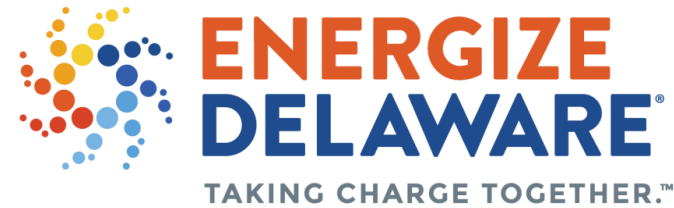


# WELCOME Contractors & Program Partners



2021 Home Performance with ENERGY STAR  
All Hands Meeting

Wednesday, May 26 2021

# DOE ENERGY STAR Award



- Sustained Excellence award is the highest honor bestowed by the ENERGY STAR program
- Award is given to the nation's leaders in driving value for the environment, the economy, and the American people
- **4<sup>th</sup> consecutive year for this award**

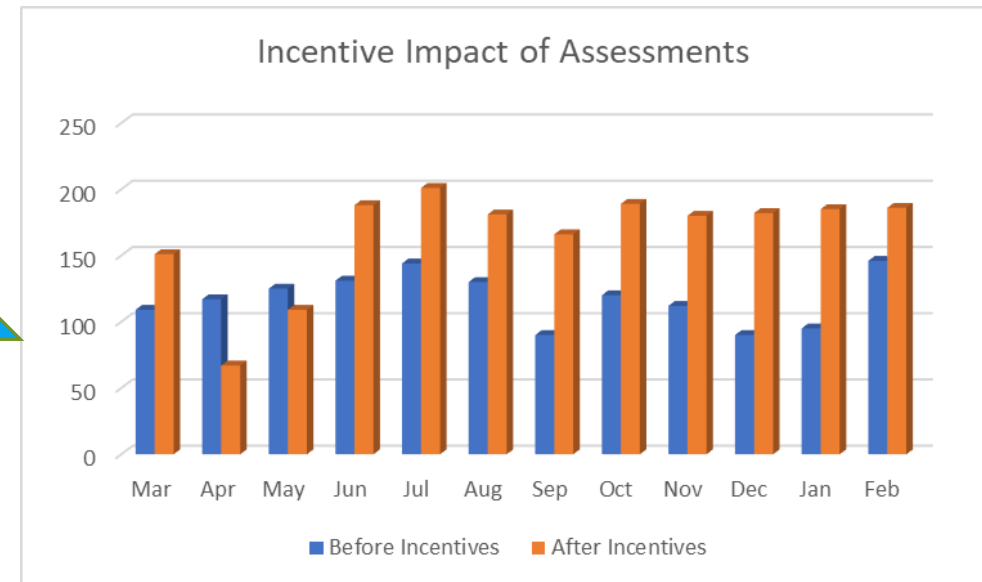
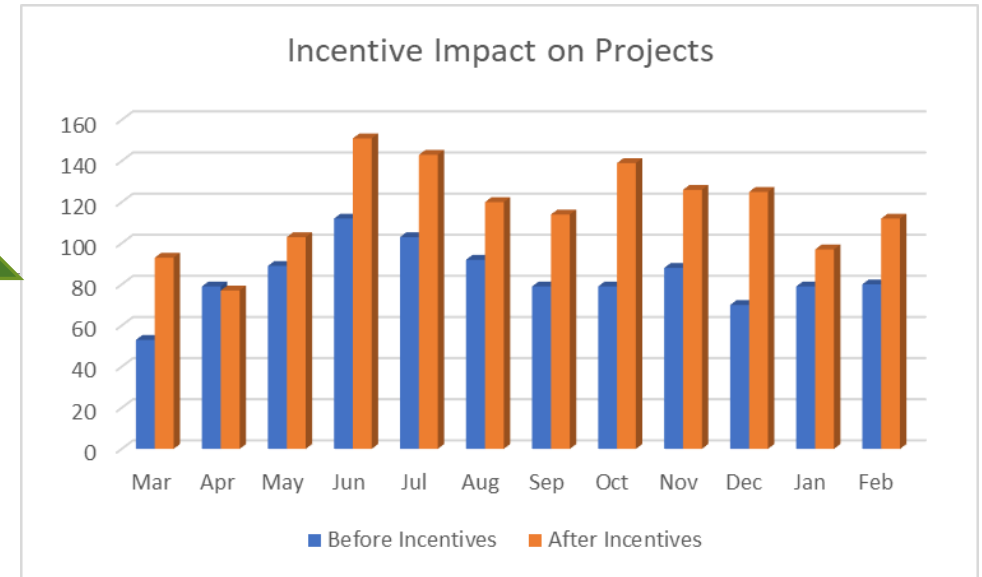
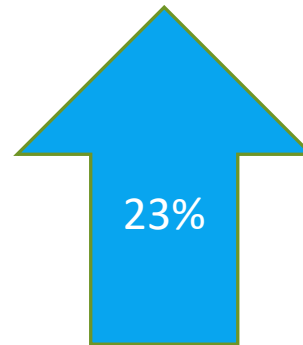
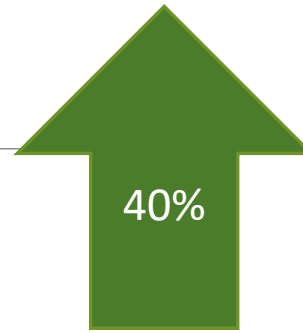
# Incentives Update

