RFP Questions & Answers

RFP TITLE: Development of Policy Framework Options for Clean Hydrogen Demand Aggregation in Washington State and the Pacific Northwest

ISSUING ORGANIZATION: Pacific Northwest Hydrogen Association (PNWH2)

DATE OF ISSUANCE: November 6, 2026

PROPOSAL SUBMISSION DEADLINE: December 18, 2026, 5:00 PM Pacific Time

PROJECT COMPLETION DEADLINE: May 15, 2027

QUESTIONS: Must be submitted to the RFP Coordinator, Jaclyn.Woodson@pnwh2.com by November 30, 2026.

ANSWERS: Q&A will be posted weekly on Fridays when updates occur.

FINAL Q&A: Responses to all questions will be circulated to prospective respondents and posted on PNWH2's website by **December 4, 2026.**

Q1: Can a Canadian entity apply?

A1: Yes. A Canadian entity may apply for this RFP, provided it can meet all applicable requirements outlined in the RFP, the PNWH2's Services Agreement/Contract, and attest to and demonstrate compliance with all applicable requirements below.

1. **Washington State Business Registration:** Verify with the Washington Secretary of State whether the organization is required to register as a foreign business entity in Washington State.

2. **Tax Compliance:** Review and address all applicable tax implications, including Washington State Business & Occupation (B&O) tax nexus and service-income sourcing, U.S. federal income tax obligations, and Canadian corporate income tax obligations.

3. **Work Location and Authorization:** Identify where the work will be performed and where personnel will be physically located while performing the services. Ensure all necessary visas, work permits, and employment authorizations are secured, as applicable, whether the work is performed in Canada or Washington State.

4. **Insurance Requirements:** Confirm that the organization can satisfy all insurance coverage and documentation requirements specified in the RFP.

5. **Professional Licensing and Qualifications:** Provide documentation demonstrating that the organization and its personnel hold all professional licenses, certifications, and qualifications necessary to perform the required work.

6. **Governing Law:** Confirm that any agreement, contract, or dispute resulting from this RFP shall be construed and interpreted in accordance with the laws of the state of Washington and the venue of any action brought under this Agreement shall be in Superior Court for Thurston County.

Q2: If not and it is required to be a US person, can we as a Canadian company apply if the person doing it is a US citizen (employed or subcontracted by the Canadian entity)?

A2: Not applicable – see Q1/A1