

## **REQUEST FOR PROPOSALS**

### **Geothermal Urbana Champaign 2020 Group Buy Program Winter/Spring 2020/2021**

#### **INSTALLATION OF RESIDENTIAL AND SMALL COMMERCIAL GEOTHERMAL SYSTEMS**

**Date of Issue:** August 31, 2020

**Proposal Due Date:** September 26, 2020 at 2pm CST

**Issued By:** Midwest Renewable Energy Association

**RFP Point of Contact:** Peter Murphy, Solar Program Director  
Midwest Renewable Energy Association  
3628 W Pierce St. Milwaukee, WI 53215  
peterm@midwestrenew.org

## INTRODUCTION

Midwest Renewable Energy Association (MREA) is seeking qualified contractors to submit proposals for the design, procurement, and installation of new residential and commercial geothermal systems at bulk prices lower than the prevailing single system market rate. This program is for new and retrofit geothermal heat pump systems.

The “group buy” program is being led by Midwest Renewable Energy Association. The goal of the program is to increase consumer education and geothermal installations in Champaign County, Piatt County, and Vermilion County, Illinois, through a group purchase involving a competitive contractor selection process, an advantageous pricing and rebate structure, and free information sessions about geothermal heating and cooling.

Between 2013 and 2019, the MREA facilitated 34 Solar Group Buy programs around the Midwest, reaching over 8,000 individuals with our Solar Power Hour information sessions, and leading to more than 12,000 kW of solar installed on over 1,600 properties. Among those property owners who received proposals from partnering contractors, an average of 40% of customers purchased a solar PV system. This Geothermal group buy program is being patterned after the successful solar group buy program.

This Geothermal group buy program is offered with support from MREA, Geothermal Alliance of Illinois (GAOI), and the City of Urbana, with high visibility in the area. MREA will coordinate and deliver a minimum of 15 free, public Geothermal Power Hour information sessions and market them widely with physical posters, email blasts, paid social media promotion, in the press, and more.

## ABOUT THIS RFP

The intent of this RFP is to select one proposal to provide system design and installation services for eligible participants in the group buy. Proposing firms are invited to submit proposals individually or collaborate with other contractors and/or suppliers and/or drillers to submit a single, joint proposal.

As a result of this solicitation, qualified geothermal installation contractors may enter into a Master Service Agreement (“Agreement”) with MREA. The Agreement will set forth the terms and conditions under which a contractor will provide site assessments/estimates and design, procure, and install residential and commercial geothermal systems for group buy participants. Installations shall be completed and energized before July 1, 2021, unless an extension is granted by MREA.

Additionally, MREA reserves the right to select a single or joint proposal. To make a selection, MREA may negotiate with or solicit quotes from one or more geothermal installation contractors applying under this RFP. Nothing in this solicitation process, RFP, or any contemplated or final agreement relieves any qualified vendor from complying with all laws and regulations applicable to the agreement.

## QUESTIONS RELATED TO RFP

Questions, including requests for explanations of the meaning or interpretations of the provisions of the RFP, **shall be submitted in writing (via email)** to the RFP Point of Contact Peter Murphy at [peterm@midwestrenew.org](mailto:peterm@midwestrenew.org) by 9/8/2020 at 2:00pm CST. Questions and answers will be posted at: <https://www.growsolar.org/request-for-proposals-rfps/request-for-proposals-geothermal-urbana-champaign-2020-2021/> by 9/10/2020 at 2:00pm CST.

## PROPOSAL DUE DATE AND SUBMITTAL

**Proposals must be received no later than 9/26/2020 at 2:00pm CST.** Proposals must be submitted to Peter Murphy at [peterm@midwestrenew.org](mailto:peterm@midwestrenew.org). All emailed proposals will generate an emailed response within one business day confirming receipt of the proposal. If you do not receive a confirmation email, please email [peterm@midwestrenew.org](mailto:peterm@midwestrenew.org) or call 414-988-7963.

In order to maintain the fairness and integrity of the selection process, proposals must conform to the requirements of this RFP. All communications shall be through the RFP Point of Contact listed on the RFP Cover Sheet. Communications with members of the evaluation committee for the purpose of unfairly influencing the outcome of this RFP may be cause for the proposal to be rejected and disqualified from further consideration.

**GROUP BUY ADVISORY COMMITTEE**

The selection of the geothermal installation firm will be made by the Group Buy Advisory Committee. The Committee consists of representatives from the geographic area of the group buy.

