



**Request for Proposals (RFP)
Windsor Efficiency PAYS®
Core Measure Contractor**

Released by

Sonoma County Regional Climate Protection Authority

490 Mendocino Avenue, Suite 206

Santa Rosa, CA 95401

(707) 565-5373

On behalf of the

Town of Windsor, California

KEY RFP DATES

Issued: November 30, 2011

Telephone or written questions: December 12, 2011

Pre-Submittal Meeting: December 14, 2011

Optional Letter of Interest: Any time before January 13, 2012

Submit Proposals: January 13, 2012

Interview Dates: January 23-26, 2012

November 18, 2011

NOTICE OF REQUEST FOR PROPOSAL

Windsor Efficiency PAYS® Core Measure Contractor

The Sonoma County Regional Climate Protection Authority (RCPA) has issued this Request for Proposal on behalf of the Town of Windsor (Windsor) with the intent to select one or two firms to act as Core Measure Contractors for its Windsor Efficiency PAYS® pilot program. The Core Measure Contractor (Contractor) will be an independent program operator tasked with the duties outlined in this RFP.

Proposals must be submitted at or before 5:00 p.m., Pacific Time, on January 13, 2012. An electronic copy of the complete proposal should be emailed to:

Mike Sandler: msandler@sctainfo.org

Proposals, and amendments to proposals, received after the date and time specified will not be considered. Parties interested in obtaining a copy of this Request for Proposal should e-mail a request to msandler@sctainfo.org, call, or find online at www.sctainfo.org/rfp.htm.

A pre-submittal meeting will be held from 3:30-5:30 pmon December 14 at the RCPA conference room to provide an overview of needs and expectations and to provide an opportunity to answer questions of applicants. This meeting may also be broadcast via webinar.

Organizations planning to attend this meeting (in person or via webinar) are asked to RSVP to msandler@sctainfo.org.

Those responding to the RFP will be required to comply with all applicable equal opportunity laws and regulations.

Sincerely,

Mike Sandler
Climate Protection Program Manager

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OVERVIEW

The Sonoma County Regional Climate Protection Authority (RCPA) has issued this Request for Proposal on behalf of the Town of Windsor (Windsor) with the intent to select one or two firms to act as Core Measure Contractors for its Windsor Efficiency PAYS[®] pilot program. The Core Measure Contractor (Contractor) will be an independent program operator tasked with:

- Maintaining an inventory of program measures from selected Core Measures Manufacturers/Distributors (i.e., one or more distributors of toilets, showerheads, and compact fluorescent light bulbs (CFLs) selected through other RFPs) and incidental installation materials from other sources;
- Sale, delivery, and installation of Core Measures at Windsor customers' homes who agree to purchase them through this pilot;
- Generating referrals to Energy Upgrade California[™] programs and income-qualified weatherization programs when appropriate; and
- The education and sale of Core Measures and Dry-Summer, Drought-Tolerant Landscaping (Landscaping), which refers to landscapes that once established can be maintained without supplemental irrigation including many California native or other Mediterranean climate-adapted plant species, and approved co-payment measures.

The Windsor Efficiency PAYS[®] pilot is scheduled to start on March 1, 2012. If successful, in one year or less, the pilot will help up to 2,000 Windsor customers purchase and install a variety of water and energy saving technologies using the Pay As You Save[®] system as explained in the attached September 9, 2011, Program Concept Paper (Attachment A).

When the Core Measure Contractor is the first program contractor to visit a Windsor customer, (s)he will also be responsible for the qualification and sale of clothes washers and of Landscaping (both installed by separate contractors). If another program contractor is the first contractor to visit a home, (s)he will be responsible for qualifying and selling Core Measures at the Core Measure Contractors' bid prices and for helping the customer to schedule installation with a Core Measure Contractor.

A detailed program design including all aspects of the pilot including protocols, forms, and contracts is scheduled to be completed by or before January 2012. The program will run for one year or until 2,000 customers install measures, whichever comes first. Although RCPA and

Windsor make no representations that any customers will participate or install measures, there is a potential for expansion of the pilot in Windsor in Sonoma County and throughout California.

The Core Measure Contractor will need to make program staff and managers available for an RCPA training program in February 2012. The date of this training program will be announced in January 2012. All staff interacting with Windsor customers must successfully complete this training program or a comparable one administered by the pilot's Certification Agent.

