

La Jolla Band of Luiseño Indians and San Pasqual Band of Mission Indians

REQUEST FOR PROPOSALS

ELECTRIC POWER PROJECTS

FRP ISSUE DATE: OCTOBER 20TH, 2025

RFP DUE DATE & TIME: NOVEMBER 20TH, 2025 BY 12:00 PM

1. General Information

Introduction

The La Jolla Band of Luiseño Indians and the San Pasqual Band of Mission Indians (“Tribes”) are seeking proposals from qualified and experienced Renewable Energy Contractors to implement renewable energy projects on the La Jolla Indian Reservation and San Pasqual Indian Reservation (“Project Sites”).

The selected Contractor will be implementing the following electric power projects:

1. Installation of photovoltaic solar and storage systems on tribal residences
2. Installation of air source heat pump mini-split systems at tribal residences
3. Installation of air source heat pump hot water heaters at tribal residences

Solar production and battery storage integration have been long-standing goals of both tribal communities to build wildfire resiliency, reduce on-reservation grid demand, and increase energy sovereignty.

Project Areas

The project areas include the La Jolla Indian Reservation and San Pasqual Indian Reservation. Both Reservations are located in northern San Diego County. The La Jolla Indian Reservation is in Pauma Valley. The San Pasqual Reservation is in Valley Center. Projects will be implemented at the residential homes that reside on the La Jolla Reservation and San Pasqual Reservation.

General Conditions

1. Each respondent is responsible for reviewing and understanding all terms of this Request for Proposal (RFP). Failure to thoroughly examine or request clarification on RFP terms may result in disqualification.

2. Respondents to this RFP should represent a firm, company, organization, or team with ample experience performing similar services and the professional standards thereof, to undertake and successfully complete the Scope of Services outlined in Section 2.
3. Any bid may be withdrawn at any time prior to the due date with a written request signed by the authorized respondent representative. Revised proposals may be submitted up to the original due date/time.
4. Issuance of this RFP and receipt of proposals does not commit the Tribes to move forward with an award or complete the project described. The Tribes reserve the right to postpone the RFP award process, to accept or reject any or all proposals received in response to this RFP, and to modify the scope of the project at any time.
5. An award under this RFP may not be based solely on the lowest price but will be made to the respondent with the overall best value proposal. The successful proposal will meet the project requirements and provide service level acceptable to the Tribes.
6. Bid proposals shall remain valid for 90 days after private opening of the proposals. If the Tribes decide to move forward with a certain bid, contract will be executed in the 90 day timeframe or the Contractor(s) will be allowed to revise pricing.
7. Upon award, the successful respondent shall secure all appropriate licenses to complete the scope of work included in this RFP.
8. The successful respondent will enter into a formal agreement with the Tribes, which will be similar to the La Jolla Agreement Template (Appendix A) and San Pasqual Band General Terms & Conditions (Appendix B).

RFP Schedule

The schedule for this RFP is as indicated below. It may be modified at the discretion of the La Jolla Tribe and/or San Pasqual's Procurement. An addendum will be issued in the event of any scheduling changes.

Project Milestone	Date/Time
RFP Advertised/Released	October 20, 2025
Requests for Information (RFIs) Due	October 30, 2025
Answers to RFIs Distributed	November 7, 2025
Notice of Intent to Submit Proposal	November 14, 2025
Proposal Due	November 20, 2025
Notice of Intent to Award	December 11, 2025
Fully Executed Contract	December 18, 2025

Request for Information

Respondents must direct questions in writing only. The Tribes will only respond to technical questions. No interpretive guidance, written or oral, regarding this RFP will be given and no phone calls will be accepted. Questions must be submitted no later than 12:00 PM PDT on Thursday, October 30, 2025. Submit questions through US Postal Service, or by ground delivery to:

La Jolla Band of Luiseño Indians

Attention: Rob Roy, Director of Environmental Protection Office

22000 Highway 76, Pauma Valley, CA 92061

Responses to questions will be posted on the La Jolla of Luiseño Indians website, www.lajollansn.gov, and will become part of the RFP. It is the respondent's responsibility to check the website for updates.

