



## FREQUENTLY ASKED QUESTIONS & ANSWERS

PowerUp Wisconsin Request for Proposals (RFP)

### CONTENTS

Threshold Questions .....	2
PowerUp Wisconsin Deployment Pathways .....	4
Community Solar Valuation .....	8
Community Engagement, Education, and Workforce Development.....	9
Marketing, Outreach, and Community Engagement .....	13
Application Submission, Eligibility, Income Verification, and Solar Readiness .....	15
Consumer Service and Protection .....	17
Quality Assurance .....	18
Reporting .....	19
Project Timeline .....	20
Diverse Business and Located in Wisconsin Scoring .....	22
Questions Regarding RFP Submission and Qualifications Required .....	24
Questions Regarding Changing or Adding to the Scope of the RFP .....	27

**LOOK FORWARD ►**

**THRESHOLD QUESTIONS**

**Question:** *Is the funding for Solar for All fully obligated by the Federal government?*

**Answer:** Yes, funds are fully obligated.

**Question:** *What is the contingency if the federal funds for Solar for All are not released?*

**Answer:** Work and payment depend on availability of Solar for All funds.

**Question:** *Please provide a definition and an example for "subawardee".*

**Answer:** A subawardee is an entity that receives financial assistance from WEDC to fully cover the cost of installing solar on a single-family home, multifamily building, or community solar project. Subawardees are responsible for carrying out key activities outlined in the WEDC program guidelines (currently in development) and must comply with all applicable federal and WEDC requirements. Example in PowerUp Wisconsin: In the single-family rooftop solar pathway, nonprofit income-qualified housing developers will serve as subawardees. They will receive funding from WEDC to cover the full cost of solar installations and will be responsible for verifying household eligibility, confirming solar readiness, and requesting project preapproval. Once approved, they must select a prequalified installer and coordinate the installation. Similar subawardee roles apply to the multifamily and community solar pathways, where developers or other qualified entities are selected to deliver solar benefits to eligible program beneficiaries.

**Question:** *Please provide a definition and an example for "subrecipient".*

**Answer:** Definition of "Subrecipient":

Subrecipients are defined by the EPA as entities that receive a subaward from a pass-through entity (such as WEDC) to carry out part of a federal award. This does not include entities that are direct beneficiaries of the program (e.g., individual households). For the purposes of this RFP, the terms "subrecipient" and "subawardee" are interchangeable.

**Question:** *In the PowerUp Wisconsin Design image, "Vetted Contractors" says*

*"Installers/Subrecipients" under it. Can you confirm that "subrecipient" is being used interchangeably with "subawardee," as it is described elsewhere in the RFP?*

**Answer:** For the purposes of this RFP, the terms "subrecipient" and "subawardee" are interchangeable.

**Question:** *The Program fund allocation and impacts table in the work plan shows the amount of leveraged dollars, with an assumption that leveraged dollars are dependent on the availability of the federal solar tax credit. What is the contingency plan for projects that do not meet the current tax law timelines, i.e., not completed by Dec 31, 2027?*

**Answer:** WEDC will update the workplan to reflect increased costs per project and adjust program targets as needed.

**Question:** *Savings are defined differently in various parts of the RFP. Is savings for the PowerUp program defined as 20% reduction in consumption (solar offsets at least 20% of the meter's load), 20% electricity bill savings (the total electricity bill, including supply, transmission, fees, etc. must be at least 20% lower on average annually), or 20% savings based on the contracted amount (for example, a PPA rate is 80% or less of the retail electricity rate)?*

**Answer:** The SFA NOFO defines savings as "delivering a benefit of at least 20% of an average household's electricity bill, including households that do not have individual electricity bills." See EPA's Household Savings Best Practices for further details.

**Question:** *Who are the qualified Implementers? Are they National Firms or Regional?*

**Answer:** Qualified Implementers may be national or regional. Required qualifications are detailed on page 17 of the RFP.

**Question:** *Is PowerUP a Reimbursement Contract? Will awarded Contractor need to possess financial capacity to deliver the contract as part of the award decision?*

**Answer:** Yes, PowerUp Wisconsin operates as a reimbursement-based contract. Proposers must demonstrate financial capability and economic capacity to meet contract requirements.

**Question:** *Could WEDC confirm that the Implementer is intended to provide support to WEDC regarding access to federal and state programs, including tax credits, rather than providing such support to end-users (e.g., grant recipients) directly?*

**Answer:** The Implementer will support WEDC by facilitating end-user access to additional federal and state programs and resources, including but not limited to available tax credits and Focus On Energy incentives.

**POWERUP WISCONSIN DEPLOYMENT PATHWAYS**

For the three deployment pathways: (1) solar for single-family homes; (2) solar for multifamily buildings; and (3) community solar, WEDC will utilize its established program structure to develop program guidelines, select subrecipients, and manage the application, contracting, and servicing of the award through WEDC's established award management systems – Salesforce, EnAble, and Intacct. The role of the Solar for All Implementer here is to provide technical assistance to the selected subrecipients to ensure that homes are income-qualified and solar ready.

**Question:** *For SFA and MF subprograms (not CS), are only system purchases expected to occur (per the 100% fully-covered solar cost)? In other words, there would not be solar loans, leases, nor PPAs expected for the participants - they would own the system once completed.*

**Answer:** Yes, the PowerUp grant covers the full cost of solar systems minus available tax credits and incentives. No loans, leases, or PPAs will be held by participants in PowerUp Wisconsin.

**Question:** *Roughly how many subawardees does WEDC anticipate working with in each of the 3 verticals, single family, multifamily, and communities?*

**Answer:** The number of subawardees in each vertical—single-family, multifamily, and community solar—will be determined based on market conditions and program demand at the time of launch. WEDC will assess capacity, geographic coverage, and project readiness when selecting subawardees.

**Question:** *By what criteria will each subawardee manage applications, i.e. regional, project-size, beneficiary type?*

**Answer:** This approach will be refined in collaboration with the Implementer. At this point, WEDC's vision is that subawardees will manage applications within their own subgrant.

**Question:** *Can you please clarify the role of the "nonprofit income-qualified housing developers" in PowerUp Single Family Homes? Would WEDC be open to alternative approaches?*

**Answer:** Nonprofit income-qualified housing developers will play a central role in the PowerUp Single-Family Homes pathway. They will aggregate multiple solar-ready single-family homes, receive funding from WEDC, and coordinate the installation of solar systems across these properties in a streamlined manner. This model is designed to maximize efficiency, ensure consistency, and align with program goals. WEDC is not considering alternative approaches to the single-family program design.

