Contractors as Clients: data collection made “easy”
Program Goals

- **Marketing & Outreach**
  awareness/education, building labeling, leverage partners, marketing campaigns

- **Facilitate Work**
  generate audits, manage customer-contractor workflow, provide financing and incentives

- **Facilitate Quality of Work**
  training, quality control and assurance, measurement and verification of results

- **Sustain the Program**
  reduce overhead, increase income, adapt to emerging market and regulatory circumstances, communication of best practices

- **Report and Share Best Practices**
  DOE, utility partners, other programs
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Types of Contractor Data

- **Specific contacts for specific purposes:**
  
  Company decision maker
  Crew leader(s)
  Office person (invoicing, certifications and insurance documentation)
  Marketing person (for collateral and co-marketing opportunities)

- **What’s their capacity and what help do they need:**
  
  Service territory
  Certifications and licensing
  # of crews and general makeup
  Specialties or areas of interest
  Prior experience with home performance/whole house jobs
  Equipment on hand
  Employment needs
  QC procedures in place
Types of Contractor Data

- **Quantitative job specific data:**
  - Assessment report
  - Ownership on jobs
  - List of energy improvements
  - Cost of job (and improvements if I can get it)
  - Job hours

- **Qualitative job specific data:**
  - Feedback from customers
  - Successful sales strategies (for both audit and retrofit)
  - Technical problems/issues they are having
  - Tips and tricks to make the jobs go easier
A Day in the Life of...

- **Challenges**
  
  Demanding owners primarily interested in low bid
  Employees’ moods, issues, skill levels
  A lot of what responsible for outside of their control
  (weather, employee behavior and job quality, other subs, materials delays, homeowners)
  Physical hardship of the work
  Economic hardship of finding the work
Mr. Contractor, we need you to:

- Fill out these forms and sign this agreement
- Track down your paperwork and take this test
- Show up for this orientation and for that subject matter seminar
- Schedule time for us to present to your company
- Buy and learn this software
- Sell *our* program to *your* customers
- Adhere to these program guidelines (even if you “don’t normally do things that way”)
- Get inspected: hmm, nope, not good enough – fix it
- Work done? Great - please pay us 4% of your project’s total so we can sustain our program (what? You didn’t know that homeowner was enrolled in HPwES when you bid it? Oops.)

*Now* tell me what you did, when you did it, and how long it took you! And don’t forget to file this paperwork for historic preservation compliance.
Got Data?

GOOD LUCK.
Use one program tool w/ different user interfaces to simplify and automate data collection and reporting.
Before starting, please have a copy of your latest electric utility bill. If you use other fuels to heat your home, please have an idea of how much you use per year. Your utility usage data is one of the things we use to determine how your home uses energy. Based on your actual usage and any questions about your house, we can provide you an estimate of how your energy use compares to similar homes in your area.

**ELECTRICITY**

Electric Utility: **Dominion Power**

How to get my utility data

Get my data automatically

Your Monthly Meter Readings:

<table>
<thead>
<tr>
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<tbody>
<tr>
<td>DAY</td>
<td>24</td>
<td>24</td>
<td>24</td>
<td>24</td>
<td>24</td>
<td>24</td>
<td>24</td>
<td>24</td>
<td>24</td>
<td>24</td>
<td>24</td>
<td>24</td>
</tr>
<tr>
<td>USE (kwh)</td>
<td>800</td>
<td>1100</td>
<td>1100</td>
<td>1200</td>
<td>664</td>
<td>450</td>
<td>487</td>
<td>800</td>
<td>900</td>
<td>1000</td>
<td>400</td>
<td>600</td>
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</table>

**OTHER FUELS**

Select the other fuels that are used in your home, and enter the amount you used in the past year.
To Program
## To Program

### Data Flow

<table>
<thead>
<tr>
<th>Package</th>
<th>Customer Cost</th>
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</thead>
<tbody>
<tr>
<td>Improvements</td>
<td>$3,724.00</td>
</tr>
<tr>
<td>Fees</td>
<td>$350.00</td>
</tr>
<tr>
<td>Incentives</td>
<td>($700.00)</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>$3,374.00</strong></td>
</tr>
</tbody>
</table>

