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SMUD Home Performance Program – A Leader Thanks to You

December 2014 marks the 2,000-project milestone for the SMUD Home Performance Program. Since the launch of the program in October 2010 home performance contractors in Sacramento outpaced all other home performance programs in the state!

The 2,000-project milestone marks a significant achievement for Sacramento, where now 1 percent of all single family homes have received a home performance retrofit to improve occupant comfort and reduce utility bills.

Beginning in November 2012, the SMUD Home Performance Program introduced cutting-edge innovations, helping set the stage for the program's unprecedented success. HPP eliminated the Energy Pro modeling requirement for each individual project, instead favoring a rebate menu. This innovation helped customers better understand the expected rebate amount, and helped contractors easily scope and budget projects. With no Energy Pro modeling requirement, projects are complete faster, customers better understand the rebate options, and contractor's administrative burden is reduced.

SMUD continued to build on program success in January 2014 by budgeting double rebates for HVAC and envelope upgrades in homes with electric heaters. This innovation helped contractors target lucrative projects, and helped customers with electrically heated homes (typically a more expensive energy source than natural gas) to install cost-effective upgrades to their home.

Based on your feedback, HPP launched a streamline job submission process in September 2014, designed to remove program obstacles and help make your work easier. Since this innovation, the overall lifecycle of a project has dropped from 4 months to less than 2 months.

Through the success of the Home Performance Program, SMUD has relied on the high quality and professionalism from home performance contractors. And contractors delivered on over 2,000 single family homes in just over 4 years!

Easy to implement program rules, expedited project processing, and clear and attentive communication distinguish the SMUD Home Performance Program as a leader in program innovation. On behalf of SMUD, Efficiency First California, BKi, and TRC, we thank you — the home performance contractors — for this significant achievement!

Mark Your Calendar: Contractor Meeting in January 21, 2015

SMUD's next contractor meeting is scheduled for January 21, 2015 beginning at 2:00 p.m. The meeting will be held in a new location — still on SMUD's campus — in the Headquarter Conference Center located in the SMUD Headquarters Building at 6201 S Street next door to the Customer Service Center where SMUD held all

previous contractor meetings.

David Paschall of Mitsubishi Heating and Cooling will be our guest speaker addressing the latest news in Ductless Mini Splits to support our newest rebate measure: Duct-less mini-split heat pumps. Paschall will be available to answer questions about price, functionality, and case studies. We will have the latest on program improvements, Vision updates, financing news, and discuss how to optimize project value with HPP rebates.

Join us to celebrate HPP, the local program with the best market penetration in the state! Meet your colleagues, potential partners and learn about mini-split systems. See you there!

2015 Contractor Participation Agreement *Updated!*

Starting in 2015, all existing contractors and any new contractors joining the program will have to sign the updated Contractor Participation Agreement by **January 31, 2015**. This is a good review of all the rule changes, the current incentive menu, and the update job submission timeline. We just need your signature confirming that you're in agreement with the current program rules. Download the new [Contractor Participation Agreement](#), sign, and send to Jim Mills (james.mills@smud.org). Printable and PDF fill-in versions of the agreement with instructions are available [HERE](#).

Delivering Comfort to Multi-Story Homes — New Quick Guide

Addressing comfort needs in multi-story homes is getting a lot of attention among home performance professionals. SMUD HPP's new "[Comfort Strategies for Multi-Story Homes: A Quick Guide for Contractors](#)" provides an overview and side-by-side comparison of the three key strategies for improving comfort in multi-story homes and details on HPP rebates to assist you and your customer. This three-page guide offers best practices and industry standard resources for zoning an existing single HVAC system, installing a second HVAC system, and installing ductless mini split system, along with program rebate information as applicable. Check it out [HERE](#).

Contractor Handbook *Updated!*

Contractors, your complete program resource guide is **updated!** Reference program protocols and best practices, research new measures, find quick answers to frequently asked questions, and keep up-to-date with the SMUD HPP newest details. We've simplified the handbook to make it easier for you and your support staff to use. The handbook is available online for access anytime and we're open to suggestions for additional content and clarification. Click [HERE](#) to download the new Contractor Handbook!

**Happy Holidays from the
SMUD Home Performance Program team!**





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