

NEW MEXICO

**ECAM**

ENERGY CONSERVATION  
AND MANAGEMENT

REQUEST FOR PROPOSALS  
FOR PROVIDING AS-  
NEEDED SERVICES FOR  
THE IMPLEMENTATION OF  
THE HOME  
ELECTRIFICATION AND  
APPLIANCE REBATES  
PROGRAM FOR (SECTION  
50122) IN NEW MEXICO

MULTIFAMILY

3/11/2026



NEW MEXICO

**ECAM**

ENERGY CONSERVATION  
AND MANAGEMENT



U.S. DEPARTMENT OF  
**ENERGY**

Presenter: Yeny Maestas

Procurement Manager: Louie  
DiMattina



# New Mexico Energy Conservation and Management

- This meeting will be recorded.
- This presentation will be published in our website.
- To be notified about amendments for this Request for Proposal (RFP) and upcoming RFPs, please enter your name, company, title and e-mail address in the chat.

# Multifamily Home HEAR Program Overview

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## IRA HEAR Multifamily Home (50122) Program Overview

- Section 50122 of the Inflation Reduction Act (IRA) 2022.
- Main Goals: to save households money, to grow American manufacturing and clean energy jobs and fight climate injustice.
- NM – Received \$44M+ allocated for home energy rebates.



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# IRA HEAR Multifamily Home (50122) Program Overview

- Implementer will be responsible for contributing to the multifamily section of the blueprint documents
- Implementer will be responsible for identifying projects, performing pre-installation assessments, developing scopes of work, eligibility verification, and contractor management
- Implementer will work with ECAM's contracted technology consultant to process applications and rebates ([www.cleanenergy.nm.gov](http://www.cleanenergy.nm.gov))
- Implementer will be responsible for processing rebates from contractors within 4 weeks of rebate application, ECAM is working with NEIF to "front" the money
- Implementer will be responsible for reporting applicable metrics to the Department of Energy



# Procurement Manager contact information:

Louie Di Mattina

Program Coordinator

E-mail: [Louie.DiMattina@emnrd.nm.gov](mailto:Louie.DiMattina@emnrd.nm.gov)

# SCOPE OF WORK OVERVIEW

## Multifamily Homes Implementation

# HEAR Program General Responsibilities

- The successful Offeror(s) shall be responsible for all efforts required to provide services in accordance with guidelines issued by lead federal agencies, Department of Energy (DOE), Pacific Northwest National Laboratory (PNNL), and National Renewable Energy Laboratory (NERL), and lead state agency, ECAM
- All work will be assigned by ECAM to Implementer via task order.
- All media inquiries shall be referred to ECMD.
- Successful Offeror(s) shall work with partner/additional implementing organizations (e.g., Homewise, Real Time Solutions (RTS), National Energy Improvement Fund (NEIF)) and other implementers, as necessary.

# HEAR Program Planning and Design

- Update “Blueprints” to include multifamily protocols
- Pilot Project – conduct a feasibility analysis and manage tan initial pilot project from scoping to closeout
- SOP Development – Create Standard Operating Procedures for day-to-day operation, risk assessment and conflict resolution
- IT Collaboration – utilize PNNL tools and the RTS platform to generate rebate reservations, tracking and reporting

# HEAR Program Implementation and Launch

- Eligibility and Compliance – Verify that at the least 50% of dwelling units in a project are occupied by low-to-moderate (up 150% AMI)
- Legal and Tenant Rights – Draft landlord agreement and create mechanism to notify tenants of their rights and owner obligation
- Project Scoping – Identify eligible upgrades, ensure they stay under rebate caps, and draft specific SOWs for each building

# HEAR Field Management and Oversight

- Inspections – Perform building assessments (pre-condition risks), collect geocoded photo documentation, and conduct final inspection
- Legal and Tenant Rights – Draft landlord agreements and create mechanism to notify tenants of their rights and owner obligation
- Project Scoping – Identify eligible upgrades, ensure they stay under rebate caps, and draft specific SOWs for each building
- Inspections – Perform building assessments (pre-condition risks), collect geocoded photo documentation, and conduct final inspections before payment
- Rebate Processing – process all rebate within four weeks of receipt (we have NEIF to front the payment)
- Safety – Ensure all measures are installed to specification and meet all federal and state safety standards

# HEAR Contractor and Data Management

- Contractor Lifecycle – Recruit, train, onboard, and manage contractors. This includes developing training and outreach materials, reviewing quotes, invoices and handling termination if necessary
- Payment workflow – Coordinate with the National Energy Improvement Fund (NEIF) for contractor reimbursement
- Reporting – Track all spending (itemized invoices) and data (pre and post project geotagged photos, unit served, measured installed, etc.) for DOE quarterly reporting

# HEAR Monitoring and Continuous Improvement

- Incentive Stacking – Collaborate with Homewise, ECAM’s Energy Coaches to “stack and braid” these rebates with other utility or federal benefits
- Customer Service – Handle conflict resolution and conduct satisfaction surveys
- Provide Technical Assistance when necessary
- Audit/Inspection Support – Participate and all state and federal audits and inspections.

