



Additional Pricing Review

Eversource and National Grid Only

WE ARE MASS SAVE®:



Weatherization Pricing

1) Weatherization Pricing

- 1) Implement pricing from Weatherization RFQ
- 2) Apply and adder of 8.6%
 - 1) Based on CPI for residential new construction Jan-May '22
 - 2) Current 10% adder is removed
- 3) New price list and CPI adder in effect until the next RFQ ~ 1 year

2) IIC Bonus Structure

- 1) \$200 bonus for IIC's that bring in completed weatherization jobs
 - 1) Additional \$75 for moderate income or renters

3) HPC Bonus Structure

- 1) Anticipate an additional adjustment, to be determined soon

Transparency

- Price setting bids were representative of the overall contractor community across multiple indicators.
- Price setting bids were submitted by primarily experienced, small and medium size contractors with high quality rankings and coverage across the state.

Additional data available includes analysis related to:

- Background on pricing discussion
- Contractor capacity over time
- Contractor business size and volume of overall contractor pool and price setting bids
- Contractor years in business of overall contractor pool and price setting bids
- Contractor quality rankings for overall contractor pool and price setting bids
- Additional data on HEA and Weatherization by year and month
- Analysis on RFQ results for all individual measures

Next Steps

- Lead Vendors to send formal announcement on pricing
 - Effective date July 18, 2022
- Next Round of RFQ for pricing within a year
- Third Party Review of HPC Costs