



REQUEST FOR PROPOSALS NO. PSC-21-07

**INDEPENDENT MONITOR FOR PEPCO'S EVALUATION OF PROPOSALS
FOR STANDARD OFFER SERVICE**

Proposal Issue Date: November 12, 2020

Proposal Due Date: December 7, 2020
No later than 4pm

Submit Electronically to: Karen M. Hester
khester@psc.dc.gov

Contact: Karen M. Hester
Contract Specialist
Public Service Commission of the District of Columbia
1325 G Street, N.W., 8th Floor
Washington, DC 20005
Phone: 202-626-5128
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SECTION A: EXECUTIVE SUMMARY

A.1 Purpose

The mission of the Public Service Commission of the District of Columbia (“Commission”) is to serve the public interest by ensuring that financially healthy utility companies provide safe, reliable and quality utility services at reasonable rates for District of Columbia customers, while fostering grid modernization, conservation of natural resources, preservation of environmental quality, and advancement of the District’s climate policy commitments.

The Commission is seeking a Contractor to serve as an Independent Monitor (IM) during Pepco’s evaluation of proposals for the provision of five (5) percent of the Standard Offer Service (SOS) electricity demand in the District of Columbia. SOS is the provision of electric supply service offered to customers by Pepco who do not otherwise receive electric supply service from a competitive electric supplier. This Request for Proposal is set aside for Certified Business Enterprises only. **To be considered, Offerors must be certified by the DC Department of Small and Local Business Development.**

A.2 Contract Term

It is anticipated that the contract term will be one year with the option to extend for two additional one-year periods at the Commission’s sole discretion.

A.3 Type of Contract

The contract resulting from this RFP will be labor hour with a not to exceed contract ceiling amount.

A.4 Selection Criteria

Proposals will be evaluated in accordance with Part D of this RFP. The following evaluation criteria will be used:

- Experience & Past Performance (45 points)
- Key Personnel (45 points)
- Price (10 points)

A.5 Anticipated Procurement Schedule

Publish RFP on Commission website	November 12, 2020
Deadline for RFP questions	November 19, 2020
Responses to questions posted on the Commission’s website	November 20, 2020
Deadline for submission of proposals	December 7, 2020
Establish Competitive Range	December 10, 2020
Best and Final Offers submitted	December 16, 2020
Contract Executed	December 28, 2020

A.6 List of Attachments

Attachment A - Offer Letter/Bid Form

Attachment B - Disclosure Statement

Attachment C - Tax Certification Affidavit

Attachment D - Past Performance Evaluation Form

SECTION B: SCOPE OF WORK

B.1 Background

To implement provisions of the Retail Electric Competition and Consumer Protection Act of 1999 (The 1999 Act), the Commission issued interim SOS rules governing the SOS bidding process on July 30, 2004 through Order No. 13241. Pursuant to that Order, the Commission adopted a wholesale SOS model with Pepco, the District's electric distribution company, to serve as the SOS provider starting in 2005. The 1999 Act established a generation rate price cap which ended on February 7, 2005. Starting on February 8, 2005, the generation rates for SOS customers were determined through an annual competitive bidding process.

By Order No. 19897, issued April 12, 2019, the Commission, *inter alia*, established "a pilot program to procure renewable energy through long-term power purchase agreements ('PPA') for electricity generated by solar or wind power facilities located within the PJM Interconnection region ('PJM') with a target quantity of five (5) percent of the SOS load." In addition, Commission staff convened the SOS Working Group three times in 2019 to discuss drafting the RFP for the PPA. By Order No. 20327, issued April 9, 2020, adopted the 95/5 Model for cost recovery, and directed Pepco to file a RFP for five percent of the SOS load based on input from Working Group members, and a draft PPA.

By Order No. 20636, issued October 1, 2020, the Commission approved Pepco's revised RFP and the draft PPA issued by Pepco in October 2020. The proposals in response to the RFP are due January 8, 2021. The Commission anticipates that energy from the PPA will begin to serve the target quantity of five (5) percent of SOS load on June 1, 2024.

Pursuant to the RFP and the SOS Working Group recommendation, the Commission is seeking an independent evaluator/monitor (IM) selected by the Commission to monitor and ensure the integrity of the procurement process.

