



# **Stacking the Deck Creates a Good Shuffle**

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# What you'll learn:

- ◆ **The need for quality installations**
- ◆ **Intent of the changes**
- ◆ **Results of implementation**
- ◆ **Roadblocks seen (unforeseen)**
- ◆ **Stackable credentials and BA update**
- ◆ **Status and changes of certification process**

# Xcel Energy Insulation Rebate program - 2012



- ◆ Intervener request
  - ◆ QI
  - ◆ Onsite M&V
  - ◆ Air Sealing
  
- ◆ Developed working group
  - ◆ Concerns
  - ◆ Solutions

# Education Gap

- ◆ Analysis of trade partners
- ◆ Goals
  - ◆ Educating the trade
  - ◆ Quality installs for customers
  - ◆ Increase sales for trade
  - ◆ Better program



# Certifications with BPI

- ◆ Working group formed
- ◆ Scholarships formed
- ◆ \$2,000 per company max
  - ◆ \$500 – training (up to 2)
  - ◆ \$1,000 – BPI
- ◆ 40 participants (companies) signed on



# Revised program launch

- ◆ 60 day filed
  - ◆ Launched Feb 2013
- ◆ New Requirements
  - ◆ Air Sealing required
    - ◆ Est. 85% of homes
  - ◆ Blower door testing
    - ◆ Pre and post
  - ◆ Onsite M&V
  - ◆ CAZ testing

**2013 Insulation Rebate**

Find all rebate qualifications on the back page of this form. **Applications will be accepted without initial post-inspection review.**

**Account Holder Information**

Xcel Energy Account Number where work was installed: \_\_\_\_\_

Check the Heat Source:  Natural Gas  Electric Resistance  Air Source Heat Pump  Geothermal Heat Pump

Check the Cooling Source:  Air Source Heat Pump/Cooling AC  Ground Source Heat Pump  Evaporative Cooling

Account Holder Name: \_\_\_\_\_ State: \_\_\_\_\_ ZIP: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ ZIP: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ ZIP: \_\_\_\_\_

Account Holder Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**Contractor Information**

Regional Contractor Company Name: \_\_\_\_\_ Phone: \_\_\_\_\_ State: \_\_\_\_\_ ZIP: \_\_\_\_\_

Contact Person: \_\_\_\_\_ City: \_\_\_\_\_ Email: \_\_\_\_\_

Address: \_\_\_\_\_

Local Energy Contractor ID #: \_\_\_\_\_

Contractor Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**REBATE INFORMATION** - Grant amount must be filed on ENR41. (Excludes 1st level homes or town houses) (Excludes 2nd level homes with basements)

Number of Systems including Basement: \_\_\_\_\_

Count: \_\_\_\_\_

**Insulation and Air Sealing Information** - All Insulation and Air Sealing must be installed by Xcel Energy Rebate Operations and listed on all of your work on form.

