

Request for Qualifications 2025 Home Weatherization Pathway

Introduction

The Arkansas Public Service Commission's (APSC) Order No. 7 in Docket No. 13-002-U directed the development of a consistent weatherization approach across all investor-owned utilities, which resulted in an APSC approved consistent approach for weatherization programs called the Consistent Weatherization Approach (CWA). Order Nos. 22 and 23 approved the CWA which will offer eligible residential customers the following CWA energy efficiency measures at no cost:

- Comprehensive energy assessment
- Air sealing
- Attic insulation
- Duct sealing
- Wall insulation
- Direct installation of
 - Advanced power strips
 - *LEDs
 - Faucet aerators with electric water heating
 - Low-flow showerheads with electric water heating

Southwestern Electric Power Company (SWEPCO) will continue to implement a 2025 Home Weatherization Pathway (HWP) to align with the CWA and is seeking qualified contractors to participate.

Scope of Work

The purpose of this Request for Qualification (RFQ) is to facilitate the selection of qualified and experienced contractors to participate in the 2025 HWP Pathway. The Pathway will provide the CWA energy efficiency measures to SWEPCO residential customers who meet the following requirements:

1. Home is owner or tenant occupied single family or duplex homes
2. Home is a minimum of 10 years old or the customer's highest electric bill in the past 12 months has been at least \$0.10/square foot of conditioned space
3. Home must have been occupied for the previous 12 months and cannot have participated in a weatherization program in the past five years

*The LED direct install measure is currently being re-evaluated for savings, quantity, bulb type, and incentive rate. LED bulb incentive rates and eligibility as a direct install measure are subject to change for the 2025 pathway year

Table 1 below provides a list of the CWA measures and direct install (DI) measures available through this Pathway and a range of incentives. The existing conditions of the home will determine the measures installed and the incentive amount. The incentive rate may vary depending on market barriers, measure adoption rates, and overall Pathway performance.

Table 1

Measure	SWEPCO only Incentive Level	Joint Utility Incentive Level
Comprehensive Assessment (depending on square footage)	\$150-\$300	\$75-\$150
Attic Insulation	\$0.80-\$1.15/sq-ft	\$.40-\$0.58/sq-ft
Wall Insulation	\$1.45/sq-ft	\$1.45/sq-ft
Air Infiltration	\$0.18 per CFM Reduced	\$0.10 per CFM Reduced
Duct Sealing	\$1.55 per CFM Reduced	\$0.72 per CFM Reduced
Advanced Power Strip (DI)	\$36	\$36
*LED Bulbs (DI)	*\$5-\$8/bulb	*\$5-\$8/bulb
Faucet Aerators (DI) Electric W/H only	\$4/aerator	n/a
Low-Flow Showerheads (DI) Electric W/H only	\$12/showerhead	n/a

*The LED direct install measure is currently being re-evaluated for savings, quantity, bulb type, and incentive rate. LED bulb incentive rates and eligibility as a direct install measure are subject to change for the 2025 pathway year.

Contractors should illustrate their experience, capabilities, and qualifications as defined in the sections below and through completion and submission of the RFQ Questionnaire. Minimum areas of qualification and experience by applicants are as follows:

- Appropriate state of Arkansas licenses: HVAC Class D, Arkansas General Contractor License, etc.
- Crew Leaders with Building Performance Institute (BPI) Building Analyst Professional (BAP) or Auditor or Crew Leader certification(s).
- Previous experience installing CWA measures including comprehensive energy assessment, insulation, air sealing and duct sealing.
 - Crew members experienced in the installation of the above-mentioned measures.

The 2024 HWP Pathway will begin January 1, 2024, and end approximately December 12, 2025. Participating contractors will be required to attend a Kickoff Meeting in January 2024, as well as Quarterly Pathway Meetings in April, July, October, and December of 2024.

Due to the geographic nature of the SWEPCO Arkansas service territory, there will be three distinct regions divided among participating contractors to ensure coverage of the entire territory. Contractors will list only the regions they can and would like to service. However, contractors selected to participate may be assigned more than one region. The regions are detailed on a map in the RFQ Questionnaire, and are comprised of a North, Central and South region respectively.