B.2 Definitions and Resources

B.2.1 Definitions

- B.2.1.1 PJM - the area within which the movement of wholesale electricity is coordinated by the PJM Interconnection, L.L.C. This area includes all or parts of Delaware, Illinois, Indiana, Kentucky, Maryland, Michigan, New Jersey, North Carolina, Ohio, Pennsylvania, Tennessee, Virginia, West Virginia and the District of Columbia.
- B.2.1.2 Renewable Energy Credit (REC) definition - a credit representing one megawatt hour (1 MWh) of energy produced by Tier One renewable source located within the PJM Interconnection region.
- B.2.1.3 Generation rates - the cost of commodity (electricity) to meet the customers' demand for electricity.

- B.2.1.4 5% of SOS load – five (5) percent of the Standard Offer Service electricity demand.

B.2.2 Resources

- B.2.2.1 The current version of the Commission’s SOS rules, Chapter 41 of the Commission’s rules, can be found on the Commission’s website at <https://dcpssc.org/Orders-and-Regulations/Orders-Rules-and-Regulations/District-of-Columbia-Municipal-Regulations-Title-1.aspx>.
- B.2.2.2 The timeline for this renewable energy procurement can be found on the Commission’s website at:

<https://edocket.dcpssc.org/apis/api/filing/download?attachId=108242&guidFileName=92a64d3c-f376-4444-846e-ad4aabc2e3bd.pdf>.
- B.2.2.3 For a detailed description of the chronology of events in Formal Case No. 1017, go to the site below and review the section “Standard Offer Service (SOS) after price caps ended on February 7, 2005”.

<https://dcpssc.org/PSCDC/media/Images/Chronology-Update-Jan-14-2020.pdf>

B.3 Tasks to be Performed

The IM shall perform standard “Independent Monitor” functions consistent with best industry practice. The IM shall perform the following Tasks:

- B.3.1 Perform market benchmarking analyses for both energy and Renewable Energy Credits (RECs) which shall be included in its final report evaluating the procurement.
- B.3.2 Observe and advise the Pepco evaluation panel as necessary to ensure the process is just and reasonable and is not biased toward a specific Offeror or Offeror groups.
- B.3.3 Provide advice to the Pepco evaluation panel on the conduct of contract negotiations including a consensus on a short list of Offerors; negotiation strategy; and the final evaluation and award.
- B.3.4 Provide interim report to the Commission upon establishment of the short-list.
- B.3.5 Meet and coordinate with Pepco and Commission Staff to monitor the RFP and proposal evaluation process.

- B.3.6 Advise the Commission on any immediate concerns that arise in the evaluation process.
- B.3.7 Provide a final report to the Commission on the overall evaluation process including the justification and reasonableness of selecting the awardee and its' offer; certify that the solicitation process is fair and open to all qualified Offerors; and append the benchmarking analysis.

B.4 Deliverables

Item No.	Description	Frequency	Due Date (Calendar days)
B.4.1	Draft Benchmarking Analysis	Once	Within 30 days of kick-off meeting with Commission
B.4.2	Interim Report	Once	Within five days of Pepco consensus on short list
B.4.3	Final Report with Final Benchmarking	Once	Within five days of contract acceptance by awardee

SECTION C: ECONOMIC INCLUSION

C.1 Preference for Local and Disadvantaged Business Enterprises or Businesses Operating in an Enterprise Zone

General: Under the provisions of the Small, Local and Disadvantaged Business Enterprise Development and Assistance Amendment Act of 2005,¹ preference shall be given to Offerors that are certified by the Department of Small and Local Business Development (“DSLBD”) as having resident business ownership, being a Local Business Enterprise, being a Disadvantaged Business Enterprise, or as operating in an Enterprise Zone. (A copy of the certification acknowledgment letter must be submitted with the Offeror’s submission and, if applicable, the Technical Proposal.) In accordance with these laws, the following preferences shall be awarded in evaluating an Offeror’s proposal:

- Three points shall be awarded if the Offeror is certified as a small business enterprise;
- Five points shall be awarded if the Offeror is certified as resident-owned business;
- Ten points shall be awarded if the Offeror is certified as a longtime resident business;
- Two points shall be awarded if the Offeror is certified as a local business enterprise;
- Two points shall be awarded if the Offeror is certified as a local business enterprise with its principal office located in an enterprise zone; and
- Two points shall be awarded if the Offeror is certified as a disadvantaged business enterprise.