**Question:** *Who are the Nonprofit Income-qualified Housing Developers?*

**Answer:** Nonprofit income-qualified housing developers are organizations that develop or rehabilitate housing for low- to moderate-income individuals and families. Under PowerUp Wisconsin, WEDC plans to partner with these nonprofit developers as subawardees to install rooftop solar systems on eligible single-family homes. Subawardees will be responsible for verifying household income eligibility, confirming solar readiness, coordinating contractor installations, and supporting workforce development initiatives. WEDC will provide grants, administered through the subawardees, to fully

cover the cost of solar installations for qualifying residents. These nonprofit housing developers have not yet been selected and will be designated as subawardees through a future application process once each program is launched.

**Question:** *The Work Plan mentions a contractual agreement with multifamily building owners to ensure that benefits from the solar system are distributed to the building tenants. Who will be the parties to the contractual agreement and who will develop the contractual terms?*

**Answer:** The agreement will be between WEDC and the grant recipients.

**Question:** *For multifamily projects, where master-metered buildings are prioritized, what mechanisms besides rent control would be acceptable for measuring savings? Would the implementer approve methods of sharing and measuring tangible benefits?*

**Answer:** Acceptable mechanisms are defined by EPA's Household Savings Best Practices. WEDC will approve methods with input from the Implementer.

**Question:** *How is it proposed the Multifamily Program be administered under the current legislation for "Shared Metering" and "Virtual Net Metering" Policies?*

**Answer:** WEDC is seeking an Implementer with demonstrated knowledge and experience to develop a plan for delivering solar projects on multifamily properties aligned with Wisconsin's current regulatory framework, demonstrating understanding of regulations and viable pathways within constraints.

**Question:** *What is your process for selecting Multifamily Projects? What are options for those not selected but can deliver desired savings for tenants?*

**Answer:** WEDC is seeking an Implementer to develop a process for identifying and prioritizing solar projects on multifamily properties in alignment with program objectives, reflecting strong understanding of applicable laws and industry best practices.

**Question:** *Given prioritization of Rural Communities, will Agrivoltaics be considered for Dual-Use applications of Solar?*

**Answer:** Yes. PowerUp Wisconsin will collaborate with the Implementer to design a siting process that optimizes land use, including agrivoltaics. Guidance on land use best practices will be provided.

**Question:** *For Subtasks 1.1, 2.1, and 3.1, does WEDC have a grants management system already in place to manage these grant applications and contracts? Or does WEDC expect a vendor to propose said system for the three programs?*

**Answer:** WEDC has a grants management system in place.

**Question:** *For Subtasks 1.1., 2.1, and 3.1, is the vendor expected to wholly design, create, test, and launch the application and supporting documentation / reporting systems for subawardees? Or will WEDC be owning a portion of those related responsibilities, and if so, which parts?*

**Answer:** The Implementer will play a supporting role. WEDC will provide overall direction and make

final decisions on the application for subawardees/grant recipients, while the Implementer will assist with technical input as needed.

**Question:** *Ideally, who does the final approval of beneficiaries' applications – the Program Implementer, WEDC, or subawardees?*

**Answer:** Ideally, the grantees/subawardees will identify and select program beneficiaries and submit those projects to the Program Implementer for preapproval. The Implementer will then verify that each selected beneficiary meets all program requirements before any funds are disbursed. WEDC will not be responsible for selecting program beneficiaries.

**Question:** *The RFP states that subawardees will be responsible for verifying income eligibility. The Implementer is also asked to provide an acceptable method for verifying income eligibility, including the provision of systems and tools to ensure that the correct award amounts are provided as well as a system for fraud prevention and detection. To clarify, would the Implementer provide systems, tools, and training to the subawardees for income verification, but would not collect or review any information from potential participants?*

**Answer:** Yes. Per Subtask 8.2 (RFP p.14), the Implementer must provide WEDC and subawardees an acceptable method to verify eligibility and income thresholds and prevent fraud, without directly collecting participant data.

**Question:** *For Subtask 8.1, is the Program Implementer expected to develop and operate an application portal, or only advise on recommended designs and participant pathways?*

**Answer:** The Implementer will play a supporting role in developing the application for subawardees. WEDC will provide overall direction and make final decision on the application for subawardees/grant recipients, while the Implementer will assist with technical input as needed. However, the application and tracking system for program beneficiaries will be developed by the Implementer in conjunction with subawardees, with WEDC oversight.

**Question:** *Subtask item 8.1 alludes to the respondent providing an application portal but doesn't explicitly call for a tracking system. Does WEDC require the respondent to bring a tracking system or merely assist WEDC in acquiring one?*

**Answer:** The Implementer will play a supporting role in developing the application for subawardees. WEDC will provide overall direction and make final decisions on the application for subawardees/grant recipients, while the Implementer will assist with technical input as needed. However, the application and tracking system for program beneficiaries will be developed by the Implementer in conjunction with subawardees, with WEDC oversight.

**Question:** *Since project payments will be made by WEDC, is the expectation that the implementer will review and approve applications in its tracking system/portal and then send a list of approved payments to WEDC for payment?*

**Answer:** Yes, the Implementer will be responsible for the pre-approval process in their tracking system and sending their list of approved payments to WEDC.

**Question:** *Can you give examples of WEDC's anticipated subawardee organizations? Do any of them have existing application/intake systems?*

**Answer:** WEDC cannot name specific organizations at this time, as subawardees have not yet been selected. Applications will be evaluated based on criteria (organizational capacity, technical expertise, ability to serve eligible communities, ability to manage intake systems, and experience managing applications and grants).

**Question:** *In a few areas of the scope of services requested, the RFP notes that the Implementer will provide guidance to WEDC grant recipients. Does WEDC envision a direct contractual relationship between the Implementer and grant recipients / subrecipients that provides a framework for how such guidance or technical assistance would be provided?*

**Answer:** No, the Implementer and grant recipients will not have a direct contractual relationship. WEDC will oversee both parties to ensure alignment with program objectives. Guidance and technical assistance will be coordinated through WEDC, and key performance indicators will be structured to ensure accountability and collaboration across both the Implementer and grantees.

**COMMUNITY SOLAR VALUATION**

**Question:** *For traditional community solar projects, how will the value of bill credits be determined?*

**Answer:** Bill credits will be based on at least 20% of the participant's annual electricity consumption, distributed evenly over 12 months. See EPA's Household Savings Best Practices for additional details.

