



energySMART
Your Efficiency Solutions

EnergySmart Residential Rebates

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Populus
Renewable Energy Consulting

EnergySmartYES.com



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What is EnergySmart?

- One-stop shop intended to overcome traditional barriers to investment in energy efficiency improvements:
 - Lack of time, money and expertise
 - Confusion as to where to start, what to do
 - Finding & dealing with contractors
 - Being “sold to” (biased advice)

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EnergySmart Provides

- Energy audits
- Focused, one-on-one, non-biased expert assistance
- Financial incentives (rebates) & assistance (loans)
- Ongoing support

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Who can receive EnergySmart services?

- All Boulder County residents and businesses can participate in EnergySmart
 - A thorough energy audit
 - An Energy Advisor assigned to you
 - Customized energy saving recommendations
 - Expert help with contractor selection and bid evaluation
 - Assistance with rebates and financing
 - FREE energy-saving devices (CFLs, shower heads, etc.)

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EnergySmart Statistics after one year

- Homes Enrolled: **3,550+**
- EnergySmart Rebates Processed: **\$680K+**
- Homes which have made at least one upgrade (beyond Quick Installs): **1,700**
- Energy Savings as a result of EnergySmart: **40,100+ MMBTU**

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Why should contractors partner with EnergySmart?

- **Revenue:** EnergySmart customers have spent over \$4.3 million locally over last 12 mos.
- **Leads:** Over 3,500 highly-qualified, motivated customers referred to contractors to date
- **Exclusivity:** Must be “on the list” to receive leads from EnergySmart

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Pathways for EnergySmart

Standard Pathway: Energy Audit, \$120

- Comprehensive audit with blower door & infrared camera
- Best way to find out what needs to be done and identify ways to improve
- Limited-time for Longmont residents: \$50 audit

Alternate Pathway: Advisor-only, \$30

- No audit is performed
- For customers who already know what they need to do or are already working with contractor
- All other EnergySmart services are provided



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Pathways for EnergySmart (cont)

Previous Audit Pathway: \$0

- If customer has had an audit within the last 3 years, EnergySmart services are free
- Advisor will use the audit to help homeowner identify improvements
- All other EnergySmart services are provided

SmartRegs for City of Boulder Rentals

- No cost for EnergySmart Advisor services
- Advisor focuses on helping the property gain compliance with SmartRegs
- EnergySmart and SmartRegs rebates apply and all ES services are provided



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What happens during a Home Energy Assessment?

- Safety checks
- Blower door test
(depressurization of house to look for air leaks)
- Infrared camera / building shell inspection
- Insulation inspection (ceiling, walls, etc.)
- Review of mechanical systems
- Review of appliances
- Recommendations for improvements



Blower Door



Infrared Camera

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FREE energy-saving devices

Quick installs included with an EnergySmart visit :

- Compact fluorescent lighting (CFLs)
- Low-flow showerheads and faucet aerators
- Hot water pipe insulation
- Weather stripping
- Programmable thermostats for \$20 co-pay



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EnergySmart and SmartRegs

- City of Boulder rental housing must meet efficiency standards
- EnergySmart Advisors are trained to help property managers
 - Take guesswork out of compliance checklist
 - Help with rebates and financing
- *Additional*, limited-time rebates of \$300 or \$500/unit available only through EnergySmart
- Renters! You can help your landlord make your place more comfortable and have lower energy bills

www.bouldercolorado.gov/smartregs



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Rebates and Financing

- Low-interest loans for upgrades
- Exclusive EnergySmart rebates
- Help with utility rebates, including HPwES
- Energy Advisors will help identify any other government and utility incentives

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EnergySmart Rebates!

- Starting Jan. 1, new EnergySmart rebates are in place
- Up to \$500 per “measure” and up to \$1,000 per home
 - Limit of \$4,000 per person for owners of multiple homes
 - \$500 per unit for multi-family properties, up to \$10,000
- 3 Tiers: \$500, \$250 and \$100
 - Higher tiers for measures with higher impact
- New: \$500 “bonus” for solar PV after making other energy improvements first

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Tier 1: 50% of project cost up to \$500

- Insulation & air sealing
 - Attic, walls, foundations, floors, perimeter
- High-Efficiency furnaces & boilers
- Wood / pellet stoves, heat pumps
- Whole house fan, evaporative coolers
- Solar thermal

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Tier 2: 25% of project cost up to \$250

- Windows
 - Sliding glass doors and storm windows
- Duct insulation
- EnergyStar water heaters (.67 EF minimum)
- EnergyStar central AC replacement (14 SEER)
- Solar thermal re-commissioning

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Tier 3: 100% of project cost up to \$100

- Appliances
 - Clothes washers, fridge, freezer, dishwasher
- Duct sealing (professional)
- Solar thermal re-commissioning
- Solar light tubes
- AC or Furnace / Boiler tune up

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New! Solar “Bonus”

- EnergySmart customers who achieve 15% energy savings through retrofits (as determined by the program) can get a \$500 “bonus” towards solar PV
- Purchase or lease

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Enroll before doing work!

- If you’re a contractor working with a customer who’s making upgrades, make sure your customer enrolls for EnergySmart **BEFORE** making those upgrades!
 - Also applies to HPwES!
- Rebates are only payable to customers who are enrolled prior to making an upgrade
 - Includes appliance purchases

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EnergySmart and Xcel

EnergySmart has helped over 2,600 Xcel customers:

- Save 2,500,000 kWh & 550,000 Therms
- Apply for over \$125,000 in rebates
- Improve their homes: 67% of ES customers who are also Xcel customers have made a major energy efficiency upgrade

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EnergySmart and HPwES

- Advisors can help ensure homeowners can take advantage of additional rebates from Xcel's HPwES program
- Help homeowners coordinate with contractors, check over rebate paperwork
 - Contractors will still need to sign / fill out rebate paperwork

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EnergySmart is also available for businesses

- FREE quick EnergySmart savings review
- FREE installation of energy-saving lighting and water-saving devices
- Dedicated guidance from a personal EnergySmart Advisor
- Professional assistance regarding rebates, incentives, and tax credits
- Additional EnergySmart cost-saving incentives



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