EPP-1- "A Look behind the Curtain of Utility Programs" Modeling for kWh and How Savings are Calculated and Achieved
Have you ever wondered how HERS Ratings fit into the Utility Program savings equation and how programs actually claim energy savings? It might not be as simple as it appears. Join us for a look behind the curtain and what happens after you submit a home to a utility program and how rule making by utility commissions, energy code baselines and EM&V Contractors fit in to the savings equation. The development behind the New Homes Utility Programs and how HERS Raters can play a more meaningful role.

Presenters: Maci McDaniel, ICF International

EPP-2- A Federal Tax Credit for Energy Efficient Homes that Builders Can Depend On
The current $2,000 tax credit for builders to construct energy efficient homes have been marred by the every two years the credit having expired and then at the last minute being extended by Congress.

RESNET, the Leading Builders of America and the Natural Resources Defense Council have drafted proposed legislation that would base the credit on the Energy Rating Index compliance Option of the 2015 IECC and exist for at least five years.

This session will explore this proposed legislation and determine the odds of it and other energy efficiency legislation passing in this Congress.

Presenters: Carl Chidlow, Winning Strategies Washington; David Goldstein, NRDC and Clayton Traylor, Leading Builders of America

EPP-3- Bridging the Gap: Leveraging Energy Efficiency, Financing, & Utility Incentives for Moderate Rehab Projects
Over the past several years, energy efficiency programs in Massachusetts have experienced a decline in affordable housing project enrollment. This has been due to several factors including - but not limited to - the lack of program design tailored to capture projects undergoing partial renovation and rehabilitation measures. The Massachusetts affordable housing agencies, plan to finance 7,000 housing units per year over the next three years with about 5,000 of those being refinance and moderate rehab of an existing development. This snapshot illustrates the potential to capture energy savings from an underserved market. Bridging energy efficiency programs to partner with the housing agencies and target properties at a financing milestone, will enable additional energy savings and accommodate an underserved market where opportunities are currently being missed. This sector pays into the ratepayer pool for energy efficiency programs and due to either limited funding or unique rehab projects, the benefits and services from existing programs are very limited. This session will examine an initiative which will lay the foundation to address this need, increase participation and capture energy savings while also providing a boost for inevitable market transformation.

Presenters: Mark Pignatelli, ICF International; Elizabeth Glynn, Center for Sustainable Energy and Ian Buba, ICF International
EPP-4- Case Study: Four Major Utilities- Territories in Texas Baseline Study Findings and Impacts in New Residential Construction
Historically, the State of Texas has been the largest producer of energy efficient homes in the utility programs as well as the EPA’s ENERGY STAR Program at a national level. Baseline Study findings will be presented along with factors that impact the baselines and the disparities between the major metro areas and the border cities and their economies. Learn how code enforcement or lack thereof impacts the utility program baselines and why. What drives builders to follow stringent building codes and remain competitive in the market, adding value to customers? Are we missing savings opportunities? Are builders leveraging program incentives or too busy meeting demand and supply?

Presenters: Maci McDaniel, ICF International and Travis Michalke, ICF International

EPP-5- Enabling Transparency, Efficiency, and Value in ENERGY STAR New Homes Programs
The EPA award-winning APS ENERGY STAR Homes residential new construction program has been intentionally designed to enable value for its program participants while meeting regulatory requirements. This session will highlight how utilities can minimize program implementation costs, enable transparency for program stakeholders, and maximize the value of participation in their energy efficiency program by leveraging the data collected during the energy rating process. Through an innovative implementation approach, APS has enabled operational efficiencies for program administrators and participants - home builders, HERS Raters, and HERS Providers - by deploying a single online data collection, storage, and sharing solution. By centralizing program and incentive data, true transparency is achieved while communication and participant workflows are streamlined. Using this solution, builders enroll subdivisions online, track home inspection and incentive payment status, and perform reconciliation of homes. HERS Raters upload homes and energy rating data, and following review and certification of program homes by HERS Providers, APS uses the online portal to review homes, process incentive payments, and create marketing brochures for the builder. The same database is also used for program evaluation and regular QA reviews. Enhancements are also being planned to support auto-generation of appraisal forms and Energy Efficient Mortgages documentation to help enable the proper valuation of energy efficient homes and reward the builders for their commitment to energy efficient building.

