



Becoming a participating Home Performance Contractor gives you a real edge on your competition.

Home Performance with ENERGY STAR®

is more than just an energy efficiency program; it's the model for the home improvement industry of the future. Participating contractors differentiate their services to homeowners by making their homes energy efficient, as well as healthy, safe, and comfortable. This goes a long way toward creating greater customer satisfaction and value for home improvement services. Soon, all customers will want to know that their home improvement contractor has earned the Building Performance Institute (BPI) accreditation.

Financial incentives are available in New York

to contractors who become certified and accredited by the Building Performance Institute and participate in the Home Performance with ENERGY STAR Program.

Reward for Investment. Certification and accreditation are worth the investment for your business. Your knowledge and skills in building science can help you educate your customers to make the right decisions for their home. **Set yourself apart from the rest—join the national leaders in the home improvement industry and take advantage of attractive financial incentives that make Home Performance with ENERGY STAR work for your company.**





The Building Performance Institute (BPI) sets the national technical standards for contractors in the building performance contracting trade. In addition to signing a program participation agreement, contractors must be accredited by BPI in order to join the program.



1) Training Process

Although program training is not a requirement for certification, many contractors find it helpful to attend training prior to taking the certification exams. Program training is offered across the State.

The levels of certification are:

A. Building Analyst (BA)

Technicians learn the basics of building science, the home assessment process, and the use of diagnostic equipment, such as a blower door and combustion safety testing equipment. **BA** certification is required before a technician can earn certification in any of the Specialist disciplines. This training course is 36 hours long.

B. BPI Specialist

Once the technician has taken BA training, she/he may go into a higher-level course. There are four areas of Specialist certification currently being offered by BPI: Shell, Heating, A/C and Heat Pump Professional, and Manufactured Housing. Additional Specialist designations are added from time to time, so contact BPI for information on certifications under development.

2) BPI Certification and Accreditation

BPI Certification applies to the individual technician and lasts for three years. The certification test consists of a written and an in-field component. Although BA certification is a pre-requisite for Specialist certification, it is possible to conduct both examinations on the same day. Most contractors elect to take advantage of this option, as it requires less downtime for their field personnel. To meet the needs of contractors seeking certification for multiple technicians, BPI will arrange a customized schedule. The program reimburses a portion of all certification costs.

BPI Accreditation applies to a company and must be renewed annually. BPI Accreditation requirements include having at least one technician on staff who has a BPI Specialist certification; liability and worker's compensation insurance; and use of a qualifying quality assurance system. BPI Accredited Contractors agree to perform all work to BPI standards and report on a semi-annual basis to BPI. The program reimburses a portion of all accreditation fees.



3) Diagnostic Equipment

The program offers assistance to contractors in procuring the proper equipment. Incentives are available to help offset the cost.



Program Incentives

As a BPI Accredited Contractor in the New York Home Performance with ENERGY STAR Program, you and your customers can qualify for a number of attractive program incentives. These incentives are summarized below.

1) Contractor Project Incentives

There are two incentives available to participating contractors who complete comprehensive jobs in the program.

• Comprehensive Job Incentive

This incentive is available to participating contractors and is based on the comprehensiveness of the work performed.

• General Contractor/Referral Incentive

When you bring in another contractor to complete a more comprehensive job, you qualify for an additional incentive. (Note: Referral work must be performed by a participating BPI Accredited Contractor.)



2) Bonuses for ENERGY STAR Qualified Appliances and Lighting

Adding a new ENERGY STAR qualified refrigerator, clothes washer, room air conditioner, or dishwasher to their project with a low-interest ENERGY STAR loan can be very appealing to customers. The contractor can put the appliance and lighting purchases into the home assessment and scope of work and earn an extra cash bonus.

Everybody wins.

3) Customer Incentives

There are four types of financing options available through New York Home Performance with ENERGY STAR:

• OPTION 1

ENERGY STAR Financing

Low-interest, unsecured loan for 1- to 2-family, owner-occupied homes.

- Up to \$20,000 loan limit
- 3-, 5-, 7-, or 10-year term
- 24-hour approval
- Participating contractors provided with current rate
- Work must be performed through the Home Performance with ENERGY STAR Program

• OPTION 2

New York Energy \$martSM Loan Fund

Secured loans offered through local participating lenders.

- Current interest rates are bought down by 4%
- Maximum loan term of 10 years
- Any 1- to 4-family home is eligible
- Work must be performed through the Home Performance with ENERGY STAR Program

• OPTION 3

Assisted Home Performance with ENERGY STAR Work Scope Incentive

Available to income-qualified homeowners, as part of the Home Performance with ENERGY STAR commitment to making energy efficiency affordable to all New Yorkers.

- Can be combined with option 1 or 2
- \$5,000 (maximum) available for single-family homes
- \$10,000 (maximum) available for 2- to 4-family homes
- Work scope incentive is paid directly to the contractor
- Work must be performed through the Home Performance with ENERGY STAR Program

• OPTION 4

Homeowner Financing Incentive

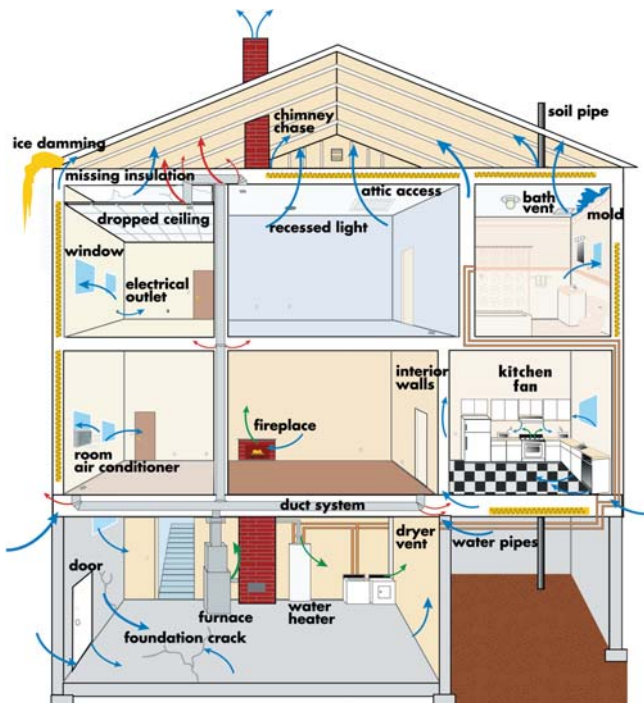
Available to homeowners who choose not to use program financing options 1, 2, or 3.

- Homeowner receives a cash incentive of up to 10% of the work scope (eligible measures only)
- Incentive paid directly to homeowner by the New York State Energy Research and Development Authority (NYSERDA)
- Any 1- to 4-family home is eligible
- Work must be performed through the Home Performance with ENERGY STAR Program

4) Co-op Advertising Incentives
The program offers cooperative advertising incentives for contractors using ENERGY STAR messages and logos in a variety of advertising, such as print, direct mail, billboards, and home shows. Each contractor is eligible for cooperative advertising support.

Other Program Benefits

- Mass media marketing
- Consumer Web site (www.GetEnergySmart.org) with contractor locator
- Toll-free consumer hotline for lead generation (1-877-NY-SMART)
- Consumer education materials



Next Step for Contractors

Please call Conservation Services Group (CSG) at **1-866-202-4803** to get additional program details.

Ask about opportunities to participate in New York's ENERGY STAR Labeled Homes Program for new construction. Many BPI Accredited Home Performance with ENERGY STAR Contractors also participate as Home Energy Raters in this program—it's another vehicle to help expand your business.