| Location (Room, Wall, Ceiling, etc.) | Type    | R-Value | Blower Door | Sealing | Insulation Cost | Sealing Cost | Remaining Cost |
|--------------------------------------|---------|---------|-------------|---------|-----------------|--------------|----------------|
| Living Room Ceiling                  | Blanket | 19      | Yes         | Yes     | 1000            | 500          | 500            |
| Basement Ceiling                     | Blanket | 19      | Yes         | Yes     | 1000            | 500          | 500            |
| Attic Ceiling                        | Blanket | 19      | Yes         | Yes     | 1000            | 500          | 500            |
| Basement Wall                        | Blanket | 19      | Yes         | Yes     | 1000            | 500          | 500            |
| Basement Floor                       | Blanket | 19      | Yes         | Yes     | 1000            | 500          | 500            |
| Basement Window                      | Blanket | 19      | Yes         | Yes     | 1000            | 500          | 500            |
| Basement Door                        | Blanket | 19      | Yes         | Yes     | 1000            | 500          | 500            |
| Basement Sill                        | Blanket | 19      | Yes         | Yes     | 1000            | 500          | 500            |
| Basement Top                         | Blanket | 19      | Yes         | Yes     | 1000            | 500          | 500            |
| Basement Bottom                      | Blanket | 19      | Yes         | Yes     | 1000            | 500          | 500            |
| Basement Side                        | Blanket | 19      | Yes         | Yes     | 1000            | 500          | 500            |
| Basement Back                        | Blanket | 19      | Yes         | Yes     | 1000            | 500          | 500            |
| Basement Front                       | Blanket | 19      | Yes         | Yes     | 1000            | 500          | 500            |
| Basement Left                        | Blanket | 19      | Yes         | Yes     | 1000            | 500          | 500            |
| Basement Right                       | Blanket | 19      | Yes         | Yes     | 1000            | 500          | 500            |
| Basement Top Left                    | Blanket | 19      | Yes         | Yes     | 1000            | 500          | 500            |
| Basement Top Right                   | Blanket | 19      | Yes         | Yes     | 1000            | 500          | 500            |
| Basement Bottom Left                 | Blanket | 19      | Yes         | Yes     | 1000            | 500          | 500            |
| Basement Bottom Right                | Blanket | 19      | Yes         | Yes     | 1000            | 500          | 500            |
| Basement Side Left                   | Blanket | 19      | Yes         | Yes     | 1000            | 500          | 500            |
| Basement Side Right                  | Blanket | 19      | Yes         | Yes     | 1000            | 500          | 500            |
| Basement Back Left                   | Blanket | 19      | Yes         | Yes     | 1000            | 500          | 500            |
| Basement Back Right                  | Blanket | 19      | Yes         | Yes     | 1000            | 500          | 500            |
| Basement Front Left                  | Blanket | 19      | Yes         | Yes     | 1000            | 500          | 500            |
| Basement Front Right                 | Blanket | 19      | Yes         | Yes     | 1000            | 500          | 500            |
| Basement Top Left Corner             | Blanket | 19      | Yes         | Yes     | 1000            | 500          | 500            |
| Basement Top Right Corner            | Blanket | 19      | Yes         | Yes     | 1000            | 500          | 500            |
| Basement Bottom Left Corner          | Blanket | 19      | Yes         | Yes     | 1000            | 500          | 500            |
| Basement Bottom Right Corner         | Blanket | 19      | Yes         | Yes     | 1000            | 500          | 500            |
| Basement Side Left Corner            | Blanket | 19      | Yes         | Yes     | 1000            | 500          | 500            |
| Basement Side Right Corner           | Blanket | 19      | Yes         | Yes     | 1000            | 500          | 500            |
| Basement Back Left Corner            | Blanket | 19      | Yes         | Yes     | 1000            | 500          | 500            |
| Basement Back Right Corner           | Blanket | 19      | Yes         | Yes     | 1000            | 500          | 500            |
| Basement Front Left Corner           | Blanket | 19      | Yes         | Yes     | 1000            | 500          | 500            |
| Basement Front Right Corner          | Blanket | 19      | Yes         | Yes     | 1000            | 500          | 500            |

**Minimum Door Test Results:**  Pass  Fail  No Test

**Blower Door Test Results:**  Pass  Fail  No Test

**Combustion Appliance (per CAZ) Test Results:**  Pass  Fail  No Test

**NOTE:** All building envelopes are required to be tested and sealed. All combustion appliances are required to be tested and sealed. All combustion appliances are required to be tested and sealed. All combustion appliances are required to be tested and sealed.

**FOR MORE INFORMATION SEE ENR41 OR VISIT WWW.XCEL.ENERGY.COM**

Page 1 of 2



# Technically speaking...

- ◆ **Decreased customer participation**
- ◆ **Increased savings per home**
- ◆ **Onsite M&V**
  - ◆ **Prelim results are promising!**
- ◆ **Contractor issues decreased**
  - ◆ **QI work**



# Roadblocks encountered

- ◆ Long road
  - ◆ Technical Assumptions
- ◆ Approvals needed
  - ◆ Where should the dollars go?
- ◆ Communications
  - ◆ 4 month notice
- ◆ “Selling” the value of QI
  - ◆ Certifications
  - ◆ Increased cost to customer
  - ◆ Old dog, new tricks





# Future and beyond!

- ◆ 2013 training done
  - ◆ Interplay CAZ
- ◆ 2014 filing
  - ◆ Continuation of training
    - ◆ Organic
  - ◆ Continued open discussions with trade (both on HP and Insulation)