The Geothermal Group Buy Advisory Committee is responsible for selecting one proposal for design, procurement, and installation of geothermal systems for participating residential and commercial property owners (herein “property owners”). During the evaluation process, the Group Buy Advisory Committee has the right to require any clarification they need in order to understand the Proposer’s approach. **The selection will not be solely low-bid, but instead will be based on a points-based rubric.** The rubric is not shared with proposers, but point values are defined below in the Proposal Content section.

**GEOHERMAL GROUP BUY TIMELINE**

RFP Published	August 31, 2020
RFP Questions Due	September 8, 2020
RFP Responses to Questions Posted	September 10, 2020
RFP Proposals Due	September 26, 2020
Geothermal Installer(s) Selected	October 2, 2020
Site Assessments Provided to Participants	October 12, 2020 – April 30, 2021
Geothermal Power Hours	October 12, 2020 – April 16, 2021
Property Owner Contract Deadline	May 7, 2021
All Installations Complete	July 1, 2021

**PROPOSING GEOHERMAL INSTALLER REQUIREMENTS**

Proposing geothermal installers are responsible for carefully reading all the terms and conditions contained in this RFP and for following the instructions given. Proposals that do not contain all the information requested may be rejected as non-responsive. Proposing installers must review the entire RFP to ensure that all required information is included in their proposal.

**PROPOSING GEOHERMAL INSTALLER QUALIFICATIONS**

Proposing geothermal installers must meet the minimum qualifications described in this section to participate. The determination of whether a proposing firm meets the minimum qualifications will be based on the complete proposal.

**Required:**

1. Proposing geothermal installers must have been in the geothermal business for at least 5 years.
2. Proposing geothermal installers must have at least 50 geothermal installations completed or have provided service work and new installations combined on 50 installations.
3. Proposing geothermal installers must be, or contract with, a company that has at least one employee that is North American Technician Excellence (NATE) certified.
4. Proposing geothermal installers must be, or contract with, an International Ground Source Heat Pump Association (IGSHPA) certified loop contractor or a Geothermal Alliance of IL (GAOI) certified loop contractor.
5. Proposing geothermal installers must hold, or contract with a firm that holds, a Geothermal Alliance of Illinois (GAOI) Installation Company credential for the firm (75% of technicians hold GAOI Installation Certificate).
6. Proposing geothermal installers must have an A+ rating from the Better Business Bureau.
7. Proposing geothermal installers must have the ability to flush loops.
8. Proposing geothermal installers must respond to each section of this Request for Proposals and use the outline provided herein as a guide for formatting Proposals.
9. Proposing geothermal installers must provide a volume-based pricing structure that incentivizes participation through lower prices as the number of participants or tonnage capacity rise.

**Additional Points Awarded to Proposers that:**

1. Have a principal place of business located within Champaign County, Piatt County, or Vermilion County, Illinois. A company's principal place of business is the primary location where its business is performed. This is generally where the business's books and records are kept and is often where the head of the firm – or, at least, upper management – is located. (Up to 3 points)
2. Prioritize diversity and inclusiveness in business practices, including but not limited to diversity goals in hiring and/or contracting processes; collection of data on hiring and promotion processes with regards to diversity on the basis of age, disability, ethnicity, gender, religion, sexual orientation, and/or criminal record; and/or specific initiatives to increase diversity and inclusiveness in the workplace. (Up to 3 points)
3. Are, or have identified subcontractors with, a Minority/Women-owned Business Enterprise(s) (MWBE). MWBEs are businesses which are at least 51% owned, operated and controlled on a daily basis by women and/or one or more (in combination) of the following identifications: African American, Asian American or Pacific Islander, Latino or Hispanic American, Native American including Aleuts. (Up to 3 points)

**PROPOSAL SCORING & EVALUATION**

The Group Buy Advisory Committee shall evaluate each proposal based on the categories outlined below. Proposal ranking will be the central evaluation in determining successful applicants and final award. All Proposers will be notified of the outcome of the selection.

### **CONDITIONS AND RESERVATIONS**

MREA and the Group Buy Advisory Committee are not obligated as a result of the submission of a Proposal to enter into an agreement with any Proposer, and have no financial obligation to any Proposer arising from this RFP. All Contracts will be executed between the residential or commercial building owners and the selected contractor. Residential and commercial building owners are not obligated to use the selected contractor for any services and may still choose other geothermal installers.

