

## Finance and Budget Committee

Meeting date: March 19, 2025

Agenda Item #: 4

**Discussion of a resolution authorizing the Executive Director to negotiate and execute a contract with Building Decarbonization Coalition to design and implement a Contractor Navigation Hub for the building decarbonization program in an amount not to exceed \$4,500,000 through October 16, 2029. The initial contract term will run through April 11, 2027, with the option to renew for additional one-year terms upon satisfactory performance.**

Agenda item type: Action item

### Summary

A request to authorize the Executive Director to negotiate and execute a contract with Building Decarbonization Coalition to design and implement a Contractor Navigation Hub for the building decarbonization program. The Contractor Navigation Hub will provide a one-stop shop for contractors that will simplify the process for installing cold-climate heat pumps for customers.

### Background

In January 2025, DRCOG released a Request for Proposals (RFP) to solicit services from energy advising and market transformation firms qualified and experienced in developing industry-facing tools specifically focused on accelerating the market adoption of cold-climate heat pump technology among the heating, ventilation and air conditioning (HVAC) industry. The purpose of this RFP was to identify a firm to lead the design and implementation work for a 'one-stop shop' that contractors can utilize to simplify the process of installing cold-climate heat pumps for customers.

DRCOG received two qualifying proposals in response to the RFP that were reviewed and evaluated by a selection panel. The panel included subject matter experts from DRCOG's Building Decarbonization Team, Administration and Finance Division, as well as representatives from Xcel Energy and the Collective Clean Energy Fund. The selection panel unanimously scored the Building Decarbonization Coalition's submittal highest in the categories of overall approach to work, experience/qualifications, cost, and overall quality of the proposal. The proposal went above and beyond, proposing to service twice the number of contractors listed in the scope of work, and building an AI chat bot to assist contractors that the panel was able to test during the review process.



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Based on the selection panel's evaluation, DRCOG staff recommend that the Finance and Budget Committee authorize the Executive Director to negotiate and execute a contract with the preferred consultant, Building Decarbonization Coalition. The total contract amount is not to exceed \$4,500,000. The initial contract term will be approximately 24 months from the date of contract execution, with options to renew for an additional one-year terms through October 16, 2029.

The contract for this work will be funded through the Environmental Protection Agency Climate Pollution Reduction Grant.

### **Action by others**

None

### **Previous discussion/action**

None

### **Recommendation**

Move to adopt a resolution authorizing the Executive Director to negotiate and execute a contract with Building Decarbonization Coalition to design and implement a Contractor Navigation Hub for the building decarbonization program in an amount not to exceed \$4,500,000 through October 16, 2029. The initial contract term will run through April 11, 2027, with the option to renew for additional one-year terms upon satisfactory performance.

### **Attachment**

Draft resolution

### **For more information**

If you need additional information, please contact Douglas W. Rex, Executive Director, at 303-480-6701; or Ron Papsdorf, Transportation Planning and Operations Director, at 303-480-6747 or [rpapsdorf@drcog.org](mailto:rpapsdorf@drcog.org); or Clay McCombe, Program Manager (Workforce & Industry Development), at 303-350-5464 or [cmccombe@drcog.org](mailto:cmccombe@drcog.org).

