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### Workshop on Aug. 3-4

All of Central Hudson's Trade Allies are invited to the New York Building Performance Contractor Exchange on Aug. 3-4 at the Holiday Inn in Kingston. Network with other contractors as you learn to incorporate energy efficiency and renewable energy initiatives into business practices. There is a discount available for those registering before July 31. For more information, see page. 5.

## Use our rebates to boost your sales

### Many ways for customers to save with SavingsCentral

Central Hudson's SavingsCentral energy efficiency programs are in full swing, and participating Trade Allies are playing a key role in helping residential and business customers save energy and lower their utility bills. A number of residential rebates have been processed, and energy audits have been performed at small businesses throughout the Hudson Valley.

Trade Allies can use rebates and other incentives as selling points when marketing energy efficiency solutions to customers. Customers thinking ahead to the winter heating season should realize that valuable rebates for energy efficient natural gas equipment became available on July 1. Residential customers can now earn rebates of up to \$600 for energy efficient furnaces and rebates of up to \$1,000 for energy efficient water boilers. See page 2 for the natural gas equipment rebate levels.

Trade Allies who have not yet signed up to participate can go to [www.SavingsCentral.com](http://www.SavingsCentral.com), select "Contractor Connection," download and read the participation agreement, sign it and fax it to (315) 463-7393. It's that simple.

Phone numbers for SavingsCentral Trade Allies are listed on the Web site so that customers looking to make energy efficiency upgrades can choose a contractor quickly. Central Hudson has other promotional materials that can help participating Trade Allies stand out from the competition: customer brochures, rebate forms, a SavingsCentral magnet for service vans, and a Trade Ally patch for service technicians who install energy efficient equipment. A SavingsCentral logo can also be sent to Trade Allies designing or updating their web sites or marketing materials.

### Are you listed on our Web site?

More than 55 Trade Allies are participating in the SavingsCentral program, and each has contact data posted on [www.SavingsCentral.com](http://www.SavingsCentral.com). Trade Allies who are participating should view the current list on the "Contractor Connection" page to make sure the information is up to date. To update your listing, send an e-mail to Barry Henck at [bhenck@cenhud.com](mailto:bhenck@cenhud.com).

## Promote SavingsCentral rebates for the heating season

Customers can earn a rebate of up to \$1,000 for installing energy efficient natural gas equipment

Trade Allies have several incentives they can offer residential customers to make energy efficiency upgrades more appealing and affordable. Not only will new energy efficient equipment help customers enjoy lower energy bills, but they can also take advantage of federal tax credits worth up to \$1,500 per household.

Central Hudson's Home Energy SavingsCentral rebates are an additional

value that Trade Allies can offer to customers with old or inefficient home heating systems. The Home Energy SavingsCentral Program offers Central Hudson customers rebates of between \$25 and \$1,000 on eligible energy efficient equipment and measures.

Rebates for eligible efficient central air conditioners, central air-source heat pumps, electric heat pump water heaters, and other electric equip-

ment began on May 18. Starting July 1, customers started taking advantage of SavingsCentral rebates for energy efficient natural gas furnaces, natural gas boilers, boiler reset controls, steam boilers, indirect water heaters, and programmable thermostats. Equipment must be installed by a participating SavingsCentral Trade Ally. Natural gas rebate levels are shown below; all rebate levels and forms are available through [www.SavingsCentral.com](http://www.SavingsCentral.com).

### Home Energy SavingsCentral Natural Gas Rebates for Customers

<i>Type of equipment</i>	<i>Manufacturer's specification sheet required</i>	<i>Customer rebate</i>
Natural gas furnace	AFUE $\geq$ 90%	\$200
	AFUE $\geq$ 92% with ECM fan	\$400
	AFUE $\geq$ 94% with ECM fan	\$600
	AFUE $\geq$ 95% with ECM fan	\$600
Natural gas water boiler	AFUE $\geq$ 85%	\$500
	AFUE $\geq$ 90%	\$1,000
Steam boiler	AFUE $\geq$ 82%	\$500
Boiler reset control	Must be listed on sales receipt	\$100
Indirect water heater	Must be listed on sales receipt	\$300
Programmable thermostat*	ENERGY STAR®	\$25

**Notes:** \* Installed by a contractor at the time of furnace or boiler replacement.

AFUE - Annual Fuel Utilization Efficiency.

ECM - Electronically Commutated Motor.

Projects requesting greater than \$2,500 in incentives require pre-approval.

## Blower door and duct blasting for efficiency

### Customers can receive incentives for air and duct sealing

For that customer who knows the efficiency of their heating or cooling system is being compromised by a drafty house or leaky ducts, the Home Energy SavingsCentral Program has a valuable incentive. This feature provides rebates to residential customers for having duct and air sealing measures conducted by a BPI-certified SavingsCentral Trade Ally.

The rebate amounts for customers are \$75 per hour for up to four hours for air sealing, and \$100 per hour for up to three hours for duct sealing (including testing time). Duct and air sealing must be assisted by blower door and

duct blaster testing, and by a BPI certified contractor. A rebate form for duct and air sealing measures, and more information, has been posted on SavingsCentral.com.

