

# Comfort Home Pilot Program

## Program Manual

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NEW  
YORK  
STATE

NYSERDA

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# Definitions

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<b>Participating Contractor</b>	Independent contractors approved by NYSERDA to offer pilot services, such as energy assessments, installations, pilot incentives and/or financing.
<b>Load Reduction Contractor</b>	A business with trained and qualified staff that quotes, sells, and performs residential energy efficiency projects using best practices and standards in building science, offers standard packages to reduce the heating and cooling requirements of a home, and in turn, lowers costs to the customer.
<b>Comprehensive Services Contractor</b>	A business with trained and qualified staff that provides the services of a Load Reduction Contractor and also quotes, sells, and installs air and/or ground source heat pumps.
<b>Heat Pump Installer</b>	A business with trained and qualified staff that quotes, sells, and installs air source and/or ground source heat pumps and is not otherwise involved in residential energy efficiency projects to improve the envelope of a home (e.g., air sealing and insulation).
<b>Implementation Contractor</b>	Organization working under contract with NYSERDA to provide administrative and support functions such as project approvals, technical support, loan origination, loan servicing, reporting, invoicing, and installation verification.
<b>Customer</b>	A New York State homeowner or renter who may participate in a NYSERDA program or is a current or former participant in a program.
<b>Participation Agreement</b>	The Participation Agreement (“Agreement”) establishes the terms and conditions under which NYSERDA-qualified Participating Contractors may offer program incentives and/or financing to qualified Customers in New York State.
<b>Quality Assurance (QA)</b>	The process to verify that projects completed through the Pilot meet all Pilot requirements while maintaining healthy and safe living conditions for the occupants.
<b>Quality Control (QC)</b>	The process to verify that in-progress projects meet all Pilot requirements while maintaining healthy and safe living conditions for the occupants. This can be done through desktop reviews and/or in-person site visits.
<b>Virtual Energy Assessment</b>	An energy assessment conducted where some or all of the data collection is completed virtually, outside of the home.

# 1 Comfort Home Pilot Summary

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As New York State progresses on the path toward a carbon-neutral economy, the New York State Energy Research and Development Authority (NYSERDA) is administering the Comfort Home Pilot to reduce heating and cooling demand and support the adoption of heat pump technologies in the residential sector. NYSERDA investments have accelerated the deployment of renewable electricity generation putting us on track to realize the goal of 100% carbon-free electricity generation by 2040. With clean electricity produced from renewable sources readily available, the next step toward carbon neutrality will require transitioning homes and other buildings to electrically powered end uses. Heat pumps will play a key role in fulfilling that vision. Through the Comfort Home Pilot, NYSERDA seeks to create a strong residential market for heat pump technologies through installation of affordable standard packages designed to reduce the heating and cooling loads of the home. This approach helps ensure comfort conditions will be maintained and reduces the customer's costs when the home converts to a heat pump for heating and cooling.

The Comfort Home Pilot provides incentives for installing standard load reduction packages focused on envelope improvements, educating customers about heat pumps, and referring interested customers to a Heat Pump Installer. Participating contractors may elect either to provide comprehensive services—envelope improvements and heat pump installation—or only perform envelope improvements to make the home heat pump ready, followed by passing a referral to a qualified air source or ground source heat pump installer.

The Comfort Home Pilot enables an innovative service model that reduces the contractor's customer acquisition costs and sales cycle times and can help lower costs to the customer. The approach is designed to encourage customers to invest in a clean energy heat pump solution after being presented with an affordable improvement package that addresses their primary motivation/interest (e.g., lowering heating and cooling costs, minimizing fossil fuel use, maximizing use of solar power, improving home heating and cooling, or desiring to use a clean heating system to combat climate change).

The objectives of the Comfort Home Pilot are as follows:

- Encourage customers to make efficiency improvements for greater comfort and reduced energy use in their homes.
- Install air sealing, insulation, and ENERGY STAR® windows in the home, preparing it for heat pump installation by reducing heating and cooling loads to enable use of smaller capacity equipment.
- Support best practices in delivering clean energy heat pump solutions.

NYSERDA is the Pilot administrator and will manage the Comfort Home Pilot as well as issue incentives for qualified projects.

TRC is the Implementation Contractor, they provide technical assistance, contractor support, onboarding trainings and other services, such as:

- Programmatic assistance and mentoring
- Quality control
- Data collection and reporting

## 2 Becoming a Participating Comfort Home Contractor

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Review the Participation Agreement and the Comfort Home Pilot Manual, in their entirety, available on the Become a Participating Comfort Home Contractor webpage. To apply for participation, you will need to complete the Contractor Application - Residential Programs form. These documents, along with other required documentation, serve as an application to participate in the selected Residential Programs, including Comfort Home.

All submissions will be reviewed by NYSERDA for selection to participate based on criteria outlined below. There are two types of contractors that will be selected to participate in the Comfort Home Pilot:

1. **Load Reduction Contractor.** A business with trained, BPI certified (or equivalent) staff that quotes, sells, and performs residential energy efficiency projects using best practices based on building science, offers standard packages to reduce the heating and cooling requirements of a home to reduce customer acquisition costs and reduce sales cycle time, and in turn, lowers costs to the customer.
2. **Comprehensive Services Contractor.** A business with trained and BPI certified (or equivalent) staff that installs clean energy air source heat pumps and has certified staff who quotes, sells, and performs residential energy efficiency projects using best practices based on building science, offers standard packages to reduce the heating and cooling requirements of a home to reduce customer acquisition costs and reduce sales cycle time, and in turn lowers costs to the customer.

Upon approval to participate in the Comfort Home Pilot, the participating contractor will receive an award email that contains the following information:

- Link to Compass, the Comfort Home platform used for entering Comfort Home assessments and projects
- Link to NYSERDA SharePoint site used to share lead generation information and upload Customer Utility Release Forms
- Comfort Home Pilot Overview Training
- Comfort Home Platform Training
- Comfort Home Heat Pump Trainings

Contractors who wish to learn more about participating should contact NYSERDA via email: [comforthome@nysERDA.ny.gov](mailto:comforthome@nysERDA.ny.gov)

## 2.1 Contractor Participation Minimum Requirements

The Participating Contractor shall maintain the minimum certifications outlined for at least one of the participation levels listed below. By entering into this Agreement, the Participating Contractor authorizes NYSERDA to share and obtain information with and from the Building Performance Institute (BPI) and other certifying bodies for the purpose of verifying employee certifications and work quality. As a minimum requirement to perform Load Reduction or Comprehensive work through the Pilot, the Participating Contractor must employ staff with the required certifications outlined below.

- **All Contractors:** Both Load Reduction and Comprehensive Service Contractors must maintain a minimum of one full-time staff member with one of the following certifications:
  - Assessments
    - ASHRAE Building Energy Assessment Professional
    - BPI Building Analyst
    - BPI Building Analyst Professional (BA-P)
    - BPI Energy Auditor
    - BPI Multifamily Building Analyst
    - HERS Rater
    - Investor Confidence Project (ICP) Quality Assurance (QA) Assessor
    - LEED Rater

In addition to the certification above all Participating Contractors are required to have a minimum of two attendees participate in all Comfort Home training as part of the on-boarding procedures. All training is required to be completed within three months of award. Contractors who have not met the training requirement will be placed on suspension for a period of 30-days or until the training requirement is fulfilled, whichever comes first; or, at NYSERDA's sole discretion, the contractor may be terminated from participation.

