

# Weekly Contractor Check In

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*EmPower New York & Assisted Home  
Performance with ENERGY STAR<sup>®</sup>*

August 7, 2020

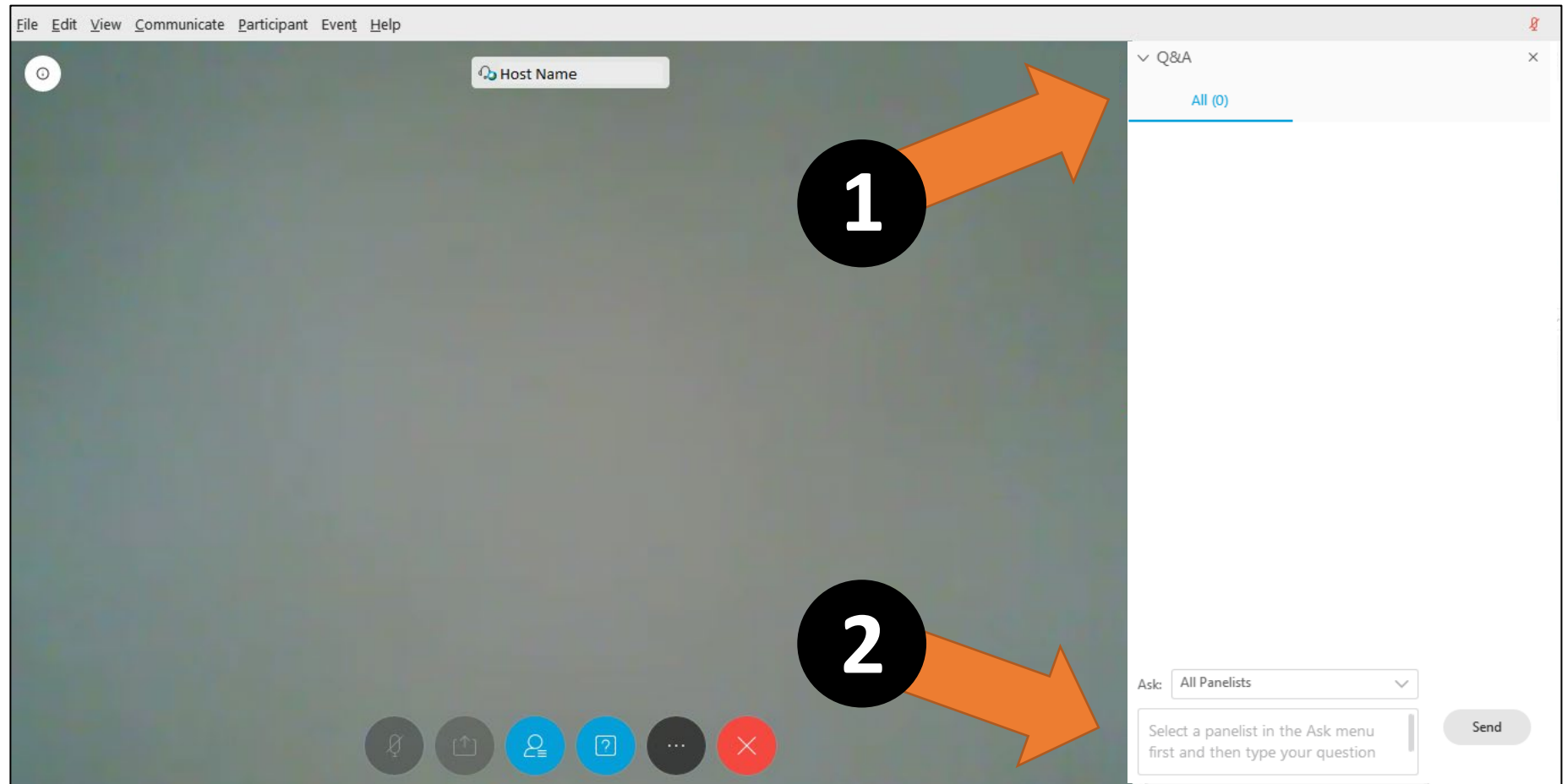


**NYSERDA**

# Options for Q&A During Today's Webinar - Text