## Incentives Extended to December 31, 2021

- Air Sealing
- Completed Projects
- Reduced Customer CoPay

40% Year Over Year Increase in Assessments & Projects

23% Year Over Year Increase in Air Sealing Projects





# DOE Century Club Award Winners

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Burns & McBride Home Comfort

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First Class HVAC

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Maichle's Heating and Air Conditioning

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SchagrinGAS Company

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# DESEU Award Winners



**Over 100  
Assessments  
Completed**

Energy Efficient Earth

Energy Services Group

Energy Solutions LLC

Equinox LLC

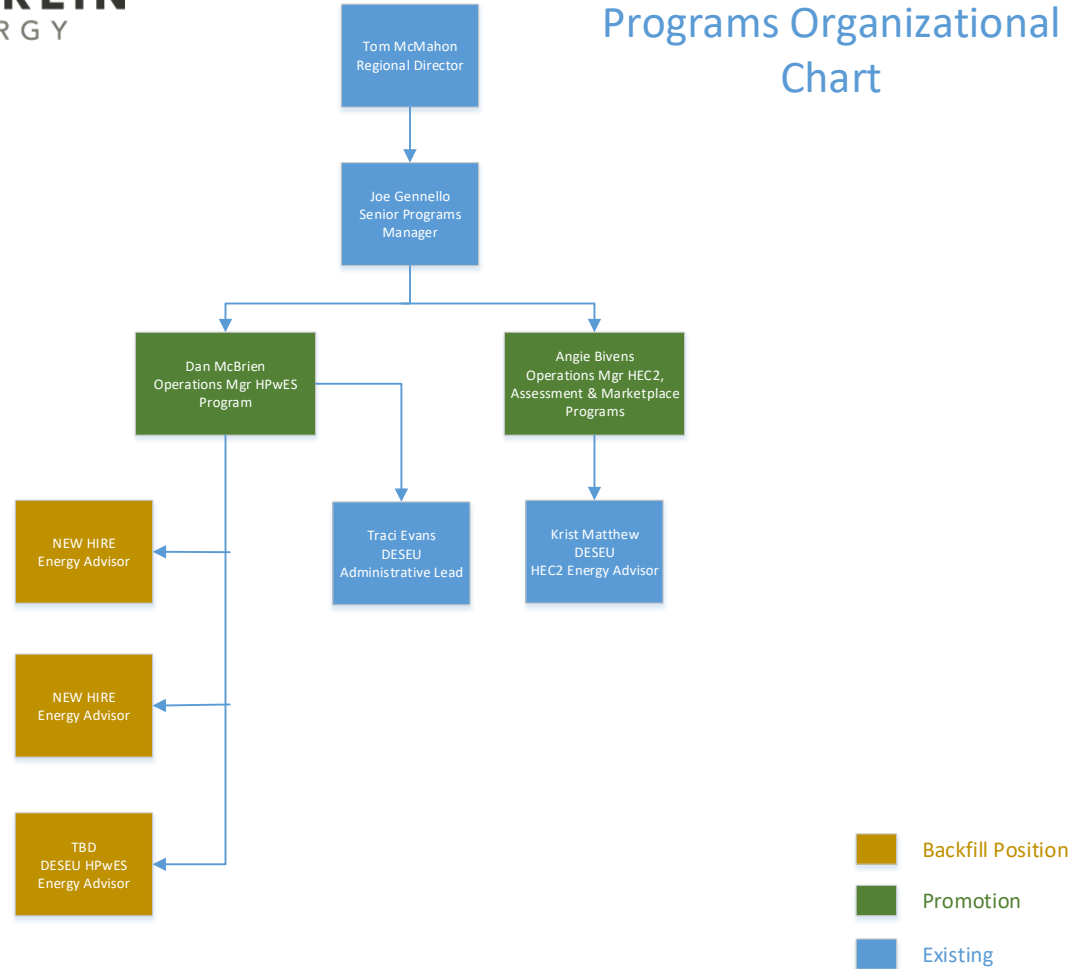
Home Performance Consulting LLC

Independence Power Solutions

**Most Loan &  
Assisted  
Projects**

Home Performance Group

## Energize Delaware Programs Organizational Chart



# Staff Changes

Jerry Spaulding Departure

Krist Matthew Achieved BPI QCI Certification

Dan McBrien, Operations Manager HPwES

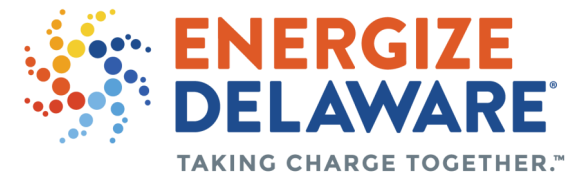
Angie Bivens, Operations Manager HEC2,  
Online Assessment & Marketplace

