

# 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:



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