



Proposer's Webinar

# Request for Proposals for Innovation Hub State-Level Pilot Support Services

July 1, 2026

# Webinar Reminders

- This webinar will **not** be recorded
- The slides will be posted on the RFP page
- Please submit any questions to [dan.mistro@efficiencymaine.com](mailto:dan.mistro@efficiencymaine.com)

# Agenda

1. Efficiency Maine Introduction
2. Efficiency Maine Innovation Program Overview
3. New England Heat Pump Accelerator Overview
4. RFP for Innovation Hub State-Level Pilot Support Services

# Efficiency Maine Introduction

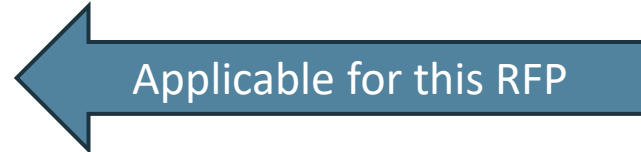
- Runs the State's energy efficiency programs
- Provides rebates, financing, technical information, **innovation pilots**, and registry of vendors
- Funded through utility procurements, Regional Greenhouse Gas Initiative, grants, and other sources
- Board appointed by the governor and confirmed by the legislature

# Efficiency Maine Innovation Program

- Conducts pilot projects that demonstrate new types of energy efficiency, demand management, or alternative energy measures and new strategies for promoting such measures.
- Focuses on measures that show significant potential to be cost-effective and to provide energy savings or greenhouse gas savings but are not yet well understood or established in the Maine marketplace.
- As a component of the New England Heat Pump Accelerator, the Trust will administer the State-Level Heat Pump Pilot through the Trust's existing Innovation Program.

# New England Heat Pump Accelerator - Overview

- Federally funded project to accelerate residential heat pump adoption in New England
- Maine is one of 5 states participating in the initiative (with MA, CT, NH, RI)
- 3 program pillars
  1. Market Hub
  2. Resource Hub
  3. Innovation Hub
    - State Level Pilot
    - Community Grants
- Joined on the webinar by the Accelerator's Manager for Innovation, Chris Carrick (VEIC)





# Efficiency Maine's RFP for Innovation Hub State-Level Pilot Support Services in Maine

# RFP Purpose - Delivery of a State-Level Innovation Pilot

- Efficiency Maine seeks a qualified contractor or team of contractors to implement an innovation pilot program for heat pump technology in Maine
- The pilot program will comprise a suite of initiatives that will test and demonstrate the viability of several new and innovative ways to use heat pumps in residential homes, including but not limited to:
  - Replacing existing boilers with hydronic HPs and thermal storage and controls
  - Replacing a furnace with a ducted HP to utilize the same distribution
  - Replacing central domestic hot water heating systems with large hydronic HPs in multifamily buildings
  - Installing window heat pump units in multifamily buildings where traditional mini-splits would not be practical
  - Replacing domestic hot water systems in homes with split-system heat pump water heaters (where traditional unitary HP water heaters would not be a good fit)

# Available Funding

- Working budget of up to \$14 million for all costs associated with Maine's State Level Pilot
  - Includes equipment costs, equipment installation, data collection and analysis, training, and reporting
- Efficiency Maine does not anticipate awarding the full working budget at the beginning of the contract; some funds may be reserved for future, follow up projects
- This contract will be paid using Federal Funds and will contain provisions and riders enumerating applicable federal requirements
- All funds must be spent before the end of September, 2029

# Proposed Initiatives

- Hydronic HP with Thermal Storage and Controls
  - Goal to create a pathway to replace existing combustion boiler and utilize existing distribution
  - A 5-home test pilot in Millinocket is currently underway. These learnings will be used to refine the next round of installations
  - Current configuration of installation includes a hydronic HP, four 120-gallon hot water tanks, thermal expansion tank, and various meters, sensors and valves that make up the SCADA controls



