Find HVAC work worth pursuing

Start with your delivery business

Research [BUSINESS / HVAC CAPABILITIES] in [SERVICE ZIPs / RADIUS]. Use FY2020–FY2026 through 30 Sep 2026, with FY2025 and FY2026 separately. NAICS 238220 is shared plumbing/heating/air-conditioning contractor context, not an HVAC-only market. Isolate actual HVAC services by descriptions and product/service codes; equipment supply and adjacent construction require separate scope. Do not add overlapping markets. Research does not change our profile or record a decision.

Three questions to answer

Who buys near me? Keep a facility/service/office/award list with addresses and dates.

What size work could I pursue? Compare bands, medians, periods and funded examples with equipment, crew capacity and cash.

What may be coming next? Keep open bids, forecasts and contract-end leads separate; verify access to the contract route.

Research the service area, not just one code

National to local

Use national state reported city ZIP actual facility. Use place of performance rather than supplier address. Preserve five-character ZIPs and deduplicate combined service areas.

Reported 238220 includes plumbing and other mechanical work. An explicit HVAC-description subset is a sensitivity, not an exhaustive specialty census. Search adjacent construction and equipment supply separately; do not add overlapping totals.

Read dollars and activity

Awards with activity are distinct contracts/orders with transactions, including existing awards. Actions are individual new-award/modification records. Net obligations are funding less reductions, not annual prices or invoices paid.

Positive full-award sizes use complete base/change histories with positive funding and exercised value above $1. Size-only exclusions remain in historical dollars/counts. Recent new-award bands instead use first recorded action and potential including options.

Idaho is wider context for the Payette case. The selected McCall/Council ZIP history has no matching coded transactions; that coverage result does not establish no future work. Search actual facilities and other relevant classifications.

Move from research to a sourced decision

Keep delivery proof

Read current notice, scope revisions, drawings, forms and amendments. Check equipment, sites, optional items, lead times, experience, evaluation, craft wage determination, bonds and approval/payment conditions.

Resolve conflicting sites and schedules in writing before committing to price. Research cannot supply your company's projects, assigned crew, bonds, capital, vendor quote or committed partners.

Use the tools

Use the prompts, market insights, Payette worked example, evidence matrix and fillable worksheet. The separate key-terms companion provides official links and QR codes without interrupting the tutorial.

Start in Qualified Bid: https://qualifiedbid.qualifiedcapacity.com/#connect. Get the resources in the Qualified Bid space in The Assembly through the Qualified Capacity app on iOS/Android or desktop https://assembly.qualifiedcapacity.com/.