Contractors will be assigned monthly performance goals/allotments, which will include the number of completed homes and/or total kWh energy savings. These goals are intended to maintain a certain level of work each month throughout the year and consistent savings. It is the desire of SWEPCO that eligible customers have access to the Pathway from January through December. Failure to meet assigned monthly goals/allotments could lead to dismissal from this Pathway. Re-assignment of monthly goals/allotments will be made to other pathway contractors, or a new contractor may be brought in to fulfill the obligation.

It will be the responsibility of the contractor to market themselves and the Pathway to secure participating customers. SWEPCO will use a variety of marketing methods which may include print, radio, internet, and direct marketing to promote the Pathway. If customer leads are received by SWEPCO, the leads will be provided to the participating contractors on an equitable basis, by region and according to capacity and availability.

Each of the CWA measures will be incentivized according to the 2025 HWP Incentive Rate Schedule found in Table 1. Homes with natural gas heating and/or water heating will have a separate incentive rate schedule, as the natural gas company will also be incentivizing the installed CWA measures. Any other installed measures (windows, HVAC, etc.) beyond the HWP measures will be paid according to SWEPCO's 2025 Residential Energy Improvement Pathway (REIP) incentive rate schedules which are designed to help offset a portion of the cost of energy efficiency upgrades. Work in the home, beyond the CWA measures, is highly encouraged, but not required.

Completed HWP projects will be submitted by the contractor using the Pathway web portal, which will be available via most internet connected devices. It is expected that contractors will submit the data while in the home. Paper forms will not be used for project submission to the Pathway. Other items, such as the customer's Energy Assessment Report, customer signature page, photos, etc. will also be required to be uploaded to the portal.

General Instructions / Submittal Requirements / Qualification Process

The contractor applicant will submit the Acknowledgement/Intent to Apply Form by **January 1, 2025** to notify SWEPCO of their intent to apply for Pathway participation. The completed RFQ response and all required documentation shall be submitted to SWEPCO no later than **5:00 PM central time on January 31, 2025**, for consideration in the 2025 HWP Pathway.

The following documentation in the contractor's RFQ response packet is required to be completed and submitted.

- RFQ Questionnaire

- Organizational chart showing all company personnel and their roles, expected to participate in the 2025 HWP Pathway
- Copies of all crew members and key personnel certifications
- Copies of licenses held that apply to the scope of work listed
- Certificate of Insurance (if not on file with a current SWEPCO Pathway)

Table 2 shows a Pathway timeline of application deadlines, meetings, and trainings that selected contractors will be required to attend in preparation for the January 1, 2025 Pathway launch.

Table 2

January 22, 2025	RFQ is supplied to interested and existing contractors
January 31, 2025	Acknowledgment / Intent to Apply Form is returned
January 31, 2025	Contractors submit their completed RFQ and all documentation
February 7, 2025	Contractors selected, and all applicants notified
January 14 th , 2025	Pathway Kickoff Meeting for all participating contractor's crew and office staff

Point of Contact

Charles Haight – Program Consultant
 CLEAResult Consulting
 charles.haight@CLEAResult.com
 Phone - 479-502-5728

Existing SWEPCO Home Weatherization Pathway Contractors

Current 2024 SWEPCO HWP contractors will need to fully complete the 2025 RFQ as it has been updated. You will also submit any new or not currently on file: BPI Certificates, licenses, and applicable insurances. Your 2024 performance will also be factored into the selection process for 2025. Performance factors include: quality of work, average savings per home, average cost of savings per home, customer satisfaction, quality assurance/quality control (QAQC) results, ability to meet monthly allotment, etc.

Selection Process

All RFQ responses shall be submitted no later than 5:00 PM central time on January 31, 2025. SWEPCO will review all submitted RFQ response packets. Utilizing a point system, the supporting documentation submitted, plus other factors, SWEPCO will select contractors to participate in the 2025 HWP Pathway. Selected contractors will be assigned to a region(s), and an expected performance level by SWEPCO. All applicants will be notified of the status of their application by December 9, 2022, by email listed on the completed questionnaire.

