



carbon free homes

A shovels CASE STUDY

Shovels Empowers Carbon Free Homes: Achieving 100% Installation Targets with Our Contractor Matching Platform

CHALLENGE

Carbon Free Homes faced significant difficulties in connecting homeowners with qualified contractors for the installation of heat pumps, water heaters, and other climate-friendly appliances.

Despite a growing awareness and demand among homeowners for such technologies, the availability of trustworthy contractors who are capable, willing, and ready to take on these projects was limited. The traditional methods of finding these contractors were inefficient and often led to unreliable data that hindered scalability and effectiveness.

SOLUTION

To address this challenge, Carbon Free Homes turned to Shovels, a comprehensive and filterable database drawn from over 100 million building permit applications nationwide, updated monthly. Shovels provides detailed, high-quality data that includes the type of permit filed, the date of filing, and the profile and contact information of the contractor.

This solution enabled Carbon Free Homes to efficiently connect homeowners with reputable contractors, significantly reducing the time and effort required to sift through data manually.

RESULTS

The collaboration with Shovels led to remarkable outcomes for Carbon Free Homes:

- Achieved 100% of the target numbers for pilot installations of heat pumps, water heaters, and induction stoves in San Anselmo and Fairfax, Marin County, CA.
- Streamlined the process of contractor matching, which was previously a major bottleneck, enhancing customer satisfaction and trust in the marketplace.
- Facilitated a group buy program that provided homeowners within a service area access to more competitive bids and seamless installation processes.

This efficient system not only improved the rate of successful installations but also supported the expansion of Carbon Free Homes' service offerings, including the launch of their Collaboration Energy group buying platform.

Filter permits and contractors by ZIP code, city, county, CBSA, or permit jurisdiction

If you are selling an appliance, software that runs on an appliance, or a consultation service, you need to build a network of great contractors

ABOUT SHOVELS

Shovels offers the most comprehensive, clean, and customer-friendly building permit and contractor data products for the climate tech industry.

Access it via our web and mobile apps, API, or private table sharing into Snowflake, Databricks, BigQuery, and S3.

