



Creating and Protecting Ownership and Economic Opportunity

SELF-HELP CLIMATE CAPITAL, LLC

RESPONSE TO QUESTIONS

January 13, 2025

Origination Quality Control Services RFP #1

- 1) Are you considering awarding the contract to a single consulting company, or is there a possibility of awarding it to multiple consultants? If multiple awards are being considered, can we propose on only a portion of the responsibilities outlined in the RFP, or do we need to propose on all aspects to be qualified?**

Self-Help's preference is to award the contract to a single quality control vendor; therefore, submissions should address all aspects of the RFP.

- 2) For how long will these services be required?**

Vendor services will be needed indefinitely as the purchase program combines the NCIF award plus private capital to create a sustainable program.

- 3) What is the anticipated monthly volume of files to review - mortgage and non-mortgage?**

There will be an escalation period while new lender partnerships are finalized for each of the asset types. Projected future review volume could be 100 mortgage loans and 100 non-mortgage (residential solar and electric vehicle) loans a month.

- 4) Can you provide a population breakdown of mortgage and non-mortgage loans that will require pre-funding and post-purchase audits?**

We do not anticipate completing pre-purchase audits on non-mortgage purchases.

- 5) Does the scope include a backlog of loans pending quality control audits, or is this engagement focused solely on a go forward review of audits, or a combination of both? If there is a backlog, could you please provide the amount of loans in the backlog, broken down by pre-funding audits, post-purchase audits, and non-mortgage loans?**

This engagement is focused solely on future purchased loans.

- 6) For mortgages, is Self Help's use of the term "post-purchase quality control audits" the same as Fannie Mae's "post-closing quality control review" as detailed in the Fannie Mae seller guide? If not, at the loan level, what are the audit activities that constitute a post-purchase audit, including a full list of possible re-verifications (e.g., VOI, VOE, valuations, etc.)?**

Self-Help's terminology of 'post-purchase quality control audits' is the same as Fannie Mae's 'post-closing quality control reviews'.

- 7) Are there sample thresholds Self Help is obligated to meet to comply with stated policies?**
For purchased salable mortgage loans, we will follow, at a minimum, GSE mandated review thresholds.
- 8) For qualifying/eligible loans, do you leverage GSE guidelines, or do you have supplemental policies/procedures to augment underwriting and loan dispositioning criteria?**
For salable mortgage loans, we will leverage GSE guidelines with minimal Self-Help overlays for the green requirements.
- 9) Can you further describe the customized reporting needs for energy efficiency data? Is this the forecasted efficiency, the actuals, or both? Can you provide examples of the customized reporting for energy efficiency data that you expect?**
Reporting standards are dictated by EPA reporting requirements and coalition data standards. We are currently working to finalize these standards with our partners and will share further information when we are able.
- 10) What are the key performance indicators (KPIs) for the pre-funding and post-purchase audits and verifications for mortgages? What are the KPIs for the quality control services?**
KPIs will be negotiated during contracting. Because of external reporting requirements, Self-Help is sensitive to vendor review timelines. Proposals will be evaluated, in part, on vendor metrics requested in section 3.A of the RFP.
- 11) Can you further explain the activities behind regulatory requirements monitoring? Does this include changes to GSE seller/servicer guidelines?**
Regulatory monitoring includes federal and state laws associated with mortgage and consumer financing as well as investor requirements.
- 12) What are the activities involved in loan file management?**
We include indexing loan files and storing files for the mandatory holding period under 'loan file management'. File storage must be accessible to Self-Help approved staff.
- 13) Does loan file management include document custodian services?**
Document Custodian services were previously procured via a separate RFP.
- 14) Are you amenable to having the provider host the QA/QC review in a provider hosted tool designed to facilitate loan file reviews, or are you asking your provider to work within existing systems/platforms?**
Self-Help prefers a provider hosted QA/QC tool, but it will require review and approval from Self-Help's Information Technology and Information Security teams. Additionally, the selected vendor must have a system that enables it to meet the data and reporting requirements of Self-Help.
- 15) Can you provide a detailed timeline for the project, including key milestones and deliverables?**
The timeline is still in development; however, we anticipate purchases will not commence before March 2025.
- 16) Is there any flexibility in the proposal submission deadline of January 9, 2025?**
The RFP proposal submission deadline was extended; please see the revised RFP.

17) How will loan data and images be shared? Will the provider need to access your network virtually? If so, what software will be required?

We anticipate transferring data via an SFTP site. The service provider will not need to access our network.

18) Is it expected that the provider's work be shared with other parties? If so, please provide those parties for conflict check purposes.

Audit results will be shared with the applicable lender partner as well as aggregated for reporting to the EPA. Lender partners must be procured, through a separate RFP, and have not yet been selected.

19) When will the scope or guidelines for the Non-Mortgage QC products and energy efficient dataset be made available for review?

We are continuing to work with interested parties (i.e., EPA and GSEs) to finalize required datasets and program guidelines. These will be forwarded to the selected vendor as soon as possible.

20) Will Self-Help provide the Proposer with the monthly loan purchase list at the beginning of each new month for sampling?

We anticipate providing purchased loan lists monthly by asset type to the service provider for sampling.

21) Will Self-Help be responsible for providing the Proposer the loan packages sampled for monthly quality control review via SFTP or other agreed upon secure transfer or will the Proposer be responsible for requesting the loan packages from the Sellers?

We anticipate both methods will be utilized based upon lender partner; therefore, some loan packages will be forwarded by Self-Help. We are hopeful the majority of loan packages will be requested from the originating lender by the quality control service vendor.