



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

A Program of



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)

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



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.

WWW.NYNEST.ORG  (607) 873-9220

Air Source Heat Pumps: Technology and Incentives

Thursday, November 12th at 12pm



Register for this online webinar at NYnest.org or [Facebook.com/NetworkforaSustainableTomorrow](https://www.facebook.com/NetworkforaSustainableTomorrow)

HeatSmart Southern Tier is a non-profit program of NEST which is funded by NYSERDA to support clean energy technology adoption. Air source heat pumps are a clean energy technology that can provide many benefits such as:

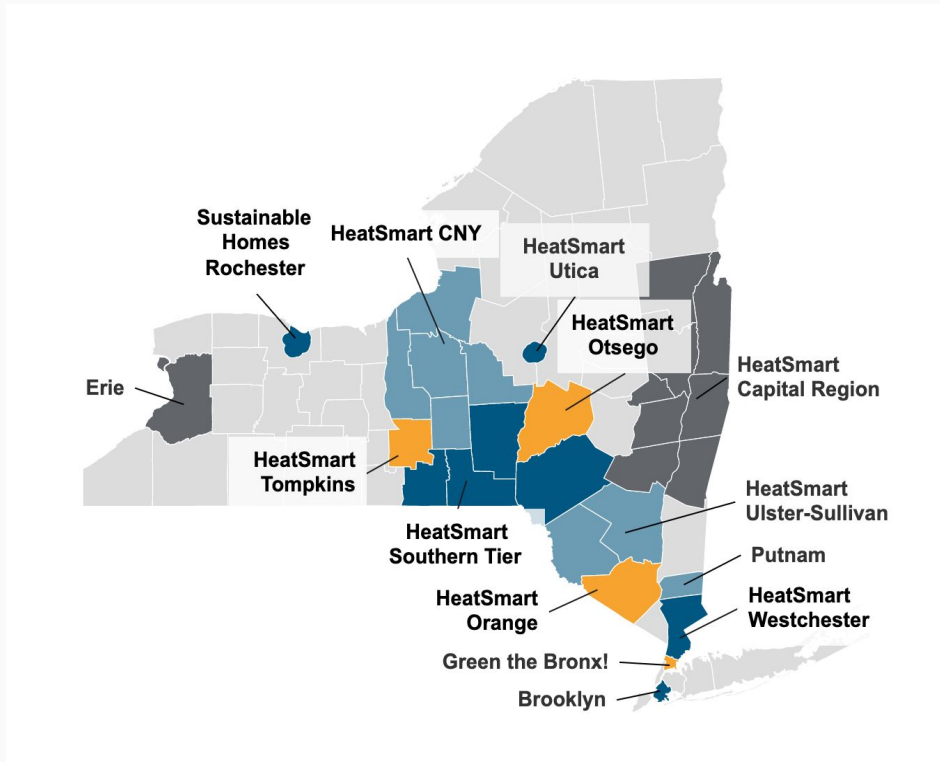
- Reduced Energy Costs
- Reduced Greenhouse Gas Emissions
- More Home Comfort & Safety

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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%



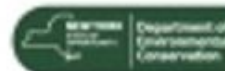
ELECTRICITY
20%



WASTE & OTHER
8%



INDUSTRY
6%



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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



D & D

Refrigeration

(Delaware county)

Ground Source Heat Pumps

Dailey Geothermal

Home Performance and Efficiency



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
- NYSERDA 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

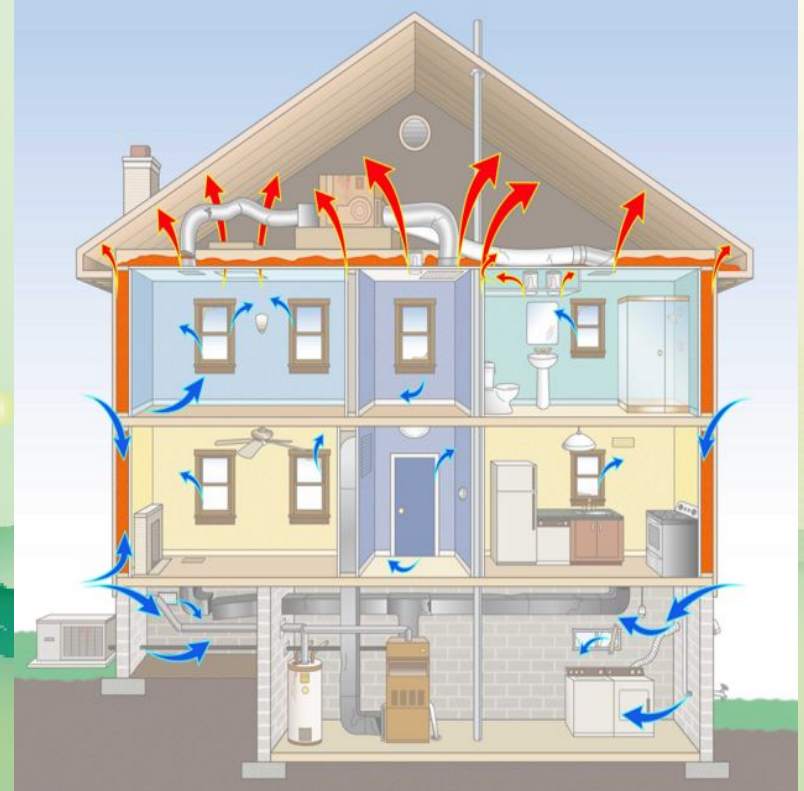
- **Assess – Walk –through; Develop Scope of Work; Assess for Health & Safety**
- **Plan – Whole House – energy audit; Pearl Home certification; Radon self-test kit (Professional Home Inspection); HVAC (sub-contracted)**
- **Improve – Insulation, Air Sealing,**
- **Enjoy – Energy Report, Pearl Home Certification,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



BASEMENT

RIM JOIST



FOUNDATION 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

Financing

Provider	Loan Product Name	Description
NYSERDA*	Smart Energy Loan	Up to \$25,000; terms of 5, 10, and 15 years; 3.49 <u>or</u> 6.99% interest
	On-Bill Recovery Loan	Up to \$25,000; terms of 5, 10, and 15 years; 3.49 <u>or</u> 6.99% interest; paid on utility bill
ASHP/GSHP Manufacturer Financing (E.g. Synchrony, EnerBank)		Unsecured loans with dealer fees (can be terms of up to 20 years)
Local Banks (e.g. Home Equity, consumer loans)		Dependent on bank
Property Assessed Clean Energy (PACE) - Commercial/Non-profit only		Repaid through property tax and tied to the property; Up to 100% of cost, 4%-5.75%, terms of 5-20 years

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)

Household Size	Income Limit
1	\$39,904
2	\$52,192
3	\$64,480
4	\$76,752
5	\$89,040
6	\$101,312

(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)

Household Size	Income Limit
1	\$29,928
2	\$39,144
3	\$48,360
4	\$57,564
5	\$66,780
6	\$75,984

(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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