Response Submissions

Submissions should be prepared as paper hardcopies. Respondents must provide two copies. Proposals must not exceed 35 pages. Digital submissions will NOT be accepted (PDF, Word doc, etc.). Please note, we are unable to accept USB drives. Submissions must be made through US Postal Service, or by ground delivery to:

La Jolla Band of Luiseño Indians

Attention: Rob Roy, Director of Environmental Protection Office

22000 Highway 76, Pauma Valley, CA 92061

Response Due Date

To be considered, your proposal must be received no later than 12:00 PM PST on Thursday, November 20, 2025. The Tribes will not consider proposals received after this date/time and/or incomplete submissions.

Award and Rejection of Proposals

This RFP does not commit the Tribes to award a contract, nor to procure, or to contract for services. Notwithstanding any other provisions of this RFP, the Tribes reserve the right to award this contract to the Respondent(s) that best meets the requirements of the RFP, and not necessarily to the Respondent(s) with the lowest price proposal. The Tribes reserve the right to accept or reject any or all proposals received in response to this request; to negotiate with all qualified Respondents; or to cancel in part or in its entirety this RFP if it is in the best interests of the Tribes. The Tribes may request the selected Contractor to participate in negotiations and to submit any price, technical, or other revisions to the proposal as may result from the negotiations.

Primary Project Responsibility

The Respondent responding to this RFP will be considered the lead party. It must be clearly understood that the lead party will enter into a contract with the Tribes. All other parties will be considered sub-contractor(s) to the lead party. The lead party is ultimately responsible for the performance of all contract work.

The lead party (i.e. Contractor) must comply with all non-procurement debarment and suspension regulations (2 CFR Part 180 and 2 CFR Part 1532). These regulations restrict awards, subawards, and contracts with certain parties that are debarred, suspended, or otherwise excluded from or ineligible for participation in Federal assistance programs or activities.

Cost of Proposal Preparation

No reimbursement will be made by the Tribes for any costs incurred in the preparation of a proposal or during the selection process.

Proposal To Be in Effect

The proposal shall state that it is valid for a period of not less than ninety (90) days from the date of receipt by the Tribes.

Ownership Information

Written approval by the Tribes is required prior to public disclosure of submissions intended for the Tribes. The Tribes shall have unlimited rights to use, disclose, or duplicate, for any purpose whatsoever, all information developed, derived, documented, or furnished by the selected Contractor under any contract resulting from this RFP. All data collected and other documentation produced as part of the contract will become the exclusive property of the Tribe and may not be copied or removed by the selected Contractor or any employee of the selected Consultant without written permission of the Tribes.

Equal Opportunity Requirements

The Respondent awarded the contract under this RFP must meet all State and Federal affirmative action and equal employment opportunity practices. This includes compliance with E.O. 11246, "Equal Employment Opportunity," as amended by E.O. 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and as supplemented by regulations at 41 CFR part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

Wage Requirements

The Respondent awarded the contract under this RFP must meet all Davis-Bacon and Related Acts (DBRA) wage requirements. The Davis-Bacon prevailing wage is the combination of the basic hourly wage rate and any fringe benefits rate listed for a specific classification of workers in the

applicable Davis-Bacon wage determination. General Davis-Bacon wage determinations are published online at www.sam.gov.

Selection

All proposals received by the Tribes will be reviewed and evaluated by an RFP Selection Committee determined by the Tribes. The Selection Committee will evaluate the proposals based on the following criteria:

Criteria	Description	Possible Points
a. Scope of Work	The proposal must fully demonstrate satisfactory understanding of the work to be performed and the scope of work standards.	0-30 points
b. Credentials and Professional Experience	Respondents must fully demonstrate the project team have the required credentials and adequate professional expertise to complete each measure listed in the scope of work on schedule.	0-20 points
c. Cost:	Total project costs in proportion to equipment/services being provided.	0-20 points
d. Financial Capability	Respondents must demonstrate strong financial health and ability to perform the contract without risk of default.	0-15 points
e. Prior Project References:	Respondents must demonstrate a record of performance and timeliness in the execution of previous projects of similar size/scale and complexity.	0-15 points
	TOTAL POINTS POSSIBLE (*not including possible Indian preference points)	100 points

Indian preference points: 10 points are added to the possible 100 points possible.