**Question:** *For the community solar SolShare/"Dividends" structure, has the program secured an exemption from SEC requirements? Does the implementer have any role in navigating the SEC requirements or Howey testing?*

**Answer:** The Implementer will support WEDC but will not handle SEC exemptions or Howey testing.

**Question:** *For community solar, would the WEDC consider using actual utility bills instead of an energy model for calculating energy cost reductions? Would it be possible to use a portion (sample) of bills for reviewing cost reductions, instead of all participants' bills?*

**Answer:** Yes, WEDC is open to using actual bills or representative samples, if the methodology is justified and consistent with EPA best practices.

**Question:** *What are the additional metrics to measure performance of Community Solar Program (e.g., Savings, Subscribers, Retention, Turnover, Opt-Outs)?*

**Answer:** WEDC will follow all relevant EPA guidance regarding performance metrics. See Solar for All Household Savings Best Practices document for details.

**Question:** *Describe the existing WEDC Subscription Mechanism for Community Solar Projects?*

**Answer:** The selected Implementer is expected to collaborate with WEDC to develop a subscription mechanism.

**Question:** *How are Guaranteed Energy Credits Calculated for Qualified Subscribers? Who will Exchange the Credits? What protocol will be used for determining Energy Credits—MRETS?*

**Answer:** The Implementer will develop a strategy for tracking program data, including protocols for calculation, exchange, and tracking of energy credits relevant to Wisconsin.



**COMMUNITY ENGAGEMENT, EDUCATION, AND WORKFORCE DEVELOPMENT**

**Question:** *Can you provide greater detail on the specific workforce development activities for task 4.2 so we can better understand what support is required by the Implementer? (I.e. Will the Implementer be expected to assist in a workforce gap analysis? In developing a workforce strategic plan?)*

**Answer:** The Implementer will lead the workforce development strategy, supported by \$4.5 million for community engagement, education, and workforce development. The \$4.5 million is intended to pass-through the Implementer for the benefit of the end organizations providing services. At a minimum, the Implementer is expected to:

- Develop a strategic plan outlining training, recruitment, and retention strategies, with measurable outcomes.
- Oversee or deliver a contractor accelerator (directly or via partners) to prepare a diverse, skilled workforce, prioritizing underserved communities.
- Coordinate stakeholders (employers, training providers, community groups) to align efforts and connect trainees to jobs.
- Track and report results (e.g., trainees, certifications, job placements, diversity outcomes) for WEDC reporting.

The Implementer is responsible for both planning and execution of workforce initiatives and may propose innovative strategies to maximize impact and equity.

**Question:** *The program design includes a process for the Program Administrator to engage CBOs (through a competitive bid process) to conduct outreach and education around the program. However, according to the program design, most participants will be identified by the sub-awardees, which are envisioned to be affordable housing developers. What will be the role of the CBOs, given that the affordable housing developers will be responsible for finding and enrolling most of the participants?*

**Answer:** CBOs will conduct outreach and education, build trust, and ensure inclusive engagement. They will focus on workforce opportunities, community solar awareness, and reaching underserved populations, even if subawardees identify most participants.

**Question:** *We understand there is a separate budget for Community Engagement, Education, and Workforce Development, which is \$4,517,420. This budget does not appear to be part of the Implementer's budget, although the program administrator will be involved in supporting Community Engagement and Workforce Development. What is the purpose of the separate budget of \$4,517,420 and how will the Implementer be involved in administering these funds? a. Additionally, would the Implementer oversee these funds or would WEDC be responsible for overseeing and disbursing these funds?*

**Answer:** This budget covers participant costs (e.g., tuition, stipends) but not administrative costs.

The Implementer will subcontract these funds, with related admin costs included in their overall cost proposal.

**Question:** *Based upon the RFP, we understand that WEDC envisions the Implementer to, post-selection, run a competitive bid process on behalf of WEDC to identify Community Based Organization (CBO) partners to support community engagement, education, and workforce development. Following this bid process, the Implementer would then have a direct subcontracting relationship with the selected CBOs, with funds for community engagement, education, and workforce development activities passing from WEDC, through the Implementer, to the CBOs. Could WEDC confirm if this understanding is correct? Would WEDC be open to Implementers proposing other approaches such that SFA funds do not flow through the Implementer to CBOs?*

**Answer:** Yes, this interpretation is correct, and WEDC may open to other approaches. The Implementer must use a process that is consistent with EPA's contractor and subcontractor policies and approved by WEDC.

**Question:** *For Subtask 4.1, is the entirety of the funding allocated to support any and all CBO activities (including CBO labor) to be taken from the \$4.66M not-to-exceed Program Implementation budget? Or is a portion of the \$4.517M community engagement, education, and workforce development budget planned to be awarded to the CBOs themselves?*

**Answer:** The Implementation budget is separate from the funding allocated to support CBO activities. As stated on page 10 of the RFP, "Proposers are expected to include proposed activities under this section as part of their RFP response. The administrative costs associated with these activities must be included in the overall cost proposal. The \$4,517,420 is intended to cover participant costs (e.g., tuition, stipends, etc.) and will not cover additional administrative costs related to community engagement, education, or workforce development." The Implementer will be responsible for selecting, providing support to, and evaluating the activities of Community Based Organizations, outlined under Task 4 in the RFP.

**Question:** *Can a breakout be provided of the roles/responsibilities between this scope of work and the separate community engagement line on the budget? Are certain tasks in this scope overlapping or require additional coordination with that selected vendor?*

**Answer:** The Implementer will be responsible for proposing activities to support community engagement and workforce development. As stated on page 10 of the RFP "Proposers are expected to include proposed activities under this section as part of their RFP response. The administrative costs associated with these activities must be included in the overall cost proposal. The \$4,517,420 is intended to cover participant costs (e.g., tuition, stipends, etc.) and will not cover additional administrative costs related to community engagement, education, or workforce development." The Implementer will be responsible for selecting, providing support, and evaluating the activities of Community Based Organizations, outlined under task 4 in the RFP.

**Question:** *Will respondents Community Engagement and Workforce Recruitment Strategies remain confidential for the respondents?*

**Answer:** No, all submitted information is subject to Wisconsin's open records laws, may be subject to federal Freedom of Information Act, and may be made publicly available. Respondents should avoid confidential/proprietary information.