## OPTION 1 - TEXT

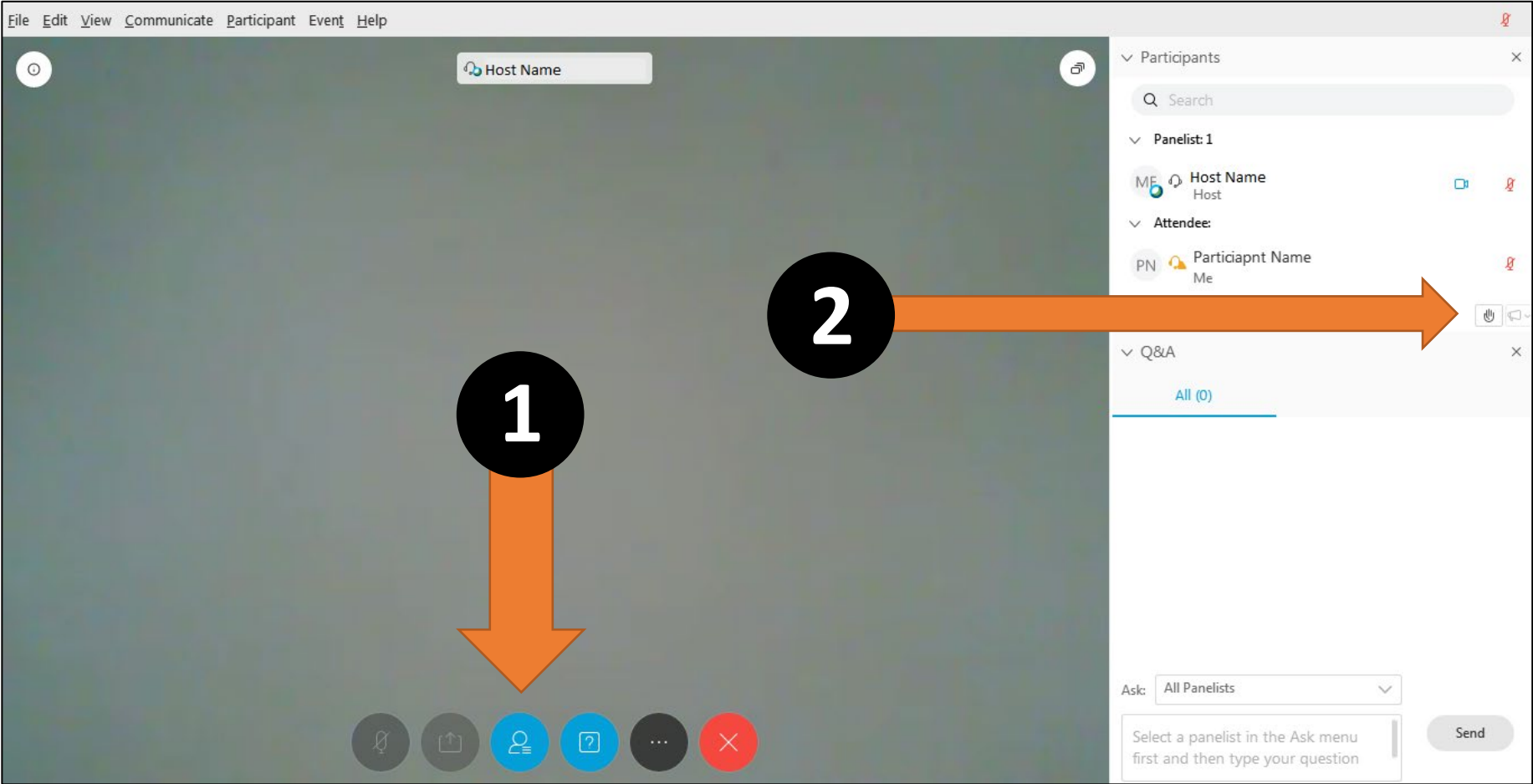
- > Locate the Q&A function in the upper right portion of your webinar panel.
- > Click on the small arrow to the left of "Q&A" to expand the text field.
- > Type your question into the text field and click "send."