Indian Preference

For an entity to qualify for Tribal preference the company must fulfill the following requirements:

- Be owned by a member of a US Federally recognized Native American Tribe, nation or band, including member of Federally recognized Alaskan Native villages, communities, and corporations.
- Be at least 51 percent Native owned.
- Qualified member must be an active participant in the company (not just a figure head).
- Have appropriate business license(s) and certifications for specific field.
- Have experience and staff expertise to complete the contract.

Respondents seeking Tribal preference shall submit the following documents:

- Documentation of membership of a US Federally recognized Native American Tribe, nation or band, including member of Federally recognized Alaskan Native villages, communities, and corporations and
- Proof of at least 51 percent Native ownership.

- Business license certifications, business structure documents (sole proprietor, partnership, incorporations, LLC), insurance and bonding capabilities.
- Tribe shall require all other necessary licensing documentation specific for the service provided.
- (Industry Standard) Portfolios that include proof of the experiences and staff expertise in the specific field listed, resume of jobs completed, and references.
- Business plan that includes proof of the experience and staff expertise in the specific field, projected financials and references.

Financial Capability

The Tribes will evaluate the financial documentation submitted to determine the Respondent's ability to perform the contract without risk of default. Respondents demonstrating strong financial health and low risk will be rated more favorably. Financial documents should include but are not limited to:

- Business license certifications
- Business structure documents (sole proprietor, partnership, incorporations, LLC)
- Business plan that includes projected financials
- Insurance
- Bonding capabilities.

Interviews

Upon review of proposals the RFP Selection Committee may elect to interview a select number of firms for the purpose of presentation and clarification of proposal materials. The Respondent(s) selected for interviews will be notified no later than Monday, December 1, 2025, and interviews will be scheduled between December 3, 2025 – December 5, 2024. It is anticipated that the interviews will be conducted for approximately 30 minutes.

Upon completion of interviews, the RFP Selection Committee will recommend the preferred Respondent(s) (or Respondent team) and the Tribes will make the final decision. The Tribes will notify the Respondent of their selection and begin contract negotiations.

2. Scope of Services

The goal of this RFP is to identify a contractor with the necessary qualifications and experience implementing renewable energy projects. The successful respondent will have demonstrated experience designing, planning, scheduling, permitting and constructing, and interconnection of renewable energy projects. Respondents must have experience working with SDG&E.

Project Description

Measure 1: Residential PV Solar

Installation of solar PV systems on residential homes on the La Jolla Indian Reservation (165 homes) and on the San Pasqual Indian Reservation (322 homes).

- Survey all eligible homes for feasibility of installing solar and energy storage technologies.
- Develop system design and determine interconnection requirements
- Solar systems shall be comprised of an array of photovoltaic panels and electrical equipment components with an estimated generating capacity between 2 kW-DC and 6 kW-DC, paired with a battery storage system ranging between an estimated 8 kWh and 17 kWh. These systems should offset about 65% of the homes' annual kWh grid consumption as per the modeling results from NREL's REopt sizing tool for 3 unique energy use profiles (high, medium and low).
- Acquire permitting
- Purchase and delivery of equipment
- Install and commission the system

Measure 2: Residential Heating and Cooling

Installation of heat pump mini-split systems on all current homes on the La Jolla Indian Reservation (215 homes) and on the San Pasqual Indian Reservation (415 homes).

- Survey all eligible homes for installing mini-split HVAC systems. Determine if home has ability to use onsite renewable energy for cooling and to offset the burning of Liquid Petroleum Gas (LPG) for space heating.
- Work with suppliers to purchase equipment and plan installations.
- Installation of air source heat pump mini-split heating and cooling systems including an outdoor compressor unit, indoor fan coil units and programmable thermostats to serve individual zones.
- Commission the installed systems.

