

Request for Qualifications

Project Delivery Services

**Baltimore Gas and Electric Company (BGE)
Limited Income Energy Efficiency Program (LIEEP)**

January 4, 2010



Passion. Expertise. Results.

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Attachment A: Company Information

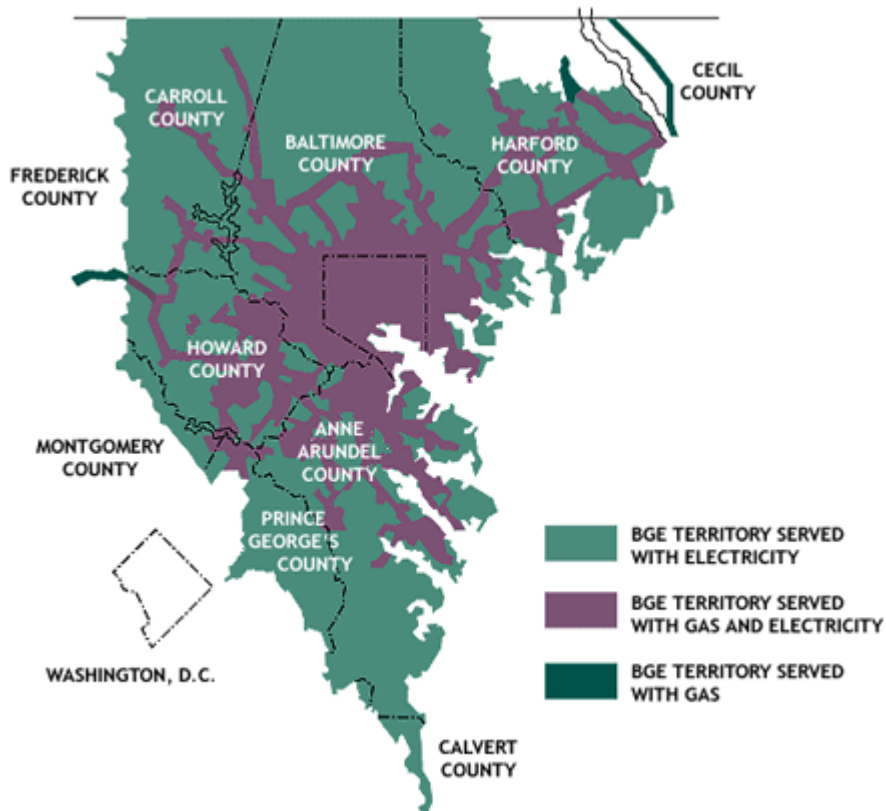
Attachment B: Company Questionnaire

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1.0 Introduction

Baltimore Gas and Electric Company (BGE) is a subsidiary of Constellation Energy. BGE serves more than 1.2 million business and residential electric customers and more than 630,000 gas customers in a 2,300-square-mile area encompassing Baltimore City and all or part of 10 Central Maryland counties.

BGE Service Territory



BGE has implemented a suite of energy efficiency programs to provide residential and commercial customers with energy and cost savings opportunities. These programs will allow BGE to make significant contributions to Maryland's goal of a 15% per capita energy reduction by 2015, as required by the EmPower Maryland Energy Efficiency Act of 2008. In order to accomplish this task in the expected timeframe, BGE has selected ICF Resources, LLC, a subsidiary of ICF International (ICF), to assist in the program design, implementation and management. ICF has longstanding experience in delivering energy efficiency programs for numerous utilities throughout the United States, both through its own staff and through subcontractors.

One of the programs that ICF is delivering for BGE is the Limited Income Energy Efficiency Program (LIEEP). LIEEP offers comprehensive energy efficiency services in



primary, single-family residences of homeowners who qualify for either the Maryland Energy Assistance Program (MEAP) or Electric Universal Services Program (EUSP). Measures include comprehensive auditing and customer education services, as well as installation of improvements to the building envelope (insulation, air sealing, and upgrades/repairs to windows, doors and other exterior features), repairs or replacement of mechanical systems (heating, cooling, ventilation and domestic hot water) and replacement of incandescent lighting with compact fluorescent lamps (CFLs). Additionally, the program arranges for the delivery of major appliances (ENERGY STAR® refrigerators, freezers and clothes washers).