Qualifications

Parties interested in submitting a proposal to become a Windsor Efficiency PAYS[®] Core Measure Contractor should have at least two years' experience (or the equivalent):

- Installing efficient toilets, showerheads, and faucet aerators at customers' homes, preferably as part of a resource efficiency program and in accordance with manufacturer's instructions, local and state codes, and California laws and regulations relating to these measures;
- Familiarity with installing on-demand hot water recirculation pumps such as the Chilipepper CP6000 <http://www.chilipepperapp.com/Default.htm> or the ability to quickly learn to do so;
- Hiring and managing trained field and office support staff;
- Arranging for program measures and related materials to be delivered and installed at customers' homes at times convenient for residents (including evenings and weekends when requested by customers); and
- Managing and maintaining forms and/or other program records.

Additionally, the Contractor and its staff must have excellent customer service skills and the ability to:

- Schedule installations for customers and achieve high customer satisfaction;
- Communicate clearly and effectively with customers, especially regarding the sale of other contractors' products and referrals to other programs; and
- Educate customers about proper operation of high efficiency water devices to maximize resource efficiency.

Contractor may enhance its bid by explaining in his/her itemized bid in Attachment D how it can arrange for the Windsor Efficiency Data Sheets to be maintained as part of a secure online database.

RCPA and Windsor reserve the right to reject any or all of the proposals, to investigate the qualifications of all proposers under consideration, to confirm any part of the information furnished by a respondent, or to obtain additional evidence of managerial, financial or other capabilities, which are considered necessary.

Duties

The Contractor's duties, the forms and contracts to be used, and the protocols to be followed will be finalized as part of the Windsor Efficiency PAYS[®] Program Design. However, at this time it is expected that the Contractor will be responsible for:

1. Becoming a Certified Core Measure Contractor. Certification requires signing a Contractor Agreement (Attachment B), providing required certificates of insurance (with RCPA and Windsor listed as insureds), providing either bonding or an irrevocable letter of credit to the Windsor Efficiency PAYS[®] Certification Agent, and ensuring all staff interacting with customers attend and pass an RCPA training program, or a comparable one administered by the pilot's Certification Agent.
2. Marketing its services, in coordination with RCPA and Windsor marketing and outreach efforts, to those Windsor customers as assigned. Marketing may include door-to-door canvassing, telemarketing, neighborhood blitz approaches, or advertising. All advertising must be approved in advance by the Certification Agent. RCPA and Windsor will supplement Contractor marketing with their own efforts. However, Contractor is not allowed to contact Customers assigned to other program contractors to avoid multiple contractor contacts of Windsor's customers.
3. Qualifying customers as eligible for program services by verifying that the customer is a Windsor water customer with authority to make decisions for the home, is the building owner (or Contractor obtains a signed Owner Agreement from the building owner), and reports sufficient usage of showers, toilets, and clothes washers to qualify for the program. Attachment C provides a preliminary list of qualifying thresholds.
4. Explaining the program and its benefits to the customer once the Contractor determines that the customer is eligible to receive a *bona fide* program offer, and enrolling the customer in purchasing all Core Measures for which (s)he qualifies. With customers' permission, Contractor is encouraged to demonstrate available showerheads and faucet aerators to facilitate sales and avoid call-backs. Contractor must offer clothes washers to eligible customers with a top loading non-Energy Star clothes washer which is used at least 5 times each week). If clothes washers are sold, Contractor will first determine whether or not the customer is interested in getting information about upgraded clothes washers, dryers, and refrigerators before facilitating contact and scheduling with the Appliance Supplier/Installer. (NOTE: Appliance Supplier/Installers will not make additional offers to customers who decline to receive them.)

