



HOME ENERGY SCORE

Information Guide For Contractors

Make Energy Visible

U.S. DEPARTMENT OF ENERGY

Home Energy Score



Broome County

Queens County

Erie County



NYSERDA

INTRODUCTION | Home Energy Score Pilot



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How to join the Home Energy Score Pilot:



LEARN

about the Home Energy Score Pilots



APPLY

to be considered in the competitive selection process.
Apply [here](#).



TRAIN

with Home Energy Score Partner
If your application is selected, you'll be contacted to schedule training.

INTRODUCTION | The Pilots



Home Energy Score for **HOMEOWNERS**

This winter, NYSERDA will help home energy contractors use home energy ratings as a sales tool to encourage current homeowners to invest in energy efficient upgrades.

Home Energy Score for **HOME BUYERS**

The pilot includes licensed home inspectors, who will provide ratings during the pre-purchase inspection to help home buyers learn more about their new home. Inspectors can provide homeowners with referrals to qualified contractors to provide energy efficiency upgrades.

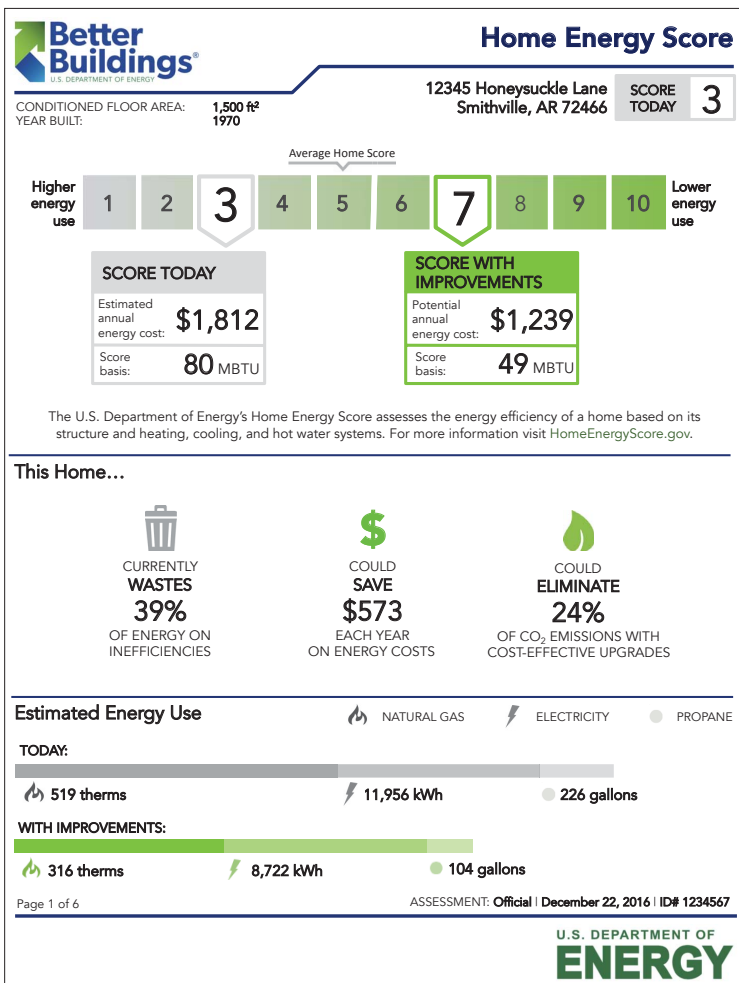
HOME ENERGY SCORE | About the Score

Home Energy Score's building science-based rating system helps homeowners understand how their home performs, and gives them guidance on how to make it perform better.



Like a miles-per-gallon rating for a car, the Home Energy Score is an easy-to-produce rating designed to help homeowners and homebuyers gain useful information about a home's energy performance.

The Home Energy Score uses a simple 1-to-10 scale where a 10 represents the most energy efficient homes. The Score was designed to be easily understood and to tap into people's desire to improve their score and to outperform their neighbors.



HOME ENERGY SCORE | Custom Recommendations

Each Report includes a personalized set of recommendations, which identifies different upgrades a homeowner could undertake and the possible impact of those upgrades on the home's energy costs.

With in-home internet access, the Home Energy Score and Recommendations can be generated on-site for the homeowner.




**MOTIVATE
HOMEOWNERS**



**GUIDE THE
CONVERSATION**



**SHOW THE VALUE
OF YOUR WORK**



U.S. DEPARTMENT OF ENERGY

Home Energy Score

12345 Honeysuckle Lane
Smithville, AR 72466

SCORE
TODAY3

Recommendations

The Home Energy Score's Recommendations show how to improve the energy efficiency of the home to achieve a higher score and save money. When making energy related upgrades, homeowners should consult with a certified energy professional or other technically qualified contractor to ensure proper sizing, installation, safety, and adherence to code. Learn more at HomeEnergyScore.gov.