- **Comfort Home Pilot Overview Training:** The overview will include, but is not limited to, the following topics:
  - Comfort Home overview and incentives
  - Lead generation
  - Use of customer targeting tool for direct mail
  - Use of neighborhood targeting tool for customer canvassing
  - Marketing collateral available for contractors
  - Technical assistance and contractor support
  - Green Jobs - Green New York (GJGNY) Residential Financing Program Comfort Home Program contractor commitment



- **Comfort Home Platform Training:** The training will include, but is not limited to, the following topics:
  - How to gain access
  - How to navigate the site
  - How to enter an assessment, load reduction installation, and heat pump installation
- **Comfort Home Heat Pump Trainings:** There will be 3 separate sessions, detailed below, which will include, but are not limited to, the following topics:
  - Clean Heat Connect
    - Review what NYSERDAs Clean Heat Connect Program has to offer such as:
      - Contractor-to-Contractor Targeted Videos
      - NEEP Data Visualization Exposure/Training
      - Sales Skills
      - Sizing and Design Training
      - Flare Fitting Training/Tools
- **Load Reduction Contractor** - Reserved for Participating Contractors performing Assessments to the requirements above and Load Reduction work. In order to install load reduction measures through the Pilot, the Participating Contractor must maintain a minimum of one full time staff member with one or more of the certifications for the load reduction installation services outlined below. In addition to measure certification, it is highly recommended the Participating Contractor pursue any manufacture’s training/certifications for any equipment they are installing as part of a Pilot project. Load Reduction measures must meet all Pilot installation and health and safety requirements as outlined in the Section 4 - Project Requirements. Load Reduction Contractors must maintain one or more of the specialty certifications listed below:
  - Shell/Envelope
    - BPI Building Analyst Technician (BA-T)
    - BPI Crew Leader
    - BPI Energy Auditor
    - BPI Quality Control Inspector
    - BPI Retrofit Installer Technician
  - Window/Insulated Panel/ Storm Window
    - Manufacturers’ training
- **Comprehensive Services Contractor** - Reserved for Participating Contractors performing assessments and Comprehensive work, defined as load reduction and qualified installer under NYS Clean Heat for the installation of Air Source and or Ground Source Heat Pumps (ASHP or GSHP). The Participating Contractor must maintain a minimum of one full time staff member with the ASHP and/or GSHP certification as outlined below. Comprehensive measures must meet all Pilot installation and health and safety requirements as outlined in the Section 4 – Project Requirements. Comprehensive Services Contractors at minimum,

must maintain the ASHP and/or GSHP certification requirements below. In addition to the ASHP and/or GSHP certifications contractors can have one or more of the other specialty certifications listed below:

- Air Source Heat Pump/Ground Source Heat Pump to
  - Approved Installer in NYS Clean Heat
- Central Air Conditioning
  - BPI AC/Heat Pump or
  - NATE AC or
  - NATE Heat Pump
- Electric Water Heater
  - BPI AC/Heat Pump or
  - Manufacturer’s training or
  - Company is licensed plumber and/or electrician in the locality where the work will be performed or
- Heat Pump Water Heater
  - Approved installer in NYS Clean Heat
- Pellet Stove
  - BPI Heating Professional or
  - Chimney Safety Institute of America (CSIA) – Certified Chimney Sweep®
  - National Fireplace Institute (NFI) – Pellet Stove Specialist

NYSERDA will review Participating Contractor’s Pilot status periodically. In the event a contractor no longer maintains the minimum credentials type, the contractor’s program status will be reviewed in accordance with Section 7 - Quality Assurance, Compliance and Participation.

## 2.2 Application Requirements

The Participating Contractor shall provide NYSERDA with the Contractor Application - Residential Programs form, as well as the requested supporting documentations and attachments, as outlined in the Application, or when there are changes or updates to the information previously provided. The form must be submitted by an individual with the full power and authority to enter into an Agreement on behalf of the Company.

## 2.3 Evaluation Criteria

NYSERDA will evaluate the information provided on the Contractor Application - Residential Programs form and review all submitted documentation prior to approving an Agreement. NYSERDA will not make a determination on any Agreement until all the requested information is received by NYSERDA from the applicant. The decision to fully execute an Agreement is at NYSERDA’s sole discretion.

- For both new applicants and returning applicants, key evaluation criteria include, but are not limited to the following:

- An on-boarding interview with NYSERDA and implementation staff. This requirement may be waived for returning applicants, at NYSERDA’s discretion.
  - The applicant’s commitment to fair and ethical business practices as demonstrated through references and review of other resources including, but not limited to, the Better Business Bureau, NYS Department of Labor, and crowd-sourcing websites.
  - Documented experience with advanced building science methods, as demonstrated through proof of professional certifications, training certificates, awards, and review of provided company information and information publicly available.
  - Documented prior relevant experience, such as references for completed projects, or participation in other NYSERDA programs or the Weatherization Assistance Program if applicable.
  - Documentation for certifications to related trainings (such as BPI, SPFA, NATE, NORA, manufacturer’s installation certification).
- For returning applicants, the past performance of the applicant and/or certified individuals in the Pilot or other similar programs which may include but is not limited to:
    - The quality of workmanship documented through the Pilot’s Quality Assurance (QA) / Quality Control (QC) processes.
    - Demonstration of the applicant’s ability to properly, and consistently, follow Pilot policies and procedures, including minimum production requirements.
    - Satisfactory and expedient resolution of non-conformances discovered during QA field inspection(s).
    - Satisfactory and professional interaction with Pilot Staff, Pilot participants, other contractors and Pilot implementation contractors.
    - Satisfactory record of fair and ethical business practices.
    - Responsiveness to Pilot participant complaints, Pilot implementation contractor inquiries, and NYSERDA directives.
    - Contractors who have been suspended or terminated from the Pilot or other NYSERDA Programs.

## 2.4 Selection Process

NYSERDA will follow the following selection process for all contractors that submit a Contractor Application:

- NYSERDA will review all signed Contractor Applications - Residential Programs forms to ensure the contractor meets the Minimum Requirements outlined in Section 2.1. Only those that meet the minimum requirements will be approved to participate based on the Evaluation Criteria listed in Section 2.3.

- NYSERDA reserves the right to close the Contractor Application process at any time, at its sole discretion.
- NYSERDA reserves the right, at its sole discretion, to make no award.
- All applicants will be notified of approval/denial status via email.

## 3 Participating in the Comfort Home Pilot

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### 3.1 Complete Comfort Home Assessments and Projects

Upon award and completion of the required trainings, the participating contractor will be awarded Provisional status and can begin work in the Comfort Home Pilot, including completion of Comfort Home Assessments and installation of Comfort Home standard packages.

- Only participating contractors have access to the Comfort Home platform.
- Incentives are paid by NYSERDA directly to participating contractors.
- All customer sites must meet the requirements in listed in Section 5 Customer and Project Eligibility.
- Comfort Home assessments and projects will not be accepted for installations occurring prior to the contractor's award to participate.

### 3.2 Project Incentives and Payment

Comfort Home Pilot incentives are paid to the contractor. The Standard Package incentives **MUST** be passed to the customer as documented in the Customer Contract Agreement. All other incentives may be passed on to the customer as a credit to contracted work at the discretion of the contractor. The participating contractor will receive \$150 per completed Comfort Home Assessment report. Incentives are paid to the contractor for standard package improvements (Good, Better, Best) as outlined in Table 1. Additional incentives are payable to the contractor for referring the project to a participating heat pump installer (or, as in the case of a Comprehensive Service Contractor completing heat pump installs, for referral to their own company), only after the heat pump is installed.

The installation incentive (shown in Table 1 and 2) cannot exceed the project cost. In the event that the cost of the project is less than the package incentive amount, NYSERDA will adjust the incentive amount to match the total cost of the project. NYSERDA reserves the right to modify the incentives by providing written notice of changes at least 30 days in advance of any change. Incentives will be paid to the participating contractor in accordance with NYSERDA's prompt payment policy.

