

## Efficiency Vermont Home Performance with ENERGY STAR® General Contractor Network Leader RFP Questions and Answers

- 1) Will Efficiency Vermont cover the costs of training required/desirable for contractors in technical aspects of weatherization measures or should it be built into our proposal budget? Other training such as professional development?  
Efficiency Vermont will cover the following training costs:
  - **Building Professional Institute (BPI) Building Analyst training**
    - **Costs include: training fee, exam fee, and daily stipend paid to contractor company if General Contractor Network Leader is an Efficiency Excellence Network (EEN) Home Performance with ENERGY STAR® (HPwES) contractor or becomes one.**
  - **Sales training through EEN-developed my Mike Rogers\***
    - **The online training modules encompass sales, customer service, becoming a trusted advisor to your customer, best practices for audit reports/estimates, and navigating the cost of the project**
  - **Please identify other professional development needs in the RFP and Efficiency Vermont will consider compensation for those, as appropriate.**
- 2) If chosen as Network Leader, we would sometimes require customers to pay contractors directly for their services. Does this meet the requirements that the Network Leader is “solely responsible for payment to any subcontractors it engages”?
  - **That is correct. The Network Leader is responsible for ensuring subcontractors are paid either by the customer or the Network Leader, as appropriate. It’s up to the Network Leader to determine the best mechanism to do so.**
- 3) Can you clarify “moderate income” or define which households qualify as your targeted audience. How will eligibility be measured, verified by Network Leaders, and what is required as proof of eligibility for reporting to Efficiency Vermont?
  - **Moderate income represents 80-120% Area Medium Income (AMI) and is on the current [HPwES enrollment form](#). Customer will self-verify their income by checking the appropriate box based on household size, county, and income. If changes to the ‘moderate income’ income limits or process are made during the contract period, appropriate time and guidance will be provided.**
- 4) For reporting, will we be using the existing energy project reporting programs, HERO, etc.?
  - **Reporting will be done through HERO until further notice. Appropriate notice and training will be provided when a change to the reporting structure is made.**
- 5) Do we need to provide information in the RFP on people or firms providing occasional services such as legal advice, marketing materials, and outreach coordination as if they are considered consultants?
  - **A clear definition of consulting services should be outlined in the RFP with an estimate for each service proposed. Specifics regarding people or firms is not required.**
- 6) How will funds be dispersed to the chosen Network Leader(s)? In one lump sum or quarterly or negotiable?
  - **This is negotiable. Note, there will be performance metrics built in to the structure as well.**

\*Mike Rogers was an industry leader and President of OmStout Consulting, LLC. Mike had an 11-year affiliation with the U.S. EPA as both an employee and consultant. Mike contributed to the development of Home Performance with ENERGY STAR® and is recognized as an expert in residential efficiency. He also worked for two decades on energy efficiency from individual homes to policy at state and federal levels. He worked with contractors to strengthen their businesses, sell their services, and collaborate with other industry markets (ie: HVAC).