

EFAZ NOTES from Contractor Appreciation Day 1/22/16 SRP & APS & FSL

Programs Goals	SRP	APS
# of Audits	4,000	5,000
Conversion rate	40%	40%
Mwh's saved	2,614	6,700
(Not all SRP #'s in for the year)		
Achieved		
# of Audits	2,003	3,767
Conversion rate	32%	38%
Mwh's saved	1,504	3,929
Benefit / Cost Ratio	.83	.85
Needs to be above 1.0!		

Audits are one of the largest program costs.
 Need more Direct Installs to improve savings.
 Only 34% of audits have Direct Installs being done.
 SRP has removed Showerheads from DI bags less than 30% are being installed.
 Shade screens have been added to program but only 99 done so far.

Pending Additions to program:

- Smart Thermostats
- POS rebates
- APS can add any cost effective measure to the program, they have to Corp Commission approved, other possibilities include;
 - Western cooling control
 - AC Advanced tuneup
 - AC quality install
 - Pool pumps
 - Smart Thermostats

They are willing to consider other additions to the program – suggestions needed!

Contractors need to go deeper into Whole House programs.

We need to do more sales training: The bottom 25% of companies do less than 2 hours of sales-process training, the top companies do more than 40 hours!

“Reduced Costs” is better marketing than “Energy Savings” to emphasize \$ savings to customer rather than energy savings.

Changes to the existing program:

After Feb 15th the \$200 audit fee is changing to \$100 for audit and \$100 for completing the measure rebate form, in other words at least one measure must be installed or performed to get the whole \$200.

New certificates are going to be available (APS only so far) for energy improvements, they can only be issued thru HPWES Contractors, they will be issued by FSL, will be BPI-2100 compliant, will be kept on record to be verified, will comply with realtor listings for energy improvements.