The Contract between the property owner and the selected firm will state that MREA, Prairie Rivers Network, The City of Urbana, the Geothermal Group Buy Advisory Committee, or any other Geothermal Urbana-Champaign partners that may be added are not parties to the Contract, and that the selected geothermal installation firm will be solely liable for any claims, losses or damages arising out of the Contract. The geothermal installation firm will be expected to sign an Agreement with MREA to confirm each organization’s roles and responsibilities prior to work starting. The selected firm, MREA, and GAOI shall retain and own participant and customer data resulting from the project. The selected firm, MREA, and GAOI are prohibited from selling or sharing customer data without permission of the customers.

Furthermore, MREA reserves all rights regarding this RFP, including, without limitation, the right to:

- Amend, delay or cancel the RFP without liability if the team finds it is in the best interest of the project to do so. In the event it becomes necessary to amend any part of this RFP, notice will be provided in the same manner as notice of the original solicitation;
- Reject any or all Proposals received upon finding that it is in the best interest of the project to do so;
- Waive any minor informality or non-conformance with the provisions or procedures of the RFP, and seek clarification of any Proposal, if required;
- Reject any Proposal that fails substantially to comply with all prescribed RFP procedures and requirements;
- Negotiate and/or amend the Scope of Work to serve the best interest of program participants

## **GEOHERMAL GROUP BUY 2020 PROPOSAL CONTENT**

### **PROPOSAL FORMAT AND EVALUATION CRITERIA**

Please create project proposals in 8½” x 11” document size using a minimum 12 point Calibri font. Proposals should be submitted as one PDF file, or, if multiple files are required, one ZIP file containing the proposal folder and files. Proposals shall not exceed 25 pages, including cover page, cover letter and any appendices and/or attachments. The sample site assessment/cost estimate and sample contract do not count toward your 25 page maximum.

#### **Proposal Checklist:**

- 1. Cover Letter**
- 2. Company Profile**
- 3. Professional Qualifications**
  - NATE certified staff members**
  - GAOI Installation Certified staff members**

- Subcontractors (if applicable)
- 4. Business Practices
  - Sample Site Assessment / Cost Estimate / Load Calculation
  - Sample Contract
- 5. Description of Equipment and Work Quality
- 6. Customer Service Capabilities
  - References
- 7. Point of Contact
- 8. Appendix (Optional)
- 9. Exhibit A
- 10. Exhibit B
- 11. Exhibit C

### **I. Cover Letter**

The cover letter shall discuss the highlights, key features and distinguishing points of the Proposal. As part of this discussion, please describe specifically why you want to work with MREA and the City of Urbana on this program. The cover letter must be prepared and signed by an owner/manager having the authority to sign contracts and enter into financial agreements on behalf of the company(s).

**Provide responses to the following prompts using the section numbers/letters provided.**

### **II. Proposing Company Profile**

- A. Detail the proposing company size and local organizational structure. Describe the demonstrated experience of the company in developing, designing and installing residential geothermal systems. (Up to 5 points)
- B. Describe how your business-as-usual practices would apply on a community-wide scale. (Up to 5 points)
- C. Provide a statement describing the company's capability to complete the project per the stated timeline specified above. Include a discussion of the company's financial position, number of employees, length of time in business, install capacity, and operational resources. Include any website or marketing support your company plans to provide for this project. (Up to 5 points)
- D. Explain how the company can expand quickly if necessary—and maintain quality—to meet the increased demand that may occur due to this Group Buy Program. Present your business and operational plans to accommodate increased number of system installs within the timeline stated above. If possible, provide two examples of projects completed to date which have prepared the company for an undertaking of this scale (potentially 15-50 installations). (Up to 5 points)
- E. Although installations may begin as soon as the first customer contract is signed, many systems will be contracted at the end of the program; please include an estimate of greatest capacity your company can accommodate after the deadline, i.e. how many approximately 4-ton systems can your company install between 10/2/2020 and 7/1/2021? (Up to 5 points)

### **III. Qualifications of the Project Team**

- A. Identify key personnel in the company that will manage or perform activities for this project including roles, experience, licenses and certificates, with corresponding numbers as appropriate. Key personnel should include at a minimum: Owners; Project Managers; Designers; Installers and Office Manager who will provide

data to property owners per the specifications outlined in the Scope of Work (see Exhibit A). Include NATE and GAOI Certification information here. If subcontractor use is intended, identify the same for all subcontractors (Up to 5 points)

