Adam Flint, Director of Clean Energy Programs
Hailley Delisle, Campaign Director, Heat Smart Southern Tier

A Program of NYNest.org
Register today at NYNEST.ORG

NEST’s HeatSmart Southern Tier (HSST) Virtual Webinar Series Schedule

- Wednesday, January 13, 2021, 7-7:50pm
  Clean Heating & Cooling with Heat Pumps & Energy Efficiency

- Thursday, January 21, 2021, 12-12:50pm
  Air Source Heat Pump Virtual Home Tour (Oxford)
The Network for a Sustainable Tomorrow is a non-profit community-based network of programs working towards social, environmental, and economic justice and equity in our region. NEST catalyzes and convenes new initiatives and partnerships, and does outreach and education to build a stronger and more resilient Southern Tier.
Overview

- What is Heat Smart Southern Tier?
- Why HeatSmart?
- Energy Efficiency
  - Weatherization and home energy assessment
  - Case Study - Pam Adams: Binghamton
- Incentives & financing
- How to participate
- Community Solar
- Q&A
What is HeatSmart Southern Tier?

- HeatSmart Southern Tier (HSST) is a NYSERDA-funded community outreach program that connects you to local heating and cooling and energy efficiency experts who offer the latest clean energy technologies.

- We work to educate the public about sustainable heating and cooling systems through our workshops, webinars and tabling events.
Benefits of Heat Smart Southern Tier

- Reduce energy costs
- Home comfort & safety
- Greenhouse gas emissions
- Community awareness
Main Sources Of Greenhouse Gases in NYS

New York's goal is to reduce these emissions 80% by 2050

- Transportation: 34%
- Buildings: 32%
- Electricity: 20%
- Waste & Other: 8%
- Industry: 6%

dec.ny.gov  facebook.com/NYSDEC  twitter.com/NYSDEC
Heat Smart Southern Tier Program Covers:

- Weatherization

- Heat Pumps
  - Ground Source
  - Air Source
  - Water Heater
HeatSmart Southern Tier’s Competitively Selected Partners

Air Source Heat Pumps

Ground Source Heat Pumps

Home Performance and Efficiency

D & D Refrigeration (Delaware county)

Dailey Geothermal

The Insulation Man

Energy Savers at Work
First Step: Weatherization
Home Energy Assessment

Assessment of customer’s heating and cooling needs

- Walkthrough of interior & exterior of home
- Combustion safety test
- Infrared camera
- Blower door test
- Home energy report with recommended weatherization next steps
Weatherization Benefits

- Reduce energy consumption and costs
- Increase Home Safety
- Improve home comfort
  - Reduce drafts
  - Improve humidity control
  - Improve indoor air quality
  - Reduce risk of ice dams
The Crawlspace (before)
The Crawlspace (before)
The Crawlspace (after)
The Crawlspace (after)
Side Attic- Transition Wall (before)
Side Attic- Transition Wall (after)
Side Attic - Transition Wall (after)
Economics, Incentives, and Financing
## Financing

<table>
<thead>
<tr>
<th>Provider</th>
<th>Loan Product Name</th>
<th>Description</th>
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<tbody>
<tr>
<td>NYSERDA*</td>
<td>Smart Energy Loan</td>
<td>Up to $25,000; terms of 5, 10, and 15 years; 3.49 or 6.99% interest</td>
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<td>On-Bill Recovery Loan</td>
<td>Up to $25,000; terms of 5, 10, and 15 years; 3.49 or 6.99% interest; paid on utility bill</td>
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<td>Companion Loan</td>
<td>Up to $25,000; terms of 5, 10, and 15 years; 6.99% interest additional to OBR or SEL for larger work scopes. Cost effectiveness &amp; other requirements apply. *</td>
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<tr>
<td>ASHP/GSHP Manufacturer Financing (E.g. Synchrony, EnerBank)</td>
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<td>Unsecured loans with dealer fees (can be terms of up to 20 years)</td>
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<tr>
<td>Local Banks (e.g. Home Equity, consumer loans)</td>
<td></td>
<td>Dependent on bank</td>
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Includes heat pumps as of Dec. 4
50% off project costs
Until Dec 31, 2020
Limit of $5,000 for single-family
Limit of $10,000 for 2-4 unit multi-family
Eligibility expanded up to 120% AMI
Jan 1, 2021 limits decline to $4k/$10k

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<tr>
<th>Household Size</th>
<th>Income Limit</th>
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<td>1</td>
<td>$39,904</td>
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<td>2</td>
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<td>$89,040</td>
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<td>$101,312</td>
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(Income levels subject to change)
Available to homeowners that are under 60% of state median (HEAP/low-income utility rate code eligible) that pay utility bills

FREE assessment and efficiency improvements

Max award increased to $10k until Dec 31. Decreased to $7k thereafter

Includes heat pumps as of Dec 4

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<tr>
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<td>$75,984</td>
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(Income levels subject to change)
What’s the Process For Participating?

1. Sign up for a home energy assessment (and/or)
2. Sign up for site assessment from HSST installer(s)
3. Receive a quote for energy improvements
4. Sign contract for desired systems (if any)
5. Apply for incentives/financing (if applicable)
6. Complete installation work
Questions?
Thank You!

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