

# Home Energy Performance

Program Update

Illinois EE Stakeholder Advisory Group Meeting

June 26, 2012

Wade Morehead

Conservation Services Group



[ActOnEnergy.com](http://ActOnEnergy.com)

# Home Energy Performance



- Single family residential retrofit program
  - “Walk-through” audit
    - Nominal charge - \$25-50
    - Visual inspection
    - No blower door, no diagnostics
    - Custom report w/ specific recommendations
    - Direct installs offered at no additional charge
  - BPI-certified home performance contractors
    - Test-in and test-out required
    - Open program – audit not required
    - Incentives and savings based on performance and quantity / type of work performed

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# Home Energy Performance



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# Home Energy Performance



- Struggled to implement in Illinois market
  - Problems with conversion and cost-effectiveness
  - Minimal awareness
    - Balance with managing demand
  - Poor economy
  - Small contractor network
- Beginning to see success in PY4
  - More audits – 3,200
  - More contractors – 70
  - More improved homes – 1,700
  - Better conversion – 15-20%

# Home Energy Performance Program History – Program Year 1



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# Program History

- PY1 – Program Launch, January 2009
  - Hired three energy advisors in Peoria area
    - Small pool of talent
    - Trained with CSG staff in Massachusetts
  - Began performing audits in March 2009
    - 769 audits in PY1
  - Recruited three BPI-certified contractors
    - Two in Peoria, one in Bloomington
    - No improved homes in PY1
  - Benefitted from prior HPwES program operated by TriCon with workforce development grant

# Home Energy Performance Program History – Program Year 2



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# Program History

- PY2 – Audit Production & Contractor Recruitment
  - Added account manager
    - Responsible for contractor recruitment and management
    - Ended PY2 with 15 contractors
  - Added fourth energy advisor
    - Partnership with EarthWays Center in St. Louis
    - 2,987 audits in PY2
  - Small incentives (15-20% of cost)
    - Low conversion (2-3%)
    - 68 improved homes



# Home Energy Performance Program History - Program Year 3



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# Program History



- PY3 – Better incentives & contractor recruitment
  - Fewer audits
    - One advisor moved to moderate income pilot program
    - 2,210 audit in PY3
  - Incentives increased to 30-40% of cost
    - Improved conversion, but still low (10%)
  - 44 contractors at end of PY3
    - Contractors begin driving production
    - Resulted in 336 improved homes

# Home Energy Performance Program History - Program Year 4



# Program History



- PY4 – Efforts Starting to Pay Off
  - Ramped up auditing staff to eight energy advisors
    - Territory-wide coverage
    - More in-depth audits, focus on sales
    - 3 per day
    - There were 3,188 audits in PY4
  - Increased incentives to 65-75% of cost
    - “Sweet spot”
    - Conversion improved to 15-20%
  - Significant advantage for participating contractors
    - Ended PY4 with 69 contractors
    - Resulted in 1,731 improved homes

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# Home Energy Performance Remaining Challenges



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# Remaining Challenges



- Conversion still lower than we would like
  - Goal of 30%
- Quality Assurance
  - Better adherence to building science fundamentals
- Contractor training
  - Building science and advanced diagnostics
  - Continuing education
- Illinois Home Performance w/ ENERGY STAR

# Remaining Challenges



- Cost-effectiveness remains a concern
  - High admin and overhead costs
  - TRM decreases Air Sealing savings 35%
- High \$/therm program in portfolio
  - \$1.63/kWh (portfolio avg \$0.56/kWh)
  - \$4.97/therm (portfolio avg \$1.53/therm)
  - Limits ability to have a large HEP program in the portfolio
- Decreased avoided costs
  - Discourages customer participation

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