# Proposed Initiatives - Continued

- **Ducted Heat Pumps in single-family homes**
  - Efficiency Maine has demonstrated this in a previous small pilot
  - Goal to provide additional learnings to contractors about how to successfully install a Ducted HP using the existing ducted distribution
- **Central domestic hot water HPs in multifamily buildings**
  - Goal to replace existing central boilers for purposes of domestic hot water using existing distribution
- **Window heat pump units in multifamily buildings**
  - Goal to test viability of window units for renter occupied spaces where occupants could not purchase a mini-split
- **Split-system HP water heaters in slab built or manufactured homes**
  - Goal to test newer units on the market for how cost effective these installations can be

# RFP Tasks

1. Task 1: Pilot Kickoff
2. Task 2: Implementation Plan
3. Task 3: Equipment Identification and Procurement
  - Develop specifications with the Trust and connect with manufacturers
4. Task 4: Initiative Sample Size and Host Criteria
  - Expected to evolve based on iterative learnings
5. Task 5: Participant Recruitment and Enrollment
  - Marketing and outreach efforts will be required
6. Task 6: Equipment Installation
  - Recruiting and overseeing contractor community. Trainings in collaboration with the Trust and partners.
7. Task 7: Equipment Maintenance
  - Coordination with appropriate installers in event of equipment failures or poor performance
8. Task 8: Evaluation, Measurement, and Verification
  - Includes but not limited to surveys, metering, interviews
9. Task 9: Decommission systems
  - Pilot structured that systems will be removed at the end of pilot period. Participants may opt to keep equipment at the end, but they will be solely responsible for it.
10. Task 10: Budget Management and Program Data Tracking
11. Task 11: Reporting and Documentation
  - Responsible for compliance with federal flow down and to pass these down to call subcontractors
12. Task 12: Dissemination of Findings