Acceptance

Contractors accepted into the Pathway will be provided with a general estimate of their expected 2025 monthly allotment. Before work may commence, the contractor will need to sign and return both the 2025 SWEPCO Contractor Agreement, as well as the 2025 SWEPCO Home Weatherization Pathway Addendum (both attached at end of RFQ).

Withdrawal of Qualification Package

If at any time an applicant chooses to withdraw their RFQ response, they can do so by emailing the above point of contact to indicate their withdrawal. If they decide to withdraw after their RFQ response has been approved, they must notify the point of contact by EOD December 21, 2023.

Appendix

- Acknowledgment/Intent to Apply Form
- Home Weatherization Pathway Workflow
- RFQ Questionnaire
- SWEPCO Territory Map
- 2025 SWEPCO Contractor Agreement
- 2025 Home Weatherization Pathway addendum

Acknowledgment / Intent to Apply

- Due: January 31, 2025, by 5:00 PM

Company: _____

Company Contact: _____

Contact Email: _____

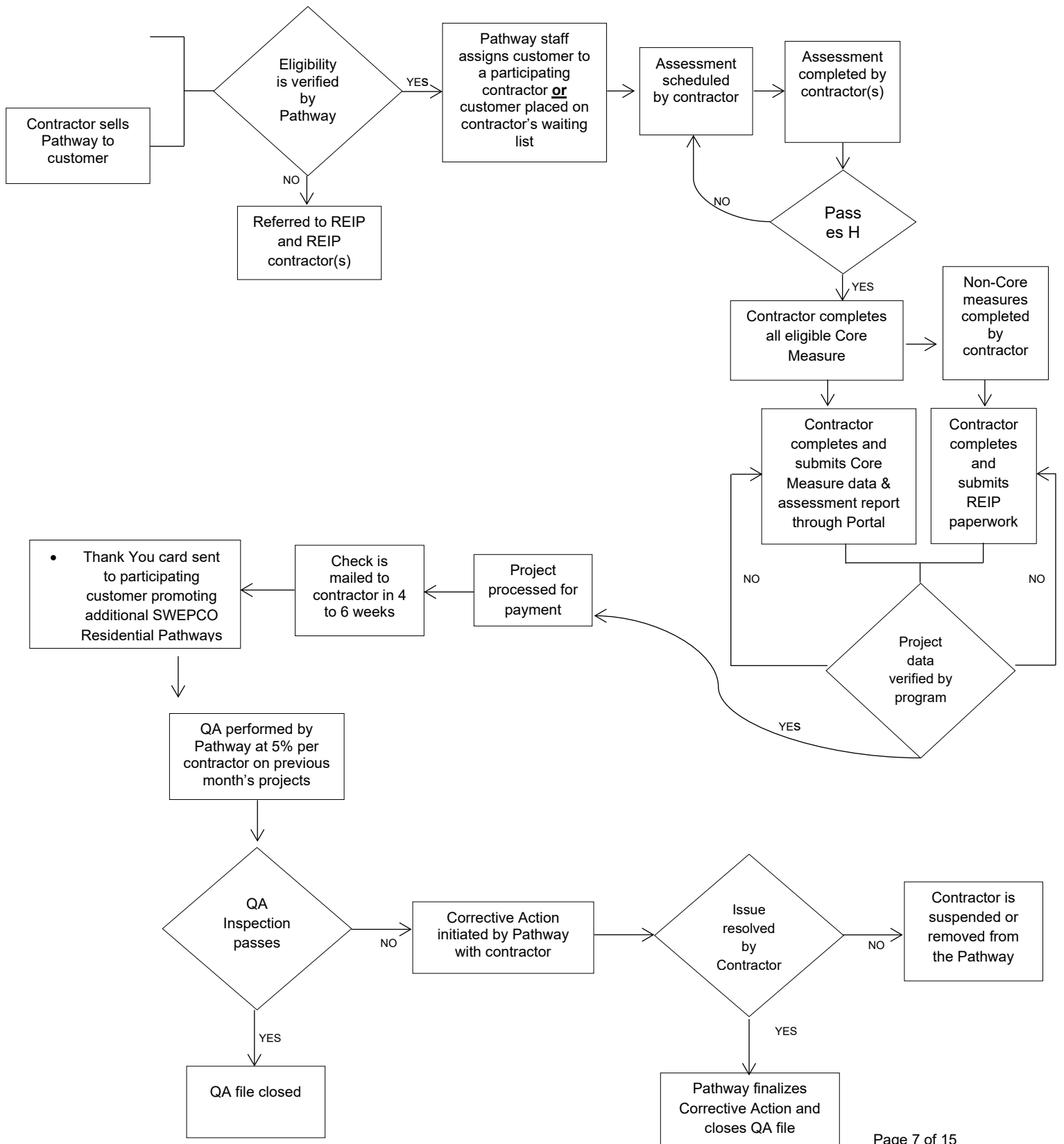
It is the intent of the above company to apply to the SWEPCO Home Weatherization Pathway via the Request for Qualifications (RFQ) that has been provided. The completed RFQ response is due no later than **5:00 PM central standard time, January 31, 2025**. If for any reason the above company decides not to apply, they will communicate such via email or writing to the contact listed below.