Tyler Tallman, Transferring to Franklin's Pittsburgh Program for Duquesne Electric

Two New Energy Advisors Joining Franklin in Early June. Both Are BPI and QCI Certified with HPwES Inspection Experience

# Transition Back from COVID

# Best Practices in the Field





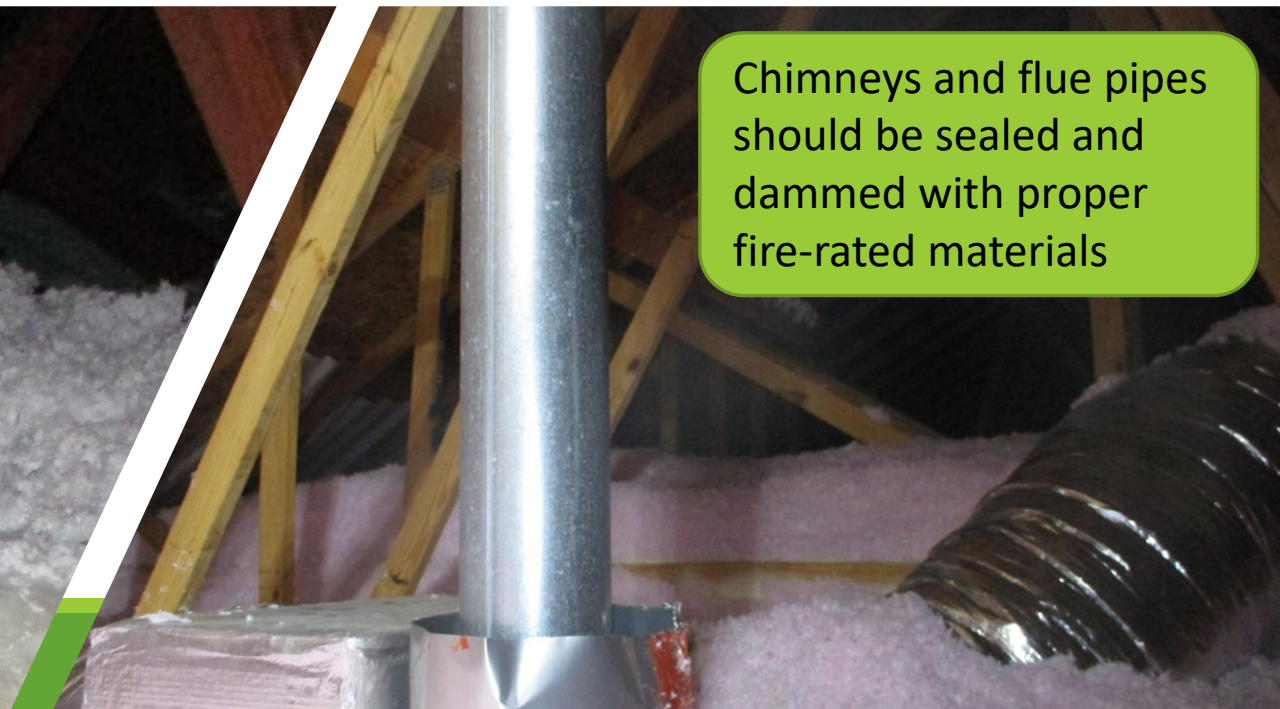
# Blower Door Guided Air Sealing



Hard damming practices  
more effective



Chimneys and flue pipes  
should be sealed and  
dammed with proper  
fire-rated materials



Health & Safety issues must be properly remediated by installing contractor before project can be considered COMPLETE

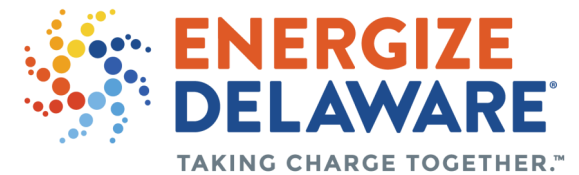
Exhaust terminations must maintain proper clearance from the following:

- Windows/Doors
- Soffits/crawlspace vents
- Walkways/Public spaces
- Air intakes
- Ground
- Decks/Balconies

**Communication is Key!**



# “Kitchen Table” Discussions





AM CONSERVATION GROUP

## **PRODUCT CATALOG**

# Direct Install Measures

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# Assisted HP & Downtown Development District