**Question:** *Will Administrative Cost related to community engagement, education, and workforce development be considered "Cost Sharing/Match"?*

**Answer:** No, these administrative costs are considered an expected component of the Implementer's scope and budget.

**Question:** *What is envisioned as a competitive bid process for Workforce Development Initiatives?*

**Answer:** WEDC seeks an Implementer to develop a comprehensive Workforce Development plan, including partnerships with community-based organizations (CBOs) and compliance with EPA and WEDC procurement policies.

**Question:** *Who are eligible Workforce Development Partners?*

**Answer:** Eligible partners may include educational institutions, labor unions, community-based organizations, workforce boards, and others with proven workforce training and engagement experience.

**Question:** *Is there specific training required—e.g., NABCEP, OSHA 10/30?*

**Answer:** The Implementer will propose comprehensive training requirements; certifications like NABCEP and OSHA may be considered but are subject to WEDC approval.

**Question:** *Is there collaboration between WEDC and DWD Fast Forward?*

**Answer:** WEDC seeks an Implementer to develop a strategy for collaboration with relevant state agencies.

**Question:** *Has a Solar Installer Accelerator Model been identified from other states or countries that the agency approves?*

**Answer:** No specific model has been approved; WEDC seeks an Implementer to develop a tailored workforce development strategy including such an accelerator model.

**Question:** *How does WEDC intend to reconcile lack of local experience and capacity with intent to expand local expertise of contractors and small businesses if strict adherence to Relevant Experience is maintained?*

**Answer:** WEDC seeks an Implementer to propose strategies addressing workforce challenges, expanding local expertise, and supporting emerging firms while meeting program goals.

**Question:** *Will there be opportunities for new and emerging installation companies?*

**Answer:** Yes, minority-owned, new and emerging, and underrepresented businesses are encouraged to participate and will be supported through education and training initiatives by the Implementer.

**Question:** *Other than Franklin Energy or Slipstream, who are other firms with experience that might be considered—CAP agencies?*

**Answer:** WEDC cannot endorse specific firms and expects that the Implementer create a strategy through which firms are identified who can fulfill the scope of work required.

**Question:** *Can WEDC please elaborate on the intent of the competitive bid process? Would WEDC be open to an alternate approach?*

**Answer:** WEDC's intent with the competitive bid process is to ensure fairness, transparency, and alignment with EPA and WEDC procurement requirements. WEDC is open to alternate approaches, provided they fully comply with all applicable EPA and WEDC rules regarding contractor selection. Any proposed alternative must uphold the same standards of competitiveness, equity, and accountability.

**Question:** *Will there be any additional timeline to support the competitive bid process and scoring for CBOs?*

**Answer:** Post selection of the Implementer, WEDC expects the competitive bidding process and scoring for CBOs to occur within six months. WEDC recognizes the need for flexibility and will work closely with the Implementer to ensure the timeline supports a fair and thorough process.

**Question:** *Will WEDC want to participate with the implementer in scoring the competitive bids received for CBOs?*

**Answer:** WEDC participation in scoring competitive bids for CBOs is not required, but WEDC is open to participating in the process in collaboration with the Implementer if desired.

**Question:** *Will WEDC consider additional admin funding to implement the competitive bid process and scoring for CBOs?*

**Answer:** No, WEDC will not provide additional administrative funding to support the competitive bid process and scoring for CBOs. All related costs should be included in the proposal budget.

**Question:** *The EPA's FAQs on procurement state that it is up to the contractor how they pick their subcontractors, and that contractor's contractor do not need to be competitively procured. Will WEDC consider updating this requirement in the RFP?*

**Answer:** WEDC is open to a non-competitive subcontractor selection process in alignment with EPA FAQs, but subcontractors may still be subject to preapproval by WEDC. The Implementer is responsible for ensuring that its subcontractor selection process aligns with all applicable federal procurement requirements.

## MARKETING, OUTREACH, AND COMMUNITY ENGAGEMENT

**Question:** *Does the term "support WEDC marketing" in the RFP text mean the Implementer is to develop and provide marketing content to WEDC for distribution?*

**Answer:** "Support WEDC marketing" means the Implementer will collaborate with WEDC to ensure effective outreach and promotion of program opportunities. The Implementer is expected to:

- Develop and provide draft content (e.g., fact sheets, case studies, social media posts, or website copy) as requested by WEDC for review and final distribution.
- Supply program data, success stories, and visuals that WEDC can use in its marketing channels.
- Offer recommendations to WEDC on messaging approaches and strategies to effectively reach target audiences, though final approval and distribution remains with WEDC.

The Implementer is not expected to run independent marketing campaigns but to provide the materials and expertise WEDC needs to conduct its outreach.

**Question:** *Could you please clarify and provide additional detail on what's expected from the Implementer under task 2.7 to support WEDC marketing?*

**Answer:** Under Task 2.7, the Implementer is expected to provide strategic input on outreach approaches, support WEDC's marketing efforts, and help ensure key stakeholders—particularly nonprofit housing developers—are aware of and engaged with PowerUp Wisconsin opportunities. This may include contributing to the development of messaging, materials, and outreach plans; coordinating with WEDC's marketing team; and leveraging the Implementer's networks to extend program visibility and reach.

**Question:** *Could you please further define the term "support WEDC marketing" by providing examples of marketing tasks that would be considered "support" for task 3.7?*

**Answer:** Under Task 3.7, "support WEDC marketing" includes proactive assistance to ensure that program benefits and opportunities are clearly communicated to target audiences. Examples of specific tasks include:

- Developing draft content for newsletters, fact sheets, and social media posts to promote program milestones, success stories, and upcoming opportunities.
- Providing visuals (e.g., photos, graphics, charts) and key data points for use in WEDC's communications.
- Assisting WEDC in designing presentations or promotional materials for stakeholder meetings, conferences, and outreach events.

- Recommending channels, timing, and strategies for outreach to maximize participation and awareness.
- Responding to WEDC requests for rapid-turnaround information, such as FAQs or talking points for media or partner engagement.

The Implementer's role is to supply expertise, draft content, and technical input while WEDC remains responsible for final messaging, branding, and distribution.

**Question:** *How does WEDC currently use Salesforce? For contact management and marketing and outreach, task management, or other activities?*

**Answer:** WEDC uses Salesforce in a comprehensive manner to manage its programs. Uses include case and opportunity management, contacts/marketing and outreach, and other related activities.

