

Mark Palmer



- Manager of Training and Development
 - State Energy Sectors Partnership –DOL grants
 - WIA/TANF
 - Private sector
- Workforce Development
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 - Energy Efficiency - Renewable Energy
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forging new partnerships between workforce,
education and industry professionals

Lightly Treading, Inc. –



- Exclusive contractor administrator for the Home Energy Audits and Home Performance with Energy Star Program for Xcel Energy in Colorado
- Managed the delivery of over 4,400 energy audits in 2010 and a network of over 40 EE contractors.
- Building Performance Institute (BPI) Affiliate and Authorized Training Provider
- Train independent contractors to set standards

Implementing Efficiency:



- Programs Adopt Standards Requirements
- Workers need to get training or certification to get on the “Preferred Contractor” List
- Customers must use of a certified contractor to gain access to rebates or special financing
- Verify improvement results with quality assurance inspections

Utility and Municipal Program Types



- Some programs focus on basic prescriptive analysis and improvements – stand alone rebates like bulbs, furnace, wall insulation, etc.
- Some programs focus on comprehensive building analysis and improvements – performance rebates like HPwES require multiple improvements
- Pros and cons
 - Trending toward rebates for % total reductions

Utility and Municipal Programs



- Utilities and municipalities adopt technical standards, like BPI, to reduce risks and lower costs
- Improvement contractors must then train to quality standards to get work and be eligible for rebate programs.
- BPI for Existing Homes
- RESNET for New Construction
- NATE, ACCA ASHRAE, etc.

Home Performance with Energy Star



- (HPwES) is one of the few programs that implements national efficiency standards with a post improvement verification (PIV) to ensure the customers and the rebate providers are getting what they pay for.
- Approved contractors must be certified to BPI Analyst or RESNET technical standards

Performance Standards



- Home Performance with Energy Star
- Has built in Quality Assurance with PIV
- The service is included in the total cost

- Independent 3rd Party Quality Assurance is a Growth Market in Efficiency
- Why? *It ensures that contractors' work conforms to standards. Example....*

Quality Assurance



- In HPwES:
- Only 10% of ALL improvement work is verified
- Of that amount...nearly 40% don't achieve technical standards prescribed by energy auditors
- Assume the larger implications.

- Post improvement inspections reveal a gap in improvement work quality and consistency – from current and future 'Approved Contractors'

Summary



- National standards will break up confusion between utilities, states, workforce, customers and will allow the industry to grow.
- Training is needed to build a contractor infrastructure capable of delivering quality energy retrofits.
- Quality Assurance Inspections will ensure that utilities, contractors and consumers are all adhering to the standards.

Finally



- The contractors who adopt and successfully implement these standards will differentiate themselves as leaders in the efficiency industry.

Thank You

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