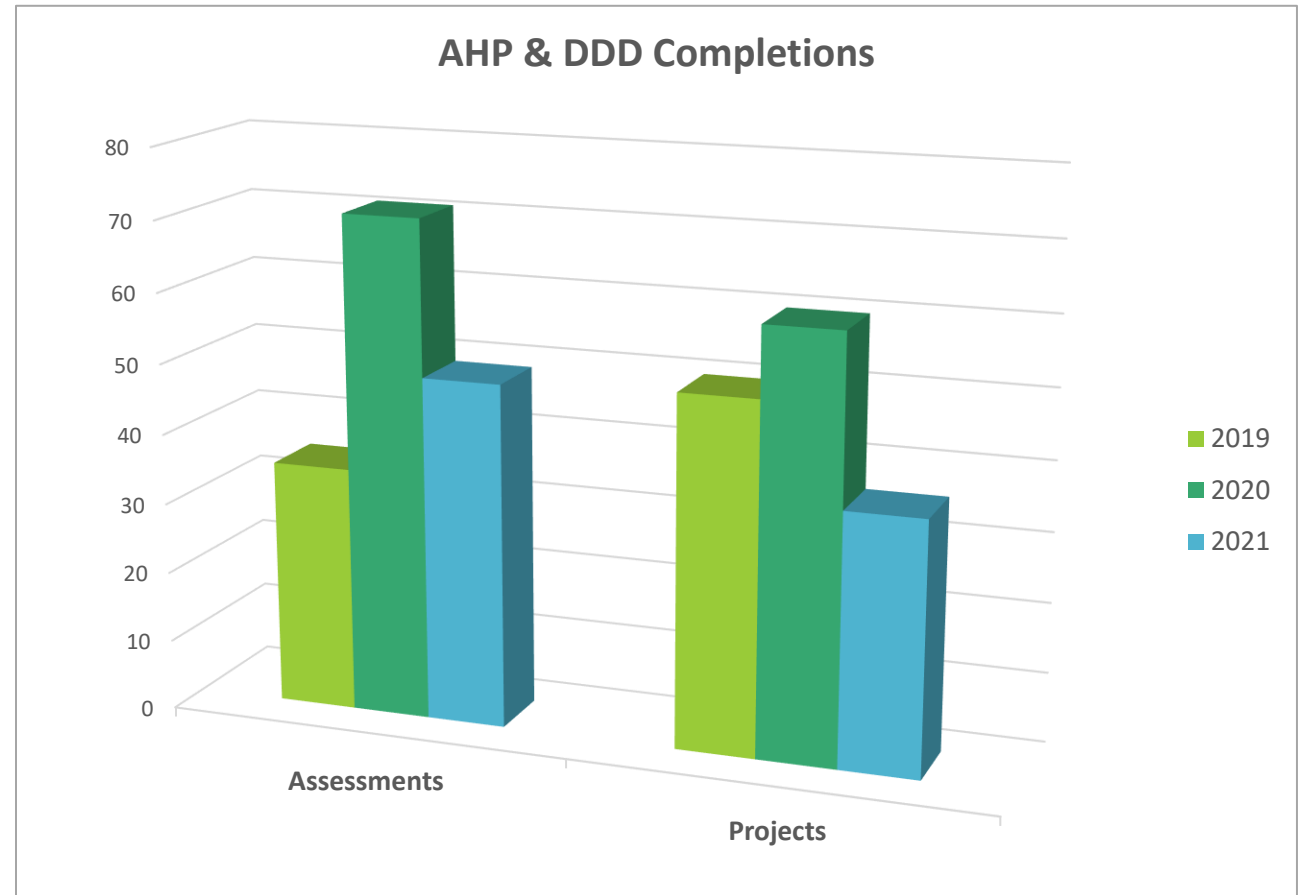
## Assessments

- 100% Year-over-Year Increase in AHP & DDD Assessments
- 2021: 70% of 2020 Total



## Projects

- 20% Year-over-Year increase in AHP & DDD Projects
- 2021: 60% of 2020 Total



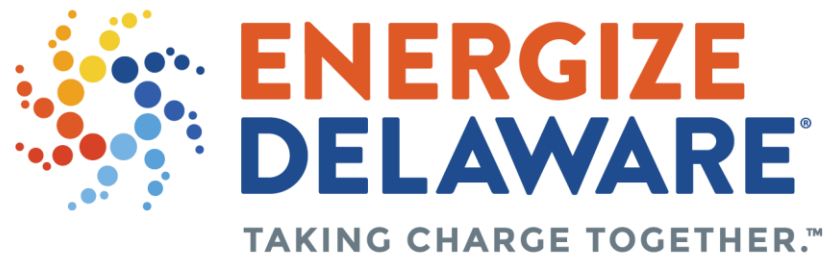
# New AHP Income Levels

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Household Size	Annual Income
1	\$46,500
2	\$53,100
3	\$59,750
4	\$66,400
5	\$71,700
6	\$77,000
7	\$82,350
8	\$87,650

As of July 1<sup>st</sup> the AHP income levels will be updated to follow current guidelines for low-moderate income in DE.

The income limits are higher allowing more individuals to apply.