**Table 1. Comfort Home Incentives**

Project Phase	Description	Incentive (\$)	Who Receives Incentives
Envelope/ Load Reduction	Site Visit: Pre-work and Comfort Home Assessment Report	\$150	Contractor
	Standard Packages: Good Package Better Package Best Package	<b>\$1,000 - \$4,000</b> - \$1,000 - \$2,500 - \$4,000	<b>Must be passed through to the Customer</b>
Heat Pump	The Comfort Home Heat Pump Referral Incentive is set based on the standard package installed at the home. The incentive is paid ONLY for projects where the standard package incentive has already been paid, and the ASHP/GSHP incentive application has been received and approved by NYSERDA. <b>The heat pump must be installed within 24 months after the completion of a Comfort Home Load Reduction project. (i.e., standard package only).</b>	<b>\$1,000 - \$2,000</b> - Good \$1,000 - Better \$1,500 - Best \$2,000	Contractor

Note: Comfort Home projects completed without an accompanying Customer Utility Release Form are not eligible for incentives from NYSERDA.

### 3.2.1 Incentives for Installing Multiple Packages

Past Comfort Home customers are eligible to participate in the program multiple times to complete additional packages. The incentives offered will be the difference between the package(s) that were previously installed and the package(s) that are to be installed. There are no time restrictions or limitations. This is only applicable to Load Reduction projects. If a Heat Pump is installed the contractor is only eligible for the Heat Pump Referral incentive associated with the Load Reduction package installed at time of the Heat Pump installation.

**Table 2. Difference of Incentives Eligible**

Package Already Installed	Package(s) to Install	Difference of Incentives Eligible
Package A	Package B	\$1500
Package B	Package C*	\$1500
Package A	Package B & C	\$3000
Package A	Package C**	\$3000

\* Must meet Package A requirements.

\*\* Must meet Package B requirements.

### 3.3 Comfort Home Load Reduction and Comprehensive Services Contractor Benefits

NYSERDA will offer lead generation support to Load Reduction and Comprehensive Services Contractors, including:

- Market segmentation and customer targeting to produce lead lists and neighborhood level heat maps where the highest concentrations of likely participants reside.
- Pilot web page, which provides information about the Comfort Home Pilot, links to consumer education materials and a brief customer survey (Comfort Home Customer Segmentation Tool) and contact information for regional participating contractors.
- Paid search digital marketing campaign targeting customers interested in improving their homes, reducing high energy bills, improving comfort, and making “green” investments, and some social media to drive traffic to the Comfort Home website.
- Email campaign to leads generated through the Customer Segmentation Tool.
- Direct mailer for customized mailings in coordination with the Heat Smart Communities campaigns.
- Tools to identify neighborhoods by home style, heating system, fuel type, and other characteristics useful in prioritizing customers for building envelope improvements and heat pump technologies.

The Comfort Home Pilot will be coordinated with NYSERDA’s community outreach efforts already underway to help residents and businesses install clean heating and cooling systems. Combining envelope improvements with clean heating and cooling systems will provide users with energy bill savings, increased comfort levels, and health benefits compared to conventional heating and cooling technologies. This is beneficial for both consumers and the environment as well as vital to meeting New York State’s nation-leading goal to reduce greenhouse gas emissions.

### 3.4 Marketing and Cooperative Advertising Support

The NYSERDA Clean Heating and Cooling (CH&C) Campaigns bring together groups of potential customers to obtain discounts for air and ground source heat pumps, biomass heating, and solar heating

through aggregated purchasing and a simplified procurement process. In addition, each campaign works with local contractors and the community at large to build awareness and generate customer interest in energy efficiency and clean energy options.

Comfort Home participating contractors are eligible for cooperative advertising funding from NYSERDA. Additional information on this opportunity can be found at PON 4482. Through partnerships with various electric and gas utilities, NYSERDA is managing a series of co-branded marketing campaigns to promote clean heating and accelerate the adoption of heat pumps in each utility's market.

### **3.5 Comfort Home Website and Lead Generation**

Customers interested in learning more about load reduction and/or heat pump technologies may submit information about their home by accessing the Comfort Home Customer Segmentation Tool available on NYSERDA's [Comfort Home website](#) (click on "Complete a Short Survey").

Upon request, the customer will be contacted by two participating Comfort Home Load Reduction or Comprehensive Services Contractors in their area to schedule a virtual energy assessment call or a site visit, when appropriate, and develop a quote for services.

With the data provided through NYSERDA's customer targeting tool and the Customer Segmentation Tool, contractors may develop sales strategies that do not require a pre-sale site visit in all cases. NYSERDA encourages contractors to pursue innovative sales approaches to leverage the data that can be collected virtually and the standard packages to reduce overhead and shorten sales cycle times.

### **3.6 Service Regions**

The Comfort Home Pilot is offered in all counties of New York. Customers must just be an electric customer of Consolidated Edison of New York, Inc. (Con Ed), New York State Electric and Gas Corporation (NYSEG), Rochester Gas and Electric Corporation (RG&E), Central Hudson Gas and Electric Corporation, Orange and Rockland (O&R), or National Grid that pay into the Systems Benefit Charge. Homes within municipal electric service areas are not eligible for this pilot.



# 4 Project Requirements

Load Reduction Contractors will work with customers who have been targeted based on their housing characteristics, demographics, and interest in energy savings, improved comfort, and/or heat pump technologies to install standard packages (including air sealing, insulation, and ENERGY STAR® windows) to solve specific home heating and cooling needs.

**Table 3. Standard Load Reduction Package Options**

Package	Requirements	Incentive
 <b>Good</b>	Seal and insulate attic + seal and insulate rim joist	\$1,000
 <b>Better</b>	Seal and insulate attic + seal and insulate rim joist + insulate walls + insulate floors	\$2,500
 <b>Best</b>	Seal and insulate attic + seal and insulate rim joist + insulate walls + insulate floors + ENERGY STAR® Windows or Storm Windows	\$4,000

## 4.1 Envelope/Load Reduction Requirements

Each standard package improvement must be installed, or the home’s existing condition must already meet pilot requirements, to be eligible for the next package and to receive incentives.

**Package A (Good):** Install one or more of the Package A improvements provided that the end condition of the home meets pilot requirements for ALL these improvements upon installation.

1. **Air Seal Attic:** Seal air leakage paths between the attic and living space and measure the final air leakage rate (CFM50) using a blower door.
2. **Insulate Attic:** Across all home types, promote R-38 extending over the top plates and eaves (aligned with ECCC NYS R502.1.1) or fill to capacity (if capacity only allows less than R-38).<sup>1</sup> When insulating for the purposes of thermal barrier vs. air sealing method, select the right material for the job and install per manufacturer’s instructions for the application.
  - Floored attic: R-38, or fill to capacity
  - Unfloored attic: R-38
  - Flat roofs: R-38 or fill to capacity

<sup>1</sup> The attic hatch and attic pull-down stairs must meet the R-values in Table 2.

- Roof decks: R-38
- Enclosed slopes and cathedral ceilings: R-38 or fill to capacity
- Knee Walls: R-15
- Gable End Walls: R-14

Note: In the Proposed Improvement section of Compass, include Knee and Gable End Wall square footages in the Primary Attic Area.

**3. Seal and Insulate Rim Joist:** Where accessible, seal air leakage pathways between the basement rim joist and the exterior and insulate the wooden rim joist above unfinished basement and crawl space walls for an overall R-value of R-14.

- If the thermal boundary of a crawlspace is defined as the floor joists between the crawlspace and the conditioned space above, that is where the insulation should be installed, and the crawlspace rim joist or foundation walls should not be air sealed or insulated.
- If the thermal boundary of a crawlspace is defined as the crawlspace foundation rim joist and walls, that is where air sealing and insulation should be installed, and the floor joists between the crawlspace and the conditioned space above should not be insulated.

**Package B (Better):** There are two options for this package, where implementing either Option qualifies the home for the incentive. However, to be eligible for Package C, the home must already meet or be proposed to first meet Option 1. Homes that have already received Package A incentives are eligible to receive the remaining \$1500 of the Package B incentive once installed.<sup>2</sup>

**Option 1:** Insulate the above grade walls and floors above unconditioned space so that the end condition of the home’s combined wall and floor area is 100% insulated.