Measure 3: Heat Pump Hot Water Heaters

Installation of air source heat pump hot water heaters on all current homes on the on the La Jolla Indian Reservation (215 homes) and on the San Pasqual Indian Reservation (415 homes).

- Survey all eligible homes for retrofitting their existing propane hot water heaters. Determine if home is able to use onsite renewable energy for water heating to offset the burning of LPG within the home.
- Work with suppliers to purchase equipment and plan out installations.
- Installation of air source heat pump hot water heaters serving domestic hot water needs of the home.
- Commission the installed systems.

Contractor Responsibilities

The final design package and documents shall include the following but are not all required in the proposal stage. Please reference Section 3 Responses – Documentation Requirements for detailed bid submission requirements:

- Description of the solar system
- Construction documents and engineering calculations that are signed and sealed by a licensed architect or engineer
- Layout drawing of installation site providing location of all equipment
- Equipment details and specifications
- Schedule for equipment procurement and installation
- Description of how SDG&E grid interconnection requirements will be met
- Description of controls, monitors, and instrumentation to be used for the solar system
- Equipment and installation manuals
- Safety plan
- Quality control plan
- Operations and Maintenance manuals for system operations and performance monitoring over the life of the contract
- Web-based monitoring for 10 years
- Close out report including the following information: system nameplate size, the overall installed cost of the system and estimated and guaranteed annual kilowatt hour (kWh) production (if applicable).

Warranties

The solar provider's standard system warranty coverage should cover modules, inverter, racking and workmanship.

- **Modules:** 25-Year Power Output & 10 Workmanship Limited Warranty

- **Inverter:** 10-Year Limited Warranty, Provide a price and/or plan for inverter replacement in year 11 and beyond
- **Racking:** 10-Year Limited Warranty priority
- **Workmanship:** 1 Year Limited Warranty

Operation and Maintenance

The successful respondent will be required to provide operation and maintenance of the entire solar electric system for 10 years for a cash purchase. Operations and maintenance services include:

- Online monitoring
- Performance monitoring, notification, and troubleshooting – must have personnel available to notify residents of an outage or decrease in system production
- Corrective maintenance to mitigate any risk to the system or minimize down time
- System Performance Reports that compares actual production to predicted production
- Preventative maintenance and inspections to identify and fix problems before they occur, including infrared photography for hot spots, manufacturer recommended maintenance, hardware torque checks, and array cleanings
- Weed abatement for ground mount

Prior to system start-up, the successful respondent shall supply the Tribes with two copies of all Component Product Data and Component Operation and Maintenance manuals. The information must be sufficient for the Tribes to evaluate and ensure appropriate O&M is being completed over the life of the system. Examples of components include solar panels, conduits, inverters, net metering equipment, etc. Project as-builts that detail location of all above and underground utilities and components shall be submitted within 30 days of system start-up.

3. Responses – Documentation Requirements

Respondents are asked to submit responses in three parts: (1) Letter of Interest, (2) Technical Response, and (3) Budget/Fee Proposal. Please note that responses beyond 35 pages will not be accepted.

Letter of Interest

The Letter of Interest must specify the following:

1. The name and address of the lead firm
2. Names and addresses of any proposed sub-contractors.
3. Name, title and telephone number of the individuals within the firm authorized to commit the company to a contract.
4. Name, title, email address, and telephone number of the individual the Tribes should contact regarding questions and clarifications.
5. A statement that the Respondent's proposal will remain in effect for ninety (90) days after the Respondent's proposal is received by Partner Tribes.

