



Climate Solutions Accelerator

of the Genesee-Finger Lakes Region

Finger Lakes Regional Clean Energy Hub

A NYSERDA Initiative to Meet Climate Act Goals

Request for Proposals

For procuring installers of energy efficiency measures, air-and ground-source heat pumps, heat pump water heaters, solar installations and maintenance, and other clean energy technologies in the nine-county Finger Lakes Region of New York

Date of Issue: 3/10/2023

Proposal Due Date: Rolling Basis

Issued by: Climate Solutions Accelerator

Proposals and Questions May Be Sent To jenna@climategfl.org

1. OVERVIEW

Climate Solutions Accelerator is releasing this request for proposals (“RFP”) for installers of home energy efficiency, weatherization, solar, clean heating and cooling technologies, and any other technologies relevant to lowering emissions and increasing energy efficiency to provide installation services to homes and businesses in the nine-county Finger Lakes Region in New York. The nine counties are: Genesee, Livingston, Monroe, Ontario, Orleans, Seneca, Wayne, Wyoming, and Yates.

The Finger Lakes Regional Clean Energy Hub is designed to support the State’s broader clean energy and energy equity goals at the local level. The Climate Solutions Accelerator operates our region’s Hub as the community-based organization serving as the main contractor, and is supported by various subcontractors and partners. The goal of the Hub is to facilitate the development of an inclusive clean energy economy through outreach, education, and engagement at the local level, such that all New Yorkers in the Finger Lakes Region can benefit from awareness and access to clean energy programs and initiatives. The Hub will be a critical mechanism for achieving the Climate Act goal of ensuring that a minimum of 35% of the benefits associated with clean energy and energy efficiency investments are realized in historically disadvantaged communities.

The Finger Lakes Clean Energy Hub is seeking to add multiple installers to work closely with our team to serve as trusted partners to cater to residents and/or small businesses, install home weatherization, solar, electric vehicle charging stations, and other relevant clean heating and cooling technologies, and expand awareness of these technologies over the course of the program. The goals of the Clean Energy Hub include:

- **Increase consumer awareness of and access to** clean energy technologies and opportunities;
- **Increase consumer uptake** of clean energy projects;
- **Advance local capacity to engage** with community residents, including those who are disproportionately affected by the climate crisis, about clean energy policy, technologies, and opportunities;
- **Increase public participation in energy planning** and program coordination activities;
- **Support career pathways for priority populations** in Disadvantaged Communities (DACs) through partnerships with training, education, and clean energy businesses for employment opportunities in the clean energy workforce.
- **Increase partnerships** with clean energy partners, human service providers, affordable housing providers, non-energy partners, third-party funding providers, philanthropic organizations, etc. **to assist residents to access wrap around (non-NYSERDA) services/resources** to increase participation in clean energy opportunities; and
- **Increase the diversity of participating organizations** and firms in the clean energy sector.

Clean Energy Hub invites proposals from businesses (“Installers”) who are able to design and install home energy efficiency and weatherization measures, air-source/ground source heat pumps, solar panels, and other clean energy technologies. The Hub may select multiple Installers and will accept joint proposals from multiple Installers applying as a single team.

The selected Installer(s) will work collaboratively with the Clean Energy Hub team to enhance existing and future marketing and outreach work. The selected Installers will be the sole recipients of customer leads from Clean Energy Hub and will be actively promoted by the community as the Hub’s competitively-selected Installer(s).

2. ABOUT THE FINGER LAKES CLEAN ENERGY HUB

The Finger Lakes Clean Energy Hub is headed by the Climate Solutions Accelerator with financial support from the New York State Energy Research and Development Authority (NYSERDA). Additional subcontractors include Connected Communities, the Ibero-American Action League, City Roots Community Land Trust, Rochester ENERGY Efficiency and Weatherization, Genesee-Finger Lakes Regional Planning Council, Causewave, and PathStone.