# Residential Loan Program

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# Loan Details

The Energize Delaware Residential Loan Program is for qualifying Delaware homeowners looking to finance energy-saving home improvements

Applicant Eligibility	Eligible Projects	<b>Loan Details</b>	Participating Installers	FAQ
<b>Total Loan Amount</b>	<b>Interest Rate</b>	<b>Maximum Term</b>		
\$1,000 – \$30,000	5.99%	10 Years		

Loan Program Brochure located within Energize Delaware’s Contractor Portal:

<https://energizedelaware.org/contractor-resources/>

Want to see if you might qualify? Click [here](#)

- Delaware Resident
- Property owner and Owner-occupied (The property can be a detached or attached one to four unit residence. Attached units are duplexes, condominiums, and townhomes.)
- New construction and commercial properties are not eligible
- Minimum Credit Score of 650
- Maximum Monthly Debt to Income Ratio of 40% (Note: All applicants are required to submit their past four months of paystubs or any other source of income.)

Click [here](#) to view a brochure of the Energize Delaware Energy Efficiency Loan Program.

# Applicant Eligibility

# How to Get Started?

To register as a Financing Partner with Green Grant Delaware, please visit:

<https://greengrantdelaware.com/contractor-reg/>

Requirements:

- One-time initiation fee of \$100
- Active Delaware business license

To learn more and apply, please visit:

<https://greengrantdelaware.com/home-energy-efficiency/>

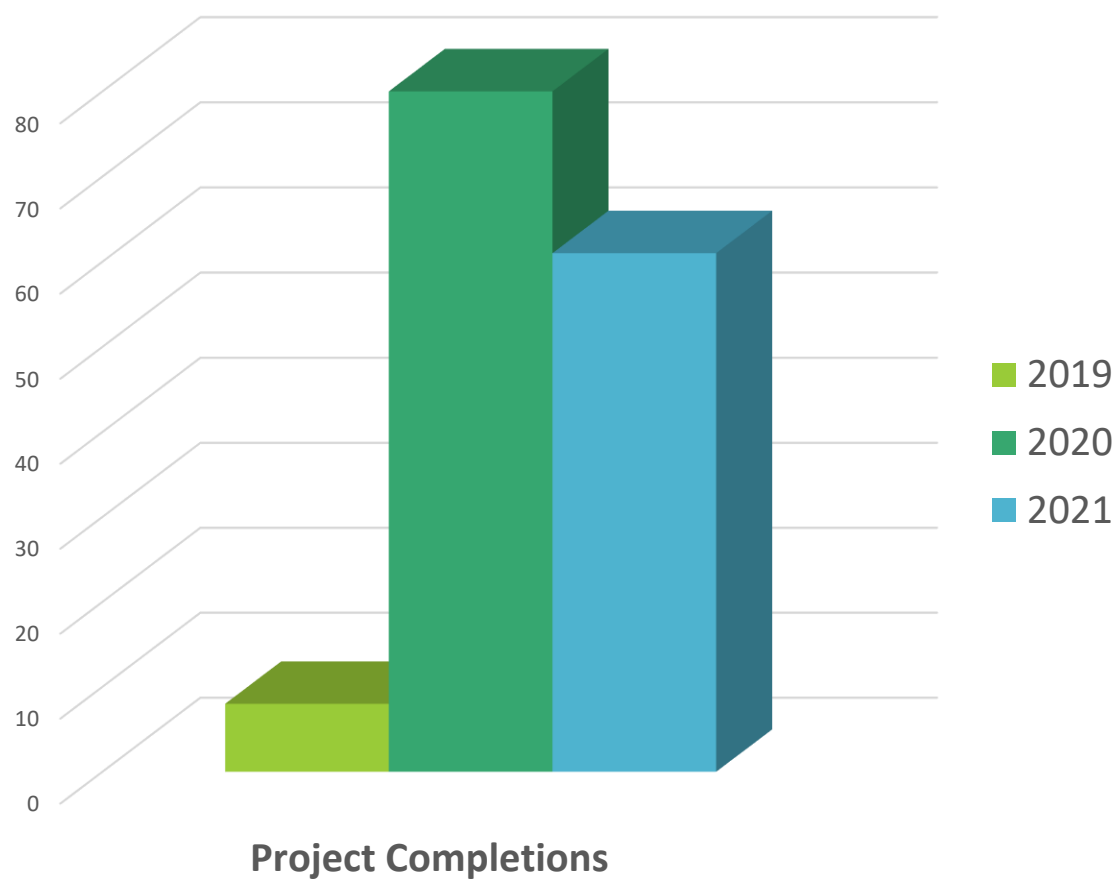
**Questions?**

Rachel Land

Email: [customerservice@greengrantdelaware.com](mailto:customerservice@greengrantdelaware.com)