5. Selling co-payment measures in accordance with protocols from the Windsor Efficiency PAYS[®] Program Design once all Core Measures have been offered. On-demand hot water recirculation pumps are likely to be an approved co-payment measure. Contractor may request Certification Agent approval of any resource-efficient co-payment measure.
6. Educating and selling to designated customers (potential high irrigation users and those with large well-maintained turf grass areas) the program measure to install basic drought-tolerant landscaping (Landscaping). After determining customers' interest levels, Contractor will facilitate contact and scheduling of an appointment with a Certified Landscaping Contractor to discuss a basic Landscaping package and potentially to get information from the Landscape Contractor about enhanced landscaping. [NOTE: Landscape Contractors will not be permitted to make enhanced landscaping offers to customers who decline to receive them.]
7. Referrals to Energy Upgrade California programs or income-qualified weatherization when appropriate
8. Installing measures. Contractor may install measures during the visit if it completes and obtains signatures on all required forms and receives approval from the Certification Agent. The Certification Agent will talk with the customer over the phone to verify eligibility. The Certification Agent may opt to inspect the home prior to approval. If Contractor installs measures at the time of the initial visit, Contractor assumes any liability associated California's right of rescission and or Certification Agent's failure to approve installation. Contractor may also schedule work at a mutually convenient later time.
9. Obtaining sufficient program measures (e.g., toilets, showerheads, aerators, etc.) from the Core Measures Manufacturer/Distributors to meet program demand and for maintaining a sufficient and secure inventory. Contractor will not be charged for installed measures. The Certification Agent will pay the measure distributors directly and unused product will be allowed to be returned to the distributor at no charge to Contractor at the conclusion of the pilot. However, Contractor is financially responsible for lost or damaged inventory.
10. Complying with all manufacturers' installation instructions, local and state codes, California laws and regulations regarding installation, and paying for and obtaining any permits required for installation.
11. Educating the customer to ensure proper operation of the installed measures and how to maximize their resource efficiency (and hence customer savings), supplying the customer with all warranty paperwork, and providing a sticker, magnet, or other form of notification with the program phone number and Contractor's phone number in case the customer has questions about the unit.
12. Proper removal of all work-related debris from the worksite and arranging for decommissioning of removed products. Contractor is required to hold onto removed products for one week and tracking their ownership to facilitate customer satisfaction if there are callbacks.
13. Correctly filling out the Windsor Efficiency PAYS[®] Data Sheet (reserved) for each contacted customer. The Data Sheet is the primary program activity record. It identifies all customers contacted, those who provided access, who received *bona fide*

- offers, whether they accepted offers, and if so what measures they installed, the items they removed, the usage they estimated, and the savings Windsor should expect.
14. Notifying Certification Agent that installation has been completed and providing an invoice and all required program forms for payment.
 15. Working to obtain a mutually satisfactory resolution of any dispute with a customer, and participating in the complaint resolution process described in the Contractor Agreement.
 16. Arranging for and completing all warranty work, unless Manufacturer requires a different contractor, as required at no charge to customers.
 17. Meeting all other terms and conditions included in the Contractor Agreement and implementing all assigned duties in the Windsor Efficiency PAYS[®] Program Design and if identifying any conflict with the Windsor Efficiency PAYS[®] Program Design, its contract or this RFP, seeking written clarification from Windsor or RCPA.
 18. Participating in good faith in any RCPA or Windsor evaluation of this pilot program, including requiring staff to seek and record data about participants, non-participants, and measures during each customer contact.

Payment

The Certification Agent will use program funds to pay Contractor its bid price, which must include payment for any miscellaneous parts required for installation (e.g., a toilet seat, seal, and other incidental installation materials), delivery, and removal and decommissioning of existing units upon each installation's completion as determined by the Certification Agent.

Oversight

Contractor will be required to sign an Agreement (Attachment B). This agreement will outline each entity's responsibilities and establish oversight roles.

Timeline

The following is the timeline for a March 1, 2012 pilot start date. RCPA and Windsor reserve the right to modify and or reschedule any of activities in order to ensure a successful pilot.

- RFP issued November 30, 2011
- Written questions submitted to RCPA by December 12, 2011
- Pre-Submittal Meetings held in person and via webinar December 14, 2011

- Optional Letter of Interest submitted to RCPA any time before January 13, 2012
- Proposals due January 13, 2012
- Interviews January 23, 2012, to January 26, 2012
- Training TBA
- Start operations March 1, 2012
- Cease Operations February 28, 2013, or after 2,000 projects are completed unless its Agreement is renewed

HOW TO APPLY

Parties interested in applying to become the Windsor Efficiency PAYS[®] Core Measures Contractor should submit a letter of interest to RCPA if they have not already done so. Their letter should include contact information (i.e., telephone number(s) and mailing and email addresses) so that the prospective applicant receives copies of all communications relevant to this RFP process.