Presenters: DeeDee Hessler, Arizona Public Service (APS); Thomas Cochran, Energy Inspectors Corporation and Bob Burns, Pivotal Energy Solutions

EPP-6- Expand Your Business- Non-Profit Outreach and Project Development
Helping a non-profit organization can lead to large scale project development. We’ll be reviewing the recipe for outreach, funding, relationship building, resource integration and partner collaboration. To demonstrate the process, this session will focus on a specific Efficiency First Arizona and SRP collaboration project with The House of Refuge in Mesa, AZ, an 88 home community with common areas that assists with families in transition. In addition to finding partners, creating project plans and timelines for physical building performance enhancements, discover how to incorporate education related to home energy management and related workforce training. Most importantly, learn how to help fund these projects through energy programs, foundations, grants and other opportunities.

Presenters: Kirsten Shaw, Advanced Energy Efficiency & Environmental Quality; Heather Szymanski, Efficiency First Arizona; Bobby Liles, House of Refuge and Terry Rother, Salt River Project SRP

EPP-7- Expand Your Business- Why and How to Market the Health and Safety of Buildings
Learn why and how to market the health and safety of buildings to expand your business. Tremendous opportunity exists to incorporate healthy home features in retrofit work, especially in relation to asthma and other respiratory issues. Prescriptions for home assessments and even home improvements can be covered by medical insurance in some cases. There are innovative energy & financing programs that now link building performance improvements more directly with health improvements. Discover how our industry and energy programs can collaborate with the healthcare industry to help people live better, while building your business. Walk away with templates for marketing plans, justifying research, and possible verbiage you can utilize for your business. Specific examples of what is working in Arizona will be shared with time for Q&A.
EPP-8 - Implementing Legit QA - How is this possible??
ENERGY STAR checklists, Local Efficiency Program, RESNET Standards, home occupants, and multiple duct systems! There is TON of information to attempt to verify during an onsite quality assurance visit, and often with very little time. This session will discuss best practices for not only capturing the required data, but documenting it and using it as a tool to educate all parties involved, and create better practices going forward.

Presenters: Jim Phelps, Performance Systems Development and Emelie Cuppernell, Performance Systems Development

EPP-9 - Indoor airPLUS Sales Training Kit: Empowering Your Sales Staff to Sell Improved Indoor Air Quality
As energy efficiency and improved indoor air quality become increasingly important to buyers looking for a new home, articulating the benefits of such improvements can be difficult. The Indoor airPLUS Program has developed a Sales Training Kit that provides sales staff with the tools to speak about indoor air quality and the Indoor airPLUS Program that resonates with various types of clients.

As a companion training to the ENERGY STAR Certified Homes Sales Training Kit, the Indoor airPLUS module provides the sales team an overview of the features and benefits of Indoor airPLUS and how to identify an ideal Indoor airPLUS client. Additionally, the training covers a variety of value propositions and uses videos and collateral, interactive activities, and group role play to work through the application of those value propositions. This ensures that sales staff are engaging interested clients with features and benefits that align with their values.

Included in the Sales Training Kit is a Participant Guide, a Trainer’s Guide, a PowerPoint presentation, and supplemental documents to guide your Sales Manager and team in capitalizing on the Indoor airPLUS messaging and brand. Attend this session to learn about the Indoor airPLUS Sales Training Kit and how to tailor it to your organization’s needs to best reach your client base.