**Option 2:** Insulate the basement foundation walls to extend to at least 18" below the exterior grade level.

1. **Wall Insulation:** Insulate all wood stud walls to a minimum overall wall assembly value of R-14 or fill to capacity.
2. **Floor Insulation:** Insulate all floors above unconditioned spaces<sup>3</sup> to R-19 in ECCC NYS Climate Zone 4 and to R-30 or fill to capacity at a minimum of R-19 in ECCC NYS Climate Zone 5 and 6.
  - Cantilevers must be insulated following the appropriate procedure in the *Special Case of Closed Cavities with Existing Insulation* section below.
  - If garage ceilings have existing insulation in the joist spaces and it is not practical or feasible to dense pack the ceiling, it is acceptable to air seal the ceiling by spray foaming

<sup>2</sup> Reference Table 2 in section 3.2.1

<sup>3</sup> Unconditioned Spaces: Locations where there is no direct/indirect heating provided from mechanical systems.

or dense packing the ends of the joists where they intersect the exterior walls.

All penetrations through the garage ceiling must be air sealed.

- Crawlspace ceilings must be insulated if the thermal boundary of a crawlspace is defined as the floor joists between the crawlspace and the conditioned space above.

The decision of whether to insulate the floors depends on the thermal boundary:

- **No floors above unconditioned space:**

- If the basement or crawlspace contains living space, heating equipment, laundry facilities, a water heater, distribution pipes or ducts, or water pipes, it is typically best to define the thermal boundary as the perimeter of the basement or crawlspace. In these instances, the basement walls and rim joists should be considered appropriate for insulation. Basement ceiling insulation is likely to have minimal value.
- If the crawlspace is open to a basement that is contained within the thermal boundary, the perimeter of the crawlspace should be considered the thermal boundary.

- **Floors above unconditioned space:**

- If a basement or crawlspace contains none of the equipment above and is not directly connected to a space within the thermal boundary, the area may be considered outside of the thermal boundary. In this situation the ceiling of the space may be considered appropriate for insulation.

**3. Basement Foundation Walls:** Insulate the basement foundation walls to extend to at least 18" below the exterior grade level to reduce thermal bridging.

**4. Special Case of Closed Cavities with Existing Insulation:**

- For 2" x 4" or 2" x 6" cavities, install dense pack insulation when the existing insulation thickness is equal to or less than 50% of the thickness of the cavity.
- For 2" x 8" floor cavities, install dense pack insulation when the thickness of the existing insulation is equal to or less than 6".
- For 2" x 10" floor cavities, install dense pack insulation when the thickness of the installed insulation is equal to or less than 7.5".

**Package C (Best):** Replace existing windows with new ENERGY STAR<sup>®</sup> or equivalent listed windows or ENERGY STAR<sup>®</sup> storm windows or insulated panels so the end condition of the home's window area is at least 80% ENERGY STAR<sup>®</sup> listed. To be eligible for Package C, the above grade walls and floors above unconditioned space must already be insulated per the pilot requirements or be proposed in Package B.

Homes that have already received Package A incentives and plan to install Package B and C are eligible to receive the remaining \$3000 of the Package C incentive once installed.<sup>4</sup> Homes that have already received both Package A and Package B incentives and plan to install Package C are eligible to receive the remaining \$1500 of the Package C incentive once installed.<sup>5</sup>

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<sup>4</sup> Package A requirements must be met, and Package B Option 1 must have been completed or be proposed with the windows to receive the remaining Package C incentives. Reference table 2 of section 3.2.1.

<sup>5</sup> Package A requirements must be met, and Package B Option 1 must have been completed with the windows proposed to receive the remaining Package C incentives. Reference table 2 of section 3.2.1.

- 1. Install ENERGY STAR® Windows, Storm Windows or Insulated Panels:** Windows and skylights must be replaced with ENERGY STAR® or ENERGY STAR® equivalent windows. Storm windows and insulated panels must be ENERGY STAR® labeled.
  - Windows must be replaced, or storm windows or insulated panels must be installed as part of the scope of work to receive Package C incentives.
  - If the home’s window area is already at least 80% ENERGY STAR®, the home is NOT eligible for Package C incentives if any windows are replaced.

**Table 4. Standard Package Requirements**

Standard Package Improvements	Units	Minimum	Standard Package		
			Good	Better	Best
Windows	ENERGY STAR®	ENERGY STAR® equivalent			X
Storm Windows or Insulated Panels	ENERGY STAR®	ENERGY STAR®			X
Wall Insulation	R-Value	R-14		X	X
Floor Insulation	R-Value	R-19/30		X	X
Knee Walls	R-Value	R-15	X	X	X
Gable End Walls	R-Value	R-14	X	X	X
Attic Insulation	R-Value	R-38	X	X	X
Attic Hatch Sealing and Insulation	R-Value	R-20	X	X	X
Attic Pull-down Stair Sealing and Insulation	R-Value	R-13	X	X	X
Rim Joist Sealing and Insulation	R-Value	R-14	X	X	X
<b>Envelope/ Load Reduction Incentives<sup>a</sup></b>			<b>\$1,000</b>	<b>\$2,500</b>	<b>\$4,000</b>
<b>Heat Pump Referral Incentives<sup>b</sup></b>			<b>\$1,000</b>	<b>\$1,500</b>	<b>\$2,000</b>

<sup>a</sup> <https://www.nyscrda.ny.gov/About/Doing-Business-with-NYSERDA>Note: The requirements listed in Table 2 are minimum pilot requirements to qualify for Comfort Home incentives. It is the contractor’s responsibility to ensure full compliance with the standard load reduction packages as well as with all applicable building codes.

<sup>b</sup> An Envelope/Load Reduction Package must be complete first to qualify for Heat Pump Incentives.

#### 4.1.1 Blower Door Measurement Requirement

The contractor is required to measure pre-work blower door leakage rate (CFM50) when crew is on-site to complete air sealing and insulation work. A post-work blower door measurement is also required and should be submitted on the Load Reduction Install in the applicable fields for all projects. This is only applicable for projects that were assessed and installed after 6/15/23, otherwise, blower door tests in and out are optional. The Contractor is required to take photos of the manometer for the Blower Door Test In and Test Out values and keep on file internally. The contractor does not have to submit photos

on Compass, but the photos can be requested at any time by NYSERDA if the project is selected for review.

Blower Door Tests are not required for the following situations:

- Blower door tests are not required when hazardous materials are present or suspected but must be mentioned on Compass before the install is submitted. Photos must be taken of the hazardous material conditions.
- Homes with drop down ceilings are not required to complete a Blower Door test. If a blower door test is to be conducted anyway, removing a tile is recommended to allow air movement to prevent tile damage.

## 4.2 Heat Pump Requirement and Incentives

Comfort Home requirements are aligned with the NYS Clean Heat Program. Once a standard package improvement described above is met, the project qualifies for heat pump referral incentive, as outlined in the table below. A qualified air source or ground source Heat Pump Contractor can design, sell, and install an appropriate heat pump system. Alternatively, a comprehensive services contractor participating in the Comfort Home Pilot will install both the standard load reduction package and the heat pump.

The heat pump referral incentive is for the contractor and is up to their discretion if they would like to pass it to the homeowner to buy down the cost of the heat pump. If the homeowner has already completed a Comfort Home project with a heat pump referral incentive included and wishes to install another package, the heat pump incentive will not be eligible to increase. It is only for the package installed at the time of the heat pump installation, and the heat pump incentive will only be paid once. In all cases, an eligible heat pump under the NYS Clean Heat Program must be installed within 24 months after the load reduction project completion date to receive the heat pump referral incentive.

**Table 5. Details of Heat Pump Incentives**

Package	Heat Pump Referral Incentive	Who Receives Incentives
Good	\$1000	Contractor
Better	\$1500	Contractor
Best	\$2000	Contractor

## 4.3 Minimum Production Requirement

The Participating Contractor is required to report, annually, a minimum of twelve (12) completed projects. Following acceptance into the Pilot, Contractor performance will be evaluated at 6-months. Contractors not on pace to meet minimum production requirements will be required to work with the

Comfort Home team and submit a work plan for meeting Pilot production requirements. A Participating Contractor that fails to meet the production requirement one year after the execution of this Agreement will be placed on probation for a period of 90-days. During that time the Participating Contractor will be required to meet the annual production requirement or report a minimum of three (3) completed projects. If a Participating Contractor fails to meet the project completion requirement during the probationary period, their participation in the Pilot will be subject to termination. Refer to Section 7 for additional information about Pilot disciplinary designations.