#### **IV. Business Practices**

- A. Lead management practices: Describe the process for in-office management of a large volume of leads, scheduling of site assessments and installations, communication practices with leads, and processing of relevant paperwork. (Up to 5 points)
- B. **Please provide a sample site assessment, load calculation, and cost estimate that is representative of what program participants will receive from you as the selected installer for the program.** (Up to 5 points)
- C. Provide a sample customer contract tailored for use with this Group Buy Program that includes a description of your terms of payment, process, and timeline, from initial deposit to final payment.  
**NOTE:** Customer contract must require no more than 20% down payment upon contract signing, with further payments due after installation of the equipment and system is energized.  
**NOTE:** Customer contract must require final payment after energizing the system and the final inspection has been completed.  
**Note:** All Contracts will be executed between the residential or commercial property owner and the selected contractor. The Contract between the owner and the selected installer will state that the MREA, program partners, and the Group Buy Advisory Committee are not parties to the Contract, and that the selected contractor will be solely liable for any claims, losses or damages arising out of the Contract.) (Up to 5 points)
- D. Please describe any financing options your company provides (or partners with a lending institution to provide) to customers who intend to finance their geothermal system. (Up to 5 points)
- E. Change orders: Describe how the company addresses change orders. Please provide an example of a recent change order and how it was priced, tracked, and managed. (Up to 5 points)
- F. Work practices: Address the company's health and safety record and practices. Identify any communications with the Illinois Department of Labor regarding workplace issues in the last 3 years. (Up to 5 points)
- G. Describe your company's familiarity with permitting fees and requirements in Champaign, Piatt, and Vermilion Counties and the main cities therein. Securing proper permits in the relevant jurisdictions is absolutely expected. (Up to 5 points)

#### **V. Work Quality**

- A. Explain why the products included in your response to this RFP are appropriate for this project. Provide descriptions of warranties and post-construction support that ensure the long-term durability, operation, and maintenance of geothermal installations. Include performance and reliability figures, in addition to where the products were manufactured. (Up to 5 points)
- B. Describe the installation process, including how you will minimize disruption and disturbance of neighbors, landscaping, structures, and clients' living arrangements during preparation, installation, and clean up. (Up to 5 points)
- C. Describe final testing and sign-off procedures, including punch lists, inspection, and other necessary requirements. (Up to 5 points)
- D. Describe how your firm does load calculations and uses geothermal system design software. What program(s) do you use, how long have you been using these, etc. How many individuals at your firm are experienced in load calculations and geothermal design. (Up to 5 points)

#### **VI. Customer Service**

- A. Describe how you plan to handle incident reports (property damage, warranty, service calls, and inquiries). Discuss your typical response time on calls, hours of coverage for customer service calls, and process for providing status reports after an incident is logged. (Up to 5 points)
- B. List any complaints received by the Better Business Bureau over the last 3 years. (Up to 5 points)
- C. Describe the information you provide the property owner, including materials or manuals, customer care books, and/or support to assist them to identify and troubleshoot problems and track/evaluate the system's performance. (Up to 5 points)
- D. Describe the company's approach to encourage energy efficiency aside from the geothermal installation. (Up to 5 points)
- E. Describe how you plan to assist customers in securing incentives, rebates, or tax credits. (Up to 5 points)
- F. Provide references from at least 3 recent residential installations including size, date of installation, and location, with a contact name and telephone number. (The Group Buy Advisory Committee won't assign points, but will take into consideration the presence and quality of the references in addition to scoring proposals)
- G. **Note:** Proposing installer must abide by the GAOI Code of Ethics: <https://www.gaoi.org/membership-information/>

### **VII. Working with the MREA, GAOI, and Geothermal Group Buy Advisory Team**

- A. Identify the main point of contact at the proposing geothermal installer.
- B. Confirm this individual's ability to **provide regular progress reports (weekly or bi-weekly as conditions determine)** per the specifications outlined in the Scope of Work (see Exhibit A).

### **VIII. Appendix**

- A. Proposers can provide an Appendix to include any supporting information, such as resumes, references or other data that will support your company as the best for this project. If present, the Appendix is not included in the maximum allowed length of 25 pages for the entire proposal.