Residential customers looking for a whole-house energy audit can request one through Home Performance with ENERGY STAR®, which is offered through the New York State Research and Development Authority (NYSERDA). For details, call NYSERDA at (845) 331-2238.



As shown in this demonstration, a blower door can be fitted into the doorway of a home and depressurizes the home to detect the places where heated or air-conditioned air is escaping from the home.

## SavingsCentral goes prime time



A 30-second television commercial on Central Hudson's new SavingsCentral programs began airing on June 30 on the following television networks: HGTV, TNT, USA, CNN, CNBC, National Geographic, History, Sci-Fi, YES, Style, Bravo, Fox News, Food and the Weather Channel. This is in addition to advertisements on the radio, online and in newspapers, bill inserts, and publications from area chambers of commerce.

# Now is the time to get BPI certified

If you are not yet certified with the Building Performance Institute (BPI), this is the time to consider the benefits this distinction provides. BPI is a global leader in developing 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 bar for excellence in building performance contracting is established and maintained by creating and regularly updating technical requirements through an open, transparent, consensus-based development process.

The chart below shows the class locations closest to Central Hudson's service area. For more information, or to register, you must contact the institution offering the course. For more information on BPI, go to [www.BPI.org](http://www.BPI.org).

Under the SavingsCentral program, Trade Allies who are BPI certified

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. Inspections will be performed for the first four installations made by each participating contractor, and periodically at random thereafter.

SavingsCentral Trade Allies who are BPI certified are also listed separately on the Web site as the only Trade Allies eligible for customers looking for an incentive for blower door or duct blaster testing and air/duct sealing.

Location	Course	Instructor	Dates
<b>Hudson Valley Community College</b>  <b>80 Vandenburg Avenue</b>  <b>Troy, NY 12180</b>  <b>(518) 629-4111</b>	Envelope Professional (Days)	Art Pakatar	8/4, 8/5, 8/6, 8/7, 8/10, 8/11 (on-line test)
	Building Analyst (Evenings)	Kevin Kilgallon	8/11, 8/12, 8/13, 8/18, 8/19, 8/20, 8/21, 8/22, 8/24 (on-line test)
	HERS Rater	Rick Kelly/Joe Miuccio	8/12, 8/13, 8/14
	Building Analyst (Days)	Art Pakatar	8/18, 8/19, 8/20, 8/25, 8/27, 9/1, 9/3 (on-line test)
	Envelope Professional (Evenings)	Kevin Kilgallon	9/1, 9/3, 9/8, 9/10, 9/11, 9/12, 9/14, 9/15 (on-line test)
	Building Analyst (Days)	Art Pakatar	9/10, 9/15, 9/17, 9/22, 9/24, 9/29, 10/1 (on-line test)
	Building Analyst (Evenings)	Kevin Kilgallon	9/29, 9/30, 10/1, 10/6, 10/7, 10/8, 10/9, 10/10, 10/14 (on-line test)
	Envelope Professional (Days)	Art Pakatar	10/6, 10/8, 10/13, 10/15, 10/20, 10/22 (on-line test)
	Building Analyst (Evenings)	Kevin Kilgallon	10/26, 10/28, 11/2, 11/4, 11/9, 11/12, 11/13, 11/14, 11/16 (on-line test)
	Building Analyst (Days)	Art Pakatar	10/27, 10/29, 11/3, 11/5, 11/10, 11/12, 11/17 (on-line test)
	Building Analyst (Days)	Art Pakatar	11/24, 12/1, 12/3, 12/8, 12/10, 12/15, 12/17 (on-line test)
	Envelope Professional (Evenings)	Kevin Kilgallon	11/30, 12/2, 12/7, 12/9, 12/11, 12/12, 12/14, 12/15 (on-line test)
<b>Association for Energy Affordability</b>  <b>105 Bruckner Boulevard</b>  <b>Bronx, NY 10454</b>  <b>(718) 292-6733, ext. 204</b>	Building Analyst	Matthew Dean/Ramon Casado	8/4, 8/5, 8/6, 8/11, 8/12, /13
	Multifamily Building Analyst	Asit Patel/Guest Lecturers	9/2, 9/3, 9/4, 9/9, 9/10, 9/11, 9/14 (on-line test)
<b>Bronx Community College</b>  <b>2155 University Avenue</b>  <b>Bronx, NY 10453</b>  <b>(718) 289-5100 ext. 3733</b>	Building Analyst (Brooklyn)	Anthony Zotto	8/18, 8/19, 8/20, 8/25, 8/26, 8/27, 8/28 (on-line test)
	Building Analyst (Brooklyn)	Ernesto Rodriguez	9/15, 9/16, 9/17, 9/22, 9/23, 9/24, 9/25 (on-line test)
	Envelope Professional (Brooklyn)	Anthony Zotto	10/8, 10/9, 10/12, 10/13, 10/14, 10/15 (on-line test)
	Building Analyst (Brooklyn)	John Sarich	10/20, 10/21, 10/22, 10/27, 10/28, 10/29, 10/30 (on-line test)
	Envelope Professional (Brooklyn)	Ernesto Rodriguez	11/5, 11/6, 11/9, 11/10, 11/11, 11/12 (on-line test)
<b>Westchester Community College</b>  <b>75 Grasslands Road</b>  <b>Valhalla, NY 10595</b>  <b>(914) 606-6658 or (914) 606-6598</b>	Envelope Professional	Frank Libero	8/3, 8/4, 8/6, 8/7, 8/10, 8/14 (on-line test)

