



SAVE ON UTILITIES LONG TERM (SOUL)

REQUEST FOR INFORMATION & EXPRESSION OF INTEREST

Prepared By: Groundswell

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RFI Number: CCG_RFI_25528_001

Issuance Date: Wednesday, June 4, 2025

Responses Requested By: Thursday, July 3, 2025

June 4, 2025

Contact information, Email: SOUL@groundswell.org | Website: www.groundswell.org

RFI OVERVIEW

This Request for Information (RFI) seeks responses from organizations with experience in home repairs and renovations, with a focus on energy efficiency improvements, to provide home energy upgrades and critical repairs to 100 homes in East Alabama and West Georgia during the following time span:

- September 1, 2025 to August 30, 2026

Organizations with experience working in rural communities and/or with knowledge of Alabama and Georgia state policies and safety regulations are especially encouraged to submit a response.

COMPANY BACKGROUND

Groundswell builds community power to increase local resilience and helps to significantly subsidize electricity bills and expenses for our neighbors who need savings the most.

- **Community Development with Clean Energy.** We use community solar, resilience hubs, and residential energy efficiency to preserve affordable housing, strengthen the grid, and support local economic development.
- **Leveraging Data and Technology to Scale Results.** We connect people with projects through our data platform to deliver sustainable and measurable outcomes.
- **People-Focused and Place-Based.** Founded in 2009, Groundswell joyfully serves five states with resilience hubs and 7,000 families in rural, small-town, and urban communities in the Heartland, Mid-Atlantic, and Southeast with more than \$3.5 million in annual electricity savings.
- **From Demonstration to Transformation.** Based on our current strategic plan, we are on a pathway to deliver \$29 million per year in savings to 36,000 families and deploying resilience hubs across 12 states within five years.

PROGRAM BACKGROUND

Through Groundswell's SOUL program, families will receive home repairs that reduce energy costs by 30 percent or more, thereby strengthening family finances and local community. Repairs completed through the SOUL program may include roofing, windows, insulation, heating and cooling (HVAC), ventilation, handicap ramps, flooring, electrical work, plumbing, and other upgrades that contribute to the participants' home health, safety, and energy efficiency.

Groundswell's SOUL program has served 100 households across five municipalities in Georgia and one in Alabama, representing \$1,063,000 in home repairs and energy efficiency improvements to date, and aims to complete an additional 500 home repairs over the next three years.

INFORMATION REQUESTED

1. General Qualifications

- 1.1 Provide a summary of project(s) completed similar in scope(s) included in the sample scope of work under Attachment A. Include the project funding amount, location, utilization of any subcontractors to complete the deliverables, if any, and a brief 2-3 sentence project description, especially any government-funded project(s).
- 1.2 Please describe your experience with acquiring necessary licenses, securing permits, and any government fees and inspections required for the proper execution and completion of the work.
- 1.3 Please share any experience you have with federal reporting and compliance requirements, including Davis-Bacon and Related Acts (DBRA).
- 1.4 Please share any relevant affiliations or certifications you hold.

2. General Information

- 2.1 Where is your organization incorporated and headquartered? Do you have an office or permanent, operational presence in Alabama or Georgia?
- 2.2 Provide an overview of your company's mission, focus areas and primary geographic areas of service.
- 2.3 Provide your annual revenue for the past three years and total number of employees.
- 2.4 List key owners, partners, or parent companies associated with your organization.

3. Project Budgeting & Financing

- 3.1 Please include a price proposal for upgrading and repairing the three homes using the scope of work included in Attachment A. The price should include all materials and labor costs.
- 3.2 Describe your experience with processing and managing change orders.
- 3.3 Describe your knowledge or experience with state and federal energy efficiency rebate programs, if any.

4. Workforce & Community Development

- 4.1 Describe any previous contributions to community development projects, including workforce training programs, school partnerships, or other local initiatives.

5. Other Considerations

- 5.1 Include any additional information you believe is relevant to Groundswell's successful implementation of the SOUL program and your potential role as partner.

INSTRUCTIONS AND ADDITIONAL INFORMATION FOR RESPONDENTS

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Questions regarding this RFI can be submitted to SOUL@groundswell.org. Groundswell will make best efforts to respond to questions submitted. Early submission of questions may increase the chances of response. Responses to any questions by Groundswell will be shared with all RFI respondents.

RFI responses should be submitted electronically to SOUL@groundswell.org, in PDF format, not exceeding ten pages, 12-point font, with "SOUL RFI Response - [Firm Name]" in the email subject line. The document should be saved as "SOUL CCG RFI RES [FIRM NAME]" prior to attaching to the email. In addition to answers to the questions listed above, responses should include the name of the firm/respondent, firm/respondent address, primary contact person, email, and phone number.

DISCLAIMER

This RFI is not a Request for Proposal (RFP); therefore, Groundswell is not accepting solicitations at this time. Groundswell may issue an RFP in the future. Responding to this RFI does not provide any advantage or disadvantage to potential applicants if Groundswell chooses to issue an RFP regarding the subject matter, and respondents to this RFI will not receive preferential treatment in any subsequent procurement process. Any information obtained as a result of this RFI is intended to be used by Groundswell on a non-attribution basis for planning and strategy development. Proprietary or sensitive information should be clearly marked as such. Your response to this notice will be treated as information only. Groundswell will review and consider all responses in its formulation of program strategies. Groundswell will not provide reimbursement for costs incurred in the preparation or submission of responses to this RFI. Respondents are advised that Groundswell is under no obligation to acknowledge receipt of the information received or provide feedback to respondents with respect to any information submitted under this RFI. Responses to this RFI do not bind Groundswell to any further actions related to this topic, and nothing in this RFI shall be interpreted as a commitment or obligation on the part of Groundswell to enter into a contract with any respondent. By submitting a response to this RFI, the respondent certifies that, to the best of their knowledge, the information provided is true, accurate, and complete.

Sample SOUL Work Orders

ATTACHMENT A

Example 1:

Description	Amount
Attic: add 7" of blown-in cellulose insulation in the entire attic to reach insulation level of R-38	
HVAC Upgrade: Install new 2.5-Ton Ruud Heat Pump system, including all necessary ductwork.	
Windowsills: Repair and paint 10 rotten windowsills	
Total Project Cost:	

Example 2:

Description	Amount
HVAC Servicing: Service 2011 3.5 ton Carrier unit to ensure it functions optimally. Services to include air filter inspection, components check, drain assessment, electrical evaluation, thermostat calibration.	
Bathroom sink faucet: remove and replace sink faucet; Toilet fill valve: remove and replace	

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Gutter & Fascia: Remove and replace 66' of gutters and 20' of downspout; Replace up to 66' of fascia as needed due to rot	
Total Project Cost	

Example 3:

Description	Amount
Roof: Remove and replace approx. 24 SQ roof with like kind, 3-tab 25-year shingles, 15lb felt, drip edge, 45 LF of ridge vent, and 3 large boots. Haul off all debris to the landfill	
HVAC: Remove existing central HVAC and install new 3-ton central HVAC system, including condensing unit, air handler, and associated line sets	
Windows: Remove and replace (2) windows in kitchen with new vinyl windows	
Total Project Cost:	