the event that a person or entity is unable to make the above certification because it or one of its parents, subsidiaries, or affiliates has engaged in the above-referenced activities, a detailed, accurate and precise description of the activities must be provided below to the Department of Transportation under penalty of perjury.

PLEASE PROVIDE FURTHER INFORMATION RELATED TO INVESTMENT ACTIVITIES IN IRAN

You must provide a detailed, accurate and precise description of the activities of the bidding person/entity, or one of its parents, subsidiaries or affiliates, engaging in the investment activities in Iran outlined above by completing the boxes below.

EACH BOX WILL PROMPT YOU TO PROVIDE INFORMATION RELATIVE TO THE ABOVE QUESTIONS. PLEASE PROVIDE THOROUGH ANSWERS TO EACH QUESTION. IF YOU NEED TO MAKE ADDITIONAL ENTRIES, CLICK THE "ADD AN ADDITIONAL ACTIVITIES ENTRY" BUTTON

Name: _____ Relationship to _____
Bidder/Vendor:

Description of Activities: _____

Duration of Engagement: _____

Bidder/Vendor
Contact Name: _____ Contact Phone Number: _____

Certification: I, being duly sworn upon my oath, hereby represent and state that the foregoing information and any attachments thereto to the best of my knowledge are true and complete. I attest that I am authorized to execute this certification on behalf of the above-referenced person or entity. I acknowledge that the State of New Jersey is relying on the information contained herein and thereby acknowledge that I am under a continuing obligation from the date of this certification through the completion of contracts with the State to notify the State in writing of any changes to the answers of information contained herein. I acknowledge that I am aware that it is a criminal offense to make a false statement or misrepresentation in this certification, and if I do so, I recognize that I am subject to criminal prosecution under the law and that it will also constitute a material breach of my agreements(s) with the State of New Jersey and that the State at its option may declare contract(s) resulting from this certification void and unenforceable.

Full Name (Print): _____ Signature: _____

Title: _____ Date: _____

NON-COLLUSION AFFIDAVIT

STATE OF NEW JERSEY

: SS.

COUNTY OF BERGEN

I, _____ of the _____
of _____ in the County of _____ and the State
of New Jersey, of full age, being duly sworn according to law on my oath depose and say that:

I am _____ of the firm of _____

the Professional Service Entity making the submission for the above named Service, and that I executed the said submission with full authority to do so; that the Professional Service Entity has not, directly or indirectly, entered into any agreements, participated in any collusion, or otherwise taken any action in restraint of fair and open competition in connection with the above named Service; and that all statements contained in said submission and in this affidavit are true and correct, and made with full knowledge that the Hackensack Housing Authority relies upon the truth of the statements contained in said submission and in the statements contained in this affidavit in awarding the contract for said Service.

I further warrant that no person or selling agency has been employed or retained to solicit or secure such contract upon an agreement or understanding for a commission, percentage, brokerage or contingent fee.

Subscribed and sworn to before me
this _____ day of _____, 2025

Notary Public
State of _____
My Commission Expires _____

(Signature of Professional)

(Type or print name of Affiant and Title
under signature)

CERTIFICATION OF NON-INVOLVEMENT IN ACTIVITIES IN RUSSIA OR BELARUS

Program Name: _____

Applicant Name: _____ DBA: _____

Pursuant to N.J.S.A. 52:32-60.1, et seq. (P.L. 2022, c.3) any person or entity (hereinafter 'Applicant') that seeks to be approved for or continue to receive an economic development subsidy from the New Jersey Economic Development Authority must complete the certification below indicating whether or not the Applicant is identified on the Office of Foreign Assets Control (OFAC) Specially Designated Nationals and Blocked Persons List, available here: <https://sanctionssearch.ofac.treas.gov/>. If the New Jersey Economic Development Authority finds that an Applicant has made a certification in violation of the law, it shall take any action as may be appropriate and provided by law, rule or contract, including but not limited to, imposing sanctions, seeking compliance, recovering damages, declaring the party in default and seeking debarment or suspension of the party.

Certification

I, the undersigned, have read and reviewed the Office of Foreign Assets Control (OFAC) Specially Designated Nationals and Blocked Persons list, and having done so certify (must check one appropriate box and complete the Authorized Signature section below):

- ☐ A. That the Applicant is not identified on the OFAC Specially Designated Nationals and Blocked Persons list on account of activity related to Russia and/or Belarus **and** is not engaged in activities related to Russia or Belarus. **OR**
- ☐ B. That I am unable to certify as to "A" above because the Applicant is identified on the OFAC Specially Designated Nationals and Blocked Persons list on account of activity related to Russia and/or Belarus. **OR**
- ☐ C. That I am unable to certify as to "A" or "B" above because the Applicant, though identified on the OFAC Specially Designated Nationals and Blocked Persons list on account of activity related to Russia and/or Belarus, is engaged in activities in Russia or Belarus consistent with federal law, regulation, license or exemption. A detailed, accurate and precise description of how the Applicant's activity related to Russia and/or Belarus is consistent with federal law is set forth below, including a copy of the license or listing the exemption.

If Option C is selected, please attach to this form a detailed, accurate and precise description of how the Applicant's activity related to Russia and/or Belarus is consistent with federal law. If applicable, please also attach a copy of the license.

Authorized Signature

I understand that if the above statements are willfully false, I shall be subject to penalty.

Signature of Applicant Authorized Representative

Date

Print Name & Title of Applicant Authorized Representative

Applicant FEIN or Taxpayer ID

Definitions

"Economic Development subsidy" means the provision of an amount of funds to a recipient with a value of greater than \$25,000 for the purpose of stimulating economic development in New Jersey, including, but not limited to, any investment, bond, grant, loan, loan guarantee, matching fund, tax credit, or other tax expenditure.