A Certified Business Enterprise (“CBE”) shall be entitled to any or all of the preferences provided in this section, but in no case shall a CBE be entitled to a preference of more than 12 points or a reduction in price of more than 12 percent.

Information: For information regarding the application process, contact the DSLBD at the following address or telephone number:

Department of Small and Local Business Development
Government of the District of Columbia
One Judiciary Square
441 - 4th Street, N.W., 9th Floor, Suite 970 N
Washington, D.C. 20001
(202) 727-3900 (Telephone Number)
(202) 724-3786 (Facsimile Number)

¹ D.C. Code §2-218.01 *et. seq.* (2006 Repl. & Supp. 2008).

Any Offeror with Local Business Enterprise or Disadvantaged Business Enterprise certification as its joint venture or constituent entity, shall be entitled to the applicable preference points provided for in the Small, Local, and Disadvantaged Business Enterprise Development and Assistance Act, Part D, Subpart 2, Sec. 2343 in direct proportion to the percentage of the effort to be performed by the Local Business Enterprise or Disadvantaged Business Enterprise. A copy of the certification acknowledgment letter must be submitted with the Offeror's Proposal.

SECTION D: EVALUATION AWARD CRITERIA

D.1 Evaluation Process

The Commission will award the contract to the Offeror whose proposal, in light of all factors, is most advantageous to the Commission. Each Offeror will be evaluated in accordance with the Evaluation Criteria listed below, the procedures set forth in this RFP and the Commission's procurement regulations.

D.2 Evaluation Committee

Each proposal shall be evaluated by an Evaluation Committee in accordance with the Evaluation Criteria. The Evaluation Committee shall prepare a written report summarizing its findings and submit the same to the selection official(s). The selection official will consider the report prepared by the Evaluation Committee, in making an award decision.

D.3 Oral Presentation

The Department reserves the right to interview Offerors in the competitive range if necessary. If the Department conducts such interviews, each Offeror within the competitive range shall make an oral presentation to the Department's Evaluation Committee and participate in a question and answer session. The purpose of the oral presentation and the question and answer session is to permit the Evaluation Committee to fully understand and assess the qualifications of each Offeror and the Offeror's key personnel.

D.3.2 Schedule

The order of presentation will be selected randomly and the Offerors will be informed of their presentation date before the beginning of oral presentations. The Commission reserves the right to reschedule the date and time of any Offeror's presentation.

D.3.3 Offeror Attendees

The oral presentation will be made by the Offeror's personnel who will be assigned the key jobs for this project. Each Offeror will be limited to 4 persons. The job functions of the persons attending the presentation will be considered to be an indication of the Offeror's assessment of the key areas of responsibility that are deemed essential to the successful completion of the project.

D.3.4 Topics

The Offeror may present information about its capabilities and special qualifications, including the qualifications of key personnel

D.4 Proposal Evaluation

Each proposal will be scored on a scale of 1 to 100 points. In addition, Offerors will be eligible to receive up to 12 preference points as described in **Section C.1** of this RFP for participation by Local, Small or Disadvantaged Business Enterprises. Thus, the maximum number of points possible is 112.

D.4.1 Experience & Past Performance (45 points)

Offerors will be evaluated based on the demonstrated experience, qualifications, capabilities, and quality of past performance. Offerors shall provide at a minimum the following verifiable information:

- D.4.1.1** Descriptions of work the Offeror has completed in the last 5 years that is similar in scope and complexity to that required by **Section B** of this RFP.
- D.4.1.2** Identification of the Key Personnel, if any, who performed the work described in response to D.4.1.1 who are proposed as key personnel for this RFP.
- D.4.1.3** Offerors shall return a minimum of three (3) completed Past Performance Evaluation Form Attachment D, preferably for the work described in response to D.4.1.1.

D.4.2 Key Personnel (45 points)

- D.4.2.1** Offerors will be evaluated on the experience and qualifications of key individuals assigned to work under the proposed Contract.

Offerors shall identify the persons who will perform the work described in this RFP and provide a detailed resume for each that describes the experience and qualifications applicable to the performance of the work for which they would be responsible.

- D.4.2.2** Please include an organizational chart showing reporting relationships of key personnel. Offerors shall designate a primary point of contact and this person shall be responsible for project management, reporting, coordination, and accountability for all work. The Commission must be notified of changes to the Commission's point of contact.

