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

A Program of Nest
NEST’s HeatSmart Southern Tier (HSST) Virtual Webinar Series Schedule

Register today at NYNEST.ORG

- **Wednesday, October 7, 7-8pm**  
  *HeatSmart Southern Tier (HSST) Campaign Launch!*

- **Thursday, October 22, 12:00-12:50pm**,  
  *Comfort, Safety & Savings with Energy Efficiency by The Insulation Man*

- **Thursday, October 29, 12:00-12:50pm**  
  *Geothermal Home Case Study with Dailey Electric*

- **Thursday, November 12, 12:00-12:50pm**  
  *Air Source Heat Pumps: Technology and Incentives w/Airsource LLC*

- **Wednesday, November 18, 7:00-7:50pm**  
  *Clean Heating & Cooling with Heat Pumps & Energy Efficiency*

- **Wednesday, December 3, 12-12:50pm**  
  *Clean Heat Beneath your Feet with Dailey Geothermal*

- **Wednesday, December 9, 12-12:50pm**  
  *Energy Efficiency Virtual Home Tour (Binghamton) with The Insulation Man*

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

- **Wednesday, 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?
- Weatherization with The Insulation Man
- Incentives & financing
- How to participate
- 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
Where Are We Now?

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)

AIR SOURCE
Heat Pump Specialists

Dailey Geothermal

THE INSULATION MAN
Energy Savers At Work
First Step: Weatherization
THE INSULATION MAN
Serving the Twin Tiers since 1989
KEEP THE INSIDE IN
AND
THE OUTSIDE OUT
Target Markets
• Residential
• 1-4 Family
• NYSEDA Incentives
• Home Energy Certification
• Commercial

Services
• Estimates & Whole House
• Energy Audits
• Health & Safety Testing
• Pearl Home Certification

Primary Products Used:
Cellulose
Pioneered spray polyurethane foam in the Southern Tier
Only company offering sprayed on fiberglass insulation
Systematic Approach

• Assess – Walk-through; Develop Scope of Work; Assess for Health & Safety
• Plan – Whole House – energy audit; Pearl Home certification; Radon self-test kit (Professional Home Inspection); HVAC (sub-contracted)
• Improve – Insulation, Air Sealing,
• Enjoy – Energy Report, Pearl Home Certification, Blower Door Test Report
Process

• On-boarding
• Initial Visit/Assessment
• Evaluation & Proposal – Report development (audit, certification) Or Estimate
• Commitment
• Schedule Work (2 weeks to 8 weeks during high-season)
• On-site – residential work is typically 1-2 days
• Quality Assurance – walk-through; pictures; test-outs; NYSERDA
AIR FLOW EFFECTS

Hot Air Rises
ATTICS

Does your attic look like this? Soffits, Baffles, Ventilation
ATTICS – contd.

With baffles and soffits blocked

Attic Access with Attic Tent & Curb
Attics – contd.

Good looking attic curbs with access to window and bathroom vent foamed With a walkway
IT’S A CATHEDRAL!
Just kidding
ATTICS contd.

Side Attic with Foam inside the envelope

Recessed light and crack sealed

Skylight foamed
Dense Packing walls

Exterior (most common)

Interior (not common)

If you see through the wall
Crawl Space

Ground ready for insulating and sealing

Walls and Ground Sealed and Insulated
Why

• Comfort
• Health (Indoor Air Quality, Moisture)
• Savings (20%-40%)
• Home Value – Pearl Home Certificate
• Environment
<table>
<thead>
<tr>
<th>Provider</th>
<th>Loan Product Name</th>
<th>Description</th>
</tr>
</thead>
<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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<tr>
<td></td>
<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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<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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<tr>
<td>Property Assessed Clean Energy (PACE) - Commercial/Non-profit only</td>
<td></td>
<td>Repaid through property tax and tied to the property; Up to 100% of cost, 4%-5.75%, terms of 5-20 years</td>
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Enabling LMI Participation: Income-eligible programs

Assisted Home Performance with Energy Star
Energy Efficiency/Weatherization

Provides those who apply with a discount of **50% of project costs**
- Limit of **$5,000** for single-family
- Limit of **$10,000** for 2-4 unit multi-family
- Eligibility expanded up to 120% AM through Dec. 31
- (Includes heat pumps as of 11/5)

<table>
<thead>
<tr>
<th>Household Size</th>
<th>Income Limit</th>
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<tbody>
<tr>
<td>1</td>
<td>$39,904</td>
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<tr>
<td>2</td>
<td>$52,192</td>
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<td>$64,480</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)
Enabling LMI participation: Income-eligible programs

EmPower NY
Energy Efficiency/Weatherization

- 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.
- (Includes heat pumps as of 11/5)

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<td>$39,144</td>
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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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