**Question:** *Does WEDC want its Program Implementer to utilize its Salesforce instance to track marketing and outreach activities?*

**Answer:** The Implementer will not be required to utilize Salesforce for any activities in the program. Marketing activities will be done in collaboration with the marketing division at WEDC, who will have tracking responsibilities related to Salesforce. The Implementer's role is to provide content and materials for WEDC's use.

**APPLICATION SUBMISSION, ELIGIBILITY, INCOME VERIFICATION, AND SOLAR READINESS**

**Question:** *Please confirm that the Implementer is not expected to develop an application portal.*

**Answer:** The Implementer is not specifically required to develop an application portal. However, the Implementer is expected to provide a mechanism to track, pre-approve, and collect data on solar projects across the single-family, multifamily, and community solar pathways. While an application portal is one option, WEDC is open to creative approaches that effectively achieve these goals and ensure WEDC has access to all necessary data for reporting and compliance.

**Question:** *Please confirm that the Implementer will only serve in an advisory role to WEDC regarding customer journeys and application flow. If the Implementer is to provide the application platform please describe your requirements for this platform? If no to the above, please describe the platform that the implementation contractor will use to intake applications.*

**Answer:** The Implementer is not specifically required to develop an application portal. However, they are expected to provide a mechanism to intake, track, pre-approve, and collect data on solar projects across the single-family, multifamily, and community solar pathways. While WEDC is open to creative solutions, any proposed platform or system must ensure a user-friendly experience, support efficient processing, and provide WEDC with timely access to all required data for reporting and compliance. The Implementer will also advise WEDC on customer journeys and application flow as part of this effort. The Implementer is expected to have a mechanism for tracking approved solar installers.

**Question:** *Will the data captured in WEDC's systems (i.e. Salesforce and/or grant/loan management systems) be made available through an API or other standardized data outputs to enable this subtask?*

**Answer:** WEDC will not collect income verification data directly; this responsibility lies with the grantees. However, WEDC will require grantees to make relevant information available to the Implementer to support program operations. Whether this data will be accessible via API or other standardized outputs is yet to be determined, as the grantees have not been selected at this time.

**Question:** *What are the Prequalification Criteria for Solar Installers?*

**Answer:** The selected Implementer will recommend and establish prequalification criteria, potentially including certifications, training, insurance, and experience. The Implementer will manage the installer pool, provide education, and promote participation by minority-owned and small businesses. Policies require WEDC approval before implementation.

**Question:** *Regarding ensuring properties are solar-ready: Will the Implementer be reviewing submitted documentation or will individual site review be needed? What are the expectations for structural calculations for rooftop installations or environmental/soil assessment for ground-mount installations?*

**Answer:** This will be determined during contracting. The Implementer must pre-approve installations,

which may involve documentation review and/or site visits. Structural and environmental standards will align with industry best practices.

**Question:** *Are there plans to integrate tracking for PowerUp WI systems within M-RETS? Or pathways for WEDC, participant households, or utilities to benefit from the RRCs/SRECs produced?*

**Answer:** No, there are no plans to integrate with M-RETS. However, PowerUp Wisconsin will welcome creative approaches to leverage resources to maximize benefits.



**CONSUMER SERVICE AND PROTECTION**

**Question:** *Under Subtask 10.1: Consumer Service Support: Where can respondents learn more about "WEDC's grievance reporting system"? Any clarity around WEDC's internal customer service team/process would be appreciated in order to describe the "customer service performance goals and metrics" that can be provided.*

**Answer:** Respondents may view WEDC's grievance reporting system at <https://wedc.org/statement-of-non-discrimination/>. Further details around WEDC's internal policies and procedures as they relate to metrics will be provided after selection.

**Question:** *Will contracts and agreements outside of the program but offered by participating solar contractors fall under Consumer Services and Protections? E.g. an approved solar contractor installs a system for a household participating in PowerUp WI and separately offers them a 15-year O&M extension, BESS, etc., for a high fee.*

**Answer:** All contracts and agreements between participating contractors and households participating in PowerUp Wisconsin will be within the program and will fall under Consumer Services and Protections. Contracts between participating installers and households not participating in PowerUp Wisconsin will not fall under PowerUp Wisconsin Consumer Services and Protections.

**Question:** *Will the program still offer support (technical, consumer services and protections) to households once annual savings has been verified, and the 1-year O&M requirement has expired?*

**Answer:** Please refer to EPA's SFA Household Savings Best Practices for details on the frequency and QA/QC requirements.

**QUALITY ASSURANCE**

**Question:** *The Work Plan mentions that savings for new construction (single family) and multifamily buildings will be modeled. Is there a consequence if the actual savings achieved after one year are not what was estimated by the model?*

**Answer:** Refer to EPA's Household Savings Best Practices for QA/QC requirements related to household savings.

**Question:** *Will all residential projects be reviewed after one year to confirm the 20% savings on electricity bills, or only a portion (sample) of the projects be reviewed?*

**Answer:** Refer to EPA's Household Savings Best Practices for QA/QC sampling requirements.

**Question:** *Will the activities listed under Task 11.1 be performed by the Implementer, or planned by the Implementer to be executed by WEDC?*

**Answer:** The activities listed under Task 11.1 will be led by WEDC as part of overall quality management; however, the Implementer is responsible for planning and conducting key quality control processes. This includes establishing contractor qualifications, installation standards, inspection protocols, performance monitoring, and maintenance training. The Implementer will also conduct pre- and post-installation inspections to ensure compliance and quality throughout the program.

**Question:** *Page 8 of the Work Plan mentions that a select number of community solar subscribers are subject to a post-installation analysis after 1 year; however, the Program guarantees savings for at least 5 years. Is there a QA/QC requirement for subsequent years? What happens if the dividend payments are less than the projected levels in later years?*

**Answer:** As specified in the EPA's SFA Household Savings Best Practices, the Implementer should design mechanisms to periodically verify utilities are correctly applying community solar credits. Please refer to this document for details on the frequency and QA/QC requirements for subsequent years.

**Question:** *Can WEDC share the final Quality Management Plan and Quality Assurance Project Plan developed for PowerUp?*

**Answer:** The Quality Management Plan and Quality Assurance Project Plan are currently under development. Quality assurance documents will be made available to the selected implementer at a later date. Respondents may refer to the [OGGRF QMP and QAPP Standards](#) as templates.