Phone: (877) 453-2327

## Aire Serv Heating & AC

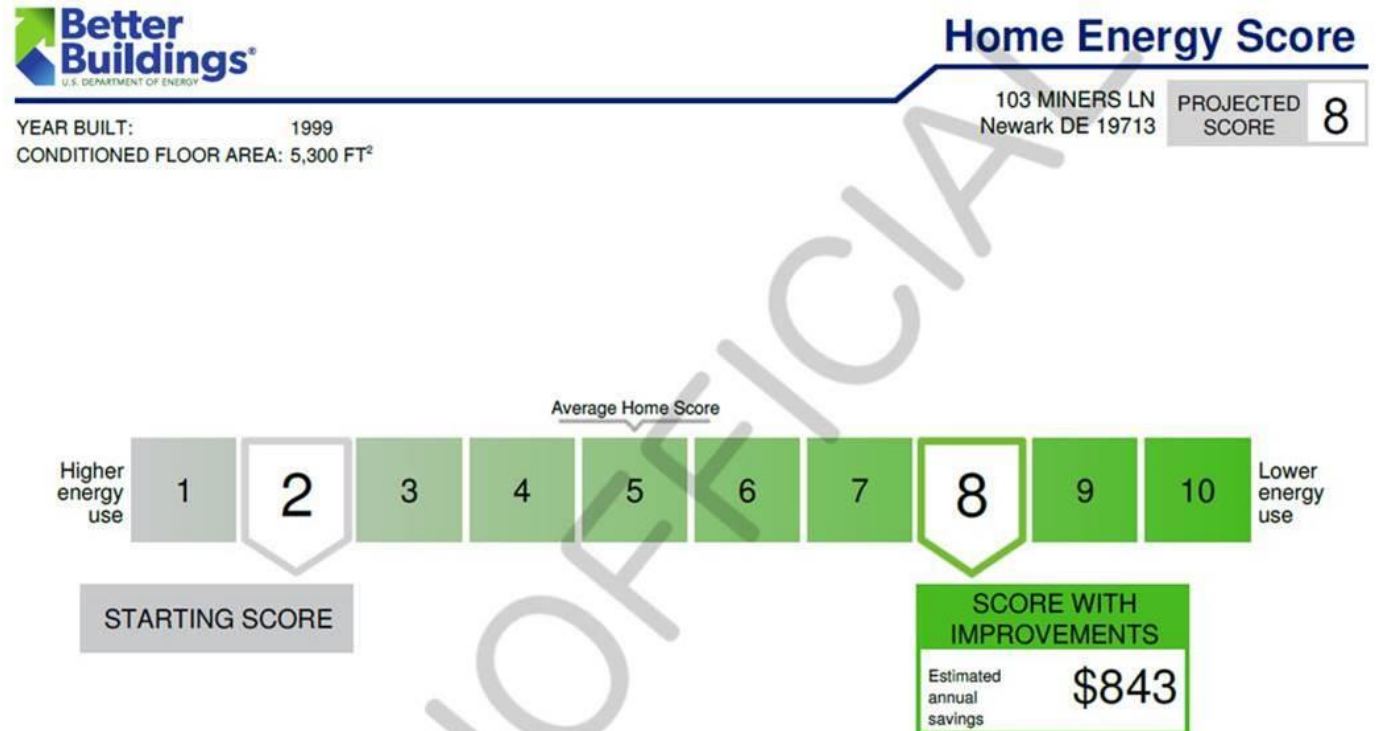


# Tips for New Contractors

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# Home Energy Score Integration

- ❑ Home Energy Scoring tool is used to directly compare the energy usage of properties across all housing markets
- ❑ Certification Requirement
- ❑ QA Requirement (5%)
- ❑ Staged Rollout – Voluntary



# New Technologies Under Consideration

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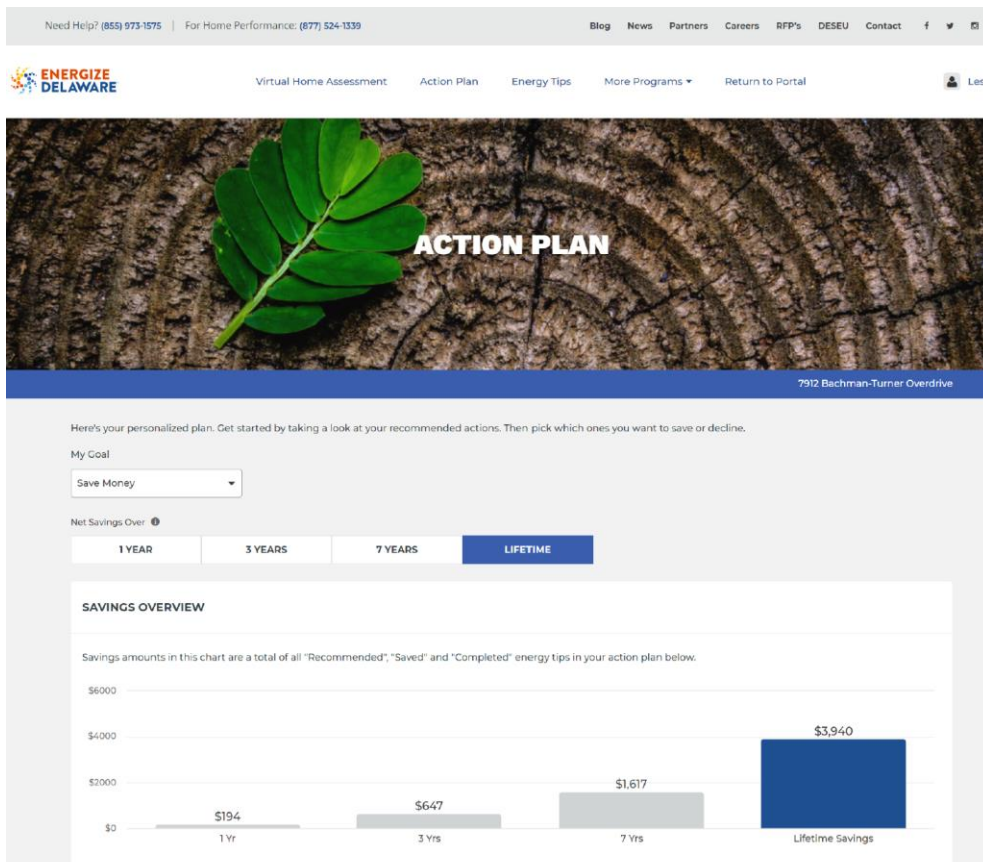
**Whole-home  
Dehumidification**

