

TRADE ALLY NEWS

SPRING 2009

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Trade Ally Breakfasts

Central Hudson's Trade Ally Breakfasts are coming to a city near you. Enjoy a hot breakfast as you learn to work with Central Hudson as a SavingsCentral Trade Ally. Please join us in:

- **Poughkeepsie** – Palace Diner, Washington Street, Wednesday, **May 13** at 8 a.m.
- **Newburgh** – Neptune Diner, Route 17K, Monday, **May 18** at 8 a.m.
- **Kingston** – Deising's Bakery, North Front Street, Tuesday, **May 19** at 8 a.m.

Breakfast meetings are **free**. Registration begins at 8 a.m. and the meeting begins at 8:30 a.m. You will learn:

- How to participate
- Who is eligible
- What the program offers
- How customers apply
- How the program is funded
- What equipment is eligible

Work with Central Hudson to install energy efficiency

Beginning May 18, Central Hudson will offer two new energy efficiency programs to its customers, and both have particular relevance to trade allies. To learn more about the programs and find how to participate, attend one of three upcoming SavingsCentral breakfasts in Poughkeepsie, Newburgh and Kingston. The times and dates are listed at left.

The Home Energy SavingsCentral Program offers Central Hudson customers rebates of between \$25 and \$600 on eligible energy efficient equipment and measures. This is for residential electric customers who upgrade their heating, cooling or ventilation systems with energy efficient equipment.

These rebates (see table on page 2) include eligible efficient central air conditioners, central air-source heat pumps, electric heat pump water heaters, furnace blower fans, ENERGY

STAR[®] programmable thermostats and duct and air sealing (with blower door and duct blaster testing). Starting July 1, rebates for the following types of equipment will be eligible: Natural gas furnaces, natural gas boilers, boiler reset controls, steam boilers, indirect water heaters, programmable thermostats, and duct and air sealing.

How does the program work?

Central Hudson will advertise its energy efficiency programs through newspaper, Internet and radio advertisements, television commercials, bill inserts, and at trade shows and community fairs. Residential customers who are interested in the

Home Energy SavingsCentral Program will be directed to use one of Central Hudson's Trade Allies who participate in the program. Trade Allies who participate in SavingsCentral Energy Efficiency programs will have their business contact information listed on www.SavingsCentral.com.

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What are the incentives for BPI contractors?

Trade Allies who are Building Performance Institute (BPI) certified (see story on page 4) may be eligible for a \$200 incentive for each quality installation of central air conditioners and air-source heat pumps that are sized correctly to the home. For central air conditioning installations, Central Hudson must receive documentation that an ACCA Manual J calculation has been completed to determine the proper size of the equipment. Over-sizing is a common problem because many homes have been improved over the years with new insulation, windows and doors. Inspections will be performed for the first four installations made by each participating contractor, and one out of every 10 at random thereafter.

What is the time frame?

The electric SavingsCentral Energy Efficiency programs begin on May 18. Equipment installed before this date will not be eligible for a rebate. The programs will be offered through 2011.

How does the customer get the rebate?

Trade Allies will be able to distribute the rebate forms, which will be available to download at www.SavingsCentral.com. Rebates will be handled on a first-come, first-served basis.

Will customers respond to the program?

Focus groups and recent interactions with customers at trade shows and

fairs revealed that many are interested in ways to make their homes more efficient. They want to save energy, do more to protect the environment and enjoy lower gas and electric bills.

How can I participate?

Trade Allies will be asked to sign a participation agreement that will be available at the breakfasts. Rebate forms will also be available.

Are SavingsCentral programs affiliated with NYSERDA?

No. The New York State Energy Research and Development Authority (NYSERDA) is a separate agency. Customers may not earn a rebate from both Central Hudson and NYSERDA for the same equipment installation.

Home Energy SavingsCentral rebates for customers

Type of equipment	Minimum performance	Customer rebate
Central air conditioner	T1: SEER ≥ 15 / EER ≥ 12.5 Plus quality installation	\$400
	T2: SEER ≥ 16 / EER ≥ 13.0 Plus quality installation	\$600
Central air-source heat pump	T1: SEER ≥ 15 / EER ≥ 12.0 / HSPF ≥ 8.5 Plus quality installation	\$400
	T2: SEER ≥ 16 / EER ≥ 13.0 / HSPF ≥ 9.0 Plus quality installation	\$600
Duct and air sealing	Blower door and duct blaster assisted sealing by a certified contractor	\$600
Electronically commutated motor		\$200
Electric heat pump water heater	EF = 2.0	\$400
Programmable thermostat	ENERGY STAR®	\$25

Energy efficiency upgrades for small businesses

The Business Energy SavingsCentral Program

The Business Energy SavingsCentral Program is for non-residential customers of Central Hudson with electric demand of less than 100 kilowatts. This includes businesses, local governments, not-for-profits, private institutions, public and private schools, colleges and healthcare facilities.

Trade Allies can participate in this program as installers or auditors by signing a participation agreement that will be available at the Trade Ally breakfasts (see page 1).