Presenters: Nick Hurst, ICF International and CR Herro, Meritage Homes

EPP-10 - Making the Grade: Developing a Contractor Ranking System for Energy Efficiency Programs
Our session will highlight the successes of the contractor ranking system in the Central Hudson energy efficiency program with over 300 participating trade allies, why a contractor ranking system should be utilized, how to implement this system in new and existing programs, and what challenges exist. Discussion also includes lessons learned from implementation efforts in a Massachusetts residential new construction program, as this up-and-coming program tool is used to increase participation of contractors looking to leverage incentives and remain competitive in the marketplace by providing additional value to customers. A well-designed ranking system allows program administrators to recognize and support contractors vested in the success of the program and guarantee higher levels of participant satisfaction.

Presenters: Frank Nitti, ICF International

Over the last several years, the Northwest Energy Efficiency Alliance and the Energy Trust of Oregon have been working with regulatory agencies and utility partners in the Pacific Northwest to transform the energy efficiency market in the region. 2016 will see more market transformation in the region as NEEA transitions existing energy efficiency programs to new, innovative programs with added value for HERS Rater, Providers, and utility partners while Energy Trust of Oregon expands the reach of its successful EPS program. Attend this session and learn how the Pacific Northwest can be a model for the country by transforming markets through progressive energy efficiency programs and centralization and sharing of program data with utility partners, program sponsors, and the real estate industry.

Presenters: Neil Grigsby, NEEA and Scott Leonard, CLEAResult
EPP-12- New and Updated BPI Standards: What They Mean for You
At the individual project level, the program level and as an industry, raising standards in home performance contracting is at a critical juncture. Large scale government funds, such as ARRA grants, are spent, and our young industry is now expected to mature in the private home performance marketplace. During this session participants will learn about new energy auditing standards BPI released this year (ANSI/BPI-1200 and ANSI/BPI-1100), how they present opportunities for flexibility not found in the current Building Analyst standard, how they will be rolled out in the marketplace over coming months, and how they can impact home performance professionals and contractors, program administrators and implementers.

This session will also provide updates on BPI’s standards for uniform data collection and transfer (HPXML) in home performance (BPI-2200 and BPI-2100), and on the opportunities these standards hold for energy efficiency programs to streamline, transfer and use data productively.
Attend this session as we dive in to the core components of BPI's new and revised standards. Tune in to find out how these updates will influence your company’s operations, and what you can do in your business to keep up to speed.

Presenters: John Jones, Building Performance Institute, Inc.

EPP-13- Policies and Programs to Deliver Cost Effective Water and Energy Use Efficiency
This session provides an overview of the water-energy-carbon footprint relationship with an eye to how to apply this relationship to the buildings we work on. Attendees will learn how to calculate the ratio and magnitude of the water-energy-carbon footprint connection for their buildings and communities and see how these compare to local and national benchmarks. We will discuss indoor and outdoor water use and advanced systems such as greywater and rainwater. The key metrics we will present also provide context for water rating systems. The session will help participants learn how to plan system improvements to be more resilient to increasing levels of water use efficiency. In addition, the discussion will explore the potential unintended consequences to water and waste water distribution systems as water use continues to be reduced.

Presenters: Gary Klein, Gary Klein and Associates

EPP-14- Program Efficiency
Utility-sponsored energy efficiency programs remain critical to rating businesses in many markets, and their data collection requirements are not always efficient for participating Raters or for the program’s own reporting and evaluation needs. This session will look at opportunities for innovation in the way data is delivered to programs; including what utilities need from Raters and why they need it, and how innovation in this space can benefit programs as well as Raters and Builders.

Presenters: Clinton Heyn, Pivotal Energy Solutions and Brett Dillon, IBS Advisors, LLC

EPP-15- Projecting total energy usage- how good are we?
An update on last year’s presentation looking at 12 months of actual energy usage compared with projections in large numbers of rated new homes. This time with additional evaluation and demographic data to provide additional perspective.