The central functions of the Clean Energy Hub in our pilot phase are to connect residents and businesses to a range of clean energy programs, technologies, and services, advance local communities' capacity to engage in advocacy and regional planning opportunities, and connect residents seeking training with NYSERDA workforce development opportunities. We are currently in our pilot phase, which entails developing branding, conducting outreach and needs assessments, and onboarding additional staff and partners required to fully operationalize the Hub. **Our Hub will serve all residents and small businesses in the nine-county Finger Lakes Region.**

The Climate Solutions Accelerator is an inclusive, nonpartisan 501(c)(3) nonprofit dedicated to inspiring and facilitating a large-scale climate mobilization in the nine-county Genesee-Finger Lakes Region. Our mission is to create a healthier, more equitable, and environmentally sustainable community by catalyzing local efforts to eliminate greenhouse gas emissions and address the effects of climate change. Our vision is a thriving region on a healthy planet, achieved through bold, systemic climate solutions that promote prosperity and security for all.

3. INSTALLER ELIGIBILITY

At a minimum, Installers must meet the following eligibility requirements to participate in the Clean Energy Hub. Prospective Installers must:

1. At minimum hold all relevant licenses and other requirements for the jurisdiction(s) served by the Clean Energy Hub
2. Meet eligibility requirements for or be approved as a participating Installer in the NYS Clean Heat Program and/or NY-SUN.
3. Have completed a minimum of 20 installations within New York State and/or 10 installations within the areas served by the campaign
4. Be willing to work in coordination with any other selected Installer(s) (if applicable) for lead management and outreach activities.
5. Submit a complete proposal containing all required information described in Section 6.

4. SCOPE OF SERVICES

The scope of services to be provided by Installers participating in Clean Energy Hub are described below:

Outreach and Education: Participating Installers will be responsible for working closely with the Clean Energy Hub team to directly support marketing and outreach activities to promote awareness of the Hub. This may include:

- Collaborating with the Clean Energy Hub team to refine the marketing strategy and activities prior to the hard launch of the Hub's new branding (projected September 2023);
- Participating in in-person educational "meet the Installer" events, where the Installer will have the opportunity to meet and collect sign-ups from customers;
- Participating in other public in-person events coordinated by the Clean Energy Hub team;

- Working with the Clean Energy Hub team to ensure that staff and volunteers are familiar with the Installer’s technology, operations, and workflow;
- Addressing inquiries from prospective customers and the Clean Energy Hub team;
- Providing information to prospective customers about relevant technologies, incentive programs, and other initiatives supported by the Clean Energy Hub;
- Supporting other relevant marketing, outreach, and educational activities (e.g. providing content for marketing materials, developing stories, etc.).

Installation Services: Participating Installers will provide site visits, quotes, and installation services in a timely fashion to program participants. Selected installers will also be asked to provide standardized, transparent pricing for the technologies they will install (see Attachment D). This shall include:

- Conducting outreach to customers to screen customer suitability for relevant technologies;
- Providing assessments to evaluate a site’s suitability for relevant technologies, including any structural, electrical, or mechanical issues;
- Completing heating/cooling/PV load calculations (e.g. Manual J) using industry best practices and ACCA-approved software, if applicable;
- Providing pricing quotes to customers promptly after completion of a site visit, which shall reflect pricing consistent with information provided in the Installer’s Pricing Proposal;
- Providing information to customers about all relevant incentives, as well as basic information on system financial analysis and energy savings potential;
- Working specifically through income-based programs such as NY-SUN and Empower to assist low-income customers with improving their HVAC/solar systems and meeting energy needs;
- Installing relevant technologies that meet the minimum requirements for eligibility for relevant NYSERDA and utility incentive programs, including the NYS Clean Heat program;
 - *Note: If Applicant seeks to install equipment that does not meet the eligibility requirements for these incentive programs, Applicant shall provide this information in the proposal materials, as well as reasoning for including equipment and how it will be presented to customers.*
- Providing turnkey contracting, permitting, installation, and all other activities associated with the sales and installation process within one year of contract signing, unless mutually agreed upon with the customer;
- Completing incentive paperwork and providing support for completing financing paperwork (if applicable) for all customers who sign contracts;
- Providing clear communication to customers about installation timeline, expected pricing, and any anticipated delays.