Parties must submit their complete proposal to RCPA by email (or, if necessary first class mail) at the address below no later than January 13, 2012. The proposal should not exceed 25 pages (excluding cover letter, proposal cover, table of contents, forms and supplemental information, such as brochures and resumes). Formatting should be done using 8-1/2" X 11" pages with a minimum font size of 12. Proposals must:

1. Include a Cover Letter. Identify the prime consultant and describe any subcontract arrangements. Please identify the person who is authorized to negotiate, and indicate that the proposal represents a firm binding offer for 90 days. The cover letter should include the following information:
 - Consultant Name
 - Name and title of authorized representative
 - Address
 - Telephone Number
 - Fax Number
 - Email Address
2. Clearly document the applicant's qualifications. Describe the bidder organization, including the qualifications of the prime consultant and any sub-consultants included in the proposal. Please provide evidence of experience in each of the areas identified in this proposal.

3. Provide a narrative of no more than six single-spaced pages addressing how the bidder meets all Qualifications, its willingness and ability to fulfill all Core Measure Contractor Duties for its bid fee, and any other information that would support applicant's proposal given the criteria for selection described below.
4. Propose the fixed fee bidder will be paid and the number of years of free parts and labor warranty they will provide for each completed installation (using the form provided as Attachment D) and the specific toilet seat they will use. Bid prices must include all costs for installation including delivery of products to the home, installation, warranty and taxes. Recommended maximum prices are provided; these are the prices above which measures are not likely to qualify for installation under the program. However, RCPA, Windsor or their agents will screen each bid regardless of amount to verify if it is possible to maintain the program offer at the bid price.
5. Include resumes for key staff and three letters of reference from people who can comment from experience on how the bidder meets the qualifications for this work.
6. Provide insurance documentation with the following minimum limits:
 - (a) General Liability: \$2,000,000 per occurrence for bodily injury, personal injury and property damage including operations, products and completed operations. If Commercial General Liability Insurance or other form with a general aggregate limit is used, either the general aggregate limit shall apply separately to this project/location or the general aggregate limit shall be twice the required occurrence limit.
 - (b) Automobile Liability: \$2,000,000 per accident for bodily injury and property damage.
 - (c) Workers' Compensation statutory limit and Employer's Liability: \$1,000,000 per accident for bodily injury or disease.
 - (d) Errors and Omissions Liability: \$1,000,000 per occurrence.

One or more qualified applicants will be requested to interview with RCPA, Windsor, or their agents during January 2012. As noted above, RCPA and Windsor hope to complete the selection process by February 1, 2012, so the Contractor can arrange for its staff to attend the February training session (date to be announced later).

Criteria for Selection

RCPA and Windsor will evaluate and select proposals that appear to meet the above criteria. From these proposals, RCPA and Windsor will select up to four finalists for interviews. They will then select one bidder for negotiations based on the bidders ability to create confidence that:

1. The bidder meets all of the above qualifications and has the resources, experience, and skills to successfully fulfill its duties as described above.
2. The bidder's proposed bid price for delivery and installation of Core Measures and removal of existing equipment is the lowest bid price (assuming all other criteria are met) and the specified toilet seat will not be an impediment to customer measure acceptance.
3. The bidder has a viable plan to market services to assigned customers including program appliances and drought-resistant landscaping and provide sufficient trained staff to manage customer demand for delivery and installation of measures even if all 2,000 customers participate.
4. The bidder is able to provide excellent customer service while providing high quality installations.
5. The bidder's ability to correctly complete and forward required program forms to Certification Agent and maintain its records and bookkeeping satisfactorily in accordance with Generally Accepted Accounting Principles (GAAP).
6. The bidder's reputation will enhance the credibility of the program offer.

In the event multiple bidders equally meet all of the above criteria, bidders who indicate that they are willing and able to expand their services to Windsor, other Sonoma County water utilities, or anywhere in California will receive preference. Additionally, all other criteria being equal, preference will be given to local bidders. Finally, all other criteria being equal, bidders proposing to supply and maintain an online database of Data Sheets will be given preference. Windsor and RCPA reserve the right to negotiate with more than one bidder to obtain the best terms for this pilot and to select none of the bidders if either determines the terms unsatisfactory.

Additional Information

Examination of Documents: All relevant documents pertaining to this RFP can be found at www.sctainfo.org/rfp.htm or by emailing msandler@sctainfo.org.

