

March 25, 2026



HES & HES-IE Pricing RFI

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Agenda

Planning



RFI Process



Analysis of Results



Benefits of Vendor Participation in HES

- Lead generation for vendors from the program
 - Introduction to customers to complete add-ons (IE) & rebates (MR)
- Creation of a market for energy efficiency that wouldn't exist outside of EnergizeCT offerings
- Most vendors diversify their business offerings (ex. MF, insulation, HVAC, hot water, solar)
- 83% of rebate applications were completed by HES vendors or their subcontractors



HES/HES-IE Pricing RFI Process

All HES & HES IE Vendors Invited

- 2026 Draft Implementation Manual Included
- Response Rate

Measures Expanded for 2026/2027

- 80+ Measures
- Labor & Materials
- Set fees don't factor in home size (small or large)

Pricing Submitted and Analyzed pre-RFP release with Eversource/Avangrid/Procurement/Planning

RFP Included Planning-Approved Pricing

- Bidders signed a document agreeing to pricing
- No comments received

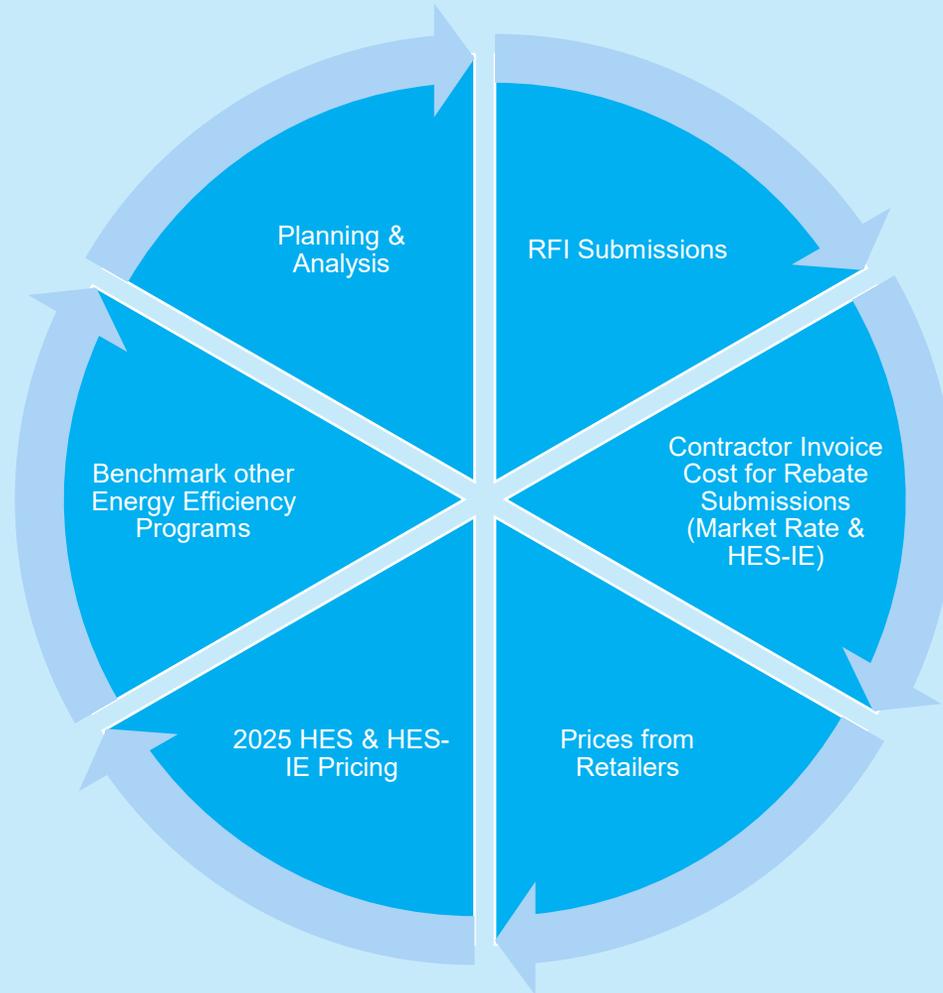
Cost Effectiveness

All C&LM programs shall be screened through cost-effectiveness testing to ensure programs are designed to **achieve energy benefits above program costs** (*Public Act 98-28*)