D.4.3 Price (10 points)

Offerors are required to quote hourly rates for the labor categories listed on Attachment A. Although staff members may change, the hourly rates associated with the labor categories listed on Attachment A shall remain fixed throughout the term of the contract.

For evaluation purposes, price points will be assigned based on the total estimated price for the three key personnel who will spend the most time on the project. Price will initially be evaluated using an objective rating scale with the lowest estimated price receiving the maximum point score and others receiving a proportionately lower score. In addition, the

Commission may evaluate each Offeror's price against its technical proposal to determine which combination of price and technical merit is most advantageous to the Commission.

D.5 Written or Oral Discussions

Section 2202.12 of the Commission's procurement regulations permits the Contracting Officer to conduct oral discussions with Offerors that tender submissions.

D.5.1 Award Without Discussions

The Commission may award the prospective contract without either written or oral discussions. Therefore, each Offeror is advised that it should submit a complete and thorough submission that is fully compliant with the instructions in this RFP.

D.5.2 Competitive Range

If the Contracting Officer elects to hold discussions with Offerors, then discussions will be held with all Offerors in the competitive range, which will be established based on the evaluation criteria set forth in this RFP. Upon completion of discussions, the Contracting Officer will issue to all Offerors in the competitive range a request for best and final offers. After receipt of best and final offers, the Contracting Officer will not reopen discussions unless it is clearly in the best interest of the Commission to do so.

D.6 Retention of Submissions

All submissions shall be retained by the Commission and therefore shall not be returned to the Offerors.

D.7 Examination of Submissions

Offerors are expected to examine the requirements of all instructions (including all amendments, addenda, attachments and exhibits) in this RFP. Failure to do so shall be at the sole risk of the Offeror and may result in disqualifications.

D.8 Late Submissions: Modifications

Any submission or best and final offer received at the office designated in this RFP after the exact time specified for receipt shall not be considered. Any modification of a submission, including a modification resulting from the Contracting Officer's request for best and final offers, is subject to the same condition.

The only acceptable evidence to establish the time of receipt at the Commission is the time-date stamp of the Commission on the submission cover page or other documentary evidence of receipt maintained by the Commission. Notwithstanding any other provisions of this RFP to the contrary, a late modification of an otherwise successful submission that makes the terms more favorable to the Commission may be considered at any time it is received and may be accepted.

Submissions shall be irrevocable and remain in full force and effect for a period not less than 120 days after receipt of submissions.

D.9 No Compensation for Preparation of Submissions

The Commission shall not bear or assume any financial obligation or liability regarding the preparation of any submissions in response to this RFP or prepared in connection therewith, including but not limited to any submissions, statements, reports, data, information, materials or other documents or items.

D.10 Rejection of Submissions

The Commission reserves the right, in its sole discretion:

1. To cancel this solicitation or reject all submissions.
2. To reject submissions that fail to prove the Offeror's responsibility.
3. To reject submissions that contain conditions and/or contingencies that, in the Commission's sole judgment, make the submission indefinite, incomplete, otherwise non-responsive, or otherwise unacceptable for award.
4. To waive minor irregularities in any submission provided such waiver does not result in an unfair advantage to any Offeror.
5. To take any other action within the applicable procurement regulations or law.
6. To reject the submission of any Offeror that has submitted a false or misleading statement, affidavit or certification in connection with such submission or this RFP.

SECTION E: PROPOSAL ORGANIZATION AND SUBMISSION

This section outlines specific information necessary for the proper organization of the Offeror's proposal and manner in which the proposal should be proffered.

E.1 Submission Identification

Submissions shall be emailed with the subject header: "**Independent Monitor for Pepco's Evaluation of Proposals for Standard Offer Service**"

Submissions shall be emailed to:

Karen Hester
Contract Specialist
khester@psc.dc.gov

E.3 Date and Time for Receiving Submissions

Submissions shall be received no later than 4:00 p.m., EST, December 7, 2020. Offerors assume the sole responsibility for timely delivery of their submission, regardless of the method of delivery.

E.4 Submission Size, Organization and Offeror Qualifications

All submissions shall be submitted on 8-1/2" x 11" paper and typewritten. Telephonic, email, telegraphic, and facsimile submissions shall not be accepted. The Commission is interested in a qualitative approach to presentation material. Brief, clear, and concise material is more desirable than quantity. The submission shall be organized as follows:

E.4.1 Table of Contents

The pages of the proposal must be numbered with index tabs included for each section.