Like the MD Weatherization Assistance Program (WAP), LIEEP adheres to building science principals. The program incorporates an integrated, “whole-house” approach in order to ensure that BGE customers enjoy the benefits of reduced energy usage in a healthy and safe home environment. The purpose of this request for qualifications is to enlist Pre-Qualified home performance contractors to provide LIEEP services to BGE customers in the following areas (the monthly production goals to be achieved by the end of calendar year 2010 are listed in parentheses):

- Harford County and BGE territory in Cecil County 15 per month
 - Carroll County and BGE territory in eastern Frederick County 8 per month
 - Baltimore County 90 per month
 - Baltimore City 60 per month
 - Howard County 10 per month
 - Prince Georges County 5 per month
 - Anne Arundel and Calvert Counties 12 per month
- Total: 200 per month

BGE’s approach is to deliver LIEEP services through a service deliverer infrastructure that is complementary to the infrastructure working for the existing WAP agencies. The intent is clearly not to compete with WAP for service capacity or impede WAP programs from achieving their expanded goals. Therefore, evaluation of bids will give preference to qualified home performance contractors who either are not engaged by WAP agencies to deliver WAP services, OR can effectively demonstrate how they will manage their commitments and achieve the goals of BGE’s LIEEP and their WAP contracts simultaneously. In addition, BGE and ICF encourage minority, service-disabled veterans, women-owned businesses to participate in this opportunity as Diverse Business Enterprises (DBE’s). Respondents must provide documentation of such status in order to be considered a DBE. It is our policy that DBEs shall have the maximum practicable opportunity to participate in the performance of contracts. However, this policy shall not be used to exclude qualified non-DBEs from participating in this opportunity. The awarded offeror is encouraged to carry out this policy in the award of subcontracts to the fullest extent consistent with the efficient performance of this contract.

ICF will select a list of on-call subcontractors who will comprise a preferred vendor listing specifically to support this SOW under ICF’s prime contract with BGE. ICF will enter into a master ordering agreement with each successful offeror which will serve as the vehicle for suppliers to perform on any LIEEP services in any or all of the areas listed above; however, the actual service territories given to selected subcontractors may vary from those initially proposed.



The successful offerors will receive training from ICF on the delivery of LIEEP services and will be required to follow all program procedures and policies. LIEEP subcontractors shall use only marketing and informational materials that are provided or approved by ICF. Subcontractors shall be evaluated based on the quality and timeliness of their service and on their demonstrated ability to ramp up to production goals by the end of 2010.

2.0 Minimum Qualifications

Specifically, BGE is looking for companies that possess the knowledge to analyze a home's performance with a whole-house approach. Prospective LIEEP service deliverers must have experience delivering residential energy audits and implementing energy efficiency measures, either in-house or through subcontractors. All auditors to be deployed in the program for conducting initial home audits or post-installation test-outs must be certified as Building Performance Institute (BPI) Building Analysts (in addition, companies must be willing to comply with any changes in auditor certification requirements that may be necessary in 2010 in order to maintain harmonization between BGE's LIEEP and MD WAP).¹ In addition, Companies must hold a Maryland Home Improvement Contractors (MHIC) license and provide a minimum of a 1 year warranty on work performed (including by subcontractors).

3.0 Eligibility

This solicitation is open to all parties who meet the minimum qualifications delineated in Section 2.0. Qualifications of each party will be examined before an award is made.

4.0 Scope of Work: Services for BGE Limited Income Energy Efficiency Program

The successful offeror(s) (hereinafter referred to as "SUBCONTRACTOR") shall provide comprehensive residential auditing and installation services for the BGE Limited Income Energy Efficiency Program, including providing comprehensive energy audits and determination of work scopes, installation of measures, and post-installation inspections and tests.

4.1 Task 1: Document Staff Certifications

SUBCONTRACTOR shall verify that all comprehensive energy audits and post-installation inspections and tests are performed only by staff with a minimum certification level of Building Performance Institute (BPI) Building Analyst. In addition, auditors and job supervisors will be required to obtain any additional certifications as may be required by the Maryland Weatherization Assistance Program (WAP) in order to maintain consistency between BGE's LIEEP and MD WAP programs. ICF shall provide SUBCONTRACTOR with reasonable opportunity to pursue training and obtain additional certifications beyond the BPI Building Analyst I certification, prior to their adoption as program requirements.

¹ Specifically, DHCD is considering an upgrade in auditor certification requirement to include BPI Shell Professional or equivalent in addition to Building Analyst or equivalent.