Lead Management and Reporting: Participating Installers will manage customer leads, track data on leads, and work with the Clean Energy Hub team to provide regular reporting so that the Clean Energy Hub team are apprised of the status of customers participating in the program. This shall include:

- Tracking and managing leads to provide timely customer service to all interested leads;
- Developing a process in collaboration with the Clean Energy Hub team and other Installer(s) to manage leads that are not suitable for the technology and, if relevant, share leads with other Installer(s) if the site is not suitable for the Installer’s technology;
- Providing contact information for leads generated during the course of the campaign with the Clean Energy Hub team;
- Providing data on lead status on a monthly basis to the Clean Energy Hub team, which shall include but not be limited to type, size, date, and cost of installations performed.
- Participating in monthly calls with members of the Clean Energy Hub team;

- Providing a final report detailing type, size, date, and cost of all installations performed on homes of Hub clients upon completion of the program.

5. RFP AND PROGRAM TIMELINE

Please note that dates provided below are estimates and subject to change.

RFP/Program Milestone	Date
RFP released	3/10/23
Proposals due	Rolling Basis
Follow Up Questions with Installers	2-4 weeks after submission
Installer addition or rejection announced	5-8 weeks after submission

6. PROPOSAL REQUIREMENTS

Proposals must include the following documents:

- **Proposal Checklist (Attachment A)**
- **Individual Application Form (Attachment B):** If you are submitting a proposal as a team with multiple Installers, each participating Installer must complete this application.
- **Core Proposal (Attachment C)**
- **Energy Efficiency/Heating & Cooling Pricing Proposal (Attachment D) AND/OR**
- **Solar Pricing Proposal (Attachment E)**

Proposals must also include the following documents. If you are submitting a proposal as a team with multiple Installers, each participating Installer must include this information.

- **Addendum 1: Example customer project proposal and contract**
- **Addendum 2: Sample marketing materials** (if available)
- **Addendum 3: Relevant licenses of key members of the Installer team**, including any subcontractors (if necessary)

7. APPLICATION INSTRUCTIONS

Written questions may be submitted to jenna@climategfl.org. Responses will be emailed out to all those who have shown interest within 2 weeks.

8. EVALUATION CRITERIA

In order to be evaluated by the Clean Energy Hub selection committee, the Applicant must meet all eligibility requirements described in Section 4. Installer Eligibility. Proposals that do not include all required information may not be reviewed by the selection committee at its sole discretion.

Proposals will be evaluated by the selection committee in accordance with the criteria listed below.

Additionally, a select number of applicants will be invited to interview with the selection committee and provide a brief presentation on their firm's qualifications to serve the campaign:

- **Overall quality and value:** Overall quality of the proposal and specified equipment.
- **Experience:** Degree of Installer's experience and proficiency in the scope of work, including demonstrated experience in developing, designing and installing all relevant technologies included in the Installer's proposal, record of customer service, and experience working within the region to be served by Clean Energy Hub

- **Outreach and marketing plan:** Ability of the proposed outreach and marketing activities to drive community adoption of relevant technologies and reduce costs of installations.
- **Collaboration:** Ability of the Installer to collaborate with the Clean Energy Hub team and any other selected installer(s) (if applicable) to implement a successful outreach and education campaign focused on all relevant technologies.
- **Commitment to the Hub's core goals:** Commitment from the Installer to furthering the goals of increasing the equitable implementation of clean energy technologies and opportunities in our region, in place of conventional and inefficient equipment.
- **Corporate commitment to climate and environmental action:** Action from installers on environmental issues from a corporate and business practices standpoint.
- **Diversity/Equity:** Minority group representation in workforce and/or ownership-NYS M/WBE and SDVOB (Service-Disabled Veteran-Owned Business) status will be viewed favorably.
- **Capacity and implementation:** Ability to provide timely, quality customer service and installations throughout the duration of the program, as well as ability to work with the Clean Energy Hub team. Ability of installer to educate customers on benefits of technologies and communicate options available.
- **Pricing proposal:** Quality, simplicity, clarity, and value of the proposed equipment, price adders, and contract terms
- **Interview:** Quality of interview presentation and responses to interview questions