# 5 Customer and Project Eligibility

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## 5.1 Customer Eligibility

For a customer to be eligible to participate in the Comfort Home Pilot, the individual must be the owner of a one- to four-unit residential property in New York State, or be authorized by the owner to make home improvements to the property and be an electric customer of Consolidated Edison of New York, Inc., New York State Electric and Gas Corporation, Orange & Rockland, Rochester Gas and Electric Corporation, Central Hudson or National Grid and pay into the System Benefits Charge Fund. Homes within municipal electric service areas are not eligible for this pilot. Homes owned by the Contractor providing the service are ineligible or in certain cases may otherwise be approved in advance by NYSERDA.

### 5.1.1 Income Eligibility for Comfort Home

The Comfort Home Pilot has specific goals directed ONLY for market rate customers. Income eligible customers are encouraged to seek assistance through EmPower+ program for insulation measures.

Homes served in the last 3 years under EmPower, AHPwES, or EmPower+ are not eligible to receive incentives from the Comfort Home Pilot for insulation measures under Package A and Package B (option 1).

Income Eligible homeowners who are interested in window replacements are allowed to participate in Comfort Home as well to complete window upgrades under Package C for a \$1,500 incentive if the following requirements are met.

- The home meets the minimum requirements for Package A and Package B (option 1) after going through EmPower, AHPwES, or EmPower+
- An assessment is completed to show the homes conditions after the work was completed in EmPower, AHPwES, or EmPower+
- The EmPower, AHPwES, or EmPower+ Completion Report is submitted in Compass at time of Assessment
- The home meets all other Comfort Home Eligibility requirements mentioned in Section 5 Customer and Project Eligibility
- The proposed window work scope meets the Comfort Home Package C requirements

Homeowners are not required to utilize the same contractor for the Income Eligible work and the window work through Comfort Home, however the window installer must be a participating Comfort Home contractor.

## 5.2 Participating Contractor Non-Eligible Projects

Participating Contractors who are the owners of the company are prohibited from providing energy efficiency services and accepting program referrals from their own company on their own residence unless they hire a different Comfort Home Participating contractor to complete the work on behalf of them. Employees of a Participating Contractor can utilize the Comfort Home program and the company that they are employed at to receive energy efficiency services and accept program incentives and referrals.

## 5.3 Customer Utility Release Form

The customer must complete and sign a Customer Utility Release Form for submission to NYSERDA by the contractor. The contractor must upload either a scanned signed copy of the form or a pdf with the customer's digital signature to the NYSERDA SharePoint Document Library designated for this pilot. After uploading the scanned copy, the paper form should be shredded or securely disposed of. Comfort Home projects completed without an accompanying Customer Utility Release Form are not eligible for incentives from NYSERDA.

Permission to access this SharePoint Document Library is granted to the participating contractor by NYSERDA. To request access, email a request to [comforthome@nysERDA.ny.gov](mailto:comforthome@nysERDA.ny.gov). The email message confirming access will contain a link to the Document Library upload page.

## 5.4 Project Eligibility

Specific housing styles, heating systems, and fuel types will be identified as high potential for heat pump sales within the pilot regions and the standard packages were designed with these specific housing types in mind. Contractors working with customers with homes that have more complicated geometries and features may need to sell add-on services that go beyond those included in the pre-designed standard packages. NYSERDA encourages contractors to sell the standard packages defined for the Comfort Home pilot, but contractors may provide customers with the specific improvements that best suit the home, including customizations that enhance the standard package offer; however, the incentives tied to the standard packages remain the same. Financing is available to all eligible customers participating in the Comfort Home Pilot through NYSERDA's Green Jobs - Green New York (GJGNY) financing.

NYSERDA will provide customer lists and neighborhood targets using a customer targeting tool to help participating contractors readily identify customers with potential interest in heat pump technologies.

Homes (Sites) must meet the following criteria to be **eligible**:

- Residential buildings with one to four dwelling units, including manufactured, mobile homes and townhomes.
- Single family homes

Homes (Sites) that fall under the following criteria are **ineligible**:



- Commercial facilities, such as motels, group homes, dormitories, shelters, monasteries, nunneries, assisted living facilities and nursing homes.
- Multi-unit residential buildings that have more than four dwelling units, including Condominiums.
- Shared buildings that have both commercial and residential.

## 5.5 Construction Type

The Comfort Home platform is used to manage project workflow and estimate package savings for Ranch, Colonial, and Cape Cod style homes. While other style homes will be accepted into the pilot, the contractors should be encouraged to try to match these home types to align with the simplified modeled package savings per the Pilot design.

## 5.6 Substantial Renovations

Homes where substantial renovation is planned are eligible for Comfort Home incentives per the requirements as described. The contractor shall enter baseline conditions based on assessment of the home condition prior to beginning renovation work. It is not generally acceptable to document the existing condition as the state after full deconstruction has been completed (i.e., no wall insulation, etc.).

The following types of substantial renovation projects are eligible:

- Recently purchased homes
- Occupied homes, or homes unoccupied for period of not more than 30 days, including but not limited to, work involving deconstruction or construction of new interior walls, thermal envelope improvements, heating system updates
- Construction work of a nature requiring that the building, buildings, or space within be out of service for less than 30 consecutive days

The following types of substantial renovation projects are not eligible:

- New construction
- The addition to or expansion of a building
- Change of use reconstruction projects

## 5.7 Multi-Unit Buildings

- Multi-unit buildings (two- to four-family homes) should be entered as a single project into the Comfort Home platform and will be modeled as a whole building.
  - This still applies to units that have separate utility accounts and heating/cooling systems.
- If metered separately, all tenants must sign a Customer Utility Release Form.
- The building does not need to be owner occupied.

If not accepted into the Pilot, the project will be referred to the NYSERDA Residential Audit Program or appropriate income-eligible program (i.e., EmPower+).

## 6 Comfort Home Pilot Contractor Workflow

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This section outlines details regarding the data collection and documentation required for the Pilot.

### 6.1 Comfort Home Pilot Workflow



### 6.2 Comfort Home Workflow General Notes

- Customers will be directed by various marketing campaigns to the Customer Segmentation Tool available on the NYSERDA website.
- All Comfort Home projects will be executed according to the Comfort Home Pilot Workflow section and the Contractor Quick Start Guide (available on SharePoint).
- NYSERDA will provide data-entry training during the on-boarding process.
- Data about the customer's home must be entered into the Comfort Home platform to generate a Comfort Home Assessment report. All required fields are indicated in the web form and will be identified during the on-boarding training.
- Contractors are strongly encouraged to use an internet-connected computer or tablet if onsite at the customer's home to capture all required data. Alternatively, detailed notes and photos can be captured during the home visit, then transcribed into the Comfort Home platform later. It is the contractor's responsibility to ensure that all information is accurately captured and documented with photos.
- It is the contractor's responsibility to, upon request from NYSERDA, provide photos taken at the time of the initial site visit and after installation of the standard package improvements, especially of improvements that will not be accessible after installation. Photos support the quality assurance process by providing the required documentation (See *Section 7.5 for Quality Control Requirements*).
- *A Customer Utility Release Form must be signed by the customer for each Comfort Home Pilot project.*

## 6.3 Required Software

NYSERDA selected Compass as the data entry tool (Comfort Home platform) for all Comfort Home Pilot projects. Current versions of web browsers such as Chrome, Firefox, Microsoft Edge, and Safari are compatible with the Comfort Home platform. Internet Explorer is not an approved browser for the Compass software. Participating contractors may opt to print the Data Collection Form available on SharePoint to collect home and energy efficiency improvement information while at the home, or alternatively may enter data directly into the Comfort Home platform. Users should be notified that the pilot version of this software does not have local device storage and data may be lost if the internet connection goes down while in the home.