Signature: _____ Date: _____

Please address any questions to:

Charles Haight – Program Consultant
CLEAResult Consulting
Charles.haight@CLEAResult.com
Phone - 479-502-5728

2025 Home Weatherization Pathway Workflow



2025 SWEPCO Home Weatherization Pathway

Request for Qualifications Questionnaire

(Feel free to answer on a separate sheet.)

1. Name of Company:

2. Name and contact information (phone, email) of main contact person:

3. How many years has this company been in business as a contractor? (Up to 5 points)

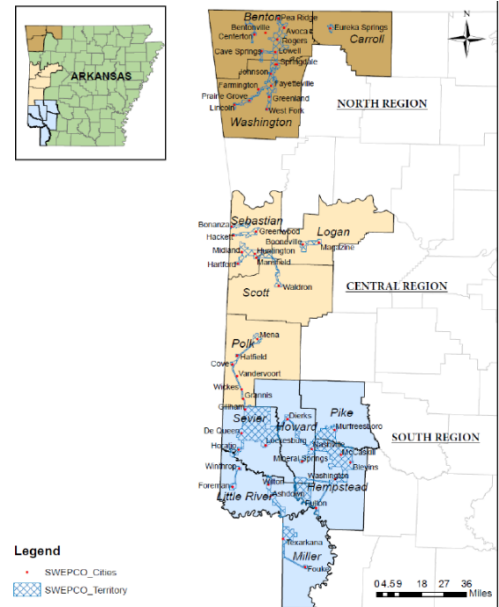
4. How many years of history do you have completing projects with the SWEPCO AR Pathways while in good standing? (2 Points/Year)

5. Provide a brief history of the company in relation to energy efficiency work. (Up to 5 points)

6. In the last 3 years, list of any utility Programs/Pathways your company has participated in, including any outside of Arkansas. (Up to 5 points)

7. Please indicate only the region(s) that you are capable and willing to service (see attached region map):

Region (See Territory Map)	Preference (Check Mark Regions)
North Region	
Central Region	
South Region	



8. Do you currently have a local office in your preferred region? (Up to 5 points)

8a. If “no”, do you have plans to establish one if awarded work in this Pathway?

8b. If “yes” do your crew(s) live local to the region?

9. How many crews would you like to operate in the Pathway? (0 points)

10. In addition to this Pathway, do you plan to participate in any other utility Programs/Pathways, including any outside of Arkansas? If “yes”, how many Programs/Pathways?