**Multi-zone  
Ductless Systems**

# Virtual Assessment

Entry Point for HPwES Assessment

<https://www.energizedelaware.org/residential/free-virtual-assessment/>



HOME SHOP PRODUCTS LEARN ABOUT EFFICIENCY MORE VISIT ENERGIZEDELAWARE.ORG

Home > Shop Products > Advanced Powerstrips > 7-Outlet Advanced Power Strip

### CATEGORIES

SHOP ALL

### BRANDS

View All

### FEATURED PRODUCTS

## 7-Outlet Advanced Power Strip

Simply Conserve

Price: \$10.95  
Your Price: **\$5.95**  
You save \$3.00 after Energize Delaware instant rebate

SKU: SC73TI

Quantity:

**ADD TO CART** **ADD TO WISH LIST**

Limit: 4 power strips per account, per year.

6 customers are viewing this product

LED LIGHTING

WATER SAVING MEASURES

SMART THERMOSTATS

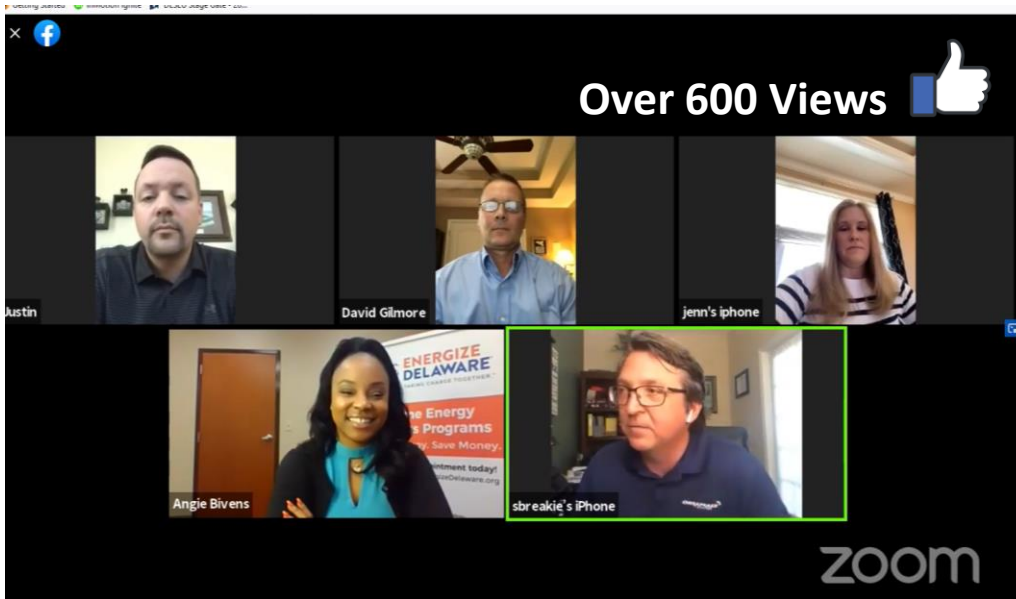
SMART PRODUCTS

ADVANCED POWERSTRIPS

## Online Marketplace

Direct Purchase With  
Energize Delaware Incentives

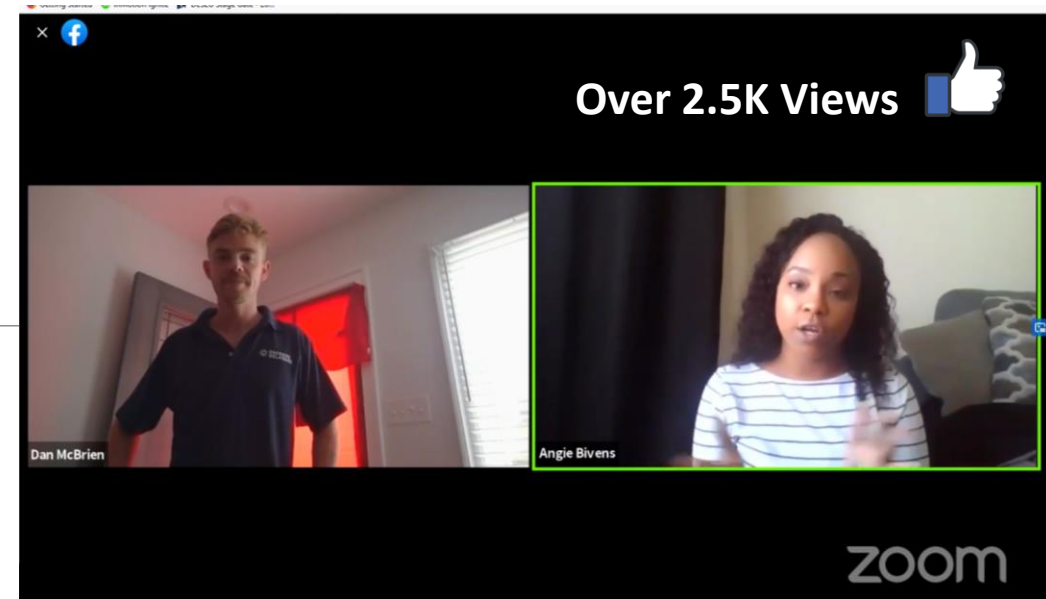
<https://energizedelawaremarketplace.com/>



*Interview with Chesapeake Sharing with Chesapeake Utilities  
&  