## 6.4 Comfort Home Pilot Reports

- **Comfort Home Assessment Report**—The initial report provided to the customer to show three optional standard package offerings and the cost benefit for air sealing and insulation, and optional replacement/displacement of conventional heating system with a heat pump.
- **Comfort Home Completion Report**—A customer-facing report that shows the selected standard package, project cost, and estimated heating and cooling load reduction for completed work. This report also has a Heat Pump Claim Number that can be used to receive an additional heat pump referral incentive after the heat pump is installed.

### 6.4.1 Assessment

Upon initial virtual energy assessment or visit to the home, the participating contractor will enter required data for NYSERDA research into the Comfort Home platform and produce a Comfort Home Assessment Report to provide to the customer. If the contractor chooses to use the initial site visit to make the sale, cost-benefit information from the report may be used to help guide the consumer to select the standard package best for them and can determine the financing approach for their project.

Blower door measurement is not required at the time of the assessment. For assessment purposes, the contractor may report the approximate level of air leakage for the home. The contractor can enter the pre-work blower door measurement (CFM50) when the crew is on-site to complete air sealing and insulation work.

### 6.4.2 Installation

After the standard load reduction package is completed in the home, the participating contractor will enter additional data fields for NYSERDA research, conduct a post-work blower door test (for projects that are installed 6/15/23 and later), and produce a Comfort Home Completion Report for discussion with the customer. Using cost-benefit information from the report, the consumer can be guided to a pre-design and selection for a heat pump and referred to a Heat Pump Contractor. Load Reduction

Contractors will produce a heat pump pre-design report to be used when referring customers to heat pump installation contractors.

## 6.5 Workflow Submission Timeline

Effective on November 1, 2023: To maintain accurate and current reporting and allow timely quality assurance inspections, Comfort Home workflow submissions into Compass must take place within 30 days of completion of the on-site work.

1. Unless alternative agreements are reached with NYSERDA, Comfort Home assessments must be entered into Compass and submitted within 30 days of completion of the on-site assessment.
2. Unless alternative agreements are reached with NYSERDA, Comfort Home load reduction installations must be entered into Compass and submitted within 30 days of completion of the on-site work by the Contractor.
3. Unless alternative agreements are reached with NYSERDA, Comfort Home HVAC (heat pump) installations must be entered into Compass and submitted within 30 days of completion of the on-site work.

## 6.6 Energy Assessments

- For virtual energy assessments, photos of the exterior of house, attic, basement, existing heating system nameplate, and attic hatch must be made available upon request
- Contractors must indicate when the assessment is completed virtually
- Refer to the BPI Remote Guidance Document
- Reference Section 6.2 and 7.5 for additional post-improvement photo requirements

## 6.7 Customer Options for Declining Comfort Home Services

If a customer does not wish to proceed with the Comfort Home standard package, the following guidelines apply:

- The participating contractor will indicate in the Comfort Home platform that the customer does not wish to proceed with Comfort Home Pilot project and upload a completed Customer Utility Release Form to SharePoint. NYSERDA will pay only the \$150 Comfort Home Site Assessment incentive, no other incentive will be paid under the Comfort Home Pilot.
- Customer participation in any other NYSERDA program or offering is subject to the rules of that program or offering.

If a customer wishes to install a heat pump, but does not wish to proceed with a Comfort Home standard package through the Comfort Home Pilot, the following guidelines apply:

- If the contractor is a participating contractor in NY Residential Existing Homes Program and holds a required specialty certification to provide heating and cooling services (Comprehensive Services Contractor), the participating contractor may proceed with the

Comfort Home Assessment under the Comfort Home Pilot and later submit a separate heat pump application to local utility per the NYS Clean Heating program procedures. NYSERDA will pay ONLY the \$150 Comfort Home Site Assessment incentive, no other incentive will be paid under the Comfort Home Pilot.

- Customer participation in any other NYSERDA program or offering is subject to the rules of that program or offering.

## 6.8 Special Considerations Due to COVID-19

COVID-19 is still spreading, even as the vaccine is here. Wear a mask, social distance, and stay up to date on New York State's vaccination program.

# 7 Quality Assurance, Compliance, and Participation

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## 7.1 Participation Status

Participating contractors will be classified in one of the following status designations applicable only for the Comfort Home Pilot: provisional, full, probationary, suspended, or terminated. Each designation will be subject to limitations or requirements associated with that designation. NYSERDA reserves the right to modify the definition, limitations, and requirements of these designations. A participating contractor's progression into and/or through any status designation is determined at NYSERDA's sole discretion.

**Provisional Status**—All new participating contractors will initially be classified as provisional and listed on NYSERDA's website. Following the completion of the third project review, NYSERDA will conduct a formal review to evaluate a change in status. Evaluation for a change to full status will be based on the quality and consistency of work and full compliance with pilot rules including current qualifications and having met all training requirements as previously described.

**Full Status**—Participating contractors who successfully complete the terms of the provisional period will be listed as full status, and must meet the following criteria:

- Deliver projects that pass (i.e., score of 3.0 or better) Quality Assurance (QA) field inspections consistently and maintain an average score of at least 4.0 during the Comfort Home Pilot period.
- Meet Pilot standards in terms of timely responses to NYSERDA communications and QA corrective-action requests.
- Take effective correction actions to deficiencies in performance as identified by NYSERDA.

**Probationary Status**—Probation is prescriptive in nature with both a specific list of requirements and time frame for achieving results. Participating contractors that fail to consistently meet the requirements of the Comfort Home Pilot may be placed in probationary status. The reasons are as follows:

- Violation of pilot rules or ethical standards.
- Failure to consistently deliver completed projects that pass the QA field inspection standard.
- Failure to take effective corrective actions on a critical or major deficiency or a repeated incidental or minor deficiency in work quality or performance.
- Three or more corrective action notices that have not been responded to, or remain unresolved, for more than 30 days.

The probationary period will not be less than 30 days and will not exceed 90 days. Projects completed by a participating contractor on probationary status may receive enhanced QA oversight. During the probationary period, the participating contractor:

- Will remain on the NYSERDA website.
- May continue to submit new projects, subject to restrictions based upon the reason for the probationary status.
- Must remediate all issues related to probation, as directed by NYSERDA.
- Must submit an agreed-upon action plan in writing designed to ensure future violations are avoided.
- Must demonstrate successful results through a specified number of completed projects.
- Upon completion of the action plan and review of probationary period QA results, NYSERDA has sole discretion to determine the status of the participating contractor.

**Suspended Status**—Participating contractors who fail to respond to prescriptive probation or commit more serious violations of pilot rules will be suspended. Suspension will occur for the following reasons:

- Failure to adequately fulfill the terms of the probationary period.
- Investigated for, or engagement in, practices that put the public or pilot at risk.
- Outstanding and unresolved request(s) for return of incentive to NYSERDA due to failure to meet pilot requirements.
- Submitting any pilot application or incentive application documentation falsifying required items, including permits, approvals, and site owner signatures.
- Failure to consistently deliver completed projects that pass the QA field inspection standard.

During a suspension, the participating contractor:

- Will be removed from NYSERDA's website.
- Will not be allowed to submit projects to the pilot.
- Must complete any work in progress at the time of suspension.
- Is prohibited from representing him/herself as a participating contractor except in the execution of remedial action.
- The contractor may, depending on the reasons for suspension, be directed by NYSERDA to remediate issues related to the suspension and required to submit an agreed-upon action plan in writing designed to ensure future violations are avoided.

Suspended participating contractors will either progress to probationary status upon satisfactory completion of the specified remedial activities or resolution of related issues or be terminated.