E.4.2 Disclosure Form

Each Offeror shall submit a Disclosure Statement substantially in the form of **Attachment B**.

E.4.3 Executive Summary

Each Offeror should provide a summary of no more than three pages.

E.4.4 General Team Information

Each Offeror should provide the following information for the principal firm and any subconsultants or joint venture partner firms:

- A. Name(s), address(es), and role(s) of each firm (including all sub-consultants)

- B. Firm profile(s), including:
1. Firm size
 2. Organizational Structure
 3. Areas of practice
 4. Office location(s)
 5. DC Certified Business Enterprise (provide certification, if applicable)
 6. Please include a copy of the Equal Opportunity/Affirmative Action Policy, if available.

C. **Corporate Information**

Offerors, if incorporated, shall attach to the proposal, a current franchise tax Certificate of Good Standing, issued by the District of Columbia Comptroller's Office. Offerors shall provide to the Commission, Offeror's 9-digit Federal Employer's Identification Number (FEI#) or Social Security Number (SSN) if Offeror is an individual. If a domestic corporation, Offerors shall also provide to the Commission the corporation's charter number issued by the District of Columbia Department of Consumer and Regulatory Affairs. If a foreign corporation, Offerors shall also provide to the Commission a copy of a valid Certificate of Authority to do business in the District of Columbia, issued by the District of Columbia Department of Consumer and Regulatory Affairs.

E.4.5 Experience and Past Performance

The Offeror should submit information consistent with the requirements delineated in Section D.4.1.

E.4.6 Key Personnel

The Offeror should submit information consistent with the requirements delineated in Section D.4.2.

E.4.8 Price

The Offeror shall submit **Attachment A**, Form of Offer Letter and Bid Form.
PRICE PROPOSAL INFORMATION SHALL BE SEPARATED FROM TECHNICAL PROPOSAL INFORMATION.

E.4.9 Tax Affidavit

Each Offeror must submit a tax affidavit substantially in the form of **Attachment C**. In order to be eligible for this procurement, Offerors must be in full compliance with their tax obligations to the District of Columbia government.

SECTION F: GENERAL REQUIREMENTS

F.1 Contact Person

Any company or person wishing to obtain clarifying information about this RFP may submit inquiries *in writing* to:

Karen M. Hester
Contract Specialist
khester@psc.dc.gov

F.1.1 Questions

All inquiries must be made on or before **November 19, 2020**, to the attention of Karen M. Hester at the email address above. RFP No. PSC-21-07, must be identified as the subject. Answers to all written questions timely received will be issued by Addendum and posted on the Commission's Contracting and Procurement webpage, at www.dcpsc.org under RFP No. PSC-21-07.

F.2 Explanations to Prospective Offerors

Offerors should carefully examine this RFP and all amendments, addenda, or other revisions, and be thoroughly familiar with all requirements prior to proffering a submission. Should an Offeror find discrepancies or ambiguities in, or omissions from, the RFP and amendments, addenda or revisions, or otherwise desire an explanation or interpretation of the RFP, any amendments, addenda, or revisions, it must submit a request for interpretation or correction in writing. Any information given to an Offeror concerning the solicitation shall be furnished promptly to all other Offerors as an amendment or addendum to this RFP if, in the sole discretion of the Commission, that information is necessary in proffering submissions or if the lack thereof would be prejudicial to any other prospective Offerors. Oral explanations or instructions given before the award of the contract shall not be binding.

F.3 Protests/Disputes

Protests and disputes shall be governed by Sections 2206 and 2207 of the Commission's Procurement regulations (15 DCMR §§ 2206-7). As provided in Section 2206.1, protests alleging defects in this solicitation must be filed within ten (10) business days of the solicitation. If an alleged defect does not exist in this initial RFP but was incorporated into the RFP by an amendment or addendum, a protest based on that defect must be filed before the next closing time established for proffering submissions. In all other cases, a protester shall file the protest within ten (10) days after the protester knows or should have known, whichever is earlier, of the facts and circumstances upon which the protest is based. All protests must be made in writing to the Office of the Commission Secretary and must be filed in duplicate. Protests shall be served on the Commission by obtaining written and dated acknowledgment of receipt from the Office of the Commission Secretary. Protests received by the Commission after the indicated period shall not be considered. To expedite handling of protests, the envelope shall be labeled "Protest." The written protest shall be signed by the protester or its representative and shall include at a minimum the following:

1. The name, address, and telephone number of the protester;
2. Appropriate identification of the procurement, i.e., the RFP number and, if a contract has been awarded, its number;
1. A concise statement of the grounds for the protest and a specific request for a ruling from the Chief Contracting Officer of the Commission; and
2. Supporting exhibits, evidence or documents to substantiate any claims, unless not available within the filing time, in which case the expected availability date should be indicated.

