



FINANCE NEW ORLEANS

Finance New Orleans

Request for Qualification (RFQ)

Community Solar, Micro-grids/ Resilience Hubs, and Fleet Electrification

RFQ No. 002-09-2025

Questions & Answers

1. We understand that FNO is looking to outsource services for various back-office functions. With that said, how does FNO envision retaining/hiring individuals to provide oversight over these outsourced services?

Response: FNO is not seeking what we would consider "back office" functions. As stated in Appendix A, the scope of services include a "...broad range of diligence, advisory, and operational support services to evaluate and implement Community Solar, Micro-grids/ Resilience Hubs, and Fleet Electrification projects under the NCIF Program. ...serve as active diligence and implementation partners to help FNO assess project viability, structure and service financing, ensure compliance with program objectives and funding requirement and manage the community solar investments".

2. What is the extent of ownership FNO expects of a service provider? (e.g. service provider is responsible for specific deliverables vs providing additional staff to execute on FNO's existing processes).

Response: FNO expects the service provider to be responsible for specific deliverables, working in coordination with FNO staff and leveraging existing processes where applicable. In certain cases, the contractor may be asked to create new processes for specific products or initiatives.

3. Are there any restrictions on the use of offshore delivery centers as part of a solution? If no restrictions, does FNO have a preference with respect to onshore, nearshore and/or offshore delivery?

Response: There are no statutory restrictions that prevent FNO from considering offshore delivery centers. The decision is largely policy-driven—balancing data security, local economic participation, and oversight preferences. Depending on the proposed solution, there might be local and state laws/regulations that are not FNO restrictions, per se, but may be complied with. However, we can't provide legal guidance until it is actually proposed.



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4. For financial reporting purposes, does FNO report under FASB or GASB accounting standards?

Response: Finance New Orleans (FNO) reports under the Governmental Accounting Standards Board (GASB) framework applicable to enterprise-type public entities. FNO's audited financial statements are prepared in accordance with U.S. generally accepted accounting principles (GAAP) as applied to governmental units and audited under Government Auditing Standards (Yellow Book).

5. Who are the intended recipients of FNO's external financial reports?

Response: External financial reports are provided to the Board of Trustees, external auditors, the City of New Orleans, and relevant federal and state funding agencies, as well as to bondholders and other financial stakeholders as required.

6. Who are the intended users of FNO's monthly and quarterly financial statements?

Response: Monthly and quarterly financial statements are used internally by the Executive Leadership Team, Finance Committees, and Program Managers to support program oversight, compliance, and decision-making. In addition, summarized financial information and program-level reporting are shared with FNO's Board of Trustees and may also be shared with external funding partners and oversight agencies as required by grant and loan agreements.

7. How many bank accounts are (or will be) in scope?

Response: FNO maintains multiple segregated operating and program accounts in accordance with the Louisiana Public Trust Code and Uniform Guidance (2 CFR 200). Each funding source is tracked separately to ensure proper accounting and compliance. Specific account counts are considered confidential internal-control information and can be shared under confidentiality following contract award.

8. Does FNO require accounting policies, compliance policies and operational procedures to be documented in advance of the go-live date?

Response: FNO maintains a set of accounting, compliance and operational procedures, however, any policies or procedures will depend on the scope and nature of the services being provided. This will be discussed in more depth once vendors are selected.

9. What system does FNO use for its General Ledger?

Response: FNO maintains a comprehensive general ledger system that supports full accrual accounting, fund segregation, and financial reporting in accordance with GASB standards and Government Auditing Standards (Yellow Book). The system ensures transparency, accuracy, and compliance across all program and funding activities.

10. What system does FNO use for its Loan Sub-ledger?



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Response: Loan activity is managed through a combination of specialized loan management software and internal reconciliation tools that support tracking, servicing, and reporting across single-family, multifamily, and infrastructure programs. FNO's systems are designed to ensure accurate accounting, compliance with federal and state requirements, and proper segregation of program funds.

11. What technologies is FNO expecting a vendor to bring? Is FNO open to vendor-provided technologies?

Response: FNO is open to vendor-provided solutions.

12. What accounting tools/systems does FNO currently utilize? (e.g. close management tools/reconciliation tools)

Response: FNO utilizes an integrated suite of accounting and financial management tools designed to support accurate reporting, internal controls, and compliance with federal and state requirements. These systems facilitate budgeting, general ledger management, accounts payable, payroll, and program-level financial tracking consistent with Uniform Guidance and public trust standards.