**Terminated Status**—Participating contractors who fail to respond to prescriptive and disciplinary measures or have committed serious violations of pilot rules may be terminated. Reasons for termination are as follows:

- Suspended status for more than 30 days and unresponsive or failed to adequately fulfill the terms of their suspension.
- Credentials expire while suspended.
- Submitted falsified documents or unauthorized signatures to the pilot.
- Committed illegal actions while participating in the pilot.
- Convicted of a criminal charge casting the pilot in negative light or calls the integrity or workmanship of the participating contractors into question.
- Grossly violating pilot and pilot standards.
- Repeated billing for uninstalled improvements.
- Failure to meet the terms of the provisional period.

Terminated contractors are prohibited from further participation. Site owners with incomplete projects will be notified of the contractor’s termination. If appropriate, NYSERDA may notify the New York State Attorney General, the New York State Department of Labor, the Better Business Bureau, or others of the decision to terminate the contractor. The officers, directors, and owners of the terminated contractor are prohibited from holding positions of that nature with other participating contractors. Regardless of Pilot status, participating contractors will remain responsible for fulfilling any outstanding obligations to the pilot of site owner as directed by NYSERDA.

**Inactive Status**—A participating contractor may be declared inactive if they have not had an approved project in the Comfort Home Pilot within a three-month time period. They will be removed from the website, no longer receive email notifications, or be eligible for incentives. Should they wish to participate in the future, they may reapply under the rules in place at that time.

## 7.2 Past Participants

Contractors renewing their Participation Agreements who have not completed a minimum of 12 projects during the past 12 months may, at the Pilot’s discretion, be re-designated as Provisional and be required to meet the above criteria to be considered “Full” status.

## 7.3 Quality Assurance/Quality Control (QA/QC)

The Provisional Participating Contractor must complete a minimum of three projects meeting the minimum standard QA requirements. These QA requirements must be met by the sixth inspected project or within a period of one year from the date of completion of the first completed project, whichever comes first.

Alternatively, the Participating Contractor must have consistently delivered quality projects for a period of greater than one year with an average score of all completed projects exceeding the minimum standard QA requirements, have no more than three (3) failed QA inspections at any time during the 12-month period, and have a positive correlation of performance over 12 months. Status may proceed to 'Full,' be extended as 'Provisional,' or the Participating Contractor may be terminated from further participation.

At any time during, or at the end of a Participating Contractor's Provisional period, NYSERDA can change the Participating Contractor's status to Probation, Suspension, or Termination for any reason including, but not limited to poor workmanship, lack of responsiveness, Pilot participant complaints, unprofessional behavior, or failure to meet minimum production requirements of the Pilot.

In addition to QA, Contractor will be subject to Quality Control (QC) for in-progress work. QC inspections can include desktop reviews and/or in-person site visits.

## 7.4 Status Review Process

The status review process for administering probationary, suspended, or terminated status is as follows:

NYSERDA will provide written notice at least 10 business days before its intention to act. The notice will outline the specifics for disciplinary action along with supporting documentation for the proposed action. During the notice period, the participating contractor will have an opportunity to respond. If the participating contractor fails to respond to NYSERDA prior to the end of the notice period, the stated disciplinary action will go into effect without further notice.

NYSERDA will promptly review any request for an appeal received within the notice period and confirm, reverse, or place its action on hold based on a review of all information within 10 business days of receipt. Final action letters will be sent via email and U.S. mail. The notice period commences on the date of the email from NYSERDA. NYSERDA reserves the right to shorten these notice periods or take immediate action in the event of an emergency, as determined by NYSERDA.

## 7.5 Quality Control Requirements

The Implementation Contractor, TRC, manages the quality control response and will work with contractors to address root causes of QA findings to improve first time quality performance.

- NYSERDA's Quality Assurance team will inspect a sample of Comfort Home projects and issue reports directly to contractors through the SharePoint Document Library. Reports will be graded Pass/Fail and failures will be detailed. Comfort Home Quality Assurance staff will reach out to contractors regarding nonconformances for projects with failures. Nonconformances should be resolved in 30 days.
- Contractor must maintain the required photos listed in this manual and provide the relevant photos to resolve nonconformances.

## 8 Green Jobs - Green New York Residential Financing Program

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The Green Jobs - Green New York (GJGNY) Act of 2009 established a revolving loan fund to provide loans to finance energy efficiency improvements. Participating contractors can offer customers this financing option as part of the Comfort Home sales tools. To offer GJGNY financing, Contractors will need to also become a participating contractor with Slipstream (EFS). Slipstream, a not-for-profit energy efficiency lending organization, was competitively selected by NYSERDA to provide residential financing services. Slipstream reviews applications and originates loans pursuant to underwriting criteria established by NYSERDA. Slipstream closes on the loan, disburses proceeds to the participating contractor from a cash advance pool provided by NYSERDA to Slipstream, and then submits the loan to NYSERDA's loan servicer.

Visit Energy Finance Solutions for the Slipstream participation agreement and other information.

Once accepted, contact NYSERDA at [comforthome@nyserda.ny.gov](mailto:comforthome@nyserda.ny.gov) to confirm your participation.

### 8.1 Customer Application

Your customers (site owner) can then complete the online application with Slipstream to determine loan eligibility.

The customer should in turn receive a pre-approval letter.

### 8.2 Contractor Submits Information to Slipstream

Once approved to participate, you may begin to offer your customers GJGNY Loans to finance the energy efficiency improvements you install. Every project that is financed with a GJGNY Loan must have an energy assessment completed prior to work commencing. For projects that are financed with a GJGNY Loan you must submit the following documents directly to Slipstream in accordance with the GJGNY Loan Fund Implementation Manual:

- ProForma Financial Workbook [XLSM]
- Customer Contract
- Comfort Home Completion Report (downloaded from the Comfort Home platform)

## 8.3 Contact Information

- Questions regarding pulling financing information from the Comfort Home platform can be directed to:  
Phone: 1-888-406-4009  
Email: [comforthome@nyserda.ny.gov](mailto:comforthome@nyserda.ny.gov)
- General questions regarding the Green Jobs - Green NY Residential Financing Program can be directed to:  
Heather J. Clark, Senior Project Manager  
Phone: 518-862-1090 ext. 3253  
Email: [heather.clark@nyserda.ny.gov](mailto:heather.clark@nyserda.ny.gov)
- Questions related to application and loan underwriting can be direct to:  
Slipstream  
Phone: 1-800-361-5663  
Email: [efs@energyfinancesolutions.com](mailto:efs@energyfinancesolutions.com)
- Consumer questions related to loan payments can be directed to:  
Concord Services Corporation  
Phone: 1-866-856-4403  
Email: [cs@concordservicing.com](mailto:cs@concordservicing.com)

# 9 Comfort Home Pilot Contact Information

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## General Questions and Inquires:

Email: [comforthome@nyserda.ny.gov](mailto:comforthome@nyserda.ny.gov)

Call: 1-888-406-4009

Contact a specific team member:

### **Keith Bohling – NYSERDA Program Manager**

Email: [keith.bohling@nyserda.ny.gov](mailto:keith.bohling@nyserda.ny.gov)

Phone: 518-862-1090 x 3491

### **Hannah Cho – Project Reviewer**

Email: [hannah.cho@nyserda.ny.gov](mailto:hannah.cho@nyserda.ny.gov)

Phone: 518-688-3147

### **Jeremy Snell – Contractor Support**

Email: [jeremy.snell@nyserda.ny.gov](mailto:jeremy.snell@nyserda.ny.gov)

Phone: 518-688-3110

# 10 Coordinated Incentive Program for Westchester County

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In Westchester County, Consolidated Edison (Con Edison) and the New York State Energy Research and Development Authority (NYSERDA) have come together to make energy upgrades more affordable for homeowners. This partnership aims to increase customer demand for energy upgrades driving an increase in business for our participating contractor network. Together, Con Edison's Residential Weatherization Program (Con Edison RWP) and NYSERDA's Comfort Home Program will pilot deeper retrofit projects through expanded homeowner incentives and contractor heat pump referral incentives.