4.2 Task 2: Program Orientation Training

SUBCONTRACTOR shall make all involved staff available, as appropriate, for necessary orientation training on program policies, procedures and paperwork. This includes the following elements:

- *Scheduler* software: for picking up leads, scheduling appointments and tracking progress in completing the appointments (records must be maintained and up-to-date, including confirmation of audit being completed).
- *Beacon Home Energy Advisor*: audit software that estimates energy savings and cost-effectiveness; provides basis for measure prioritization; and integrates with program database for reporting all project measure costs and savings.
- *Vision* software: the program tracking and reporting data warehouse, which tracks and stores permanent records of project status, project data from *Beacon Home Energy Advisor*, and uploaded project documentation (forms, invoices and other project documentation).
- Program auditing, inspection and reporting requirements and paperwork, including Comprehensive Audit and Work Scope form, Change Order, Job Completion and Inspection Form and other project specific documentation.
- Program resources: fact sheets, mailers, energy savings tips handouts
- Orientation on customer education component of audit
- Program Quality Assurance policies, procedures and forms.

4.3 Task 3: Comprehensive Home Energy Audits

SUBCONTRACTOR shall receive, through the online LIEEP Scheduler software application, appointments for comprehensive home energy audits for LIEEP program participants who have been screened by BGE or ICF for eligibility.

SUBCONTRACTOR shall contact each participating low income customer within two (2) business days to either confirm the scheduled appointment or to propose a change, to be worked out directly with the participant. The SUBCONTRACTOR shall make up to 3 attempts on separate days to contact the customer; if these attempts are unsuccessful without call-back SUBCONTRACTOR shall send a short letter, approved by the program, explaining that they have made several attempts to contact the customer. After successful scheduling of an appointment, SUBCONTRACTOR shall call again one business day before the audit is scheduled to remind the participant of the appointment and to re-confirm.

SUBCONTRACTOR shall deliver a comprehensive audit that is performed per program standards and which conforms to the BPI Building Analyst standard or alternative standard as required in writing by ICF. The comprehensive audit shall include visual inspection of the dwelling unit and its mechanical systems, lighting and appliances, as well as diagnostic tests including blower door, combustion appliance zone (CAZ) depressurization; spillage, draft, and carbon monoxide tests on vented space and water heating appliances as required by BPI Building Analyst or alternative required program standard; gas oven carbon monoxide test; and gas leak test.

Upon completion of the comprehensive audit, SUBCONTRACTOR shall discuss findings with the homeowner, including recommendations for energy efficiency



measures, health and safety measures, and other allowable repairs. SUBCONTRACTOR shall seek written homeowner authorization for the work. If any portion of the scope of work needs to be further discussed, analyzed, or submitted to ICF for approval, SUBCONTRACTOR shall take particular care to explain to the customer that the work scope is not yet confirmed, but rather proposed. In addition, if any appliances are to be proposed and included in the scope of work, SUBCONTRACTOR shall ensure that the customer is aware of and accepts the particular models that are offered and, furthermore, that the dimensions of the specific appliances being ordered fit into the physical spaces cut out for them.

During the audit visit, SUBCONTRACTOR shall also provide simple energy savings tips that customers can apply with little or no investment, and distribute energy savings tips pamphlets and booklets as directed by ICF. Any such materials will be made available in adequate supply to SUBCONTRACTOR by ICF.

SUBCONTRACTOR shall record the results of the comprehensive audit into the LIEEP program auditing software, *BEACON Home Energy Advisor* or any alternative software or physical form as directed by ICF. SUBCONTRACTOR shall also complete the Comprehensive Audit and Work Scope form, which identifies the proposed measures, and shall obtain the homeowner's signature. Such signature is required before work may commence on the subject premises.

4.4 Task 4: Project Approval and Installation of Qualifying Measures

Upon completion of the comprehensive home energy audit covered in Task 2, SUBCONTRACTOR shall determine the prices for the proposed measures. SUBCONTRACTOR shall also fill out any additional forms for major appliances included on the work scope, to ensure that they are ordered, if selected.

SUBCONTRACTOR shall utilize the Price List as negotiated and as attached to the Subcontract, when filling out the work order form as a guideline for pricing. For appliances, SUBCONTRACTOR shall use prices supplied by the vendor through ICF. Measures will be specified in order of prioritization based on health and safety and cost-effectiveness considerations. Contractor shall employ BEACON Home Energy Advisor to assist with the analysis of the relative cost-effectiveness of potential measures. ICF shall make reasonable effort to provide additional guidance on measure prioritization to SUBCONTRACTOR upon request, but expects SUBCONTRACTOR to be able to rely on experience and accurate analysis to make effective decisions in the vast majority of cases.