# Options for Q&A During Today's Webinar - Mic/Phone

## OPTION 2 - MIC/PHONE

- > Open your participant panel using the circular icon near the bottom of your screen.
- > Locate the "raise hand" icon just below and to the right of your name in the participant panel.
- > Click on the raise hand icon to let us know you have a question.
- > When the Tech Assistant indicates you are unmuted, you can ask your question verbally through your computer mic or phone.
- > When you are finished talking, please click on the hand icon again to indicate you are no longer raising your hand.



# Agenda

- Update on BPI Gold Star Contractor Reimbursement- Kim Schryer
- EmPower Insulation Accessories Change- Steve Smith
- Overview of EmPower referral process- Lindsay Huba
- Marketing Materials discussion- Scott Oliver



# BPI Goldstar Accreditation

- NYSERDA to reimburse 50% of fees paid for companies extending BPI Goldstar status for the entire 6-month period of July 1, 2020 through December 31, 2020.
- Max payment to Contractor: \$300
- Open enrollment application: Submit by 09/30/20



# BPI Goldstar Accreditation

- BPI Goldstar Contractor Accreditation Reimbursement Form
- Proof of BPI Goldstar Contractor accreditation
- Proof of payment of accreditation fees for the period beginning July 1, 2020 through December 31, 2020, where full payment is received by BPI no later than August 31, 2020
- Participation in NYSERDA or utility Program

# EmPower Insulation Accessories Change

# EmPower Projects – Attic Accessories

- Attic accessories costs on the **Health & Safety** tab will now be applied to attic insulation measures to comply with Program reporting requirements.
- Attic accessories will be entered into EmPCalc the as they have been since the transition to version 5.4.

## Use Table for EmPower Projects Only

For EmPower projects, all Attic Insulation Items listed below should be categorized as Insulation Accessories, Attic Venting or Attic Access measures only. These items are included in the project's total Attic Insulation cost and SIR calculation. Switch to the Insulation tab to view the information.

Attic Insulation Items (Accessories, Venting and Access)	Unit Cost	
	Downstate	Upstate
Baffles/Proper Vents*	\$ 5.20	\$ 4.70
Gable/Roof Vents*	\$ 134.20	\$ 122.62
Soffit Venting*	\$ 25.80	\$ 23.80
Ridge Venting*	\$ 26.80	\$ 24.80
Small Job Set-up Fee* (Only for projects where a total of less than 500 sq. ft. of blown insulation is installed)	\$ 125.00	\$ 125.00
Attic Access	Price is project dependent as there is no defined EmPower pricing.	
Attic Hatch Improvements		
Insulation Removal		
Moving Materials		
Knob & Tube Removal		
Storage Platform		
Mechanical Access		
Insulation Dams		
Drywall Repairs		
Tyvek		

\*2019-2020 Contractor Resource Manual, Section 7.7 EmPower Pricing



# EmPower Projects – Attic Accessories

## Health & Safety Tab

[EmPCalc 5.7](#)

Customer Name **MR. & MRS. EMPOWER**  
EmPower Project ID **12345678**  
**0**

Health & Safety

Cost	Measure 1:
\$ -	
	CO Mitigation
	Knob and Tube Upgrade
	HVACAccessories
	Air Cleaners
	Attic Access
	Attic Venting
	Insulation Accessories
	Chimney Liners and Caps

The costs of measures for these 3 categories will be applied to the Attic Insulation measures and SIR on the Insulation tab.