Technical Response

The Technical Response shall describe the Respondent's understanding of the project and proposed approach to the following:

1. Project understanding and Scope of Services (Section 2), including any recommendations to improve/support the project and any special service(s) and /or accommodation(s) requested.
2. Approach the Respondent will take to tailor services to the tribal communities of the Project Sites.
3. A description of the proposed services to be performed by the lead firm as well as a description of any services to be performed by subcontractors listed in the Letter of Intent.
4. Project schedule.
5. Resumes of the proposed key personnel who will work on the project, including descriptions of relevant experience performing similar services.
6. Descriptions of one (1) to three (3) comparable project experiences.
7. Three (3) references from comparable projects completed in the past five (5) years. Please include project title, date completed, location, services provided, and primary client contact information (e-mail address and telephone number). Previous experience and/or familiarity with tribal government operations in California is desirable.
8. Business license certifications
9. Business structure documents (sole proprietor, partnership, incorporations, LLC)
10. Business plan that includes projected financials

11. Insurance
12. Bonding capabilities.

Please note that components #5-7 of the technical response should not exceed fifteen (15) pages in length.

Price Proposal

The price proposal shall be a lump sum proposal with a detailed breakdown of costs by task (each element in Section 2), per each measure. Price proposal must include O&M costs as a separate line item.

Price proposal must include a 1% TERO fee for the San Pasqual portion of the project cost. The provided TERO checklist (Attachment C) outlines a Contractor's obligations.

A contract may be executed at the sole discretion of the Tribes with the selected Contractor. Payment will be made according to at a minimum monthly progress payment reports reflecting the completion of each task. Progress reports based on the percentage of task completed will be required and shall be included with any requests for payment.

Debarment, Suspension, and Ineligibility

Contractors debarred, suspended, proposed for debarment, or voluntarily excluded, are excluded from receiving contracts. Contractors debarred, suspended, proposed for debarment, or voluntarily excluded, are also excluded from conducting business with the Tribes as agents or representatives of other contractors.

The Respondent must certify that they are not listed on any federal or state debarment or suspension lists.

Licenses

The Respondent must provide documentation to verify that they are licensed to operate in the State of California.

Bonding Capacity

The performance bond shall be two percent (2%) of the total project cost. Respondents must demonstrate the ability to obtain the required performance bond. Evidence of bonding capacity from a qualified surety shall be evaluated as part of the responsibility determination.

Additional General Requirements

Joint ventures and team arrangements are encouraged as appropriate to provide specialized expertise to the teams for each measure. A ten percent (10%) DBE (Disadvantaged Business Enterprise) participation is required for this assignment. DBE firms are strongly encouraged to respond as prime Contractor or to play a significant role within the selected Contract team.

4. General Provisions

- A. All work shall be performed in accordance with all Federal and State laws and regulations.
- B. The selected Contractor shall uphold and conduct themselves with the highest professional standards in all dealings with suppliers, vendors, engineers, other contractors, entity officials, elected officials, public officials, Tribal employees, and all others when representing Tribal Partners.
- C. The selected Contractor shall be responsible for identifying, certifying, and adhering to any changes in Federal, State and Municipal laws and/or provisions that occur throughout the term of the Contract issued pursuant to this RFP and the performance of the work.
- D. The selected Contractor shall provide all necessary office space, office supplies, copy and fax machines, communication devices, computer software, hardware and equipment, vehicles, and all other items necessary to successfully complete the work contemplated in this RFP.

Insurance/Indemnification

The selected Consultant(s) must maintain insurance, which meets all the necessary Federal and State requirements as part of this Agreement. The specific provisions concerning Insurance and Indemnification will be outlined in the contract between the selected Contractor(s) and La Jolla and in the contract between the selected Contractor(s) and San Pasqual.

Disclaimer

The Tribes make no representation or warranty and assumes no responsibility for the accuracy of the information set forth in this RFP. Further, the Tribes do not warrant nor make any representations as to the quality, content, accuracy or completeness of the information, text, graphics, links or other facet of this RFP once it has been downloaded or printed from this or any server, and hereby disclaims any liability for technical errors or difficulties of any nature that may arise in connection with the website on which this RFP is posted, or in connection with any other electronic medium utilized by Respondents or potential Respondents in connection with or otherwise related to the RFP.