In the case of replacement of major mechanical systems (furnaces, boilers, heat pumps, central air conditioners and domestic water heaters), SUBCONTRACTOR shall document the justification for the replacement as opposed to a repair of the existing unit, based on actual or imminent system failure, or prohibitive cost of repair. While age and efficiency of the existing system is a factor, it shall not be the sole determining factor for replacement. In addition, all replacements of central heating or cooling systems requires submittal of a valid Manual J load calculation that takes into account all energy efficiency measures that will significantly impact load and allow for equipment downsizing.

SUBCONTRACTOR may immediately install individual measures without receiving



ICF administrative approval if the measures: a) have prices that are less than or equal to those for corresponding measures in the Price List; and b) are part of a project for an individual dwelling unit whose total cost is less than or equal to \$5,000. If any individual measure exceeds its price on the Price List, or if a total proposed project price is greater than \$5,000, ICF administrative approval must be obtained before proceeding with the work, unless there is a documented emergency such as a no-heat situation.

4.4.1 Task 4.1: Emergency No-Heat Situations

SUBCONTRACTOR shall be prepared to refer emergency heat situations in a timely fashion when they occur, SUBCONTRACTOR must have access to HVAC and gas pipe repair emergency services within its service territory in order to respond quickly to emergency heat situations that result from system failure during the course of the audit or of subsequent work, or system shut down due to unsafe conditions observed during an audit, such as high CO flue emissions or gas leaks. SUBCONTRACTOR shall respond to emergency heat situations during cold weather (under 50 degrees F) within 24 hours and shall provide temporary heat (such as electric space heaters) if repair or replacement service cannot be rendered immediately upon first visit and the household has no other source of temporary heat.

In the case of gas leaks, as an agent of BGE SUBCONTRACTOR is required to inform customer of gas leak, instruct them to call BGE, and stay on premises until BGE's gas leak responder arrives unless unsafe conditions warrant evacuation of the premises by SUBCONTRACTOR and all occupants of the home, in which case SUBCONTRACTOR shall remain within a safe vicinity of the premises until BGE's gas leak responder arrives. If the situation leads to a gas service shutdown during cold spells (temperatures under or expected to be under 50 degrees F), SUBCONTRACTOR shall consider the case an emergency no-heat situation and immediately take action to call in a licensed gas fitter to correct the gas leaks. SUBCONTRACTOR can proceed with other elements of audit and discussions with homeowner while waiting for the results of the gas leak response, if allowable under applicable BPI standards and program safety guidelines.

4.5 Task 5: Post-Installation Tests and Inspections

SUBCONTRACTOR shall inspect all measures installed under the program, with the exception of appliances not yet delivered and installed by other vendors at the time of job completion and final inspection. SUBCONTRACTOR shall complete a Job Completion and Inspection form, to be provided by ICF, and shall obtain the customer's signature to certify customer's acceptance of and level of satisfaction with work.

4.6 Task 6: Completed Job Reporting and Invoicing

Within two business days of completing a project, SUBCONTRACTOR shall upload all project related forms and other required documentation into the Vision LIEEP tracking and reporting system, in addition to SUBCONTRACTOR'S invoice documentation. Uploading all required documents and updating the project's Vision record to "Installation" status shall constitute an assertion that the project is completed and a request for payment. ICF shall review said records for completeness and compliance with program guidelines and initiate a payment upon approving the project



as complete. If ICF cannot approve the project as complete, ICF shall notify SUBCONTRACTOR within 1 business day to request additional information or to make any corrections requested.

Task 6 Quality Assurance Inspection Work Orders and Customer Concerns

SUBCONTRACTOR agrees to respond in within 2 business days to program Quality Assurance field inspection findings and requests for corrections due to quality issues, as well as to customer concerns or complaints, unless such findings identify an emergency that must be addressed immediately, in which case SUBCONTRACTOR shall respond within 1 business day. In either case, the response must include outreach to the customer to discuss the problem or complaint and to schedule a visit by SUBCONTRACTOR to inspect and address the problem at the earliest mutually agreeable time. SUBCONTRACTOR shall bear the cost of repairs or corrections that are necessary due to product quality, faulty workmanship, omission of measures covered in the work order and paid for by the program, noncompliance with BPI or alternative program technical standards, or other causes attributed to SUBCONTRACTOR'S conduct of work on the premises. Otherwise, SUBCONTRACTOR shall have recourse to reimbursement for additional services rendered, as approved by ICF.