REPAIR NOW

These improvements will save you money, conserve energy, and improve your comfort.

► Air Tightness:

Have a professional seal all the gaps and cracks that leak air to save \$110 / year

► Ducts 1:

Add insulation around ducts in unconditioned spaces to at least R-6 to save \$43 / year

► Attic 2:

Increase attic floor insulation to at least R-19 to save \$57 / year

► Ducts 2:

Add insulation around ducts in unconditioned spaces to at least R-6 to save \$23 / year

► Ducts 2:

Have a professional seal all the gaps and cracks that leak air to save \$74 / year

REPLACE LATER

These improvements will help you save energy when it's time to replace or upgrade.

► Windows:

Choose those with an ENERGY STAR label to save \$61 / year

► Water Heater:

Choose one with an ENERGY STAR label to save \$159 / year

► Electric Heat Pump:

Choose one with an ENERGY STAR label to save \$32 / year

Comments

Current local incentives may make this house a good candidate for a new water heater.

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ASSESSMENT: Official | December 22, 2016 | ID# 1234567

U.S. DEPARTMENT OF
ENERGY

Recommendations page from the Home Energy Score

HOME ENERGY SCORE | A Sales Tool

The Home Energy Score and Recommendations can be effective sales tools. With custom training, you can decide how to include the reports and recommendations in your sales process. You may choose to use Home Energy Score alongside or instead of a traditional audit.

You, as the contractor, control the scope and costs quoted to the homeowner.

1 BEFORE HOME VISIT

Make appointment with customer. Share pre-visit information.

2 DURING INITIAL HOME VISIT

Visit home and gather data, either directly online or on paper.
You may also complete an audit at this time.

3 DURING OR AFTER INITIAL HOME VISIT

Generate Home Energy Score and Recommendations and close the deal.

4 AFTER COMPLETING HOME IMPROVEMENTS

Complete post-work Home Energy Score to show the value of your work.

PILOT OVERVIEW | Benefits to Contractor

Home Energy Score provides benefits to your business

- Add value for your customers by offering a snapshot of their home with a path to increased comfort and improved energy efficiency.
- Convert more customers using the personalized, targeted recommendations.
- Access sales and marketing materials exclusively for Home Energy Score Contractors to help you stand out from the competition.
- Create lifetime engagement opportunities with your customers.
- Be a member of the best-in-class Home Energy Score contractor network.

As a home energy contractor, joining the pilot can help you:

- Capture new customers who learn about ratings via NYSERDA-sponsored marketing and promotional efforts.
- Become a market leader and position yourself to earn referrals from customers, agents, and inspectors as the pilots expand.
- Offer your customers unique financing opportunities from NYSERDA and other lenders.
- Leverage DOE's 3rd-party quality control to increase credibility with your customers.



COLLECT

information about the home's envelope, heating, cooling, and more.



REPORT

the information to the homeowner via a Home Energy Score and Recommendations.



CONSULT

with the homeowner about opportunities for efficiency improvement.

PILOT OVERVIEW | Benefits to Customers

DOE's Home Energy Score home asset inventory provides benefits to your customers

- Visual, easy to understand home efficiency score and home asset report
- Trustworthy certification backed by 3rd-party quality control
- Personalized recommendations with a clear path to a healthier, more comfortable home
- Empowering recommendations, both large-scale and smaller-scale, that help homeowners make smart improvements
- Comparable to other scored homes across the country so homeowners can see how their home compares

Recommended energy efficiency improvements can help your customers achieve:

- More comfortable homes that are warmer in the winter and cooler in the summer
- Lower utility bills throughout the year
- Less pollen, dust, mold and other irritants in the home
- Less humidity indoors
- A healthier planet for everyone



SCHEDULE

A home energy rating with a Home Energy Score Provider



REVIEW

The home's score and recommendations



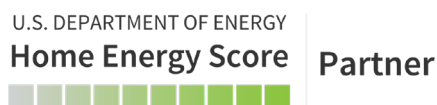
UPGRADE

the home based to be more energy efficient based on 3rd party verified data

PILOT OVERVIEW | Roles and Responsibilities



- Provide administrative and financial support
- Coordinate and educate pilot participants and community members
- Reimburse contractors for training & ratings
- Report on pilot learnings and outcomes



- Train contractors
- Mentor new contractors
- Provide quality assurance
- Deliver technical support



- Integrate Home Energy Score into sales process
- Refer customers to the pilot
- Use the Recommendations to detail improvement options
- Encourage ratings instead of, or alongside, an audit
- Document ratings
- Share feedback and experience with NYSERDA

PILOT OVERVIEW | Reimbursement Overview

Training

Funds, for contractors selected during the competitive application process, are available for reimbursement of training completion time.

