



Powering forward. Together.

SMUD HPP - October Newsletter

Two new measures added to SMUD HPP: Smart thermostat & electric vehicle (EV) ready homes

SMUD HPP is proud to announce that we have added two new exciting measures to HPP. The measures are smart thermostat (EcoBee 3G & Nest 3G) and electric vehicle infrastructure. You can find more about them by reading [this smart thermostat quick guide](#) and [this electric vehicle ready homes quick guide](#).

Second REMINDER: Change in activity requirement coming Beginning January 2, 2017

SMUD HPP will require contractors to submit at least one HPP project every three months (previously six months). We want to give all contractors the heads up as we approach the end of the year. What this means is that your company name will be removed from the SMUD website list after three months of inactivity. You would still be eligible to participate in the program for an additional three months, but you will not be getting leads via the SMUD website. Obtaining a project will reactivate your listing for the next three months. Failure to gain a project in six months disqualifies you to participate until the beginning of the next calendar year.

The second HVAC training coming soon!

Due to the great success of the HVAC Training that took place on October 3rd, we will be offering a second training for those of you who could not attend the first time. We will be holding the second HVAC training, with the same instructor, on November 21st, at SMUD Customer Service Center at Rubicon room from 8 AM to 12:30 - 1 PM. Click [HERE](#) to [RSVP](#).

This 4-5 hour class will cover the more advanced chapters in HVAC 1.0 – Introduction to Residential HVAC Systems, by Russell King, M.E. All participants will receive a copy of the book.

Chapters to be covered include: Register Types and Locations, Duct Airflow Basics,

Designing a System for a Home, and Diagnosing Comfort Problems.

This class is an excellent introduction and overview for people who have little or no experience with HVAC, however, seasoned experts can learn something. It is well suited for support and management personnel working around HVAC systems as well as technicians just getting into the field that need a more rounded perspective than just how to install and fix equipment.

Hope to see so many of you there. If you have any questions, please reach out to me directly at my info below.

New SMUD online training is now available

SMUD has partnered with [Selling Energy](#) to bring free access to a series of online, on-demand workshops to SMUD customers, and those providing professional services to SMUD customers!

These trainings are designed for both vendors/service providers that want to get more of their projects approved, and for building owners/managers that aim to make their businesses more competitive, valuable, and profitable. You'll gain tools, tips and strategies that can be implemented immediately.

These award-winning online workshops are ideal for Efficiency Service Providers and Vendors, Building Owners, and Property Managers alike.

Course offerings include:

- **Learning to S.E.E.: Sell Efficiency Effectively (Residential)**

Most decisions are emotional decisions, and making efficiency-related purchases is no exception. Understanding what factors play a role in the decision-making process and knowing how to build rapport with your prospects and customers will vastly increase your odds of success.

Learning to S.E.E. is a “pasta sampler” version of the more comprehensive Efficiency Sales Professional™ (ESP™) Program. This fast-paced program will provide you with the insights, focus, and skills you need to grow your market share, revenues, and profitability.

Whether you're a home performance contractor, efficiency product dealer/distributor, energy efficiency specialist, HVAC/lighting designer, engineer, or architect, this training will arm you with the knowledge, tools, and wisdom to move more of your projects forward.

This workshop features proven strategies for advancing energy efficiency in

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residential settings, with content specifically tuned to the unique challenges home performance contractors face, including how to lower project first costs by leveraging rebates and other incentives.

- **Financial Analysis of Energy Efficiency Projects**

Are you new to financial analysis? Do you need a refresher on the financial terminology and approaches used when evaluating expense-reducing capital projects? Do you (or your customers) evaluate an energy efficiency project only by its simple payback period? This training explores the financial terminology and approaches used to evaluate projects, and includes instruction on using Selling Energy's financial analysis templates provided in the form of MS Excel worksheets.

[There are 10 Additional Workshops to choose from - Learn more and sign up here today!](#)

questions or assistance, please contact Moe at Moe@efficiencyfirstca.org or call 510 788 0463.

Finally, for those of you who have not had a chance to read through the previous newsletter, you can click [HERE](#) to access it.

SMUD HPP Team


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