[EmPCalc 5.7](#)

Customer Name **MR. & MRS. EMPOWER**  
EmPower Project ID **12345678**  
**0**

Health & Safety

Cost Measure 1:  
\$ 50.00 Attic Access

Notes - M1 Description:  
Insulation dam and hook&eye fasteners on Attic Hatch

Cost Measure 2:  
\$ 150.00 Moisture Barrier Crawlspace

Notes - M2 Description:  
6 Mil Poly on crawlspace dirt floor

Health & Safety Cost  
\$ 150.00

EmPower Attic Insulation Items Total  
\$ 50.00

# EmPower Projects – Attic Accessories

## Insulation Tab

Area 1		Existing Insulation		Proposed additional insulation	
Attic Open		Insulation Rating		Insulation Type	
Siding Type		Good		Cellulose	
Vinyl		Fair		Additional Measure	
Existing Insulation		500		Insulation (Inches)	
Life of Measure		2		Cost/SqFt	
30		12		\$ 2.69	
		\$Savings		Cost	
		82.38		\$ 1,345.00	
				SIR	
				1.2	

Total Other Insulation Cost	\$ 783.00
Total Wall Insulation Cost	\$ 4,365.00
EmP Attic Insulation Items from H&S tab	\$ 50.00
<b>Total Attic Insulation Cost</b>	<b>\$ 1,395.00</b>
Total Attic SIR	1.2

The total Attic Insulation cost and SIR now includes the Attic Accessories

# Overview of EmPower Referral Process

# Contractor Resource Manual – Section 7.1

Referral distribution to contractors is based on the following criteria:

1. Participating Contractor Status in the Program
2. Contractor Referrals
3. Geographic Territory
4. Contractor Capacity
5. Participating Contractor Quality Assurance (QA) Score
6. Production Lifecycle Time (Acceptance of Referral to Date)
7. Program Compliance

# Assigning Projects

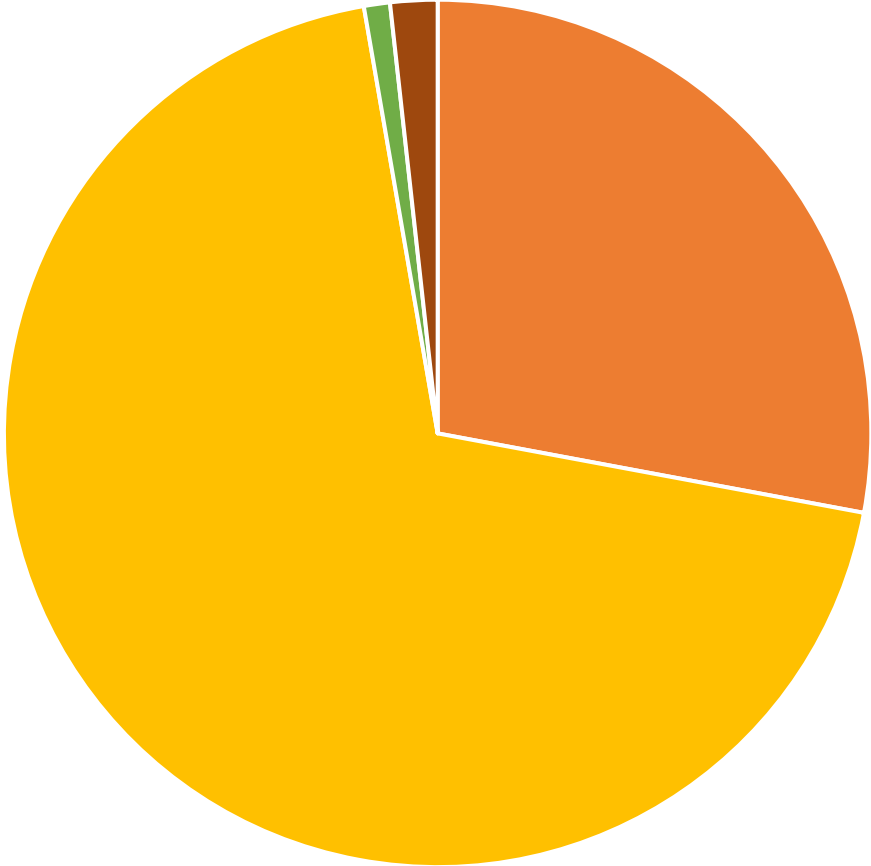
- Applications with a designated Referral Entity (Contractor Name) noted on Page 2 are assigned back to that source, when possible.