- Benefits cost ratio (BCR) = $\text{Benefits} \div \text{Program Costs}$
- **Programs are cost effective if $\text{BCR} > 1$.**
- Higher benefits increase BCR; higher program costs reduce BCR
- **Benefits:** based on net savings (adjusted using realization rates from evaluation studies) X Avoided Energy Supply Costs from regional studies
- **Costs:** includes customer incentives and admin/implementation costs such as , marketing, education, etc.
- **Programs have fixed budgets** to maintain parity with customer revenue, support realistic and achievable program goals/spending, and advance affordability, equity, and decarbonization goals
- **HES & HES-IE have highest cost to achieve savings** driven by intensive vendor involvement and higher delivery costs compared to other programs (e.g., diagnostics, health & safety testing, site visits)



Pricing Determinants



Screenshot from RFI

				Pricing Through 12/31/2026	
Program	Measures	Measure Descriptions	Quantity	Unit Cost	Labor Cost
<i>Note: All participants should review program guidelines and measure information contained in the HES and HES-IE Field Implementation Manual and Program Savings Document, in addition to the measure descriptions provided below</i>					
Attic Floors					
HES-IE	Open Attic/Kneewall Floor	Supply and install insulation in open attic floor to R-value \geq R-49	Provide price per square foot		
	Floored Attic/Kneewall Floor (Dense pack)	Supply and install dense pack floored attic insulation to prescribed density and R-value \geq R-19	Provide price per square foot		
	Attic Slope (Dense pack)	Supply and install dense pack attic slope insulation to prescribed density and R-value \geq R-13	Provide price per square foot		
	Kneewall Slope	Supply and install insulation in open kneewall slope to R-value \geq R-13	Provide price per square foot		
	Attic Wall/Kneewall	Supply and install insulation in kneewall to R-value \geq R-13	Provide price per square foot		

Highlights of New & Modified HES & HES-IE Add On Measures

Emergency Stop Work	Blower Door Test Out	Combustion Safety
Exterior Door Weatherstripping	Exterior Door Sweeps	Insulation Preparation
Exterior Siding Types	Ventilation	IRA-Specific Measures

New & Modified HES & HES-IE Core Measures

Previous

Site Visit Fee

DOE Score Fee

Air Sealing (CFM)

Duct Sealing (CFM)

- Previously, four primary fees covered the assessment, diagnostic testing, and completion of the work.
- Air sealing and duct sealing were paid based on CFM reduction.

In 2026, testing fees are broken out **more granularly** for **greater transparency and compensation opportunity**.



Eversource (HES): 2026 Core Services vendor payout up 20% vs. 2025

Eversource (HES-IE): 2026 Core Services vendor payout up 38% vs. 2025

Current (2026)

Site Visit Fee + PVD

DOE Score Fee

Blower Door Test

Combustion Safety Test

Exterior Door Sweeps

Air Sealing (Hourly)

Exterior Door Kit

Duct Blaster Test
(added mid-2025)

Duct Sealing
(two paths in 2026)

- Blower door test is paid at initial visit and when work is performed (not CFM-based)
- Air sealing kit standalone pricing allows for higher quality materials

Assessment Analysis

Assessment

Below RFI
Average

Existing Measures
Same or Higher
Pricing Compared
to 2025

Some Measures
Are New

Weatherization

Insulation
At/Above Market
Rate for 87% of
Measures

3-10% Increase
Compared to
2025

EVERSOURCE



CNG · SCG · UI

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Thanks
for listening.

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