**REPORTING**

**Question:** *Does WEDC anticipate wanting full access (more than read-only) to the Program Implementer's selected applicant portal as well as any software that supports KPI and performance calculation and tracking, reporting and compliance?*

**Answer:** Yes, WEDC anticipates needing full access—not just read-only—to the Program Implementer's selected applicant portal, as well as any software used for KPI tracking, performance calculations, reporting, and compliance.

**Question:** *Is the Implementer responsible for submitting Transaction-Level and Project-Level Reporting Data to the U.S. EPA? If so, is this information planned to be provided by the subawardees to the Program Administrator?*

**Answer:** No, WEDC will submit these reports. The Implementer must collaborate with subawardees to support WEDC's reporting efforts.

**Question:** *Will the implementer be considered a contractor to WEDC and therefore not be subject to subrecipient federal reporting and compliance requirements?*

**Answer:** The implementer will be considered a contractor to WEDC and will be subject to all federal reporting and compliance requirements applicable to contractors.

**PROJECT TIMELINE**

**Question:** *Can you please clarify the intended sequencing of onboarding an Implementer and launching the PowerUp programs (i.e. starting to accept applications)?*

**Answer:** WEDC envisions finalizing the Implementer's contract by the end of 2025, with work beginning in January 2026. Applications for the Single-Family program are expected to open in late January, with grantee selection by the end of Q1 2026. Applications for the Multifamily and Community Solar programs will open in the second half of 2026. The selected Implementer will be expected to include a proposed program timeline as part of their RFP response.

**Question:** *What activities are anticipated during this close-out period? Specifically, what activities are expected from the Implementor?*

**Answer:** This information has not yet been provided by the EPA. WEDC will share expectations for close-out activities, including those specific to the Implementer, once the EPA issues the appropriate guidance.

**Question:** *Why is there a full year gap between the end of Year 4 of the program (April 30, 2029) and the start of the close-out period (June 30, 2030)?*

**Answer:** The one-year gap aligns with the EPA's program timeline. Please refer to the EPA's Solar for All Program Timeline attachment for additional details. Guidance on the closeout period has not yet been provided by the EPA; WEDC will share further information once it becomes available.

**Question:** *Please confirm that contractors need to provide pricing only through April 30, 2029, not for the closeout period (June 30, 2030 – January 2032).*

**Answer:** The Implementer will be expected to provide materials and support as necessary for the program closeout. Proposals must include pricing for closeout activities and cover the full performance period, including program closeout.

**Question:** *Related to the above question, is the selected Implementer's work completed in 2029?*

**Answer:** No, the Implementer's work does not conclude in 2029. The Implementer will be expected to continue providing materials and support as necessary for the program closeout.

**Question:** *Does WEDC imagine it will continue to support clean energy projects after the PowerUp Wisconsin closeout in 2032?*

**Answer:** This is yet to be determined and will depend on the availability of funding beyond the EPA's Solar for All program budget, once funds are exhausted in 2029. WEDC remains committed to advancing energy affordability and security in Wisconsin, and future efforts will be guided by available resources and opportunities.

**Question:** *By when does WEDC intend to launch their SFA grant applications (referenced in Subtasks 1.1, 2.1, and 3.1 of the RFP)? And by when would WEDC intend to have subawardees selected and under contractual agreement with the state?*

**Answer:** Applications for the Single-Family program will be open around January 2026. WEDC intends to have subawardees selected by the end of the first quarter of 2026. Applications for the Multifamily and Community Solar programs will open in the fall of 2026.

**DIVERSE BUSINESS AND LOCATED IN WISCONSIN SCORING**

**Question:** *Could WEDC confirm whether the 5% diverse business criteria can be fulfilled by diverse Subcontractor(s) on the response team, or does the Prime respondent entity need to be a diverse business to receive these points?*

**Answer:** The diverse business criteria can be filled by either the prime respondent entity or a named subcontractor whose substantial participation in the project can be guaranteed by the prime respondent to receive the 5% bid preference. Any and all subcontractors are subject to preapproval by WEDC. In order for a subcontractor to count for the 5% bid preference, a Supplier Demographic Attestation Form must be submitted.

**Question:** *To receive the 5% scoring bonus available to diverse businesses, does the diverse business have to be the respondent?*

**Answer:** The diverse business criteria can be filled by either the prime respondent entity or a named subcontractor whose substantial participation in the project can be guaranteed by the prime respondent to receive the 5% bid preference. Any and all subcontractors are subject to preapproval by WEDC. In order for a subcontractor to count for the 5% bid preference, a Supplier Demographic Attestation Form must be submitted.

**Question:** *We see that 5% of the evaluation criteria will be reserved for Diverse Businesses. If we plan to use a subcontractor that is a Diverse Business, would we receive any of these points in evaluation? Or are these only reserved for Diverse Business prime contractors?*

**Answer:** The diverse business criteria can be filled by either the prime respondent entity or a named subcontractor whose substantial participation in the project can be guaranteed by the prime respondent to receive the 5% bid preference. Any and all subcontractors are subject to preapproval by WEDC. In order for a subcontractor to count for the 5% bid preference, a Supplier Demographic Attestation Form must be submitted.

**Question:** *To qualify for the 5% "Diverse Business" and "Located in Wisconsin" scoring criteria, does the diverse/Wisconsin-based business need to be the prime proposer, or does this also apply to subcontractors in a coalition/teaming arrangement?*

**Answer:** The diverse business criteria can be filled by either the prime respondent entity or a named subcontractor whose substantial participation in the project can be guaranteed by the prime respondent to receive the 5% bid preference. Any and all subcontractors are subject to preapproval by WEDC. In order for a subcontractor to count for the 5% bid preference, a Supplier Demographic Attestation Form must be submitted. The located in Wisconsin criteria can be filled by either the prime respondent entity or a named subcontractor whose substantial participation in the project can be guaranteed by the respondent to receive the 5% bid preference. Any and all subcontractors are subject to preapproval by WEDC.

**Question:** *Could WEDC confirm whether the 5% located in Wisconsin criteria can be fulfilled by Subcontractor(s) on the response team who are located in Wisconsin, or does the Prime respondent entity need to be located in Wisconsin to receive these points?*

**Answer:** The located in Wisconsin criteria can be filled by either the prime respondent entity or a named subcontractor whose substantial participation in the project can be guaranteed by the respondent to receive the 5% bid preference. In order for a subcontractor to count for the 5% bid preference, a Supplier Demographic Attestation Form must be submitted. Any and all subcontractors are subject to preapproval by WEDC.