Presenters: Ben Adams, MaGrann Associates

EPP-16- Residential Energy Guarantee - Don't Just Say Its Energy Efficient - Guarantee It!
Energy efficiency in new construction is on everyone’s mind. And promising to build an energy efficient home is great. Guaranteeing it is even better. This session will introduce you to the revolutionary new product that has taken the HERS rating to new heights and is providing new opportunities to raters to rate more homes and builders to sell more homes.

Presenters: Roger Lange, Bonded Builders Warranty Group

EPP-17- Successful Energy Efficiency Programs without Rebates or Incentives
Rebates and incentives are the driving force behind the majority of energy efficiency programs. Selling the homeowner on recommendations becomes less of a struggle when there is money available to help pay for these improvements. But what happens if none of that financial aid is available? Will the homeowner still see the benefit of making the energy efficient improvements? North Little Rock Electric Department faced this problem in 2006 when they established their Home Energy Audit Program. Being a City owned municipality, NLRED was not allowed, by Arkansas law, to give any customer funded rebates or incentives. Find out how they made their educational energy evaluation program, with over 1,000 completed evaluations to date, successful with only a clipboard and a smile.

Presenters: Keith Allen McCourt, North Little Rock Electric Department and Jill Ponder, North Little Rock Electric Department

EPP-18- The Clean Power Plan: Why Do I Care?
On August 3, 2015 the United States Environmental Protection Agency (EPA) released the final version of the Clean Power Plan, requiring states to develop plans that will achieve greenhouse gas emissions reductions. The EPA anticipates that demand-side energy efficiency will play a significant role in state plans under the Clean Power Plan. This session will discuss the Clean Power Plan and how it will impact the residential energy sector as state plans begin to take shape. Potential impacts of the Clean Power Plan include more stringent building energy codes, increased use of renewables, and updated utility incentive programs, among many others.

Presenters: Alec Danaher, ICF International

EPP-19- The Role of Natural Gas in Zero Net Energy
As the concept of Zero-Net Energy gains momentum, the number of stakeholders who believe that the path to ZNE is electrification grows as well. In order to achieve the desired result of obtaining the status of ZNE, we must be realistic and practical in our efforts to get there and electrification without guaranteed full renewable sources is not realistic. Natural gas is a clean, abundant and affordable solution that must be considered equal in the future of ZNE. Policy-makers must consider this when implementing policy, builders must consider this when constructing their developments and all stakeholders must consider the consumer preference when moving toward ZNE. These presentations will give the audience the information required to make an informed decision regarding the use of natural gas in ZNE by showing that natural gas is favorable based on metrics used in California and revealing research that indicates a mixed-fuel ZNE home is more efficient and economical than an all-electric home in many cases.

Presenters: Sue Kristjansson, SoCalGas; Jim Young, Navigant; Steve Easley, Steve Easley & Associates Inc. and Neil Leslie, Gas Technology Institute

EPP-20- Zero Net Energy Innovations in USDA’s Multifamily Housing
USDA continues to push the envelope on achievements within the sphere of Zero Net Energy (ZNE) Multifamily Housing. Projects completed using USDA’s funding have achieved ZNE and Net Positive performance due in large part to the competitive scoring point system for energy-efficiency and energy generation. This presentation will give participants an insight into the various sources of funding available at USDA’s Rural Housing service and their connection to energy-efficiency. It will focus in detail on several exemplary, innovative projects that have achieved Zero Net Energy and better performance. Some of the projects have achieved Zero Net Electric, a very rare achievement within the realm of ZNE. It will engage the audience in discussions of future possibilities for achieving Zero Net Water, and even deeper environmentally robust efforts to create buildings that not only do the least harm but do the most good for people and the environment. Serving the most economically vulnerable populations, USDA’s Multifamily Housing Direct Loan program focuses on very low income tenants with a national mean income of just $9800/year. These efforts to decrease utility costs and improve the health of buildings are at the heart of the agency's mission.

Presenters: Meghan Walsh, AIA, LEED AP, USDA; Sean Armstrong, Redwood Energy and Judy Moran, RA, LEED AP, USDA