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EO Collaborative Design & Implementation Workgroup
March 24, 2010, 9:00 a.m. – 12:00 p.m.
Meeting Notes

Provider Updates:

DTE: Still finishing up evaluation work of 2009. Early indicators show as expected, exceeding targets (30-40%).

CE: (20-30% over targets, unverified as of now – still in verification phase). Electric Savings were really driven by lighting and gas was driven by HVAC. This year they are focusing on specialty bulbs and have bought down several models, and the savings can be seen at the register instead of rebates. They plan to start the Home Performance with Energy Star Program in 4th quarter of 2010. They are going to be piloting the concept with 400 customers and of that 400 they anticipate 40 will go all the way through the auditing process to install \$7,500 – 10,000 worth of measures.

MI Saves: Mid Summer moving MI Saves statewide. Online audit, then a person comes to their home to do some quick install measures and see if the house is a good candidate for a more in depth audit/measures. They are in the process of hiring the contractors to do the audit (RFP currently out). They plan to just hire one firm to do everything – just for the pilot phase to get customer reactions etc.

Issues with Designing the Auditing Programs:

- Utilities and Customers need to be aware that there are independent auditors going door to door and appearing to be utility affiliated when they actually are not.
- People cannot afford a \$300 - \$400 audit; they are looking for a cheap option and reasons to do the work for contractors to make money later on.
- Is a blower-door test needed before and after? This adds a lot of expense to the audit but it is essential for health and safety of a house.
- It is crucial to design the “online questionnaire” with great detail and precision in the questions that are asked. As little as 20 questions can tell a great deal about what needs to be done in the house.
- How do we deal with ventilation systems in a house that will not meet the cost effectiveness test but they are essential for clean air in the house for health and safety. This should be part of MI Saves, and they are addressing this issue, that sometimes there are going to be measures and issues that come up that aren't cost effective but are essential to the overall picture.
- MI Saves is not subject to a statutory cost benefit test, unlike the utilities.

DELEG is an equal opportunity employer/program.

Auxiliary aids, services and other reasonable accommodations are available upon request to individuals with disabilities.

- Market transformation does not happen over a year or two, it will happen over the course of several years. We need to find our end point and work towards that. The market is already transforming themselves, the “low-hanging fruit” (CFLs, HVAC, etc) will go away on their own as people become educated. Perhaps the market will move a lot sooner than we all think.
- Quality assurance will always be the issue – we can’t protect everyone from the “dishonest” contractors out there trying to make a buck.

Michigan Saves:

- Qualifications for auditors & contractors. They are well on their way to “developing standards” and feeling pretty comfortable with what they have come up with. They took recommendations from the last collaborative meeting and went back and met with their own Steering Committee.
- Insulation and Air Sealing will require a test in and test out (blower door) to assure health and safety.
- Full launch in July means that everything goes exactly as planned, depending on a lot of factors.
- Utilities are willing to advertise for measures that they offer rebates for but the line gets blurred if they advertise for contractors for MI Saves windows, siding etc. contractors.
- They are planning for people to go to the website and find a contractor, they think it would be great to match it up geographically but aren’t sure how that will all work. They are still working out the details.
- Certification: Contractors/Auditors will be registered with MI Saves and therefore have met the MI Saves requirements.
- Perhaps the utilities could just have the MI Saves link on their website, therefore they avoid the legal issues and there would only be one site to update instead of several.
- Having one set of standards for MI Saves, utility companies, and Home Performance with Energy Star (HPwES) would be a great goal, but it probably isn’t realistic at this starting point.
- The Commission would really like to see utilities adopt standards and coordination with HPwES.
- Currently the banks do not have any standards for contractors; it is the customer’s responsibility.
- RFP was issued for a central lending body to handle the credit unions around the state for MI Saves; all bids are due on April 2, 2010.
- Contractors should have a light “administrative load” on their back; otherwise it makes it really hard for them, in an already very hard economy. Small contractors will find it very hard to wait a long amount of time to get their money from the lending institutions.
 - Contractors should get signatures from the customers, submit paperwork to the lending institution and not start the work until the loan is approved. The contractor does not get paid until the work is complete.
- All of the forms are with the MI Saves’ attorneys currently.

- Auditor standards are pretty set, but what about the contractors who are not BPI, RESNET or “equivalent”? Is a 4 hour introductory course sufficient to get MI Saves off the ground and later go back and re-evaluate. E-mail Sally suggestions by next week. For ala carte.

Upcoming:

Design & Implementation Workgroup Meeting: April 27, 2010

- The group agreed to keep monthly meetings instead of every other month.

Steering Committee (invite only): April 29, 2010