

The Role of Electrical Contractors on LEED®-NC Projects: Business Proposal/Capability Statement

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Abstract

The green buildings sector is growing at a rapid pace and LEED® guidelines, especially the LEED®-NC for commercial buildings, have emerged as the most recognized rating systems in the United States. When selecting a LEED building project team, owners and designers look for general contractors, construction managers and subcontractors who demonstrate an understanding of these requirements and whose organizations show capabilities to handle these projects successfully. As electrical contractors become familiar with LEED requirements, many see this building sector as a potential business opportunity. As electrical contractors develop LEED-related expertise and start pursuing these projects, they realize that their business proposals need to reflect their LEED-related capabilities in order to present themselves as “value-added” partners on the LEED project teams. Because this

building sector is so new, very little literature or reference manuals are available to assist electrical contractors in developing effective proposals for LEED projects.

This research report provides a sample business proposal/capability statement for electrical contractors pursuing LEED-NC projects. This report includes elements of a typical business proposal/capability statement with additional sections highlighting an electrical contractor’s capability to handle LEED projects successfully. The report is written using XYZ Electrical Company as the example company and is written in the first person as if it were an actual proposal. An electrical construction company can use this document as a template to develop their own business proposal/capability statement/statement of qualifications for a LEED-NC project proposal.

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See reverse side for an excerpt from
The Role of Electrical Contractors on LEED®-NC Projects: Business Proposal/Capability Statement.

The Role of Electrical Contractors on LEED®-NC Projects:

Business Proposal/Capability Statement

A summary of the impact of all electrical related LEED credits is provided in **Table 1** (page 16), and detailed examples of credits from “Site-Practices” and from “Products” categories are provided in **Table 2** (page 17). When XYZ works on LEED projects, this checklist provides a clear guideline to us on identifying our roles on those projects. The checklist also assists our PC, OC and LEED departments to complete their LEED documentation smoothly.

Table 1: Summary Checklist of EC Involvement on LEED Projects (Syal et al 2009)

SSp1	Control soil erosion, waterway sedimentation, and airborne dust generated from trenching and excavation for electrical site work. Prevent transfer of mud on to public roads from vehicles leaving the construction site.
SSc4.3	EC may install charging stations for electric vehicle parking areas in finished parking lot. EC may participate in installation of alternative fueling stations such as hydrogen or compressed natural gas (CNG) in finished parking lot.
SSc5.1	Limitations on disturbing the existing natural areas by construction activity reduces and may eliminate lay-down areas for construction materials on site.
SSc8	Interior lights shall not spill illumination out of windows. Interior lights shall be controlled to turn off after normal business hours. Install exterior lighting only as required for safety and comfort. Limit exterior lighting trespass beyond curb or property lines.
EAp1	Greater involvement in all aspects of commissioning.
EAp2	Limit lighting energy density (W/sq. ft.). Limit voltage drop in feeders and branch wiring.
EAc1	Further limit lighting energy density (W/sq. ft.) through the selection of lamp types, efficient lighting fixtures, optimum fixture placement, automatic switching controls, and/or task lighting. Install energy efficient transformers, or design systems to eliminate the need for transformers, such as 277 volt industrial lighting. Install systems to optimize the use of natural daylight including dimming fluorescent ballasts, light sensors, automatic control systems, and motorized window blinds.
EAc2	Install on-site electrical producing systems such as photovoltaic or wind turbine generators.
EAc3	Greater involvement in all aspects of commissioning.
EAc5	Install energy metering devices necessary to record long-term building energy consumption.
MRc2	Recycle and/or salvage construction and demolition debris. Keep detailed records of quantities recycled and wasted in the same units of measurement used by the GC.
EQc1	Assist in the installation of outdoor air monitoring and control systems typically specified under the Temperature Control contract.
EQc3	Keep work site clean. Cover absorptive materials. Cover open electrical panels.
EQc4.1	Select only low V.O.C. adhesives and sealants for use on the project.
EQc4.2	Select only low V.O.C. paints and coatings for use on the project.
EQc6.1	Install individual lighting controls for 90% of building occupants, and lighting controls for all shared group occupant spaces.
EQc6.2	Assist in the installation of thermal comfort systems typically specified under the Temperature Control contract.
EQc8.1	See EAc1 systems to control natural daylighting.