### Improvements

<table>
<thead>
<tr>
<th>Improvement</th>
<th>Status</th>
<th>Savings</th>
<th>Cost</th>
<th>SIR</th>
<th>Payback</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reduce the house air leakage from 3500 CFM50 to 2000 CFM50.</td>
<td>Recommended</td>
<td>160 therms (Natural Gas) $217.11</td>
<td>$500.00</td>
<td>6.47</td>
<td>2.3 yrs</td>
</tr>
<tr>
<td>-17 kWh (Electricity) ($1.57)</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Reduce leakages - Heating: 300 to 150 CFM25; Cooling: 300 to 150 CFM25.</td>
<td>Recommended</td>
<td>104 kWh (Electricity) $9.36</td>
<td>$800.00</td>
<td>1.12</td>
<td>12.3 yrs</td>
</tr>
<tr>
<td>41 therms (Natural Gas) $55.47</td>
<td></td>
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</tr>
<tr>
<td>Improve 1250 sq. ft. of attic floor insulation from 3 inches to 15 inches.</td>
<td>Recommended</td>
<td>163 kWh (Electricity) $14.68</td>
<td>$1,500.00</td>
<td>1.31</td>
<td>11.4 yrs</td>
</tr>
<tr>
<td>86 therms (Natural Gas) $116.56</td>
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<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Replace existing Electricity Storage Water Heater with new Electricity Instantar</td>
<td>Recommended</td>
<td>-23 therms (Natural Gas) ($30.89 )</td>
<td>$900.00</td>
<td>1.84</td>
<td>6.2 yrs</td>
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<tr>
<td>1,962 kWh (Electricity) $176.61</td>
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<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Replace 12 existing 75 watt incandescent bulbs with Energy Star CFL bulbs.</td>
<td>Recommended</td>
<td>-11 therms (Natural Gas) ($15.55 )</td>
<td>$24.00</td>
<td>10.36</td>
<td>0.8 yrs</td>
</tr>
<tr>
<td>495 kWh (Electricity) $44.55</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total for Installed/Recommended</strong></td>
<td><strong>252 therms (Natural Gas) $342.71</strong></td>
<td><strong>$3,724.00</strong></td>
<td><strong>2.19</strong></td>
<td><strong>6.4 yrs</strong></td>
<td></td>
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</tbody>
</table>
## Better Buildings Program Residential Data Flow

### General Project Data

- **Unique Project ID Number**: 0, 12345-6789
- **If Multifamily: Unique Building ID Number**: 0
- **Location: Zip Code (#####)**: 97202
- **Location: Zip Code (#####-######)**: 97202-2401
- **Building Type (drop down)**: Owner-Occupied

### General Building Data

- **Year Constructed**: 1962
- **Building Floorspace (square feet)**: 0, 2500
- **Number of Occupants**
- **Electricity Service Provider Name**: Pacific Power
- **Natural Gas Service Provider Name**: NW Natural
- **Primary Energy Fuel (drop down)**
- **If Multifamily: Specify Number of Units in the Building (#)**: 0
- **Low Income? (1 if yes)**: 0

### Completed Building Audits

- **Date of Audit Completion**: 0, 1/15/2011
Leading the effort in our local community to conserve water and energy in buildings to promote cost savings, job creation, sustainability, local economic development, and environmental stewardship.

www.leap-vava.org
To Contractor

Data Flow

Energy Usage

Determine Energy Usage:
- Add Meter
- Energy Usage Report

Peer Comparison

Compare to Others:
- Choose Peer Group
- Peer Comparison Report

Job Tracker

Status:
- Job Approved
- Audit
- Completed Job
- Summary

Building Files

Upload File: Test Out (BPI PDF)

Edit Building

Meters

<table>
<thead>
<tr>
<th>Energy Type</th>
<th>Annual Usage</th>
<th>Annual Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Natural Gas</td>
<td>1020 therm</td>
<td>$1,318.67</td>
</tr>
<tr>
<td>Electricity</td>
<td>12600 kWh</td>
<td>$1,310.25</td>
</tr>
</tbody>
</table>

Confirmation Number: EJCD2R

Building Name/ID: Pauline Warren
Building Address: 123 Walnut St Philadelphia, PA 19106
Owner: Pauline Warren
Phone:
Email: pwarren@psdconsulting.com

Square Footage: 2100 sq. ft.
Occupants: 3
Year Built: 1983
Hot Water Fuel: Electricity
To DOE

- Reporting
- Tracking
- Marketing
- M & V
- Information PUSH
To DOE