F.4 Authority

This Request for Proposals ("RFP") is released pursuant to the Commission's procurement regulations, 15 DCMR § 2200 *et. seq.* (2000), which is published on the Commission's website at www.dcpssc.org or click on <http://dcpssc.org/PSCDC/media/PDFFiles/Procurements/Chapter22.pdf> .

F.5 Time

Unless otherwise specified in this RFP, time, if stated in number of days, shall include Saturdays, Sundays and holidays.

F.6 Licensing, Accreditation and Registration

The selected Offeror shall comply with all applicable District of Columbia and federal licensing, accreditation, and registration requirements and standards necessary for the performance of the contract.

F.7 Limitation of Authority

Only the Commission or a person with prior written authority from the Commission shall have the express, implied, or apparent authority to alter, amend, modify, or waive any clause or condition of the contract. Furthermore, any alteration, amendment, modification, or waiver of any clause or condition of this RFP is not effective or binding unless made in writing and signed by the Commission or its authorized representative.

F.8 Conformance with Laws

It shall be the responsibility of the selected Offeror to perform under the contract in conformance with the Commission's procurement regulations and all statutes, laws, codes, ordinances, regulations, rules, requirements, orders, and policies of governmental bodies, including, without limitation, the U.S. Government and the District of Columbia government; and it is the sole responsibility of the selected Offeror to identify the procurement regulations, statutes, laws, codes, ordinances, regulations, rules, requirements, orders and policies that apply and their effect.

F.9 Statement Regarding Potential Conflicts of Interest

Each Offeror shall identify any relationships between itself or its employees and the companies under the jurisdiction of the Commission, or any parent, subsidiary or affiliate, of such companies. The extent, nature and time aspects must be identified. If there have been no such relationships, a statement to that effect shall be included in the proposal. Failure to provide the statement on potential conflicts of interest will automatically disqualify the Offeror.

F.10 Financial Capability

The selected awardee may be required by the Commission to describe their financial capability to complete the work required and to sustain operations for the term of the contract. Acceptable evidence of financial capability may include, if requested, an audited financial statement within the past 12 months from a certified public accountant.

SECTION G: INSURANCE REQUIREMENTS

G.1 Required Insurance

The Contractor will be required to maintain the following types of insurance throughout the life of the contract.

G.1.1 Commercial general public liability insurance (“Liability Insurance”) against liability for bodily injury and death and property damage, such Liability Insurance to be in an amount not less than One Million Dollars (\$1,000,000) for liability for bodily injury, death and property damage arising from any one occurrence and One Million Dollars (\$1,000,000) from the aggregate of all occurrences within each policy year. The policy should include completed operations coverage and must be maintained for a period of at least three (3) years after substantial completion occurs.

G.1.2 Workers’ compensation and Employers Liability coverage providing statutory benefits for all persons employed by the Offeror, or its contractors and subcontractors at or in connection with the Work.

G.1.3 Automobile Liability, including Hired and Non-Owned Auto Liability in the amount of at least One Million Dollars (\$1,000,000) for each occurrence for bodily injury and property damage.

G.1.4 Additional Insured

Each insurance policy shall be issued in the name of the Contractor and shall name as additional insured parties the Department and the District of Columbia and shall not be cancelable or reduced without thirty (30) days prior written notice to the Commission.

G.2 Waiver of Subrogation

All such insurance shall contain a waiver of subrogation against the Commission and the District of Columbia, and their respective agents.

G.3 Strength of Insurer

All insurance shall be placed with insurers that are reasonably acceptable to the Commission and with an A.M. Best’s rating of not less than A- (Excellent) and a surplus size of not less than XV. All such insurers shall be licensed/approved to do business in the District of Columbia.