To minimize confusion and ease the administrative burden in Westchester, Con Edison partnered with ICF to process all residential weatherization projects for aggregators and contractors in their electric and gas service territories.

## 10.1 Who Is Eligible?

Beginning March 1, 2024, homes that meet one of the following criteria qualify for the Comfort Home ConEd Westchester incentive.

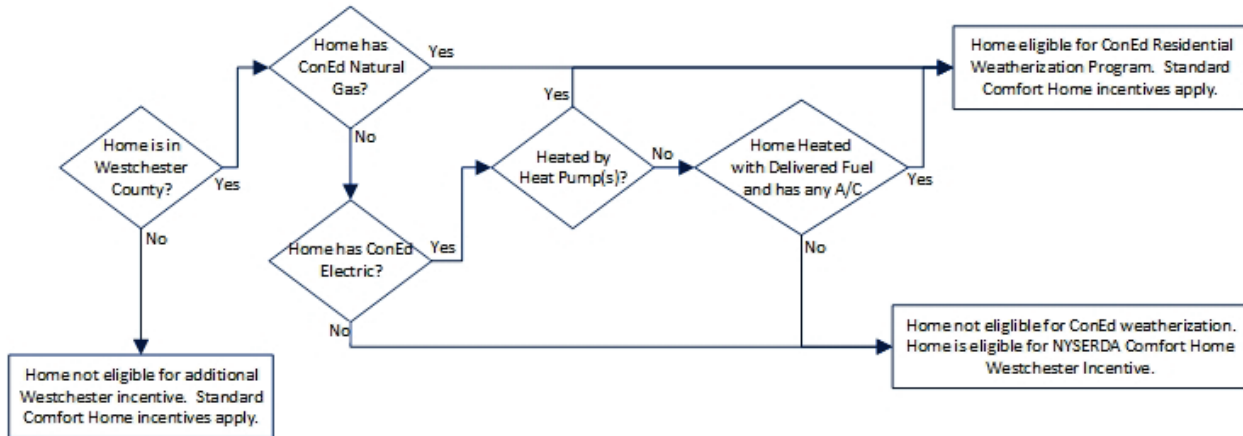
- Home has ConEd Electric and Natural Gas not supplied by ConEd.
  - The home must have natural gas service other than ConEd, it cannot be a house without natural gas service.
- Home does not have ConEd Natural Gas and has NO A/C.
  - Room A/C counts as A/C.

If the home meets one of the criteria above, and is in Westchester County, NYSERDA will pay an additional \$1,000 incentive on top of standard NYSERDA Comfort Home Package Incentives.

Customers are encouraged to convert to a heat pump as a home heating solution in conjunction with weatherization work, or after weatherization work is completed. An incentive is available to contractors who refer customers to install a heat pump within 24 months of the completion of the weatherization project.

## 10.1.1 Eligibility Flow Chart

### Comfort Home Westchester Incentive



## 10.2 Program Details

The following Con Edison RWP and NYSERDA Comfort Home incentives may both be applicable for projects in Westchester County that meet the respective program eligibility requirements.

### 10.2.1 Con Edison RWP

Eligible Con Edison customers are eligible for an incentive paid by Con Edison for load reduction installations that include the installation of insulation and air sealing improvements. See the Con Edison Residential Weatherization Program Guide for a full list of eligible measures and homeowner/contractor facing incentives.

**Table 6. NYSERDA Comfort Home Incentives**

Load Reduction Incentives			Heat Pump Referral Incentives	
Packages	ConEd Eligible	Not ConEd Eligible	Packages	
Package A	\$1,000 + ConEd Incentive	\$2,000	After Package A	\$1,000
Package B	\$2,500 + ConEd Incentive	\$3,500	After Package B	\$1,500
Package C	\$4,000 + ConEd Incentive	\$5,000	After Package C	\$2,000

## 10.2.2 NYSERDA Comfort Home

Westchester customers are eligible for incentives from NYSERDA's Comfort Home Program based on the measure package installed. These incentives are customer incentives; therefore, the contractor must subtract them from the total project cost in the contract. NYSERDA will issue payment directly to the contractor.

Contractors should submit projects directly to NYSERDA's Comfort Home Program and NYSERDA will notify contractors if the project also qualifies for the Con Edison RWP. Contractors will then be required to submit additional required documentation to ICF, who will administer the Con Edison RWP Incentive for eligible customers in Westchester County.

## 10.2.3 Comfort Home Heat Pump Referrals

NYSERDA offers a heat pump referral incentive to contractors who convert to a heat pump as a home heating solution in conjunction with load reduction work, or after load reduction work is completed in a separate sales agreement at a later date from the load reduction work. In all cases, a heat pump eligible under the NYS Clean Heat Program must be installed within 24 months of the load reduction project completion date. In order to be eligible, the installer must be a NYS Clean Heat contractor and must follow the NYS Clean Heat guidelines.



## 10.3 Project Eligibility and Submission Requirements

**Table 7. Eligibility and Submission Requirements**

NYSERDA Comfort Home Incentives	Con Edison RWP Incentives
<b>Required Documents</b>	
<p>Pre-Installation:</p> <p>NYSERDA Utility Release Form, signed by customer</p> <p>NYSERDA Owner Services Agreement (required only for projects commissioned by renters/tenants)</p>	<p>Pre-Installation:</p> <p>Customer agreement, including a scope of work</p> <p>Pre-Installation photo set (Con Edison Program Guide details examples)</p>
<p>Post Installation:</p> <p>Project scope of work “Customer Contract”, signed and dated by customer and contractor; incentive deducted from project total cost</p>	<p>Post Installation:</p> <p>Project Submission Checklist</p> <p>Completed form “Signature Packet” signed by customer and contractor including customer COVID-19 Precautionary Acknowledgment, Home Assessment Checklist, signed by customer and contractor</p> <p>Project scope of work “Customer Contract”, signed by customer and contractor; incentive deducted from project total cost, areas addressed, quantities (sq. ft, etc.)</p> <p>Post Installation Photo set (Con Edison Program Guide provides example)</p> <p>If blower door test was conducted include blower door test in and test out photos of manometer</p>
<b>Where to Submit</b>	
<p>Submit all projects to NYSEDA’s Compass Platform <a href="https://hpr.buildingperformance.com">https://hpr.buildingperformance.com</a></p> <p>Upload NYSEDA Utility Release Form to contractor company’s Document Library on NYSEDA Comfort Home SharePoint</p>	<p>Submit all pre-approved projects and supporting documentation to Con Edison’s Residential Weatherization Program – Online Intake Tool: <a href="https://coned-weatherization.programprocessing.com">https://coned-weatherization.programprocessing.com</a></p>
<b>Submission Process</b>	
<p>Prior to Installation:</p> <p>Upload the Utility Release Form to SharePoint</p> <p>Submit Assessment using Compass Platform</p> <p>NYSERDA will notify the contractor when the assessment and \$150 incentive has been approved.</p>	<p>Prior to Installation:</p> <p>Submit required “Pre-Installation” documents to ICF through your contractor company’s secured RWP OneDrive folder</p> <p>ICF will notify contractors or aggregators the project has been pre-approved.</p>
<p>Post Installation:</p> <p>Upload the Customer Contract to the Document Management Section of Compass</p> <p>Submit Install using Compass Platform</p> <p>NYSERDA will notify the contractor the install has been approved and Package incentives will be paid upon approval.</p>	<p>Post Installation:</p> <p>Submit Required “Post Installation” documents to ICF via Con Edison Residential Weatherization Program – Online Intake Tool: <a href="https://coned-weatherization.programprocessing.com">https://coned-weatherization.programprocessing.com</a></p> <p>ICF will notify the contractor the project has been approved, the RWP Incentives and Performance Incentives (if applicable) will be paid upon approval.</p>

### 10.3.1 Sealed Financed Projects

All Sealed Financed Projects will need to be submitted by the contractor to NYSERDA through Compass for the NYSERDA Comfort Home incentives.



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