13. Please provide indicative transaction volumes for:

1) Disbursements

2) Repayments

and any other information that could be used to indicate the level of support needed

Response: FNO processes moderate transaction volumes consistent with a small public finance authority.

1. Disbursements: Regular operating, grant, and program payments across funds.

2. Repayments: Periodic payment collections from active housing portfolios.

Specific counts and dollar amounts are maintained internally and may be shared confidentially following award.

14. Do the services described in this RFQ relate specifically to the Solar for Y'all program or should vendor consider an approach across all of FNO's accounting?

Response: The services should encompass all of FNO's accounting activities, not just one program. Vendors should plan for a comprehensive approach that includes the National Clean Investment Fund (NCIF) and other funding sources managed by FNO.

15. How many employees does FNO have on it's payroll?

Response: FNO maintains a small professional staff supported by contracted specialists in accounting, technology, and asset management.



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16. What payroll compliance software is FNO using?

Response: Payroll and benefits administration are managed through a secure, cloud-based payroll and human resources platform that ensures compliance with applicable federal and state regulations. FNO's processes follow established internal controls and reporting standards consistent with public-sector requirements.

17. What is the length of time FNO anticipates using the services described in the RFQ?

Response: Duration varies by scope. Loan servicing, for example, may extend up to 10 years.

18. If respondents intend to submit proposals for multiple requested service areas, would FNO prefer (a) separate proposal documents per service area, or (b) one combined proposal document covering each service area?

Response: One combined proposal covering all service areas is preferred.

19. As it relates to tax credits, would FNO be interested in services related to education on tax credits, and/or assistance with capturing them?

Response: No

20. Would FNO consider extending the submission deadline for this RFQ?

Response: Yes

21. Does this program provide solar financing for residential projects (i.e., single and multi family properties) or is this just for community projects?

Response: Currently, the focus is on community projects, though there is potential for future expansion.

22. As it relates to loan servicing as described in attachment A section D, does FNO require the respondent to provide services across all activities?

Response: Respondents may propose to provide some or all of the identified activities.

23. Does FNO have existing loan servicing capabilities that might be leveraged by respondents (e.g., people, process, technologies)

Response: FNO currently has limited resources, processes, and technology in place for loan servicing.

24. Please provide indicative volume for projects funded / loans to be serviced? How is that volume expected to be spread over time?



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Response: As noted earlier, FNO anticipates initial short-term loan servicing for projects over approximately two years, with the potential for longer-term servicing as additional projects are completed.

25. Do the requested compliance and audit support services relate only to FNO's compliance with its grant (internal compliance, FNO financial and programmatic reporting, etc.) or will the respondent also participate in the oversight and monitoring of FNO's subrecipients and loan recipients as required by 2 CFR 200?

Response: FNO seeks support to ensure compliance with grant requirements, including obligations related to entities receiving funds under the NCIF Program. At this time, FNO does not anticipate a need for direct monitoring by the selected respondent.

26. Has FNO already developed or acquired the systems or technology for the collection and reporting of environmental information required by the EPA? If not, are these services included in the scope that FNO is requesting?

Response: FNO is developing along side our grantor and technology partners collection and reporting of environmental information required by the EPA but is open to proposals that include such services within this scope.

27. Is FNO looking for the respondent to provide a grants management and reporting technology to support the grants compliance and audit support services or does FNO have an existing technology?

Response: FNO is not seeking the respondent to provide a grants management or reporting technology solution.

28. Has FNO already developed its policies and procedures related to grants compliance and reporting or are these services expected to be provided by the respondent?

Response: Policies and procedures for the NCIF Program are currently under development. The selected respondent will not be expected to draft them but may recommend improvements as appropriate.

29. Has FNO already identified and defined the internal controls impacting grants compliance and reporting or are these services expected to be provided by the respondent?

Response: FNO has internal controls for financial functions and grants management. While these are regularly assessed and improved upon. The selected respondent will support FNO's adherence to these established processes.

30. Can you provide more context on the services you expect for "grant submission process"? Does this just relate to assistance with submissions required by the existing EPA grant? Does this include fiscal, programmatic and environmental submissions?



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Response: This appears to be a holdover from a prior RFQ and can be removed.



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