9. GENERAL CONDITIONS

Indemnification

Installer(s) will protect, indemnify and hold harmless the Climate Solutions Accelerator and its officers, directors, employees, agents, and affiliates from and against all liabilities, losses, claims, damages, judgments, penalties, causes of action, costs and expenses (including, without limitation, experts' and attorneys' fees and expenses) imposed upon, incurred by or asserted against the Climate Solutions Accelerator, resulting from, arising out of or relating to the Installer's work completed through the Clean Energy Hub. The obligations of the Installer(s) under this indemnity will survive the expiration or termination of the Finger Lakes Regional Clean Energy Hub, and are not limited by any insurance coverage required under this RFP.

Limitation of Liability

The Climate Solutions Accelerator shall not be liable to the Installer(s) for any special, indirect, incidental, consequential, punitive, or exemplary damages of any kind whatsoever, whether based on contract, warranty, tort (including negligence or statutory liability), or otherwise.

Non-discrimination

Installer(s) agrees and warrants that they will not discriminate or permit discrimination against any person or group of persons in any manner prohibited by the laws of the United States or of the state of New York;

Waiver Authority

The Climate Solutions Accelerator reserves the right, at its sole discretion, to waive minor irregularities in submittal requirements, to modify the anticipated timeline, to request modifications of the application, to accept or reject any or all applications received, and/or to cancel all or part of this RFP at any time prior to Installer selection.

Confidentiality Statement

Proposal documents are generally considered to be a matter of public record once the contract for work has been awarded. The Clean Energy Hub will endeavor to keep information confidential if the proposer marks the subject information as confidential (including pricing proposals for all applicants that are not

selected for Clean Energy Hub), provided that the matters are withheld from the public in such a manner as to leave no discretion on the issue.

Disclaimer

This RFP does not commit the Clean Energy Hub team to award any funds, pay any costs incurred in preparing an application, or procure or contract for services or supplies. The Clean Energy Hub team reserves the right to accept or reject any or all proposals received, negotiate with all qualified applicants, cancel or modify the RFP in part or in its entirety, or change the application guidelines, when it is in its best interests.

ATTACHMENT A – PROPOSAL CHECKLIST

INSTALLER PROPOSAL CHECKLIST

Please include the following items in your application. Incomplete proposals or proposals not received before the deadline of May 12th may not be considered by the Clean Energy Hub selection committee.

- ___ **Proposal Checklist (Attachment A)** (one per proposal)
- ___ **Individual Application Form and Cover Letter (Attachment B)** (one for each Installer participating in the proposal)
- ___ **Core Proposal (Attachment C)** (one per proposal)
- ___ **Core Proposal (Attachment C)** (one per proposal)
- ___ **Addendum 1: Example customer project proposal and contract** (one for each Installer)
- ___ **Addendum 2: Relevant company licenses and credentials**
- ___ **Addendum 3: Relevant licenses of key members of the Installer team** (for each Installer and any subcontractors that will be used)

ATTACHMENT B: INDIVIDUAL APPLICATION FORM

Note: If multiple Installers are applying as part of this proposal, this attachment must be completed by each Installer individually.

COVER LETTER

The undersigned is the duly authorized representative of the company or entity identified below (the "Company"), with full authority to sign this document and to submit this proposal pursuant to the Finger Lakes Regional Clean Energy Hub ("Hub") Request for Proposals (the "RFP").