**Question:** *What is required to receive the 5% scoring bonus for businesses located in Wisconsin?*

**Answer:** The vendor must be based in Wisconsin, registered with the Wisconsin Department of Financial Institutions, and have a Wisconsin address on its W-9.

**Question:** *How are you defining a business as located in Wisconsin for the purpose of the 5% of the evaluation criteria? If we have staff members and offices in Wisconsin would this meet the criteria?*

**Answer:** The vendor must be based in Wisconsin, registered with the Wisconsin Department of Financial Institutions, and have a Wisconsin address on its W-9.

**Question:** *How are you defining Diverse Businesses for the purpose of the evaluation criteria?*

**Answer:** In order for a vendor to be identified as a Diverse Business, the vendor must complete and submit to WEDC the Supplier Demographic Attestation Form identifying themselves as such. A vendor identified as a Diverse Business is at least 51% owned, controlled, and actively managed by persons meeting one or more of the criteria listed on the Supplier Demographic Attestation Form. The Supplier Demographic Attestation Form is available on the WEDC website as part of the RFP package.

**Question:** *Who or what determines Supplier Demographic Attestation?*

**Answer:** Refer to Attachment B: Supplier Demographic Attestation.

**Question:** *Will a waiver be provided for the Small and Diverse Firm Participation on this RFP? Is this RFP exempt from participation requirements?*

**Answer:** No waiver will be provided; participation from Small and Diverse Firms is encouraged but not required.

**QUESTIONS REGARDING RFP SUBMISSION AND QUALIFICATIONS REQUIRED**

**Question:** *Should Attachment-A-Cost Detail be submitted in Excel format or should it be converted to a PDF prior to submittal?*

**Answer:** Attachment A should be submitted in Excel format.

**Question:** *Per the above question, would you like the completed Attachment A to be incorporated into the same document as the technical response or submitted as a stand-alone file?*

**Answer:** Attachment A should be submitted as a stand-alone file.

**Question:** *Can WEDC please clarify the correct final RFP submission email address for proposals? Is the correct address "solarforall@wedc.org" or "PowerUpWisconsin@wedc.org"?*

**Answer:** Applications should be submitted to PowerUpWisconsin@wedc.org.

**Question:** *Does the 50-page maximum include the required Forms listed IV. C., Documents?*

**Answer:** No, documents listed in Section IV.C are not included in the 50-page maximum.

**Question:** *How will the in-person interview impact scoring?*

**Answer:** Scoring will be completed prior to the interviews. The highest-scoring proposers may be invited for interviews. A proposer that is asked to make a presentation and fails to make the presentation on the scheduled date will not be considered for the final award.

**Question:** *Does WEDC anticipate awarding multiple contracts under this RFP? Can Proposers respond to only some Tasks in the SOW for the Response and still be considered?*

**Answer:** No, WEDC does not anticipate awarding multiple contracts under this RFP. We encourage partnerships among multiple entities, but only one contract will be awarded. Proposers must respond to all tasks outlined in the Scope of Work to be considered. Partial responses will not be evaluated.

**Question:** *List the competitive RFPs WEDC intends to issue as part of this program? Estimated size and quantity over the five year period?*

**Answer:** Information is available in the Workplan and Program Budget attached to the RFP at <https://wedc.org/request-for-proposal-process/>.

**Question:** *Is there preference to qualifying firms that can provide up to 20% in Matching Funds (Cash or In-Kind)?*

**Answer:** No preference is given; matching contributions are not required.

**Question:** *What information must be disclosed to determine financial stability? Is there a cost sharing or matching requirement on this proposal?*

**Answer:** See section IV.C. on pages 19–20 of the RFP for required forms including W-9. No cost sharing or matching is required.



**Question:** *What specific technology solutions (or IT systems or platforms) is the implementer expected to provide as a part of this scope of work? Are there any technology solutions (or IT systems or platforms) that will be provided by WEDC that the implementer will interface with?*

**Answer:** The Implementer will be expected to propose IT tools needed to complete the work for PpowerUp Wisconsin. Data from these tools should be suitable for importation into Salesforce. As stated in the RFP, WEDC utilizes the Intacct accounting system and Salesforce.

**Question:** *We see that WEDC utilizes the Intacct accounting system as well as Salesforce and a grant and loan management system. Which grant and loan management system are in use today? And are there any other systems used internally that may interact with the PowerUp program, including a virtual data room or data warehouse, project management system, or business intelligence tool?*

**Answer:** In addition to Salesforce and Intacct, WEDC utilizes EnAble for award management.

**Question:** *Will the program implementer be allowed to provide technical assistance on solar projects within the State of Wisconsin for the duration of this program? a. Does it matter whether the project we provide technical assistance to participate in WI Solar for All or not? b. If providing technical assistance to solar projects is a conflict, can WEDC clarify in which scenarios it is a conflict and which it is not? c. If providing technical assistance on solar projects is a conflict, would WEDC accept an arrangement in which the prime contractor would recuse themselves from any of these projects? In this scenario, the prime contractor serving as the program administrator would have a subcontractor handle any projects in which the prime contractor is providing technical assistance (so the prime contractor could recuse themselves).*

**Answer:** The Implementer will be permitted to conduct other business within Wisconsin throughout the duration of the program. This will not constitute a conflict of interest since WEDC selects awardees.

a. It does not matter whether the project participates in PowerUp Wisconsin or not — the Implementer may provide technical assistance in either case. However, any assistance to projects outside PowerUp Wisconsin will not be funded by WEDC.

b. WEDC does not currently view this as a conflict, but any potential conflicts will be handled on a case by case basis.

c. If a conflict emerges, WEDC would accept arrangements where the prime contractor recuses themselves, with a subcontractor handling those projects.

**Question:** *Regarding Task 8.2, please confirm that all costs associated with the provision of systems and tools for this subtask are to be included in the bid, including any potential third-party systems.*

**Answer:** All costs associated with the provision of systems and tools for Task 8.2, including any potential third-party systems, should be included in the bid.

**Question:** *Through this RFP, is WEDC looking to procure software, specifically to support applicable submission, eligibility, and income verification tasks? Specifically, is WEDC seeking a software solution*

*that can address these requirements, or for the Implementer to develop processes and business requirements to be implemented within WEDC's existing grant and loan management platform (noted in Section I of the RFP, on pg. 3)?*

**Answer:** The Implementer will be expected to select the best tools to complete the work for PowerUp Wisconsin, including software to support eligibility and income verification. WEDC encourages the use of tools that can transfer to our existing system. The cost of any software or tools must be included in the proposal and within WEDC's allocated budget for the Implementer.