An optional letter of interest for all or a portion of the scope of work may be submitted in accordance with the following requirements:

1. The letter of interest shall be sent electronically to: msandler@sctainfo.org

Requests for clarification and other additional questions must be put in writing and must be received by the RCPA no later than 5 p.m. on December 14, 2011. Thereafter the RCPA will enforce a Blackout period, where communications between applicants and reviewers is strictly

limited. Any of the following methods of delivering written questions are acceptable as long as the questions are addressed with the subject of “Windsor Efficiency PAYS® RFP”, and are received no later than the date and time specified above:

- E-Mail: msandler@sctainfo.org
- U.S. Mail/Personal Courier: Mike Sandler, Sonoma County Transportation Authority, 490 Mendocino Avenue, Suite 206, Santa Rosa, California 95401
- Facsimile: The RCPA’s fax number is (707) 565-5370

Copies of these questions and their answers will be emailed to all parties that submitted a letter of interest and will be posted on the RCPA website at www.sctainfo.org/rfp.htm no later than 5:00 p.m. on December 21, 2011.

A pre-submittal meeting will be held on December 14 from 3:30-5:30 p.m. in the RCPA offices at 490 Mendocino Ave., Suite 206, Santa Rosa, CA. The intent of the pre-submittal meeting is to provide an overview of the RCPA’s needs and expectations and to provide an opportunity to answer questions of applicants. This meeting may also be hosted via a webinar. Organizations planning to attend this meeting (in person or via webinar) are asked to RSVP to msandler@sctainfo.org.

RCPA and Windsor shall not, in any event, be liable for any pre-contractual expenses incurred by proposer in the preparation of a proposal. Proposer shall not include any such expenses as part of the proposal.

Submittal Procedure

The proposal shall be submitted in accordance with the following requirements:

1. The proposal shall be transmitted with a cover letter as described above.
2. The proposal shall be received via one of the following means no later than 5:00 p.m. on January 13, 2012. Late proposals will not be accepted.
 - E-Mail: msandler@sctainfo.org
 - U.S. Mail/Personal Courier: Mike Sandler, Sonoma County Transportation Authority, 490 Mendocino Avenue, Suite 206, Santa Rosa, California 95401
 - Facsimile: The RCPA’s fax number is (707) 565-5370

RCPA will notify proposers of its selection, or selection for interview, on or after January 26, 2012.

Joint Offers

Where two or more proposers desire to submit a single proposal in response to this RFP, they should do so on a prime-subcontractor basis rather than as a joint venture. Parties signing contracts related to this RFP will be asked to do so as a single firm and not as multiple entities doing business as a joint venture. Proposers wishing to provide fewer than the required number of services should submit a letter of interest to be shared with all members during the pre-bid meeting.

Levine Act

The selected proposer will be required to disclose on the record any contribution of \$250.00 or more that they have made to a Windsor Town Councilmember or an RCPA Board member within the twelve-month period preceding submission of the RFP. This applies to your company, any member of your staff, any agents for you or other staff members and to the major shareholders of any closed corporation, which is part successful proposal. If you have made a contribution which needs to be disclosed, you must provide written notice of the date, amount, and receipt of the contribution(s) in writing to the RCPA Executive Director, Suzanne Smith.

Respect in the Workplace

During the performance of services under an Agreement, the successful proposer and any and all sub-consultants shall not discriminate or permit harassing or discriminating behavior against any persons or group of persons whether on the basis of race, color, religion, age, national origin, ethnic group, gender, marital status, disability status, or sexual orientation. The successful proposer and any and all sub-consultants shall take affirmative actions to ensure respect in the workplace and that applicants and employees are treated justly, without regard to their race, religion, sex, color, or national origin.

In the event the successful proposer or any sub-consultant fails to comply with this clause of an executed contract, said contract may be canceled, terminated or suspended, in whole or in part,

and the successful proposer any and all sub-consultants may be declared ineligible for further contracts.

Debarment

Proposer must disclose any debarment or other disqualification as a vendor for any federal, state, or local entities. Proposer must describe the nature of the debarment/disqualification, including where and how to find such detailed information.

Reservation of Rights

The issuance of this RFP does not constitute an agreement by the RCPA or the Town of Windsor that any contract will actually be entered into by the RCPA or the Town of Windsor. The RCPA and Windsor expressly reserve the right at any time to:

- Waive or correct any defect or informality in any response, proposal, or proposal procedure,
- Reject any or all proposals,
- Reissue an RFP,
- Prior to the submission deadline for proposals, modify all or any portion of the selection procedures, including deadlines for accepting responses, the specifications or requirements for any materials, equipment or services to be provided under this RFP, or the requirements for contents or format of the proposals,
- Procure any materials, equipment or services specified in this RFP by any other means, or determine that no project will be pursued.