11. Please list all company personnel you anticipate working on this Pathway, their roles, and any certifications they currently hold. (Management, office & field) (Up to 5 points)

Name	Role	Certifications	Certifications & Expirations

12. Please list all licenses your company currently carries: (Up to 5 points)

License & License #	License holder	Expiration

13. Please list all the Consistent Weatherization Approach measures your company offers: (Up to 3 points each)

Measure	Currently Offering	Will Offer in 2025*	Sub-contract	Sub-Contractor Name
Comprehensive Assessment				
Attic Insulation				
Wall Insulation				

Duct Sealing				
Air Sealing				
LED bulb installation				
Low Flow Showerheads				
Low Flow Aerators				
Advanced Power Strips				

*Will offer in 2025" indicates the contractor will have full capability to offer service January 1, 2025

14. Please list all other measures (non-CWA) your company can/will offer SWEPCO's AR Customers in 2025: (Up to 2 points each)

Measure	Currently Offering	Will Offer in 2025*	Sub-contract	Sub-Contractor Name
HVAC Change outs				
HVAC Tune-ups				
CoolSaver Tune-ups				
ENERGY STAR Windows				
Window Film				
Smart Thermostats				
Pool Pump				
Other				
Other				
Other				

*Will offer in 2025" indicates the contractor will have full capability to offer service January 1, 2025

15. Based on the above CWA measures, please indicate the number of quality jobs that each crew would be capable of completing in 2025, both minimum and maximum number of jobs. (Up to 5 points)

Crew # or Name	Minimum # of Jobs	Maximum # of Jobs	Region	Notes

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16. Please explain in detail the internal education and continuing education unit (CEU) processes you currently utilize internally for your crews and office employees. (Up to 15 points)

17. What type and how often is training offered to your crews and office employees? (Up to 15 points)

18. Describe any internal QA/QC processes you currently utilize and any you will utilize in 2025? (Up to 6 points)

19. Describe in detail the method in which you currently perform assessments vs retrofits in homes? (Up to 5 Points)

20. Describe what marketing efforts you would implement to secure customers for this Pathway in 2025? (Up to 5 points)

21. How do you define good customer service? (Up to 5 points)

22. Has your company had any on the job safety related incidents while conducting energy efficiency work during the previous three years? If yes, please provide some details.

23. Any other information you deem helpful to the Pathway that was not covered above?
(Up to 0 points)

24. Please list three professional references (not required for current SWEPCO HWP contractors). (Up to 5 points)

25. Some other factors that the Pathway will factor for existing contractors, no response needed. (Up to 6 points each)

- a. Overall cost effectiveness and saving per home
- b. Customer service and customer satisfaction
- c. Timeliness, accuracy, and quality of submitted paperwork
- d. Consistency in meeting monthly allotments
- e. Overall performance

26. For existing pathway contractors please provide the top 3 ways the program can support your efforts?

2025 Income Qualified Weatherization Pathway

In 2025 SWEPCO will offer its eligible customers an Income Qualified Weatherization Pathway (IQWP) which will include all the HWP CWA measures plus some additional DI items, Health and Safety upgrades (i.e., fresh air ventilation, CO detectors, etc.), Smart Thermostats and potentially other items. The IQW Pathway will be performed on 200-250 homes where the occupants are Low Income Home Energy Assistance Program "LIHEAP" eligible or 65 and older. As a contractor you will not have to verify eligibility; rather you will simply need to install the measures at the eligible homes (customer verifies eligibility). The assessment process will be identical to the HWP; only there will be additional measures to install.

IQW 1. Would your company be interested in participating in the SWEPCO Income Qualified Weatherization Pathway? (1 Point)

IQW 2. Do you have staff trained or experienced in installing fresh air ventilation per ASHRAE 62.2-2013? Please name employee(s) and experience. (Up to 4 Points)

Employee Name	Experience/training

Further notes:

IQW 3. Do you have staff trained or experienced in installing smart thermostats in residences? (Up to 3 Points)

Employee Name	Experience/training

Further notes:

IQW 4. Why would your company be a good contractor for the new IQW pathway? (Up to 3 Points)