




# EEBC Highlights from 2010

2010 was an outstanding year for the EEBC. With so much attention and renewed interest on energy efficiency, the EEBC was very busy in 2010 making sure that our members and other industry businesses were represented. We saw our membership grow from 35 to nearly 70 members in 2010. We worked closely with the Governor's Energy Office (GEO), the Public Utilities Commission (PUC), Xcel Energy and other utilities, as well as other organizations involved in the energy efficiency sector. Below is a brief highlight of some our accomplishments and activities in 2010:

 Contracted by the Governor's Energy Office (GEO) to develop and coordinate the Residential Energy Efficiency Working Group (REEWG). This statewide taskforce was developed to have high-level discussions about the direction of the state's EE industry.

 Co-hosted the Colorado Energy Efficiency Finance Summit with special guest speakers Gov. Ritter, and Gil Sperling from the Department of Energy.

 Presented the Colorado Energy Efficiency Summit that was attended by nearly 200 contractors, and focused on discussions relevant to the needs of contractors engaged in energy efficiency.

 Contracted by the GEO to provide a series of rebate and sales trainings throughout the state for Insulation and Air-Sealing contractors, with a focus on typically underserved areas. Meetings were held in Denver, Ft. Morgan, La Junta, Montrose and Glenwood Springs.

 Worked with Tri-State Energy on their DSM Potential study.

 Continued work with Xcel Energy on making their DSM programs more accessible and profitable for contractors and businesses, including redevelopment of the AC Tune-up program and better incentives for a number of commercial HVAC programs.

Energy Efficiency Building Coalition  
5500 East Yale Avenue  
Denver, CO 80222



# EEBC FORECAST

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## EEBC News

**W**e have a new office located at 5500 East Yale Ave, Ste. 360, Denver, CO 80222 (I-25 and Yale). Our new space has two offices, including one with a conference table that can hold 6-8 people for our committee meetings. If you are in the neighborhood, please stop by and say hello.

### *Our staff:*



**Shane Flansburg** is the Executive Director of the Energy Efficiency Business Coalition, a leading business organization representing the energy efficiency industry. Prior to joining the EEBC, he worked in business development in the high-tech and energy efficient building products industries. In his limited time away from the office, Shane enjoys flying, sailing, crafting homemade beers, skiing, and playing in an amateur wooden bat baseball league on Sundays. Shane holds an MBA from the University of Colorado, with a focus on matters affecting energy efficiency businesses.



**Colleen Vogel** is the Outreach Manager for the Energy Efficiency Building Coalition. She comes to us with a long history as an outreach manager and volunteer coordinator for military families. Her experiences, which include more than 15 years as a key player in mid-size organizations across the U.S. and Korea, have led to her development of non-profit entities and enhanced partnerships with local communities. Colleen holds a Bachelor of Art in Spanish and International Relations from The State University of New York at Oswego. She continues to serve as a proud Army wife and has two children.

**What's Inside: Xcel Rebates Training and Events 2010 Highlights**

### **Legislative Update**

**HB11-1047 Jones-Schwartz:** Including Community Property in New Energy Improvement District. This bill expands the scope of the new energy improvement program established by the Colorado new energy improvement district pursuant to the "New Energy Jobs Creation Act of 2010" by making commercial buildings, including buildings owned or used by nonprofit entities, eligible to be included in the district and making appropriate conforming amendments. STATUS: 01/31/2011 House Committee on Local Government Postpone Indefinitely.

**HB11-1132 Lee:** On-bill Energy Efficiency Improvement Financing. Current law does not allow a public utility to finance the upfront costs of making one or more energy efficiency improvements to real property and to have the property owner repay the financing over time through direct charges on the owner's utility bills. Section 2 of the bill allows such on-bill financing in certain circumstances. STATUS: 02/21/2011 Introduced to House assigned to Transportation.

