

SMUD Home Performance for Neighborhoods  
Contractor RFP  
Questions and Answers

- 1) On the tiered pricing tab in the "other incentives" box, are these incentives solely offered by the contractor? or do we list incentives such as manufacturer rebates, chf grants etc.?  
**Answer:** Both. The other incentives box is intended to encompass any special incentives outside of SMUD's current rebates and financing that would be additive to the homeowner offering.
- 2) To verify the definition of neighborhood, is it categorized as "SEP" neighborhood and "Better Building neighborhood"? or is it defined as Citrus Heights, Lincoln Village, Rancho Murieta, Downtown/East Sac and Rosemont as the predefined "neighborhoods"?  
**Answer:** SEP and Better Buildings refer to the two separate grant mechanisms. The neighborhoods are chosen and boundaries confirmed by SMUD. The SEP neighborhoods are Rancho Murieta, CHASE Area 7&8, and Lincoln Village. For example, the area of Rancho Murieta south of Highway 16 is not included in the program. The Better Building neighborhoods are Downtown/Midtown and Rosemont, and these neighborhoods have a job completions deadline date of June 30, 2013, as opposed to the SEP neighborhoods which must be completed by March 31, 2012.
- 3) Under #4 Proposal Liabilities on page #5 states that neighborhood awards are limited to more than "two" per contractor. How many contractors will be working in same neighborhood, if more than one?  
**Answer:** Each of the five neighborhoods will be assigned only one contractor. However, depending on total number of qualified proposal responses submitted by contractors, a contractor could be assigned/awarded up to two neighborhoods.
- 4) What type of insulation should we provide for the blow in the attic?  
**Answer:** The type and manufacturer of the insulation is up to the contractor and can be defined and described under the "Material Description" column of the cost sheet pro-forma. When completing the cost sheet portion of the RFP consider the removal of old insulation and properly install new insulation to R-38 level.
- 5) Is the old insulation in the attic need to be disposed of and not reused?  
**Answer:** Contractors should consider the need to remove and dispose of the old insulation. If this, or any other aspect of your estimates, will significantly impact your costs, briefly explain in your proposal or cost sheet.
- 6) Do you have any "EER" requirements for the better and best categories concerning new AC units?  
**Answer:** HVAC units must meet SMUD's minimum tier 1 requirements in the SMUD Contractor handbook which states a SEER of 14 for a package, and 14.5 for split, and an EER of 11 for package and 12 for split. Additionally, PG&E has a minimum requirement of AFUE 94 for all furnaces. Proposal scoring will balance cost with the quality and efficiency levels of proposed equipment, including the overall efficiency improvements that would result from the total energy efficiency package.
- 7) When quoting to replace duct systems, does the published lineal feet include the "Return" duct footage?  
**Answer:** Yes, you should assume that you are replacing both the supply and return ducts.

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- 8) In reference to water heaters, shall we assume that bollards, earthquake straps and expansion tanks shall be in quote or already present in the homes?

**Answer:** Any quote for a new water heater should assume installation to code using the same protocols you, as a contractor would normally follow. For this RFP assume that the existing water heat has earthquake straps but is old and does not have an expansion tank. Assume no bollard work or cost in your estimate.

- 9) In regards to “Tiers” and discounting, is it based on similarity to housing track’s stock or just per predefined neighborhood boundaries?

**Answer:** The “Tiers” should be based on economies of scale that the bidder believes can be achieved with the specified ranges of volume of work within the predefined boundaries for each neighborhood. These factors may include the proximity of the jobs to each other to reduce transportation time for employees, equipment and materials, the similarity of the housing stock within the development which could reduce assessment and remediation time as the same deficiencies and fixes are encountered in multiple homes, and any reduction in procurement costs for materials and equipment.

- 10) Windows and stucco exterior: When it states that all windows will be “completely” replaced, does that mean the entire frame of the old window needs to be removed from its stucco surroundings? The answer to this question might help determine any finish work that might occur. Also, if frames can be left in to be retrofitted, then can you expand upon “minor finish work” definition please?

**Answer:** You should assume that the existing windows and frames will be replaced, but that the framing in the wall will not be altered. Therefore, the minor finish work would be composed of fixing the stucco.

- 11) Will the A/C units be sold as a complete system, as a 95/14.5 SEER or a 95/16 SEER, or will the furnace and A/C’s be sold separately?

**Answer:** Please assume that the upgrades to the furnace and A/C in the “Better” and “Best” packages will be done together, meaning that you will replace the furnace and the A/C system (including the condenser, refrigerant line and expansion coil) at the same time. The system is a “split” system, however, with the furnace and air handler separate from the condenser. Your cost estimate should be broken out so that there is a cost for the furnace and another cost for the A/C system.