I hereby certify:

- The Company is duly organized and in good standing under the laws of the jurisdiction in which it is organized. The financial statements are true, correct and complete and fairly present the financial condition of the Company as of their date. Since the date of the most recent financial statements, there has been no material adverse change in the Company's financial condition. All tax returns required to be filed in any jurisdiction have been duly filed, and all taxes due in respect of the Company have been duly paid.
- The Company has read the RFP, understands it and is familiar with its requirements.

- The information contained in this proposal, and any correspondence or other documentation relating to this proposal, are all true, correct and complete. The information disclosed by the Company in this proposal relating to the nature of the Installer partnership (if applicable), corporate partnerships, affiliations and other relationships is true, correct and complete.
- The Company understands and acknowledges that, until a final selection is made under the RFP, the Hub team may enter into discussions with the Company to negotiate the terms of its proposal in an effort to reach the most favorable arrangement for the relevant community. Moreover, the Hub team reserves the right (i) to reject any or all proposals; (ii) to waive defects or irregularities in any proposal; (iii) to discontinue discussions at any time and for any reason; (iv) to correct inaccurate awards; (v) to change the timing or sequence of activities related to the Hub; (vi) to modify, suspend or disband the Hub; and (vii) to condition, modify or otherwise limit the mandate pursuant to the RFP.

By submitting this proposal, the Company represents and warrants that, if it is selected under this RFP, it will comply with the terms of the RFP and will perform all of the duties and obligations of the "Selected Installer" under the RFP.

Installer: _____
(Printed Name of Installer Organization 1)

By: _____ Title: _____
(Printed Name of Authorized Representative)

Signature: _____ Date: _____

INSTALLER INFORMATION

Company Information

Company Name	
Headquarters Address	
Additional locations with proximity to Hub service area	
Service Territory	

Company Website	
Technologies to be installed	

Company Team

Primary Point of Contact	
Contact Title	
Contact Phone	
Contact Email	
Total number of full-time equivalent employees	

List all relevant key staff in your company who will be working on the Hub, as well as roles, years of experience, and relevant certifications/licenses held by each. For example, identify who will be responsible as primary point of contact, sales team leaders, QA/QC staff, designers, installers etc. Add additional rows as necessary. This information may also be submitted as an additional addendum.

Staff #1	
Staff #2	
Staff #3	
Staff #4	
Staff #5	
Staff #6	
Staff #7	
Staff #8	

Please provide the names and contact information of any subcontractors (e.g. electricians, plumbers) who would support	
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installations through this program.	
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Company Experience

Number of years in operation	
Number of years experience installing:	Air-Source Heat Pumps: Ground-Source Heat Pumps: Heat Pump Water Heaters: Solar Panels/Arrays: EV Charging Stations: Envelope/Energy Efficiency improvements: Other (Please specify technology):
Number of installations in New York State s in past 12 months	ASHPs: GSHPs: HPWH: Solar: EV Charging Stations: Envelope/Energy Efficiency improvements: AHP/Empower-funded installs: Other (Please specify technology): Commercial Installs (Please specify technologies installed for commercial clients):
Does your company install conventional HVAC systems (such as gas/oil furnaces and boilers)?	
Please describe any other relevant experience, skills, and capabilities of your company especially regarding clean energy technologies of any kind.	

Please provide references for at least three (3) projects within the state completed within the last three (3) years.	
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Installation Capacity

Describe your company's capacity for sales, site assessments and installations.

Expected average number of full-time salespeople active in community during sign-up period	
Expected average number of physical site assessments that can be conducted <u>per week</u> .	
Average estimated number of installations that can be performed <u>per month</u> .	
Do your salespeople work on commission? If so, what is the structure of the commission? How does it differ, if at all, between heat pump sales and natural gas equipment sales?	
How do you prepare/equip your salespeople to effectively educate customers about clean heating and cooling and/or other clean energy tech?	
How will seasonal fluctuations affect your ability to make the capacity described above available?	
Are you applying to serve or currently serving as the selected Installer of any other Regional Clean Energy Hubs? If so, which ones?	
What project types does your company complete?	Single family ___ Multi-family___ Condo associations (5+ units) _____ Small Commercial _____ Large Commercial_____ Other (describe) _____

Please provide information about all licenses and insurance held by your company.