**Question:** *Will the Implementer be expected to take over facilitation of the Stakeholder Advisory Group, including the Community Outreach and Education Working Group, the Workforce Development Working Group, and the Tribal Nations Working Group?*

**Answer:** No, WEDC will facilitate these groups.

**Question:** *Is WEDC still planning to hire an Outreach Consultant, Legal Consultant, and Events Consultant, or are these workstreams in the Implementer RFP?*

**Answer:** WEDC will separately procure these consultants, as outlined in the work plan and budget table.

**Question:** *To be clear, none of the budget set aside for grant administration is expected to be a part of the Program Implementation budget even though the scope of work calls for reporting and grant compliance? Is this expected to be primarily support to Wisconsin then and how many staff members will the office provide in support of this program?*

**Answer:** None of the budget set aside for grant administration is included in the Program Implementation budget. The Implementer's role is primarily to support WEDC with reporting, compliance, and coordination—not to directly manage grant administration. The only funds the Implementer will directly administer are the \$4.5 million allocated for community engagement and workforce development. PowerUp Wisconsin is supported by a dedicated team of three WEDC staff, with additional support from our legal, underwriting, and servicing teams.

**Question:** *Approximately how many total sub-awardees and solar contractors are anticipated (or desired) to participate in the program?*

**Answer:** WEDC will open applications for single-family program, multi-family program, and the community solar program. Total subawardees are not yet known.

**Question:** *Will Respondents be able to leverage other funds from governmental agencies to cover administrative cost?*

**Answer:** All of the Implementer's administrative costs must be covered within the program budget.

**QUESTIONS REGARDING CHANGING OR ADDING TO THE SCOPE OF THE RFP**

**Question:** *Is WEDC open to alternative approaches to the scope of work to ensure that the most critical tasks and operations are completed, and the work falls within the requested budget?*

**Answer:** WEDC is open to alternative approaches to the scope of work, provided they align with the approved Workplan.

**Question:** *We are interpreting this sentence to mean there is an additional entity between WEDC/Implementer and the homeowner. In our experience administering single-family solar programs, a network of eligible solar contractors/installers plays this role rather than one or two housing developers. Please provide clarity around the proposed program design model.*

**Answer:** PowerUp is not designed as an installer-driven program, and the Implementer will not administer any funds. Installers will not have the ability to request grants directly from WEDC or select program beneficiaries. Instead, housing developers will aggregate multiple solar-ready single-family, income-qualified, homes, receive funding, and coordinate the installation of multiple systems in a streamlined manner. This approach is intended to enhance efficiency and consistency across the single-family program.

**Question:** *Related to the question above regarding the single-family program design, would WEDC be open to considering alternative approaches?*

**Answer:** No, WEDC is not considering alternative approaches to the single-family program design.

**Question:** *Why has Battery Storage been excluded from the standard single-family home offering?*

**Answer:** Battery storage is not included as a standard offering under the program due to its high per-home cost and the program's focus on expanding solar access. Household resiliency needs will be evaluated case-by-case, e.g., for residents with medical conditions impacted by outages. The program may allocate technical and financial assistance for storage in high-risk communities. Battery storage offerings will be assessed individually for financial assistance limits and system capacity.

**Question:** *Without competitive Net Metering Rates, why not include storage to enhance the economics for the homeowner? How can single family homeowners benefit from storage with solar?*

**Answer:** Battery storage is not standard due to high costs and focus on solar access. Requests for storage will be evaluated on a case-by-case basis, considering financial benefits comparable to projects without storage to target investments where they provide the most value.

**Question:** *Has an analysis been conducted to understand hedging benefits and locking in long term pricing and savings with Storage? Net 20% for 10 Years- Cost Impact Analysis?*

**Answer:** No, WEDC has not conducted such an analysis regarding hedging benefits or long-term pricing/savings impacts of battery storage at this time.

**Question:** *Is there current guidance being developed to increase accessibility to Virtual Power Plants for Multifamily and Shared Metering for Renters?*

**Answer:** No, these elements fall outside the scope of the PowerUp Wisconsin program.

**Question:** *Has WEDC considered Green Bonds issuance? Are there resources available for WEDC from the Public Finance Authority (PFA) that can provide additional capital for Hybrid Systems that include Storage and EV Charging Infrastructure for Multifamily, or Virtual Power Plant Pilots and Residential Resilience Pilots?*

**Answer:** No, these elements fall outside the scope of the PowerUp Wisconsin program.

**Question:** *What is the status of the Community Solar Policy in Wisconsin Legislature? Are there efforts to advance legislation? In absence of enabling policy, what is the strategy of the administering agency to advance such policy?*

**Answer:** WEDC is not a lobbying entity. WEDC seeks an Implementer with knowledge and experience to develop a strategy for deploying community solar within current regulatory frameworks and identifying viable pathways for implementation.

**Question:** *Status of On-Bill Credits, Subscription Programs, Rate Structures to support such programs? What submission should be made to PSC to advance support of the appropriate rate mechanism?*

**Answer:** The Implementer will develop a deployment strategy aligned with existing policy conditions and rate structures.

**Question:** *What policy considerations have been evaluated by WEDC for enabling Virtual Power Plants?*

**Answer:** These elements fall outside the scope of the PowerUp Wisconsin program.

**Question:** *Have other state policies for Energy Storage Pilots and Virtual Power Plants been evaluated by WEDC?*

**Answer:** These elements fall outside the scope of the PowerUp Wisconsin program.

**Question:** *The WI SFA Workplan describes WEDC's intention to "combine incentives and tax credits, where available, to maximize the number of installations and households served," and provides examples of incentive stacking, i.e. with Focus on Energy. Additionally, the RFP highlights that WEDC provides grants, loans, loan guarantees, and tax credits, as examples. While we do not see mention of leveraging private capital through co-investments in WEDC's SFA workplan, i.e. by offering direct loans, credit enhancements, principal forgiveness, interest rate buydowns, or similar financial vehicles in order to maximize its impact, would WEDC consider expanding its approach in this way? If so, would WEDC see value in working with vendors that have experience supporting SFA awardees in maximizing impact through an expanded capital stack, beyond grants?*

**Answer:** WEDC will not consider expanding its approach beyond grants under PowerUp Wisconsin. Leveraging private capital is outside the current scope.