**HB11-1160 Gerou:** Governor's Energy Office Green Building Incentive Program. The bill requires the governor's energy office to create a green building incentive pilot program whereby the office awards grants to qualified homebuyers who are selling current primary residences with home energy ratings below minimum standards and purchasing highly efficient new residential construction. The grant allows the qualified homebuyer to make improvements to the homebuyer's current primary residence for the purposes of increasing the residence's energy efficiency. The office is to award grants from federal funds transferred to the office that the office has already received or may receive in the future. The office may require additional information to secure future federal funds. STATUS: 02/01/2011 Introduced to House - assigned to Local Government.

**HB11-1191 Tyler:** Utility Resource Usage Data Sharing. The bill directs the public utilities commission (PUC) to certify independent data aggregators (Clearinghouses) to obtain customer resource consumption data from utilities furnishing electricity, natural gas, steam, water, thermal energy, or other resources and to provide the data to public and private entities in a manner suitable for measuring: usage during specified periods of time; the efficiency of buildings in specified geographic areas; the effectiveness of resource efficiency programs, includ-

ing existing demand-side management programs, and emission control plans; and other parameters. The bill requires personally identifiable information to be removed before the data is shared, and requires geographic location information to be generalized to a level no smaller than a census block level. The bill grants rule-making authority to the PUC and specifies the contents of nondisclosure agreements and other details of the relationship between a clearinghouse, a utility, and governmental entities. Utilities are granted limited immunity for any liability resulting from their participation in data sharing arrangements. STATUS: 02/04/2011 Introduced to House – assigned to Transportation.

HB11-1050 Soper-Tochtrop: Boiler Inspection Regulation. The definition of “director” is changed from chief boiler inspector to the director of the division of oil and public safety (division) and conforming amendments are made throughout the article. The bill makes all inspection certificates valid for the period specified on the face of the certificate. Changes are also made to the way that inspection fees may be collected on a pro rata basis. Current law allows the division to prorate annual boiler inspection fees on a quarterly basis. The bill allows the division to prorate the boiler inspection fees based on the percentage of each period of a certificate term. The change will accommodate certificate terms that are longer than one year. STATUS: Bill passed 02/03/2011.

SB11-030 Renfroe-Delgrosso: Transparency in Gas and Electric Utility Bills. The bill declares that utility customers have a right to transparency in their utility bills, and therefore requires investor-owned gas and electric utilities to include in customer billing communications, at least 4 times per year, information about: for

electricity, to each, the load profile for each, and the total cost of generating electricity per kilowatt-hour for each fuel type; for gas and electric utilities, all ancillary costs associated with providing gas or electricity to the customer, including the costs of underground natural gas storage, natural gas pipeline expansions, and new electric transmission infrastructure. The bill specifies that the utilities’ costs of revising the format of their current utility bills to provide the additional information may be recovered through rates. STATUS: 02/10/2011 Senate Committee on Agriculture and Natural Resources Postpone Indefinitely.

SB11-032 Johnston: On-bill finance program for Energy Cost Savings. The bill requires the public utilities commission (PUC) to promulgate rules no later than January 1, 2012, to establish an on-bill clean energy improvement financing program under which a retail customer of a PUC-regulated public utility that sells electricity or natural gas may enter into an on-bill financing arrangement with the public utility under which the public utility finances the costs by on-bill financing the costs of completing a clean energy improvement to the customer’s real property and the customer agrees to repay the costs by paying a temporary surcharge or a temporary increased rate for electricity or natural gas, as applicable, on the customer’s utility bill; and specifies minimum provisions that the rules must include relating to: the imposition of temporary surcharges or temporary increased rates; the application of energy savings from the program to a public utility’s demand-side management targets or goals; and the exemption of a public utility from participation in the program if participation will not reduce the public utility’s future present value revenue requirements. STATUS: 01/12/2011 Introduced in Senate – Assigned to Agriculture and Natural Resources.

## ***Training and Events***

EEBC will be providing numerous training opportunities throughout 2011 with priority seating being given to our members. Some of the specific areas will be in HVAC, Insulation and Air, and the Whole House Concept. Specific information on dates, times, and locations of training for each class will be posted as soon as it is made available.

