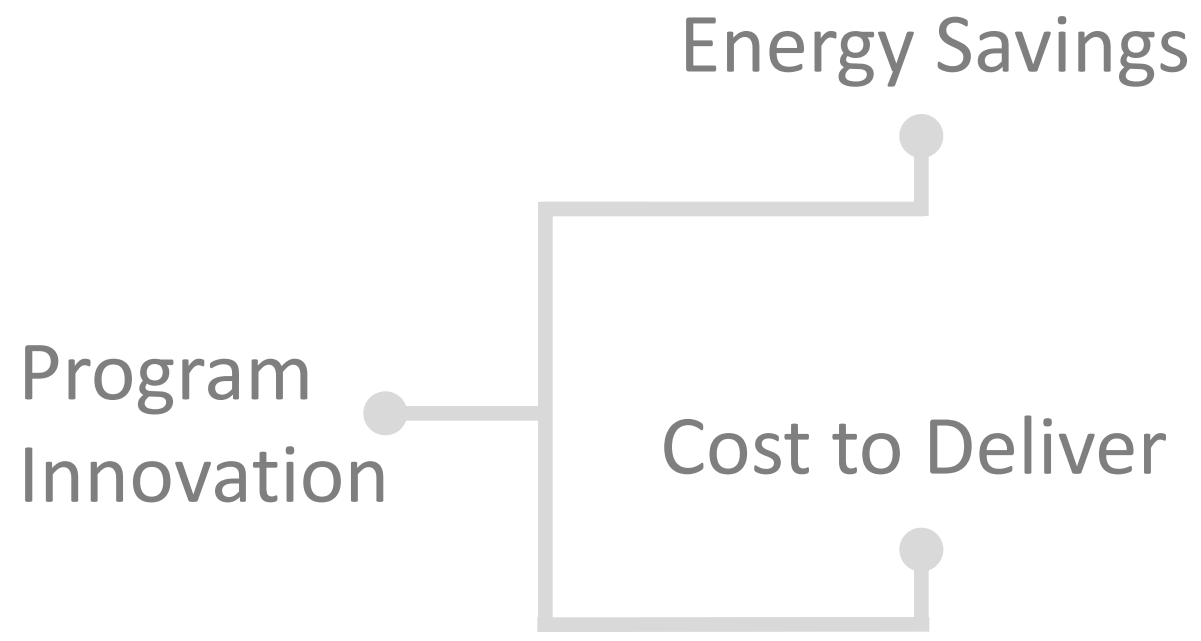


# Residential Contractor Pilot Program Proposal

April 26, 2017



# Residential Contractor Working Group

- Contractor engagement is a priority in the Term Sheet of the 3-year plan in response to contractor input to the EEAC
- Residential Contractor Working Group:
  - Contractors inside and outside of Mass Save HES and PA representatives (NGrid, Eversource, Rich May)
  - Met from May to November
- Objectives:
  - Explore innovative delivery models
  - Expand EE to contractors who don't currently do HES work

# Why pilot a different delivery model from Mass Save HES?

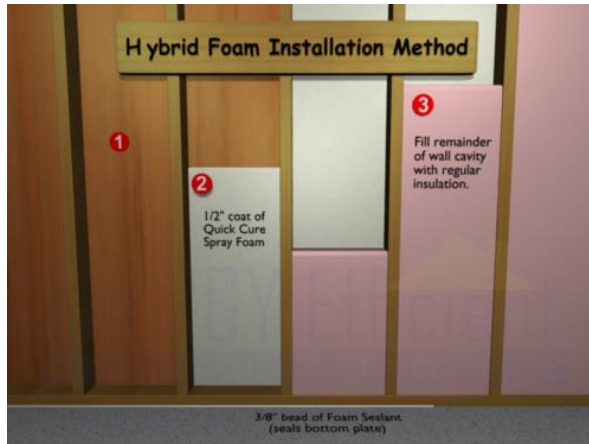
- Mass Save HES: a fixed menu approach – designed for delivery at scale, but doesn't fit the needs of all homes
- Residential Lighting savings are diminishing as Federal standards take effect
- Residential Contractor survey from June-August showed strong support for a pilot from non-IIC contractors.

**Recommendations:** Pilot a contractor-led delivery model. Simplify and streamline data collection where possible

# MA Summary: Pilot Straw Proposal

- Contractor-focused model:
  - Contractor audit and delivery
  - Open market pricing set by contractors
  - Contractor has the customer relationship, and liability
  - Contractor and homeowner determine best solution for the house
- Performance-based; home-specific incentives:
  - Incentive paid on a \$/MMBtu saved not on measure by measure basis.
  - Modeled savings then compared to metered savings for 1 year post install.
- Use innovative software/solutions to streamline process
  - Audit software from a HPXML provider; possibly usage-calibrated
  - Minimal audit option – similar to Efficiency Maine
  - Real-time EM&V 2.0 – streamline data collection (need utility billing data)

# Trust contractors on choice of insulation materials and project pricing



# Verify energy savings (more quickly) and provide incentives on \$/MMBTU saved

- Existing QA/QC – check measures installed
- Incentive requires customer usage data
- Compare modeled savings to bill savings
  - 12 months pre and post install
- Feedback to contractors on portfolio
- Bonus incentive based on portfolio

# Allow for Fuel switching

- State RCS regulations allow for fuel switching
- Current Mass Save programs are fuel neutral but don't provide fuel conversion recommendations or incentives
- DOER interested in quantifying savings where primary heating fuel is changed. Examples:
  - Oil to Air-source heat pump
  - Propane to Biomass pellets
  - Solar PV or solar thermal reducing load

# Next Steps

- DOER RFP going out soon
  - Selecting Lead Vendor
  - Selecting Software providers
  - Selecting QA/QC
- Preference is for teams with experience in performance-based program delivery
- Contractor recruitment begins once vendors are finalized – Late spring/early summer