



2011 Century Club Contractors In the Spotlight

Home Energy Performance by HALCO Phelps, New York

- Began in 1984 as HVAC/plumber; added home performance in 2006; grown to 100 employees
- Always offers: good (single measure); better (whole house) and best (solar)
- Make same profit margins on HVAC or insulation
- In-house Training Center
- Co-owned by Tammy and Hal Smith
- NYSERDA recognized for "Outstanding Achievement and Excellence" at 2011 ACI New York Conference



Program Sponsored by NYSERDA

Hutchinson Plumbing Heating Cooling Cherry Hill, New Jersey

- Established by George Hutchinson & sons in 1948; Hutchinson Brothers still at helm
- Evolved from plumbing into heating and cooling, entered Home Performance in 2007
- Saved Delaware Valley homes over \$1 million in energy savings
- Three-time Century Club as well as Carrier Corp.'s President's Award



Program Sponsored by New Jersey Board of Public Utilities

Murtha Construction West Islip, New York

- Began in 1978 by Michael Murtha as home improvement contractor; added home performance in 2009
- Grown to 4,500 square foot warehouse and office with 30 employees
- LIPA recognized as Trade Ally Award winner



Program Sponsored by Long Island Power Authority

Neil Kelly Portland/Eugene/Bend, Oregon

- Began in 1947 as weatherization co. and remodeler; entered home performance in 2006
- Every remodel gets whole house approach
- Do air seal and windows in-house and outsource other measures
- Offices in Oregon and Washington
- Tracking carbon impacts
- Chad Ruhoff presenting at 2011 ACI National Conference



Program Sponsored by Energy Trust of Oregon

Nemow Insulation Company Columbia, Missouri

- Began in 1977 as fiberglass insulation installer for new homes
- Manages audits and insulation in-house and refers customers to HVAC and other partners
- "Word-of-mouth referrals is sole source of customer leads"
- Co-owned by Diane and Rob Heuer



Program Sponsored by Columbia Water & Light

REEIS Phoenix and Tucson, Arizona



- Began in 2008 as home performance co.
- Inspired by experiences as home builder and development master planner
- Proper system design and installation is low-hanging fruit; every pre-2005 home is a prime candidate
- Aggressive marketing with a lot of radio
- "Arizona Public Service's contractor-driven program design is a key to our success," says Todd Russo



Program Sponsored by Foundations for Senior Living

TerraLogos Energy Group Baltimore, Maryland



- Began in 2006 as home performance company
- Inspired by Home Energy magazine special edition
- General Contractor with in-house auditors and all installation handled by subcontractors
- Proper equipment, people and website are key
- Co-owned by Susan and Peter Van Buren



Program Sponsored by BGE/Exelon

Total Home Performance, LLC Easton & St. Michaels, Maryland



- Started in 2009 by then-24-year-old Matthew Hargrove
- Inspired by attending ACI National Conference in Kansas City
- Began as auditor; brother helped expand into weatherization to employ their friends
- Grown to 24 staff and 5 trucks
- 95% of customers have crawl spaces



Program Sponsored by Delmarva Power