Current funding opportunities

Delivering Home Energy Score

Funds are available to partially or completely cover the cost of delivering certifications.

NYSERDA's reimbursements and incentives will decrease over the course of the pilot. As the ratings become in-demand in the pilot markets, contractors will determine whether or not they will charge homeowners a fee for ratings.



RESOURCES | Learn More About Home Energy Score Pilots

To increase demand for Home Energy Scores, NYSERDA has created materials to advertise Home Energy Score in your area. NYSERDA has also created educational materials for your customers that are interested in learning more about the pilots. NYSERDA marketing support includes:

[SOCIAL MEDIA CAMPAIGN](#)

[NYSERDA-LED COMMUNITY MEETINGS](#)

[TAILORED HOMEOWNER FAQ](#)

[INFORMATION GUIDE FOR HOMEOWNERS](#)

[INFORMATION ABOUT INCENTIVES AND FINANCING](#)

The Home Energy Score Pilot for homeowners will begin this Winter. During the winter, informational webinars will be hosted for each round of applications. If you're interested in learning more, **click on the links below** to check out these resources, or feel free to contact NYSERDA with any questions or comments.

[VIEW CURRENT FUNDING OPPORTUNITIES PAGE FOR APPLICATION AND WEBINAR INFORMATION](#)

[VISIT THE RATING PILOT WEBPAGE](#)

[VISIT DOE'S WEBSITE](#)

[EXPLORE EXAMPLE SCORES](#)

Still have questions?

Email us at HomeScore@nyserda.ny.gov

RESOURCES | Frequently Asked Questions

About Home Energy Score

What types of homes can be scored with Home Energy Score?

At this time, single-family homes, duplexes, and townhomes can be scored. Multifamily units, condominiums, and manufactured homes cannot be scored.

Does homeowner behavior contribute to the Home Energy Score?

No. A defining feature of Home Energy Score is that it allows different homes to be compared to each other. If the score included information about users, like home temperature or the number of people living in the home, the score would not be comparable between homes. Instead, the score only considers a home's characteristics.

Is a blower door test required for Home Energy Score?

A blower door test is not a required component of the Score. Home Energy Score does support recording blower door test results if you want to include the test in the assessment.

What does the Home Energy Score asset inventory include?

The Home Energy Score asset inventory includes features like:

- Air sealing
- Insulation levels and installation quality
- Heating and cooling equipment efficiency and installation quality
- Water heater efficiency
- Duct location and leakiness
- Window, door, and roofing characteristics
- PV (solar) array Installation

Will scoring a house impact its value?

It may. Homeowners can decide whether to share information about their Home Energy Score. If they do share it, potential buyers, real estate agents, and appraisers will have a more complete picture of the home.

What is a Home Energy Score Contractor?

Pilot-Approved Contractors have received special training on performing the Home Energy Score Asset Inventory and are the only contractors approved to deliver Home Energy Scores with the NYSERDA pilot.

They abide by rigorous standards like those set by the Building Performance Institute—an independent, not-for-profit organization and the nation's leading developer of technical standards for home performance and weatherization retrofit work. Home Energy Score requires contractors to submit information on their license, insurance, workers compensation, and required certifications.

RESOURCES | Frequently Asked Questions

About the Pilots

What type of feedback is NYSERDA looking for?

NYSERDA is looking to contractors for feedback on:

- How using Home Energy Score impacts your closure rate
- How your customers respond to Home Energy Score
- How Home Energy Score performs on its own or in conjunction with a comprehensive audit

What will NYSERDA do with the feedback and lessons learned?

NYSERDA will create a toolkit to provide best practices and information about implementing home energy ratings.

What's the difference between an audit and a home energy rating?

An audit is more in-depth, including operations like a combustion efficiency test, test for gas leaks (if applicable), and blower door test.

A home energy rating is an asset inventory of the heating & cooling equipment, building shell (walls, insulation, roof, windows, doors), air sealing and other building characteristics.

Will I still use audits?

The pilot is testing whether a home energy rating can be more effective than an audit in encouraging homeowners to undertake efficiency work.

Some contractors may want to combine the rating and a traditional comprehensive audit to compare results to a standalone Home Energy Score.

BPI Gold Star contractors and work completed as part of other NYSERDA programs may require things like health & safety checks. If the customer moves forward with work, these checks should be performed.