Contractor Outreach

Design and Implementation of Residential Retrofit Programs
The Resource Center

- Case Studies on Existing Home Performance Programs
- Recommendations in key program areas
- Industry Resources & Trends
- Contractor Resources
- Self-Assessment Exam
- Labeling White Paper
- Multi-Family Home programs
Who is Efficiency First?

- Contractor Engagement & Outreach
- Educating contractors
- Facilitating contractor needs in program
- National non-profit trade association
- More than 1,300 U.S. Home Performance contractors
- 26 state chapters: local programs
- Representing the Home Performance industry in public policy discussions at state and national level
- Promoting the benefits of efficiency retrofitting
- Helping grow the Home Performance industry
Why work with contractors & Auditors?

• SUCCESSFUL PROGRAM
• Streamline communication
• Problems with single measure contractors
• Reduce supply chain costs
• Train the workforce – pair with workforce boards, community colleges and private
Where do contractors come from?

- 40% HVAC
- 20% Weatherization
- 15% New industry entrants
- 10% Remodeler
- 5% General Contractors
- 5% other single-measure trades
Support For Whole-House
Discounts on Tools

• Arrange bulk deals
• Equipment lending programs
• Assist contractors in organizing
• Make special deals with tool distributors
Getting Data

- Incentives for contractors/auditors
  - Pay administrative time $12 per hour*
  - Electronic submissions
  - Train staff to file paperwork
- Require participating homeowners utility data
- Partner with utility companies
Q & A

Learn More:

www.hprcenter.org

www.efficiencyfirst.org