Home Electrification Case Studies
Request for Qualifications

Questions & Answers

Question #1:

I quickly read over the email portion of this regarding the $20,000 budget. Is that what you were offering to the contractor for performing the task or is that the budget price point for the projects? A little clarification on that would help.

Answer:

The budgets listed in the email and the RFQ document are the compensation for the consultant and contractor to perform the analysis and provide pricing. The scope for the case study project doesn't include actually installing equipment or making physical upgrades; the purpose of the project is to simply identify the costs for doing the work.

Question #2:

Do we choose the clients or are they chosen for us?

Answer:

The Office of Sustainability (OOS) plans to promote the opportunity for homeowners to participate in the study. Interested homeowners will fill in an online form indicating details about their home, such as the address, when it was built, style (ranch, two-story, etc.), number of square feet, and existing equipment (whether or not the home has solar, the size of the electrical panel, etc.). The electrification consultant will help OOS finalize the selection of 10 homes for the study, with the goal of having a range of home profiles for the study.

The three contractor teams will not participate in the selection of the 10 homes. They will be given a "current conditions brief/pricing template" for each of the 10 homes that were selected.

Question #3:

When you say a Case Study – what is the expectation, degree of detail, what points do you want covered?

Answer:

Details about the content of the case study are on page 5 of the RFQ document. The final deliverable is a report that includes the following elements:

- Basic information about home electrification considerations. The report should reference other published information (such as Redwood Energy's Pocket Guide to Home Electrification, Silicon Valley Clean Energy's website, etc.), rather than duplicating the information.
- A case study for each of the 10 homes. Each case study should be two to four pages and include:
    - Brief introduction that includes a description of the home and the homeowner's goals.
    - Recommendation of the strategy for electrifying the home, based on the homeowner's goals and the financial analysis. For instance, would it make more sense for the homeowner to upgrade over time or all at once? Does the electrical panel need to be upgraded or can an upgrade be avoided? Explain the financial justification for choosing one strategy over another.
    - Graphics, photos, and charts to make the information easy to understand. These should show various financial elements, including the range of estimates from the three contractors, costs for the individual elements, and the total.
    - Basic product information for the new equipment. Include basic specifications such as the number of gallons of the heat pump water heater, the type of EV charging, the R-factor of the insulation, etc. Include product names if it matters to the pricing or ability to work in a certain configuration, otherwise, use generic information.

Question #4:

After thorough analysis of the RFQ, we believe that an Advanced Home Assessment including, but not limited to: air leakage testing for the home (blower door) and ducts (duct blaster), Infrared Photography, Airflow, etc. would provide a more critical information foundation for a case study than using the Home Energy Score and Electrification Checklist tool.

The HES (having completed more then 300) was designed to provide a quick analysis without definitive CFM measurements. It is known that both, house and ducts, air leakages could be responsible for 30-50% loss of usable energy in the home. An improved air sealed and insulated home may allow a homeowner to safely convert to a heat pump mini-split for conditioning needs.

We believe that understanding these underlying issues in each home will help guide a homeowners' decision about making the home as "energy fit" as possible before embarking on electrification decisions. (i.e., perhaps financial decisions would first invest in envelope and air sealing prior to electrifying). This is a sound and common economic strategy prior to purchasing PV and battery backup.

The questions for the San Mateo OOS are:

1. Could we submit the RFQ with this option of the Advanced Energy Efficiency Analysis and Report for each of the ten homeowners in the Home Electrification Case Studies?

2. If so, would the SM OOS support the additional work required to allow for $1000 per home instead of the current $300?

Answer:

In the Staffing section of the RFQ response submission, applicants can indicate if/that their expertise for providing energy efficiency, insulation, and weatherization quotes includes the ability to offer Advanced Energy Efficiency Analysis and Reports and/or other home performance assessments.

Unfortunately, we aren't able to offer additional compensation beyond $10,000 for each contractor team and $20,000 for the electrification consultant. The $300 rebate for each Home Energy Score and Electrification Checklist will be processed separately through the BayREN program.