All proposals submitted in response to this request shall be deemed public records. In the event that a Proposer desires to claim portions of its proposal exempt from disclosure, it is incumbent upon the Proposer to clearly identify those portions with the word "confidential" printed on the lower right-hand corner of the page. The RCPA and Windsor will consider a Proposer's request for exemption from disclosure; however, the RCPA and Windsor will make a decision based upon applicable laws. Assertions by a Proposer that the entire proposal or large portions are exempt from disclosure will not be honored. All responses to this Request for Proposals shall become the property of the RCPA and will be retained or disposed of accordingly.

The RCPA and Windsor shall not be liable for any precontractual expenses incurred by any Proposer. The RCPA and Windsor shall be held harmless and free from any and all liability, claims, or expenses whatsoever incurred by, or on behalf of, any person or organization responding to this RFP.

All data and information furnished by RCPA and Windsor or referred to in this RFP are furnished for the Proposer's convenience. The RCPA and Windsor do not guarantee that such data and information are accurate and assumes no responsibility whatsoever as to its accuracy or interpretation. Proposers shall satisfy themselves as to the accuracy or interpretation of all such information and data.

By submitting a proposal in response to this RFP, the proposer waives all rights to seek any legal remedies regarding any aspect of this RFP, the RCPA and Windsor's selection of a consultant, and the RCPA and Windsor's rejection of any and all proposals.

The RCPA and Windsor also reserve the right to negotiate any price or provisions and accept any part, or all parts of any or all proposals, whichever is in the best interest of the RCPA and Windsor.

ATTACHMENT A

Program Concept Paper

This document may be found on the RCPA website at www.sctainfo.org/rfp.htm.

ATTACHMENT B

Contractor Agreement

All contracts and agreements related to the Windsor Efficiency PAYS® pilot are bound by an Intellectual Property Agreement signed by the Sonoma County Regional Climate Protection Authority and the Town of Windsor. The current DRAFT versions of the contracts/agreements specific to this RFP and mentioned above will be released to any interested bidder upon request to Mike Sandler, RCPA Climate Protection Manager at: msandler@sctainfo.org.

ATTACHMENT C

Minimum Usage Thresholds for Participation

Equipment	Performance Metric	Minimum Usage	US Average (Ref)
Toilet	Flushes per day	5	6.1
Showerhead	Minutes per showerhead per day	8	8.8
Clothes Washer	Loads per week	5	7.5
CFLs @ 20-watt savings	Hours used per day	3	7.5

ATTACHMENT D

Selected contractors will be paid their bid price for all installations. While all homes are different, in order to ensure the utility can operate this program as designed, a single fixed price for each type of measure installation is required. Interested Contractors are encouraged to bid an average price that they know will account for almost all situations. Bid prices must include all costs for installation including delivery of products to the home, installation, warranty, and taxes. Additionally, for toilets installation must include Contractor's bid toilet seat, a new wax ring, new closet bolts, a new reinforced braided supply line, a new flange, and any necessary new plumbing connections (e.g., shut-off valve). Contractors may refuse to install measures when doing so would not be safe for the customer.

Additionally, contractors will be required to install aerators whenever customers are willing to let them do so (ensuring greater water and energy savings and likely more satisfied customers) and recommend and install CFLs in all locations that meet the usage thresholds in Attachment C. As noted above, Contractors are also responsible for making referrals to other programs, providing customer education, and even selling other program measures to be installed by other contractors (e.g., clothes washers and Landscaping). Contractors should ensure their bids below are sufficient to ensure they can afford to install these free measures and provide these required consumer services.

Bid Worksheet

Equipment	Detail	Labor Bid Price	Labor Recommended Maximum	Labor Warranty (years)*
First Toilet Showerheads Aerators	Toilets will be supplied at no cost. Contractor supplies toilet seat, seals, and ancillary parts noted above.		\$160	
Additional Toilets Showerheads Aerators	Toilets will be supplied at no cost. Contractor supplies toilet seat, seals, and ancillary parts.		\$140	
Toilet Seat Model	Specify a model that customers will be likely to accept.	--	Included in above	
CFLs	CFLs will be installed in any location where existing bulb is on at least three hours every day and where 20 or more watts can be saved	--	Included in above	
Co-pay Measures	On-demand hot water recirculation pump		\$30 each	

* Unless otherwise specified by Contractor in the table above, Contractors' ancillary parts and labor warranty is assumed to be the same as the manufacturer's full replacement warranty for the installed products (toilets, showerheads, and aerators – 10 year warranty; CFLs – 2 year warranty; on-demand hot water recirculation pump – 5 year warranty).