## Workshop will help you ramp up your business

Two-day event in Kingston will help contractors network and incorporate energy efficiency

A two-day workshop at the Kingston Holiday Inn on Aug. 3 and 4 has a lot to offer Central Hudson's Trade Allies. Titled "Growing Your Business in a Difficult Market," the New York Building Performance Contractor Exchange will present ways to incorporate energy efficiency and renewable energy initiatives into contracting business practices.

The event is ideal for networking and professional development among firms focused on traditional residential and small commercial remodeling, replacement and service contracting. Attendees will learn to profit from emerging roles for building performance diagnostics and contractor certification to address energy savings as well as the

comfort, health and safety concerns of building owners. They will also discover how to ramp up their businesses to take advantage of stimulus activities.

Session titles include "Improving The Key Drivers of Business Profitability" and "Positioning Your Company as The Quality Contractor." Concurrent breakout sessions will allow organizations to detail their efforts to leverage green collar workforce development and energy efficiency initiatives. The workshop is ideally suited for company owners and presidents who attend with their sales, service, installation, financial managers, and other key employees.

The cost of the workshop is \$295 for

contracting firms, but the cost is reduced to \$195 for those who register before July 31. Registration fee includes one breakfast, two lunch buffets, refreshment breaks, one evening hospitality function and online proceedings of all presentations.

New York State Energy Research and Development Authority (NYSERDA) is the host sponsor, and other sponsors include, Central Hudson, BPI and the Electric and Gas Industries Association.

To learn more, visit the Web site [www.utilityexchange.org/newyork/](http://www.utilityexchange.org/newyork/) or send an e-mail to event director Ed Thomas at [ethomas@utilityexchange.org](mailto:ethomas@utilityexchange.org).

## Natural gas combustion and controls from the experts

As the region's natural gas delivery company, Central Hudson has more than a century's worth of knowledge and experience to share. Our valuable, hands-on training in basic natural gas operations and equipment continues this October with two classes for trade allies.

**Basic Combustion** is a four-session class that offers a comprehensive introduction to natural gas properties, combustion theory, venting, codes and gas appliance troubleshooting. **Controls** is a two-session class covering the operation and proper installation of system wiring, controls, thermostats, aqua stats and relays along with their function, operation and proper installation.

Central Hudson has offered the gas schools for more than 23 years, training hundreds of contractors in natural gas operations and equipment. "Participants have reported that the training has proven to be beneficial and informative," noted instructor Bob Dunderdale (Commercial Specialist at Central Hudson). "Many received their start in servicing and installing gas equipment at one of Central Hudson's schools."

The classes meet Tuesday and Thursday evenings at Central Hudson's office at 610 Little Britain Road in New Windsor (just outside Newburgh). A buffet dinner for both schools begins at 5:30 p.m., and the classes are scheduled from 6 to 9 p.m.

Class size is limited so that hands-on learning can be maximized. Students work directly on equipment, troubleshooting and repairing problems at work stations with individualized attention from Central Hudson's commercial specialists.

Basic Combustion will meet Oct 6, 8, 13 and 15. Controls is scheduled for Oct. 27 and 29. The registration fee of \$125 for each school includes all instruction, materials, food and refreshments. Those who register and pay for both schools will be eligible to have their tuition reduced to \$200 per student. The registration form is printed on the back page of this newsletter. Please sign up early, as space is limited.

## GAS SCHOOL REGISTRATION FORM

**Please fill out this form  
and return with payment to:**

**Central Hudson  
284 South Avenue  
Poughkeepsie, NY 12601  
Attention: Barry Henck**

**or**

**Fax to (845) 486-5561 Attn: Barry Henck  
and mail payment to the address above.**



### Contractor information

Name: \_\_\_\_\_

Phone number: \_\_\_\_\_

Company: \_\_\_\_\_

Fax number: \_\_\_\_\_ E-mail: \_\_\_\_\_

#### Basic Combustion School

**Oct. 6, 8, 13 and 15**

Number attending at \$125 each: \_\_\_\_

Names of attendees:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

#### Controls School

**Oct. 27 and 29**

Number attending at \$125 each: \_\_\_\_

Names of attendees:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

- Schools are at Central Hudson's Newburgh Office at 610 Little Britain Rd. in New Windsor.
- Dinner and registration is at 5:30 p.m. Classes are from 6 to 9 p.m.
- Each student registering for both schools will qualify to have tuition discounted to \$200.
- Please make checks payable to Central Hudson Gas & Electric.
- Questions? Call Jim Rioux at (845) 486-5436 or Barry Henck at (845) 486-5210.