Presentation with Jerry about Home Performance program*



# Facebook Live Sessions

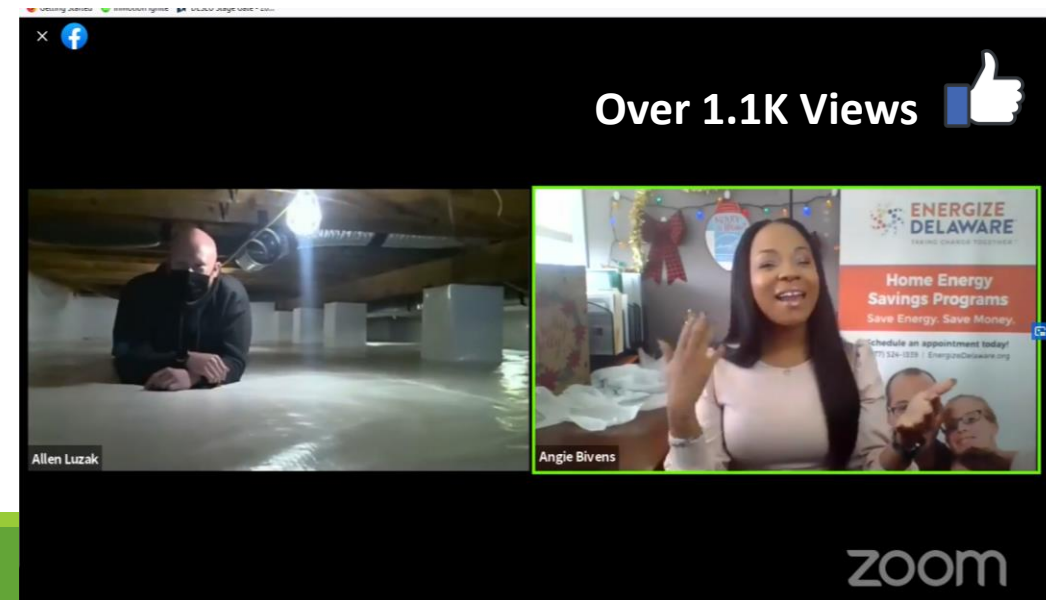


*Demo with Dan about what is a blower door test  
&  
Review with Seaside Environmental inside a crawlspace*



Thursdays  
at 2PM

[www.Facebook.com  
/EnergizeDelaware](http://www.Facebook.com/EnergizeDelaware)





# Contractor Renewal

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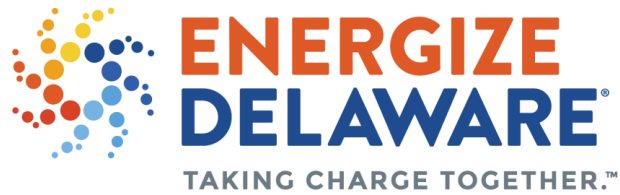
Renewal Process to be completed in Efficiency Navigator by October 1<sup>st</sup>

Required Documentation:

- Signature page of the [Contractor Participation Agreement](#)
- Signature page of the [Contractor Operations Manual](#)
- Copy of Delaware business license
- Copy of General Liability Certificate of Insurance
- BPI Certifications, *if a requirement of the Company's trade*
- HVACR license, *if a requirement of the Company's trade*



**NEW PARTICIPATING CONTRACTORS who have registered within the past 90 days DO NOT need to complete renewal process**



# Trade Ally Feedback

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Q&A