5.0 Proposal Form

Companies wishing to participate as an LIEEP deliverer should submit a response describing their expertise to provide required services. Responses should include the following items:

Proposal Part 1: Cover Sheet (Attachment A)

All proposals must include the attached application form as a cover sheet.

Proposal Part 2: Questionnaire (Attachment B)

Please include a response to all questions in the questionnaire. This questionnaire is designed to allow contractors to provide their capabilities and specific experience in managing and delivering home performance audits and improvement projects.

Proposal Part 3: Energy Audit Report and other Documentation

Please attach to this document an energy audit report and/or any documentation of previous experience delivering energy audits and home performance projects.

Proposal Part 4: Provide Qualifications of Key Staff

A standard resume including professional experience, publications, membership in professional organizations, education, certifications, training and any other relevant experience should be attached.

Proposal Part 5: Professional References

A minimum of three (3) professional references directly related to the delivery of home performance auditing and installation services.

Proposal Part 6: Proposed Pricing (Attachment C)

Provide pricing for delivery of selected items covered by LIEEP in Attachment C.



Pricing shall be reflective of materials, labor, travel time, tools and discounts for volume. The responses in Attachment C will provide the basis for comparative evaluation of pricing and shall become part of a more comprehensive pricing list, which shall be negotiated with each selected Subcontractor and attached to the resulting Subcontract.

6.0 Proposal Evaluation

6.1 Scope of Services

The selected Subcontractor(s) must demonstrate a clear understanding of the services being solicited through this RFP. Proposal evaluation will consider the following:

6.2 Experience

The selected Subcontractor(s) shall have strong practical hands-on experience and shall possess a sound understanding of the requirements of the project.

6.3 Customer Service

The selected Contractors shall have demonstrated success in providing exceptional customer service.

6.4 Staffing and Qualifications

Contractors shall display experienced staff resources that are capable of initiating the delivery of Program services with minimal training and start-up.

6.5 Pricing

All bids shall be inclusive of all pricing, including labor and incidental materials as well as general administration, data collection, data tracking, scheduling, and any and all other fees and charges.

7.0 Deadlines

Submittals must be delivered by 5:00 PM on January 15, 2010.

8.0 Submittal Instructions

Please submit your completed response via email by the deadline shown in the previous section to residential@BGESMARTENERGY.com under the subject line "BGE LIEEP RFQ 2010"

9.0 For Further Information

Questions may be directed to residential@BGESMARTENERGY.com under the subject line "BGE LIEEP RFQ 2010 Inquiry". ICF and BGE cannot guarantee a



response to questions received after 5pm on Friday, January 8, 2010.

10.0 Miscellaneous

10.1 Contract Term

The LIEEP subcontract that results from this RFQ will be for services from date of award through February 28, 2011. Contractor must offer the option of extending the contract at ICF's sole discretion for an additional twelve months, at the rates quoted in the Contractor's proposal, subject to inflation adjustment as agreed upon by both parties.

10.2 Confidentiality

ICF and BGE may supply SUBCONTRACTOR with confidential customer information. All such information is the exclusive property of BGE. SUBCONTRACTOR shall not sell, barter or exchange any information provided for this Program, including but not limited to the customer information, in perpetuity. SUBCONTRACTOR shall not copy customer information without prior written consent provided by ICF and BGE.

SUBCONTRACTOR and its employees, subcontractors and agents shall not use the customer information or the delivery of the Program for the generation of leads for sales of any other services or products SUBCONTRACTOR may offer in perpetuity. SUBCONTRACTOR shall have each employee, subcontractor and agent with access to any information provided by BGE or ICF for this Program sign a statement acknowledging this confidentiality agreement.

10.3 Regulatory Scrutiny of Work

SUBCONTRACTOR should understand that its documents and work will become part of a public process involving regulation and cost recovery, and be reviewed and scrutinized by BGE and ICF staff, by independent consultants, intervenor groups and regulatory staff. All data developed by SUBCONTRACTOR as part of LIEEP are the property of BGE and ICF, and electronic files containing all data shall be submitted to ICF as described herein.