### ***HVAC Classes:***

“2011 Selling Strategies: Life After Tax Credits”: This class will discuss sales and marketing strategies to grow your business in 2011. (2 hour class)

“Technician Communication” Class: Uncover potential needs, sell more accessories, and develop all the leads you’ll ever need. This class is divided into two parts. Part 1 is for business owners and managers and will focus on how to manage the process (2 hour class). Part 2 is for Technicians (4 hour class).

“Raise your IAQ!”: This class focuses on being able to present indoor air quality solutions based on customers’ needs. (3 hour class)

# Xcel Energy Rebates:

Xcel Energy has extended many of their 2010 rebate programs until 12/31/2011. If you are looking to take advantage of the plethora of rebates available go to: [www.xcelenergy.com/Rebates](http://www.xcelenergy.com/Rebates) and under Colorado you will find approximately twenty different options ranging from lighting and new construction to heating and cooling efficiency. On the site you can download rebate forms, rules, and requirements. In order to utilize these rebates you must be a registered provider with Xcel. If you are not yet registered, you can contact Ann Kirkpatrick at 303-294-2943 for more information on how to become a registered contractor. To the right is a table available on Xcel's website indicating some of the rebates available for Commercial Heating Efficiency equipment.

## Commercial Heating Efficiency equipment that can earn an Xcel Energy rebate include:

Hot Water Boiler	Rebate
Plan A - Replace a non-working hot water boiler or install a new boiler where none existed before	
Non-condensing: 85% min efficiency	\$1,000 per MMBTUΩH *
Condensing: 92% min efficiency	\$4,000 per MMBTUH *
Plan B - Boiler being replaced must be less than 25 years old and still functioning (provide CO State inspection report with application)	
Condensing: 92% min efficiency	\$14,000 per MMBTUH *
Furnace	Rebate
92% AFUE	\$80 per unit
94% AFUE	\$120 per unit
Water heaters	Rebate
greater than 150,000 BTUH and greater than 92% efficiency	
Tankless or with Storage	\$350 per unit *
Pipe insulation	Rebate
Based on pipe diameter and R value	
	\$3.00 - \$5.00 per linear foot *
Boiler tune-ups	Rebate
(must meet tune-up requirements on application)	
	25% of tune-up costs, up to \$250 per boiler
Improvements and add-ons	Rebate
Add-ons are only eligible if a breakout of the equipment costs is clearly indicated on the invoice.	
Modular burner controls ≥ 5:1 turndown ratio	25% of project cost up to \$5,000/boiler
Outdoor air reset controls	25% of project cost up to \$500/control
Stack dampers	25% of project cost up to \$250/damper
Steam trap replacements	25% of trap cost up to \$250/trap; maximum \$10,000 per site

Motor and Drive Efficiency is an area that experienced a lot of change within its rebate program. Those manufactured after 12/19/2011 have a higher base-line efficiency rating than those made in 2010. In order to see if a specific motor is eligible for a rebate contact an Xcel Energy Efficiency Specialist at 800-481-4700.

## Insulation & Air Sealing Classes:

**“2011 Selling Strategies: Life After the Tax Credit”:** This class will discuss sales and marketing strategies to grow your business in 2011. (2 hour class)

**Whole House Concept Classes:** (Designed for Window, HVAC, Insulation & Air Sealing Contractors)

**“True Home Comfort Solutions”:** Learn how to look at the house as a system and how to offer complete comfort solutions. (3 hours)

**“How to create a Lead Generation and sales strategy for the “Whole House Solution”:** Develop relationships with contractors from other fields to create lead generation opportunities. (2 hours)

**“Going Green. Capitalize on the green agenda”:** Learn how to market and generate business with the ever growing concerns about “going green”. (2 hour class)

**“The Retail Sales Experience”:** This class looks at the ever-changing trends of how consumers make buying decisions and how you can structure your business to out-sell the low-end contractor. (2 hour class)