### **IX. Pricing schedule**

- A. Using **Exhibit C**, Proposers should present pricing as price-per-ton of installed capacity for installations, exclusive of any eligible incentives or tax credits for a system installed on a typical home or business. The price is to apply to all work described in Scope of Work identified in Exhibit A.
- B. Provide per-ton pricing for each base system offered as a tiered structure based on the total installed capacity of all systems installed under the program. The tiered structure is to be based on four tiers as indicated in Exhibit C. (Up to 5 points)
- C. Identify any potential additional costs by pricing Adders or Subtractors in Exhibit C to establish fixed costs for potential geothermal system peripherals. (Up to 5 points)
- D. **Note:** Include all your anticipated costs of customer development in this RFP. Customer communication, site assessments, system design and cost estimate development should be factored into the final RFP price. **(There is no charge for property owners to have a site assessment and cost estimate from the selected contractor – it all must be included in the final price in the event of a sale).** Proposers must calculate any costs associated with system design and a site visit into your price-per-watt pricing in Exhibit C.
- E. **Note:** An administrative fee of \$5,000 will be due from the selected company upon selection. A \$5,000 check should be made out to the Midwest Renewable Energy Association. The fee is designed to cover programmatic administration costs. This is the equivalent of \$100.00/ton for 50 tons of installation. In addition to the \$5,000, a \$100.00 per ton fee will be applied for contracted installations above 50 tons. This

\$100.00/ton fee will be paid to the MREA after installations are completed. It should be reflected in the baseline pricing provided in Exhibit C. (For example, if the Proposer provides a baseline price of \$12,000/ton for install, the final price on Exhibit C should actually read \$12,100/ton.)

- F. **Note:** The MREA will provide each residential or commercial building owner who installs geothermal through the program with a 1-year complimentary membership.
- G. **Note:** Special considerations may be required for placement of geothermal installations on historic properties.

## EXHIBIT A SCOPE OF WORK

The selected company will provide design and installation of residential and commercial geothermal systems for a group of property owners in Champaign County, IL, Piatt County, IL, and Vermilion County, IL, in accordance with the general scope of services outlined below. Proposers may use this outline as a guide for organizing a scope of work for their proposal, but are encouraged to expand upon, refine or suggest alternative approaches based on previous experiences with similar projects.

Installations provided by the company may take the form of cash purchase and/or financing. The company may offer financing and purchasers may acquire separate financing.

The purpose of this project is to enable the installation of geothermal systems on homes and commercial buildings in the program territory at a price lower than that typically offered by the company. The selected company will access cost efficiencies through a program which combines lowered customer acquisition costs with group purchasing and installations.

Between the months of October 2020 and April 2021, program partners will promote and deliver educational workshops at easily accessible public locations or online as public health conditions dictate. As prospective participants are identified who wish to proceed with the process, their names and contact information will be provided to the selected company.

The selected company must report **weekly progress in a mutually agreeable format** to the MREA regarding campaign progress and lead status. MREA may choose to reduce this frequency if justified. Progress reports should include the following:

- Name, address, phone, and email as available for each sales lead
- Date for status changes of each sales lead and sum of all statuses
  - Contacted
  - Declined Site Assessment
  - Scheduled Site Assessment
  - Cost Estimate Sent
  - Contract Signed
  - Cost Estimate Declined
  - System Energized
  - Type of System (commercial/residential, single/2-stage/variable speed, loop field type, adders/subtractors, etc)
  - Size of System
  - Price of System
- Incremental payback
- Estimated Year 1 energy savings

The selected company will provide site assessments and system design cost estimates for each participant free of charge. Individual system designs should minimize impacts to the property and be installed to take into consideration the preferences of the owner while minimizing project costs and maximizing the efficiency of the geothermal system.

The installations will be carried out by the selected company in conformance with all applicable laws and codes in the resident or business utility service area.

For each participating residential or commercial customer the selected company(ies) will be responsible for all aspects of the geothermal installation, including but not limited to:

- securing all required permits (typically environmental, building, and electrical permits),
- calculating load estimates
- assist completing and submitting all incentive applications,
- scheduling and passing all inspections,
- providing each owner with information regarding energy efficiency,
- providing each owner appropriate documentation and guidance for applying for the federal tax credit and where applicable federal commercial asset depreciation tax credit,
- providing introductions and support materials to banks, credit unions, and other interested financing entities as needed.

**Note:** To ensure that participants in the group buy are receiving complete and accurate site assessments and cost estimates, the MREA reserves the right to review site assessments and cost estimates given to potential customers as part of the program.

**Note:** Program may be extended to another round of group purchase at mutual consent of MREA and selected company(ies).

**Note:** The selected company(ies) must secure all required permits from the relevant local governments.

**EXHIBIT B**  
**PROPOSING GEOTHERMAL INSTALLER QUALIFICATION STATEMENT**

**Proposing Geothermal Installer Qualification Statement:**

I, \_\_\_\_\_, have read the entire contents of the RFP, and certify that Proposing Company has necessary purchasing contacts, equipment, storage facilities, experience, ability and capital to furnish the proposed products in the manner described and to perform the required work satisfactorily.