10.4 Termination Right of ICF

ICF may terminate this Agreement at any time upon five (5) days written notice to SUBCONTRACTOR for any reason. ICF shall NOT be responsible for reimbursing the SUBCONTRACTOR for any cost incurred in reliance on the expectation that the Agreement would remain in effect throughout the end of the term.

10.5 Termination Right of SUBCONTRACTOR

The SUBCONTRACTOR may terminate this Agreement upon thirty (30) day's advance written notice to ICF if it has materially breached this Agreement.

10.6 M/W Diverse Business Enterprises (DBE)



ICF encourages minority, service-disabled veterans, and women-owned businesses to participate in this opportunity. Please provide documentation of such status in order to be considered as a DBE.



Attachment A: Company Information

BGE Limited Income Energy Efficiency Program

Contractors interested in providing BGE's Limited Income Energy Efficiency Program should complete the form below and attach an example of a completed audit report and/or other documented proof of previous residential audit and project management experience.

I. Company Details

Company Name: _____

MHIC # _____ Tax ID #: _____

Street Address: _____ Apt/Ste #: _____

City: _____ State: _____ Zip Code: _____

Phone: _____ Fax: _____

Hours of Operation _____

Email: _____ Website: _____

II. Company History and Performance

Staff certified as BPI Building Analyst: Yes: ____ No: ____ Number of Building Analysts: ____

Staff certified as BPI Shell Specialist: Yes: ____ No: ____ Number of Shell Specialists: ____

of Years Offering Residential Audits: ____ # of Residential Audits Delivered: ____

III. Insurance Minimum Requirements

Type	Minimum Amount Required	Have Required Coverage? (Y/N)
Commercial General Liability - Each Occurrence	1,000,000	_____
Products/Completed Ops Limit	1,000,000	_____
Adv/Personal Injury	1,000,000	_____
General Aggregate	2,000,000	_____
Auto Liability	1,000,000	_____
Workers Comp - Employer's Liability	1,000,000	_____
Excess or Umbrella Liability - Each Occurrence	5,000,000	_____

IV. Counties Served

Please check all areas which you are able to service (use additional sheets if necessary):

Harford and Cecil Counties: All Zips Selected Zip Codes: _____

Carroll and Frederick Counties: All Zips Selected Zip Codes: _____

Baltimore County: All Zips Selected Zip Codes: _____

Baltimore City: All Zips Selected Zip Codes: _____

Howard County: All Zips Selected Zip Codes: _____

Prince Georges County: All Zips Selected Zip Codes: _____

Anne Arundel and Calvert Counties: All Zips Selected Zip Codes: _____

**BGE Limited Income Energy Efficiency Program
Request for Qualifications - Attachment C
Proposed Pricing for Limited Income Energy Efficiency Program (LIEEP) Measures**

Health & Safety

Health & Safety measures are necessary to eliminate hazards within a structure, which by their remedy, allow for the installation of weatherization materials while ensuring that the structure is left in a safe condition. It is critical to the provision of services and is given the highest priority. Health and safety concerns are addressed by many of the items on the list below, and shall be clearly identified by the contractor on the Scope of Work.

	Pricing Unit	Price
Smoke detector (battery wall mount)	per unit	
Carbon / smoke combo (battery wall mount)	per unit	

Lighting Retrofit

Lighting accounts for at least 20% of residential energy use. A fixture must be used at least 3 hours a day to be considered for lighting retrofit. Identify and install compact fluorescents in the most heavily used fixtures in the home. Replace with CFL that has comparable lumens.

	Pricing Unit	Price
Compact Fluorescents (not to exceed 12)	per CFL	

Air Sealing

Contractor shall perform all necessary, cost-effective air reduction measures to tighten the building envelope, using appropriate air sealing materials per codes, industry standards and manufacturer specifications. Air sealing shall be blower door guided whenever possible (blower door tests before and after air sealing) to verify results and to ensure compliance with minimum ventilation standards established by MD Department of Housing and Community Development for the MD weatherization program, or the Building Performance Institute (BPI). Measures include but shall not be limited to: door and window weather-stripping, re-working windows (sash locks, window stops, and pulley seal), caulking and foaming, thresholds, doors sweeps, insulation board, outlet gaskets.

Blower Door Guided Air Sealing

	Pricing Unit	Price
CFM Reduction (to tightness std established by MD WX or BPI)	per CFM50	

Insulation

The building envelope shall be insulated as specified in the energy audit. This may include walls, floors and unfinished and finished attics, as specified below.