# HEAR Other Relevant Information

- ECAM has allocated 25% of the rebates for Multifamily Implementation.
- As per DOE guidelines, the administrative costs for this program is capped at 20%, the remaining 80% must go toward rebate/rebate delivery.

**The State of New Mexico aims to have the program available to the public by end of 2026, pending Department of Energy Approval.**

# Scope of Procurement

- Proposals AND references due electronically:

**April 2, 2026, at 3:00 P.M. MST**

**Proposals submitted after the deadline will be disqualified**

**Energy Conservation and Management Division**

**Procurement Manager: Louie DiMattina**

**[Louie.DiMattina@emnrd.nm.gov](mailto:Louie.DiMattina@emnrd.nm.gov)**

**Proposals to be submitted in PDF format via e-mail.**

# Sequence of Events

- Last day to submit questions is March 18, at 3:00 P.M. MST
- Q&A will be posted on our website ASAP below:
- <https://www.emnrd.nm.gov/ecmd/about-us/requests-for-proposals-applications/>
- Proposals Due: **April 2, 2026, at 3:00 P.M. MST**

# Proposal Evaluation Assigned Points

No.	Evaluation Factor	Points Available
1.	<p>Project Approach and Technical Capabilities</p> <p>Points will be awarded on the Proposal's effective, creative and efficient implementation approach to the HEAR Multifamily Program, especially as it relates to keeping administrative project development reporting strategies. The Proposal must demonstrate understanding of the purpose and scope of the project and the Offeror's responsibilities.</p>	40
2.	<p>Record of Past Performance</p> <p>This criterion considers the Offeror's experience with similar DOE programs (e.g., solar rebates program), government agencies, or private industry with respect to such factors as control of costs, quality of work, and ability to meet schedules.</p>	30
3.	<p>Capacity and Capability</p> <p>Points will be awarded on the Offeror's ability to achieve the SOW, indicate key personnel, specific roles and experience, Professional Seal/Certificate Number; identify lines of authority and limits of capacity of each member of the team, delineate roles of subconsultants, if any.</p>	20
4.	<p>Proximity and Familiarity</p> <p>This criterion considers Offeror's familiarity with New Mexico, and the awarded number of points will be determined by the Offeror's and subconsultant's expertise and experience on projects in the southwestern part of the US as it relates to the SOW.</p>	7
5.	<p>References</p> <p>Points will be awarded based upon an evaluation of the responses to a series of questions that will be asked for references concerning the quality of the Offeror's services, the timeliness of services, responsiveness to problems and complaints and the level of satisfaction with the Offerors' overall performance (See Attachment 4, Reference Questionnaire).</p>	3
Total Possible		100

# Proposal Contents for HEAR Multifamily

- Letter of Transmittal
- Table of Contents
- Deliverables-based budget
- Past project experience
- Approach to successful and effective HER Program implementation
- Campaign Contribution Disclosure Form
- Statement of Assurances Form
- Any red lines to the existing boiler plate language in the Professional Services Agreement, if any (attached to the RFP).

Please, do not forget to include the following items in your proposals, or you will be deemed non-responsive:

- Letter of Transmittal that includes a statement of acknowledgment for all, if any, Amendments; SAM.gov information.
- A filled-out W-9 with wet signature or DocuSign.
- Campaign Contribution Disclosure Form.
- Statement of Assurances Form.

If you haven't already, don't forget to register for the Unique Entity ID with SAM.gov  
This is a **STRICT** requirement.

# Procurement Manager Contact Information:

Louie Di Mattina

Program Coordinator

Telephone Number: 505-819-8002

E-mail: [Louie.DiMattina@emnrd.nm.gov](mailto:Louie.DiMattina@emnrd.nm.gov)

You will receive an e-mail from Louie acknowledging receipt of your proposal shortly after it's been received.

Thank you!

Verbal responses to questions will not be binding. We would request all questions also be submitted in writing to the Procurement Manager by e-mail. Responses to questions will be provided in a forthcoming Amendment posted on the EMNRD/ECMD website (DON'T FORGET TO ACKNOWLEDGE!). Questions must be submitted no later than 3:00 PM MST on **Wednesday, March 18, 2026**, to the Procurement Manager at the e-mail address listed below. Questions with the corresponding Answers will be posted ASAP pending legal review.

- All questions regarding this RFP MUST be submitted in writing to:

**[Louie.DiMattina@emnrd.nm.gov](mailto:Louie.DiMattina@emnrd.nm.gov)**