Applicable New York State or local license number(s)	
Liability insurer, coverage, and policy number	
Worker's compensation insurer, coverage, and policy number	

Installer diversity and corporate social responsibility questions

Is your company, or any subcontractors/partners a NYS-certified MWBE? Please provide documentation.	
Does your company have strategies for recruiting, hiring, and retaining employees from disadvantaged communities? If so, please describe them. Description and map of disadvantaged communities, per NYSERDA interim criteria, can be found here: https://www.nyserderda.ny.gov/ny/Disadvantaged-Communities . Have you encountered any challenges to this strategy? Please explain.	
Is your company's office accessible by public transportation? Do you offer any assistance for car-less employees to get to work? e.g rideshare subsidy, office carpool program.	
Does your company participate in any workforce development programs (e.g. OACES)?	
Please explain any corporate/employee strategies that your company takes relating to environmental sustainability (e.g. work from home, bicycle parking, donations to environmental organizations, employee pricing for energy installations, etc)	

ATTACHMENT C: CORE PROPOSAL

Please complete all information in this attachment where applicable. If necessary, you may provide additional information or attach additional materials to supplement this attachment.

Proposal Team

Please list all companies that are part of the proposal team (not including subcontractors)

Company Name	Technology/Role	Contact Person	Contact Phone Number	Contact Email

Technologies

Please list the make / model of all equipment to be offered through the Hub program?	
Do you offer weatherization services? Please describe. If not, what is your strategy for addressing customers who need those services? If you or one of your application partners do provide weatherization services, does your company participate in the EmPower, Assisted Home Performance, or Comfort Home programs through NYSERDA? Please specify.	

Community Partnership Strategy

Please check all that apply regarding how your companies intend to work with the Hub team:

<p>____ Sending knowledgeable staff to participate in evening outreach events as frequently as twice per month.</p> <p>____ Working with other installers within the Hub program to ensure the customers get the best technology for them, even if your company can't provide it.</p>	<p>____ Other (please describe):</p>
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Project Implementation Plan

<p><u>VERY IMPORTANT</u></p> <p>For each technology offered by your team, describe the typical customer management process and timeline (absent customer delay) from lead intake through to project close-out, including screening, site visits, proposal generation, applicable NYSERDA paperwork, and installation. Please identify the process and team member(s) who will be working with the Hub team to help complete projects. (Please use additional space as necessary.)</p>	
<p>Describe your quality assurance process, including measures to commission and protect equipment installed and how you will address any customer disputes. Do you charge for subsequent maintenance services? If so, how much (ccASHPs)?</p>	
<p>Do you serve all nine counties in the Finger Lakes Region? If not, where do you cover (or not cover)?</p>	

Pricing, Financing, and Incentives

<p>If applicable, please describe any discounts (e.g. flat/tiered pricing), customer incentives (e.g. referral bonuses, discounted/free systems after a certain number of contracts signed) you will offer specific to Hub client referrals.</p>	
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<p>If applicable, describe how you would offer price discounts to customers if we had multiple households in one community installing aggregation projects such as GSHP systems or community solar arrays at the same time.</p>	
<p>If applicable, describe any financing options (e.g. manufacturer financing, Home Performance with ENERGY STAR, Green Jobs Green NY, on-bill, lease/power purchase agreements) you will offer to customers.</p>	
<p>Please describe how you will pass RG&E/NYSEG incentives on to the customer (if applicable) and provide support to customers to obtain other incentives. Please identify who on your team performs the necessary incentive paperwork.</p>	

ATTACHMENT D: PRICING PROPOSAL

Instructions: All rebates and tax credits must be clearly identified in your proposals. For actual proposals, submit copies of proposals that you have submitted to customers in the last two years of jobs that you won & have performed (removing customer name/address/phone/ email to preserve privacy). A single proposal which satisfies more than one of the identified categories may count towards each category, provided that they are clearly itemized.

