



Boost Sales with LIMITED TIME Rebates and Assessment Subsidy:

Last week, SMUD approved larger rebates (*\$1,000 higher per tier!*) and a new and larger assessment subsidy (*up to \$400*) – look at the bottom of [this page](#) for more information!

Submitting Assessments:

SMUD now requires that assessments be submitted *within 30 days of test-in*. Please remember that only the Assessment Tab of the JRT, the CAZ Tab, and the ECON 2 Tab are required to be submitted. (All other contractor-generated documentation is not to be submitted to SMUD, but may be given to your customer.)

In the Assessment Tab, Page 6 shows the price of the project for Bid Option 1; Page 7 does not show the bid price. *Both Page 6 and Page 7 are to be submitted to SMUD and your customer*. If you are offering more than one bid option, you must submit those to SMUD, as well – they should be detailed on pages 8&9 and pages 10&11 (if necessary) and be submitted. If you are offering only one option, save a tree and do not send in the four blank pages to SMUD.

Complete Your Projects & Maximize Your Rebates:

The deadline for the current Home Performance Program is *5:00 PM, December 14, 2012*; by that time, contractors must submit *all correct data (including post-retrofit data)* to ensure that your customer receives these new SMUD rebates! If the data is not received by that time, the project's rebate will be based on yet-to-be-determined 2013 rebate levels.

We Listened to Your Feedback – Please Read the New Insulation Guidelines:

Please review the *new SMUD HPP Insulation Guidelines* that are posted [here](#). Don't forget – you can always e-mail contractorsupport@theebpca.org if you have any

questions!!

Pre- and Post-Retrofit Verifications -- A Simple Request:

Please make sure to let your customer know if CBPCA will be requesting either a pre-retrofit or post-retrofit in-field Quality Control verification – *we don't want to surprise your customers!!*

Stay Current with EnergyPro:

Because there have been a slew of updates to EnergyPro (most of which were minor), we want to remind you please *to use the latest version of EnergyPro available* when submitting new jobs to the HPP. To make sure that you are using the latest version, go to “Help” and “Check for Updates.” Energy Pro’s updates provide fixes to common bugs and errors within the software, and they sometimes include new features that enhance the integrity and accuracy of energy savings calculations.

Did You Miss the June Contractor Meeting & Sales Training?

Please click [here](#) to review the presentation and run through the sales training, which was provided live by Advanced Home Energy, one of the top-performing contractors in Northern California!

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