EmPower contractors and referring agencies: Print your business or agency name in this box.

Page 2

- Applications from other referral sources are distributed as follows:
  - Screen by Contractor service territory (Zip Code)
  - Contractor distance from applicant's Zip Code
  - Then, Contractor capacity
    - Established program goal by month (120 per year, 10 accepted referrals per month, blended with contractor referrals and available program referrals)

# Referrals Received by Source in 2020



■ Utility ■ OTDA ■ Self ■ Contractor

# Conversion Rate of Referral Sources

1. Referral file received
2. Mail application package
3. Customer returns application
4. Screening
  - Owner/Renter
  - Utility Bill/Usage
  - Prior Service
5. Assigned to Contractor

Referral Source	Referrals Returned (2020)
Self	1,175
Contractor	2,128
Utility	1,151
OTDA	1,680

# Marketing

- If you or a subcontractor are generating marketing materials that use the NYSERDA logo, they need to be approved by the marketing department. This can be done by emailing materials to Diane Welch [diane.welch@nyserderda.ny.gov](mailto:diane.welch@nyserderda.ny.gov)
- Alternatively you can work with your local CEEP contractor who has access to ready made marketing materials. They can be found on the Community Energy Advisor page of the NYSERDA website.

## FREE GRANTS

FROM NY STATE THAT NEVER HAVE TO BE PAID BACK! EXCLUSIVELY FOR YOUR

# MOBILE HOME!



The New York State **EMPOWER** program will install **FREE** energy upgrades to reduce your heating costs including **FREE** under belly insulation, grants for a new furnace or hot water, **FREE** LED high efficiency lightbulbs, **FREE** carbon monoxide detectors, smoke alarms, and in some cases a **FREE** new refrigerator! Call now to find out more!

*"I didn't believe it until I was approved and the work was completed.. now my home is cozy and I save money on my fuel cost!"*

Ask about the other mobile home owners who will gladly talk with you about their successful NY State free money grant experience!

### 2 WAYS TO QUALIFY

**AUTOMATICALLY**  
if you receive HEAP or SNAP

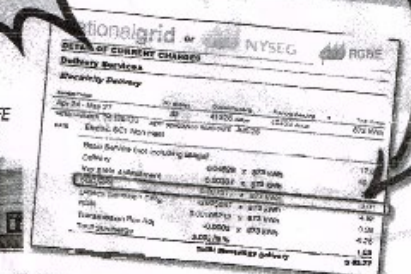
**BY INCOME** SEE CHART BELOW

HOUSEHOLD SIZE	FULL GRANT MONTHLY INCOME	NYS pays 1/2 MONTHLY INCOME
1	\$2,391	\$3,463
2	\$3,127	\$4,169
3	\$3,863	\$5,151
4	\$4,598	\$6,131
5	\$5,334	\$7,112
6	\$6,070	\$8,093
7	\$6,343	\$9,417

THESE PROGRAM AWARDS ARE NOT LOANS AND DO NOT HAVE TO BE REPAYED!

The money that funds these grants comes from you when you pay your utility bill every month! See SAC/APS below.

**FREE \$10 DOLLAR TREE**  
Gift Card when you apply!



Don't see your income? Renting? We still may be able to help you qualify!

CALL TODAY FOR MORE INFORMATION  
**315.431.5733**

**HOME GRANTS**  
OUTREACH

EmPower NEW YORK  
NYSERDA APPROVED



# Questions?