Energy Efficiency Bid Submittals

Defined Scenario

- 125 lineal/ft of rim joist: non-HFC/low-GWP 4th generation spray foam 2" (list product name)
- 1500 sq/ft exterior walls with wood clad siding: dense pack cellulose 3.5"
- Dense pack cellulose 600 sq/ft of enclosed attic floor 6" deep
- Install and vent to exterior bath fan second floor

- Air seal attic and basement for a two story 1400 sq/ft house built in 1921

Actual proposals – Proposals that would generally fit at least three of the defined scenario items-these may come from a single or multiple proposals

Air Source Heat Pump Water Heater Bid Submittal

Defined Scenario

- 1- 50 gallon Heat Pump Water Heater EF \geq 3, Energy Star Qualified. Includes new electrical circuit and permit (if required in your example).

Actual proposals – A proposal that would generally fit the defined scenario above

Air Source Heat Pump Bid Submittals

Defined Scenario 1

- Single one-on-one mini-split that complies with NYSERDA ASHP Program
- Minimum Nominal Cooling Capacity @ 80/67-95 = 1 Ton
- Heating capacity of heat pump at 5°F: 15,000 BTUH +/- 1,000 BTUH
- Operational down to -13°F
- High Wall Ductless Fan Coil
- All appropriate accessories for a reliable and quality installation (please itemize in quote)

Defined Scenario 2

- Centrally ducted split system that complies with NYSERDA ASHP Program
- Minimum Nominal Cooling Capacity @ 80/67-95 = 3 Ton
- Heating capacity of heat pump at 5°F: 40,000 BTUH +/- 1,000 BTUH
- Operational down to -13°F
- Appropriately sized air handling unit tied into existing ductwork
- All appropriate accessories for a reliable and quality installation (please itemize in quote)

Actual proposals – Copies of proposals that would fit into either two of the following general categories, ideally one from each. A minimum of two proposals must be submitted:

- 3 ton/3 head ductless Air Source installation in a single-family home.
- 10+ ton multi- head ductless Air Source installation in a multi-family (4+ units) or commercial application.

Ground Source Heat Pump Bid Submittals

Please submit a hypothetical quote for each of the following two scenarios. Your proposal needs to include all power & control wiring, 5 year parts/2 year labor warranty, all quality assurance and start-up procedures as required by NYSERDA Rebate Program.

Defined Scenario 1

- 3 ton Dual Capacity Water-to-Air Heat Pump
- 3 circuit horizontal loopfield consisting of 3 trenches 6'x3'x150' with 600' ¾" HDPE pipe
- (2) 1 ¼" x 50' Supply & Return pipes (100 ft total)
- Single pump flow center
- Antifreeze to 15°F (specify what material you are proposing)
- 10 KW electric heat
- Thermostat

Defined Scenario 2

- 5 ton Variable Speed Water-to-Air Heat Pump (no elec heat)
- Single 500' Vertical Bore with 1 ½" pipe within 30' of the building (1.2 K thermally enhanced grout), 50 ft of casing
- 2 ton water-to-water heat pump for 100% DHW (do not include tank),

- Variable speed pump flow center for both heat pumps
- Antifreeze to 15°F (specify what material you are proposing)
- Full monitoring to include wi-fi access for thermostat control as well as remote diagnostics capability

Actual proposals – Copies of proposals that would fit into at least two of the following general categories, preferably all three.. A minimum of two proposals must be submitted:

- 3-4 ton vertical bore system on a lot size under 0.15 acre
- 3-5 ton hydronic/radiant heating system
- 10+ ton multi-family or commercial system

ATTACHMENT E: SOLAR PRICING PROPOSAL

[Click this link to access Solar Pricing Template.](#)