Attic Insulation

Contractor shall insulate attic flats that have R-19 or less of existing insulation in any condition, or R-30 batts in poor condition. Goal for attic flats is to R-49. Vertical open walls require insulation if they are uninsulated or existing insulation is in poor condition or inadequate; they shall be backed with at least 1" extruded polystyrene board to provide greater and more persistent R-value and air sealing. Enclosed cavities shall be dense-packed according to industry best practices where possible and allowable by code.

	Pricing Unit	Beginning R-Value		
		R-0 to R-10	R-11 to R-18	R-19 to R-30
Open flat: blown cellulose to target level	ft2			
Open flat: blown fiberglass to target level	ft2			
		R-19 Batt	R-30 Batt	R-38 Batt
Open flat: fiberglass batt	ft2			R-49 Batt
		5.5" Cavity	7.5" Cavity	9.5" Cavity
Closed: Dense packed blown cellulose				
		R-11 Batt	R-13 Batt	R-19 Batt
Kneewalls: fiberglass batt	ft2			
Kneewalls: 1" EPS board	ft2			

Exterior Wall and Joist Insulation

Dense packed exterior wall (price includes plug /repair)	ft2	3.5" Cavity	5.5" Cavity
Band Joist - dense pack	linear ft		
		R-19 Batt	R-30 Batt
Rim Joist - batt	linear ft		

Floor/Cantilever Insulation over Unheated Space

Dense packed blown cellulose	ft2	7.5" Cavity	9.5" Cavity	11.5" Cavity
Fiberglass batt	ft2	R-13 Batt	R-19 Batt	R-30 Batt

Insulation Related Treatments

	Pricing Unit	Price
Attic/Kneewall access hatch treatment only	per unit	
Attic/Kneewall cut in /trim/access panel @ wall or ceiling	per unit	
Pulldown Stair Cover (e.g., attic tent with zipper)	per unit	

Gas Heating Systems

Heating Systems shall be repaired if possible; replacements will be avoided unless deemed necessary due to age, condition, expected high repair and/or operating costs, or health and safety issues. Replacement furnaces shall be ENERGY STAR compliant with power venting unless physical conditions prevent new venting configuration. All systems shall require ACCA Manual J sizing calculations to be submitted and shall be sized per BPI standards for sizing.

	Pricing Unit	System Output (BTUH)			
		< 76K	76K - 125K	126K - 175K	176K - 210K
Gas Forced Hot Air (furnace)					
90% + AFUE Per Energy Star.gov	per unit				
80% + AFUE	per unit				
Gas Hydronic Boilers					
Minimum Energy Star	per unit				
90% + AFUE Energy Star	per unit				
80% AFUE	per unit				
Duct Insulation	Pricing Unit	Price			
Duct, round, insulation only	ft2				
Duct, square, insulation only	ft2				
Duct Sealing					
Duct sealing with mastic or approved metal tape	linear foot				
General Heating System Repairs	Pricing Unit	Price			
Natural Gas Clean & tune	per system				
Coil Cleaning	per coil				

Heat Pumps and Air Conditioners

Heat pumps and air conditioners shall be repaired if possible; replacements will be avoided unless deemed necessary due to age, condition, expected high repair and/or operating costs, or health and safety issues. Replacement units shall be ENERGY STAR compliant. All systems shall require ACCA Manual J sizing calculations to be submitted and shall be sized per BPI standards for sizing.

	Pricing Unit	1.5 to 2 tons	2.5 tons	3 tons	3.5 tons	4 tons	5 tons
Central Air Split Systems							
Replace Complete System w/ 14.5 SEER / 12 EER	per unit						
Heat Pump Split Systems							
Replace System w/ 8.2 HSPF/14.5 SEER/12 EER	per unit						
Repairs and Maintenance	Pricing Unit	Price					
Refrigeration Line Set, unit pad, condensate pump	per system						
Tune-up and refrigerant recharge	per system						
ENERGY STAR Room Air Conditioner							
Energy Star Room AC replacement	per unit	<1 ton	1+ tons				

Audits and Post-Job Installations

	Pricing Unit	Price
Core Program		
Comprehensive Audit, Scope of Work, Customer Ed	per reported home	
Post-Installation Tests and Inspections	per reported home	
Manual & Automated ICF/BGE Reporting	per reported home	