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
- 4th 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

Burns & McBride Home Comfort
First Class HVAC
Maichle's Heating and Air Conditioning
SchagrinGAS Company
DESEU Award Winners

<table>
<thead>
<tr>
<th>Over 100 Assessments Completed</th>
<th>Energy Efficient Earth</th>
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<tbody>
<tr>
<td></td>
<td>Energy Services Group</td>
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<tr>
<td></td>
<td>Energy Solutions LLC</td>
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<tr>
<td></td>
<td>Equinox LLC</td>
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<tr>
<td></td>
<td>Home Performance Consulting LLC</td>
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<tr>
<td>Most Loan &amp; Assisted Projects</td>
<td>Independence Power Solutions</td>
</tr>
<tr>
<td></td>
<td>Home Performance Group</td>
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</tbody>
</table>
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
Direct Install Measures
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

As of July 1\textsuperscript{st} the AHP income levels will be updated to follow current guidelines for low-moderate income in DE.

<table>
<thead>
<tr>
<th>Household Size</th>
<th>Annual Income</th>
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<tbody>
<tr>
<td>1</td>
<td>$46,500</td>
</tr>
<tr>
<td>2</td>
<td>$53,100</td>
</tr>
<tr>
<td>3</td>
<td>$59,750</td>
</tr>
<tr>
<td>4</td>
<td>$66,400</td>
</tr>
<tr>
<td>5</td>
<td>$71,700</td>
</tr>
<tr>
<td>6</td>
<td>$77,000</td>
</tr>
<tr>
<td>7</td>
<td>$82,350</td>
</tr>
<tr>
<td>8</td>
<td>$87,650</td>
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The income limits are higher allowing more individuals to apply.
Residential Loan Program
### Loan Details

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

<table>
<thead>
<tr>
<th>Total Loan Amount</th>
<th>Interest Rate</th>
<th>Maximum Term</th>
</tr>
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<tbody>
<tr>
<td>$1,000 – $30,000</td>
<td>5.99%</td>
<td>10 Years</td>
</tr>
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</table>

Loan Program Brochure located within Energize Delaware’s Contractor Portal: [https://energizedelaware.org/contractor-resources/](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.
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
Phone: (877) 453-2327
Tips for New Contractors

Aire Serv Heating & AC

Project Completions

- 2019
- 2020
- 2021
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

Whole-home Dehumidification

Multi-zone Ductless Systems
Virtual Assessment

Entry Point for HPwES Assessment

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

Online Marketplace

Direct Purchase With Energize Delaware Incentives

https://energizedelawaremarketplace.com/
Facebook Live Sessions

- Interview with Chesapeake Sharing with Chesapeake Utilities & Presentation with Jerry about Home Performance program
- Demo with Dan about what is a blower door test & Review with Seaside Environmental inside a crawlspace

Thursdays at 2PM

www.Facebook.com/EnergizeDelaware
Contractor Renewal

Renewal Process to be completed in Efficiency Navigator by October 1st

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

Q&A