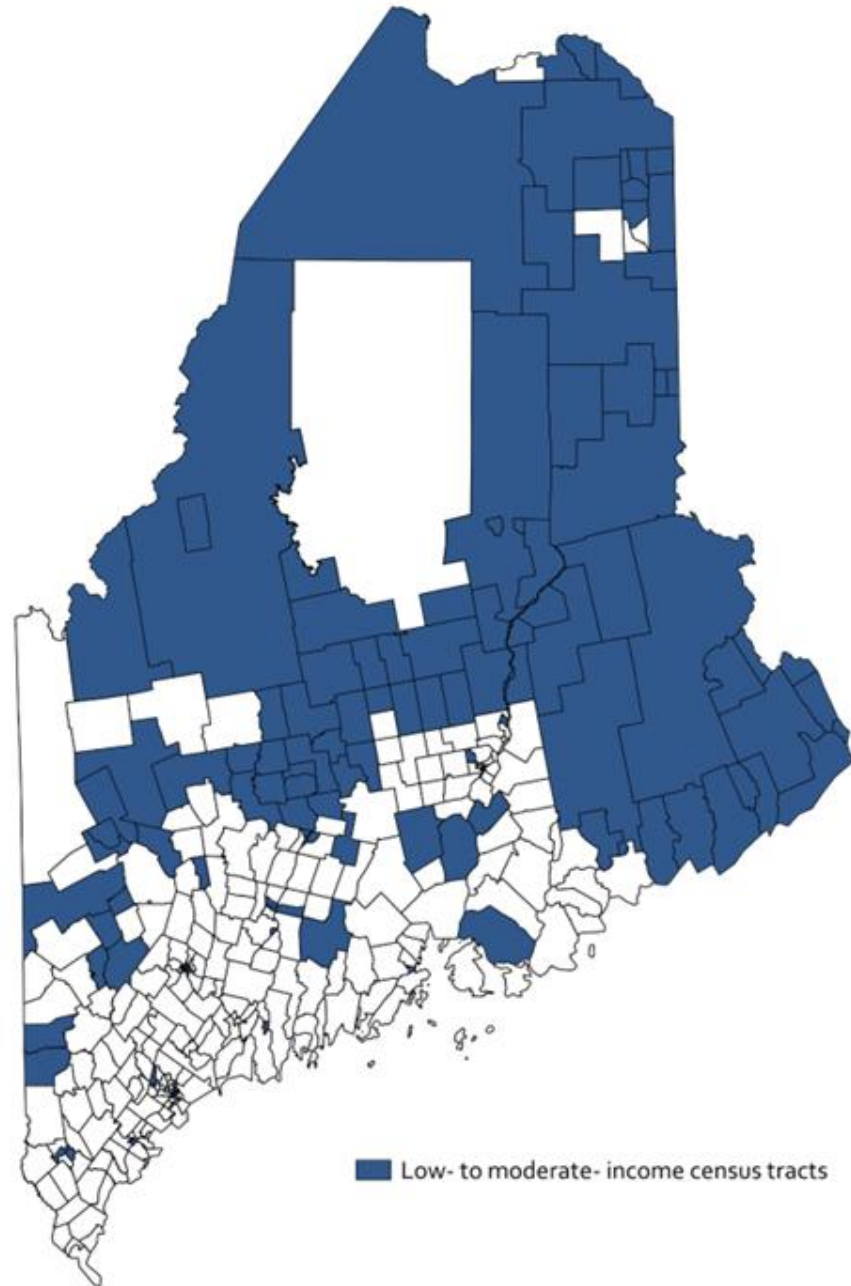
# RFP Documents

- [Request for Proposal](#)
- [Attachment A – Project Cost Proposal Form](#)
  - A pre-populated estimate for equipment cost was included to help with submission requirements
- [Attachment B – Services Agreement](#)
  - Has additional language required for Federal Funds in addition to our standard service agreement
- [Attachment C – Team Commitment Form](#)
- [Attachment D – Confidential Information Management System Policy](#)
- [Attachment E – Low- to Moderate- Income Census Tracts](#)

Proposers are required to submit an RFP response and populate Attachments A and C. Agreement to, or any proposed redlines to Attachment B must be filed with the submission. Attachments D and E are required for delivery.

# Eligible Locations

- Funding will be limited to pilot projects that are installed in residential properties that house low- to moderate- income households or are located in low-and moderate-income census tracts (see Attachment E).
  - All full-time residents in these communities will be eligible
  - Targeted recruitment for low-income residents is anticipated



These 127 census tracts identified in the Justice40 Initiative are "Definition N communities, including adjacency index tracts v1.0."

Data Source: <https://public-environmental-data-partners.github.io/j40-cejst-2/en/#6.29/45.089/-69.25>

# Federal Compliance

This pilot will be funded with federal funds and will be subject to certain federal terms and conditions (riders) described in the Service Agreement. Trust anticipates that the following will be most relevant:

- **Davis-Bacon and Related Acts:** We anticipate wage requirements will apply to all installation and maintenance work undertaken in these initiatives. In the Trust's experience, wage documentation can be a challenge for small businesses and installers, and we anticipate that the Contractor may need to provide documentation support for installation sub-contractors. To the extent the Contractor intends to use sub-contractors for installation and repair services and those subcontractors are not specifically identified in the proposal, the Trust anticipates that the Contractor will need to ensure compliance with competitive procurement requirements and to comply with Davis-Bacon wage requirements. The Trust anticipates that a Davis-Bacon reporting software will be provided for ease of documentation.
- **National Historical Preservation Act:** A historic preservation review may be required for projects where there is an element of the heat pump on the exterior of a home 50-years old or greater. The Trust has an existing agreement in place with the Maine State Historic Preservation office for these kinds of reviews and will support the Contractor with the review process
- **Build America Buy America Act:** BABA requirements will not apply to privately owned single-family home projects but may be triggered for larger, multi-family home projects that are publicly owned or have public spaces.

# RFP Schedule

	Milestone	Date/Deadline
1	RFP Issued	6/17/2026
2	Proposer's Webinar	7/1/2026
3	Questions Due	7/8/2026
4	Responses to Questions Posted <i>(Will include questions posed during this webinar)</i>	7/15/2026
5	Proposals Due	8/26/2026
6	Anticipated Award Date	9/9/2026
7	Anticipated Contractor Start	9/23/2026
8	Project Launch	9/30/2026

# RFP Scoring

1. Staff and Organization Qualification and Capacity
  - 40 Maximum Points
2. Statement of Work
  - 25 Maximum Points
3. Cost / Budget
  - 25 Maximum Points
4. Overall Quality and Responsiveness
  - 5 Maximum Points
5. Small Businesses, Veteran-Owned Businesses, and Labor Surplus Area Firms
  - 5 Maximum Points



Questions?