I acknowledge that the Proposing Company possesses the following certifications: (Check appropriate boxes to indicate compliance.)

- Certification through NATE (required)
- GAOI Company Installation Certification (required)
- Principal place of business located within Champaign County, Piatt County, or Vermilion County, Illinois (not required, but worth additional points).

I certify that the Proposing Company agrees to abide by the GAOI Code of Ethics:

<https://www.gaoi.org/membership-information/> .

Authorized Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Title of Signatory: \_\_\_\_\_

Proposing Company declares the following legal status in submitting this proposal:

- A corporation organized and existing under the laws of the State of \_\_\_\_\_
- A partnership
- An individual doing business as \_\_\_\_\_

\_\_\_\_\_  
Company Name FEIN

\_\_\_\_\_  
Address City/State/Zip Code

\_\_\_\_\_  
Proposer's Signature Name & Title

## EXHIBIT C

### Geothermal Urbana-Champaign 2020

Baseline cost per ton price assumes:

1. Cost for complete ENERGY STAR, two-stage, geothermal heat pump installation including vertical loop field with minimum 150 feet of bore with three-quarter inch piping per ton..
2. Cost of complete site assessment/cost assessment for each program enrollee
3. \$5,000 administrative fee which will be paid to the MREA
4. \$100.00/ton fee (after program total exceeds 50 tons) which will be paid to the MREA. The selected company will be invoiced by MREA as systems are completed.
5. Installation
6. The geothermal system must include at least a *five-year workmanship warranty* that covers any defects in the workmanship of the installation at no charge to the owner. The warranty must be provided by the contractor that installs the geothermal system.

What is NOT included in baseline price:

1. Items listed in the adders of Exhibit C
2. Upgrades as requested by the program participant (see below)

**EXHIBIT C (cont'd)**  
**Geothermal Urbana-Champaign 2020**

Proposing Company  
 Date


**PART 1: BASELINE PRICE INFORMATION\***

	EXAMPLE	Basic ENERGY STAR Certified
Baseline system as described in Exhibit C, item 1	Brand x model y type z	
Typical price pre-incentive (what you would charge for outside of the group buy)	\$5,000/ton	\$
Base Price, Participant Capacity <50 tons	\$4,500/ton	\$
Discount at Participant Capacity 51-100 tons	\$4,000/ton	\$
Discount at Participant Capacity 100-150 tons	\$3,800/ton	\$
Discount at Participant Capacity >150 tons	\$3,600/ton	\$

**\*Assumptions: 4 ton, four 150 foot bore fields, typical water to air system, no adders.**

**PART 2: ADDERS/SUBTRACTORS SCHEDULE**

Other Cost Factors	Amount of price increase or decrease (+ or -)	Notes
Electric backup heat		
Hot water assist (desuperheater)		
Special loop field conditions/ modifications (such as larger loop field, longer than usual header requirements etc.)		
Hot water assist storage tank		
New electric hot water heater		
Additional plumbing		
Gas furnace back up with split system		
Electrical upgrade		
Ductwork upgrade		
Filter upgrade / Air Purifier option		
Humidifier		
Surge protector		
Carpentry work		
Wifi-enabled thermostats and software		
Performance monitoring		
Down flow unit		
Extended Warranty		
Larger electric heat		
Zoning system equipment		
Open Loop system		
Horizontal Loop system		
Single-stage heat pump		

EER/COP upgrade 1: (more efficient 2-stage system with minimum 30 EER rating)		
EER/COP upgrade 2: (top-of-the line equipment with Inverter technology or equivalent)		
Increase/subtract for larger/smaller ton system		
Extra Loop Field Length		
Horizontal bored loop field		
Heat Pump with dedicated 100 percent on demand Hot Water capability		
Electrical service upgrade		
Variable speed flow center		
Geothermal radiant/water to water		

(Proposing company may add more rows if necessary.)

**Note:** If you would like to propose an additional pricing scheme that differs from the above format, you may do so. You **MUST**, however, submit pricing in the above format, and any additional pricing scheme/format is optional and will not factor into installer selection. If your proposal is selected, your alternative pricing scheme may be used upon approval.

**PART 4: ADDERS NARRATIVE**

- 1) We have noticed that there are sometimes dramatic differences between the base price and actual price paid due to the average adder value. This varies between programs. Accordingly, what do you expect to be typical adders?
  
- 2) Based on your previous answer, please estimate how much you expect people to pay on average in this program.