The program offers a free energy audit by a participating Trade Ally or representative of Central Hudson, a report detailing where efficiency measures can produce the most savings, the cost of installing each measure, the expected payback period for each installation, and rebates up to 70 percent of the equipment cost of a qualified efficiency upgrade. Eligible measures to be installed by customers in the Busi-

ness Energy SavingsCentral Program may include:

- Lighting measures involving several different fixture types including, but not limited to, pin-base CFL lamps, LED exit signs and refrigerator case

- Ground source heat pump units and heat pump water heaters

- A variety of motors, motor controls (i.e., variable speed drives or VSDs), refrigeration measures, and other customer measures

Customer rebates of up to 70 percent of the equipment cost of an energy efficiency upgrade.

ness lighting, 4-foot and 8-foot T8 and T5 lamps, T8 relamp / reballast, super T-8 fixtures, high-bay fluorescent fixtures, pulse-start metal halides (indoor/outdoor), occupancy sensing (wall-mount and ceiling-mount) and daylight-dimming controls

- Combination of high efficiency central air conditioning and air source heat pump units

The Business Energy SavingsCentral program will cover approximately 70 percent of the equipment cost of each efficiency upgrade. Prescribed rebates will be processed for each eligible equipment type, based on typical sale price. If Central Hudson does not manage the installation, a Central Hudson representative will inspect the project based on the quality assurance plan at completion to verify that the upgrade matches the performance specified in the Central Hudson proposal, which will be the basis of the 70 percent rebate.

Virtual home base for energy efficiency

Central Hudson's Web site www.SavingsCentral.com is your starting point when finding new information and details about Central Hudson's energy efficiency programs. This is also where you can download rebate forms to pass on

to your customers. Customers looking for an installer for an energy efficiency upgrade will also use this site to choose from a list of SavingsCentral Trade Allies.



The energy efficiency programs described in this newsletter are two of several for which Central Hudson has sought approval to administer. If other programs are approved by the New York State Public Service Commission, they will be described in detail at www.SavingsCentral.com and in future issues of the Trade Ally News.

Raise the bar in home performance contracting

The Building Performance Institute (BPI) supports the development of a highly professional building performance industry through individual and organizational credentialing and a rigorous quality assurance program.

BPI works with building performance industry stakeholders to ensure that the professional bar for excellence in building performance contracting is established and maintained by creating and regularly updating technical requirements through open, transparent, consensus-based development.

BPI measures the knowledge, skills and competency of individuals, and evaluates the organizations impacting building performance. BPI offers an integrated certification, accreditation and quality assurance program designed to support the building performance contracting industry. BPI also offers added support services that promote and

stimulate infrastructural development, emphasizing education and outreach.

Do you understand the relationship between all the systems in the house and its effect on occupant health, safety and comfort, energy efficiency and durability? With BPI training, you learn how various systems interact, and how a flaw in one area can compromise the performance in another system. For example, a flaw in the building envelope makes the HVAC work harder and waste valuable energy; a problem with the HVAC causes occupant comfort issues that they try to correct with homemade solutions.

Don't fix the symptoms without knowing the problem's root causes. BPI training, from a network of affiliates, teaches you the fundamentals of home performance evaluation, home performance assessments, building envelope and HVAC testing and more. Whole-

home retrofit planning helps you prioritize repairs and provide customers with an economic forecast of return on investment through energy savings. Training on the execution of retrofit projects has a focus on the house-as-a-system concept, tracing problems to their root causes and prescribing solutions that actually work.

Trade-related BPI Certifications (e.g., Mechanical and Envelope series) are not intended to take the place of trade certifications that focus on service and installation skills. BPI certifications are designed to teach you to evaluate and optimize the performance of a house, while ensuring that the interaction of specific building systems does not create any harmful conditions.

To learn more about BPI certification, accreditation and upcoming courses, go to www.BPI.org or call (877) 274-1274.

BPI certification model

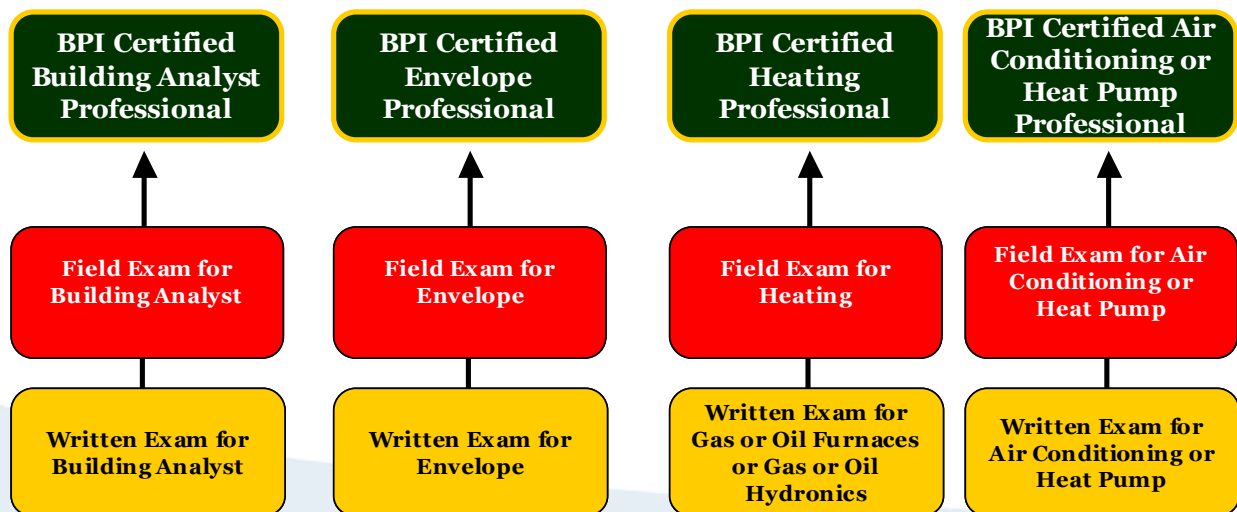


Chart is from www.BPI.org