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# HES Trade Ally Data and Discussion on Requirements for Trade Ally Network

**Energy Trust Conservation Advisory Council**

**June 20, 2007**

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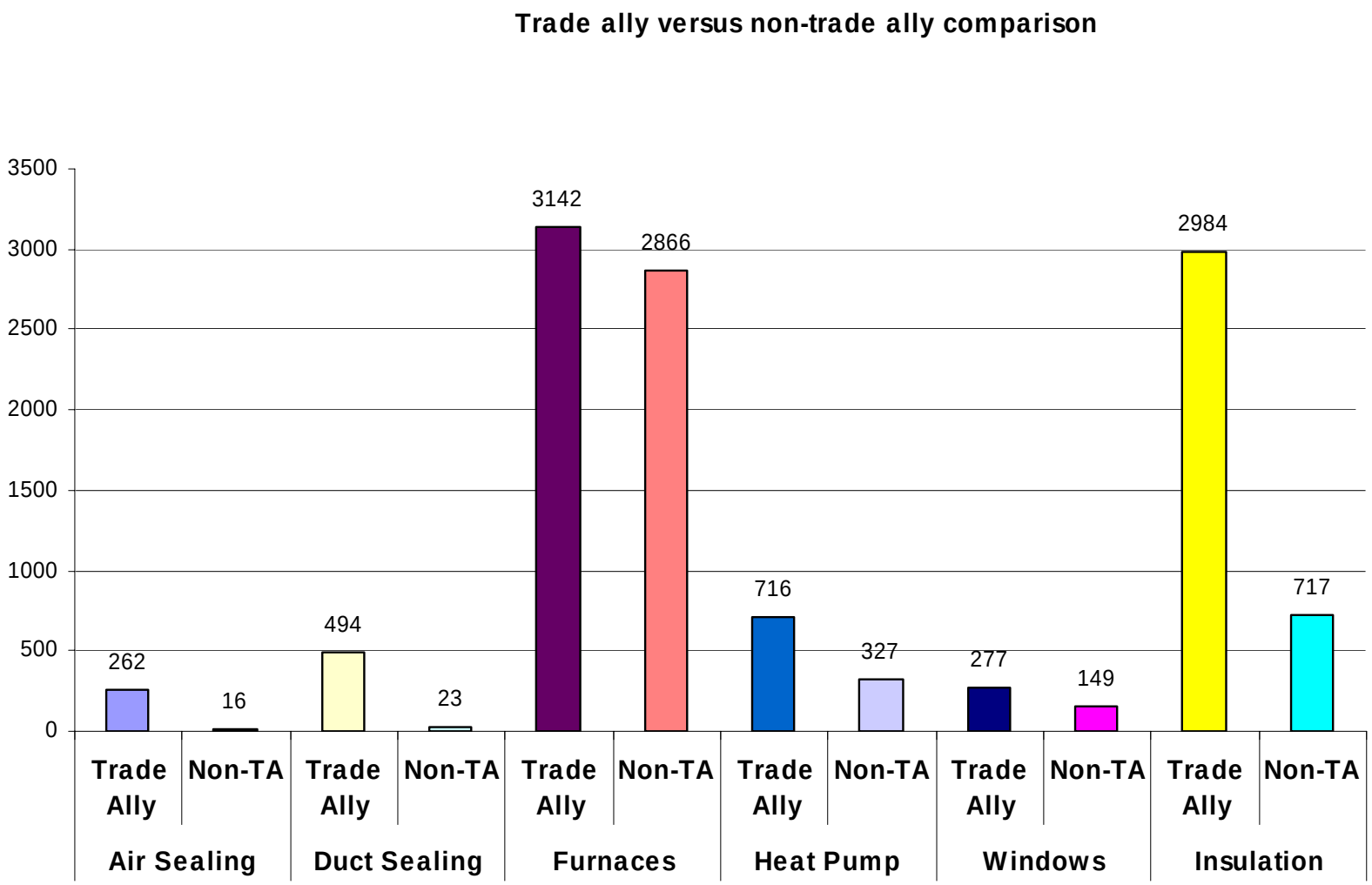
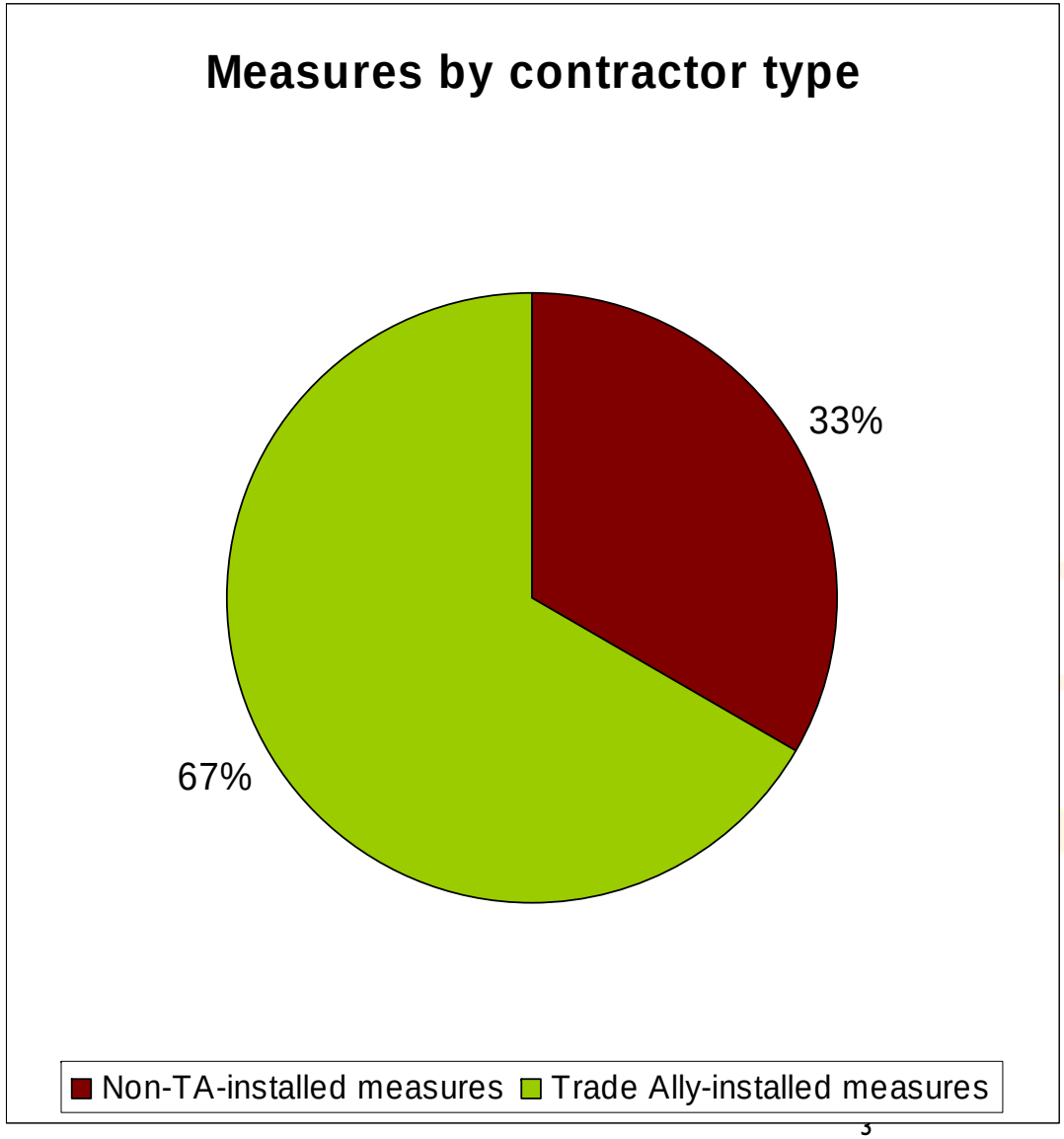
# Measure Counts – April 2006 Thru April 2007 Participating Trade Ally vs. Non-Trade Ally



# Installed Measures – Trade Ally vs. Non-Trade Ally




- As a percentage, trade allies install 2/3 of the work in the program

# Average Measure Installation
# Trade Allies vs. Non-Trade Allies

- Trade allies are much more active in the program
- Non-trade allies install fewer measures on average per year and are more numerous

| Data Period – April 2006 thru April 2007 | Count of trade allies | Number of measures | Avg. Measures per Trade Ally |
|---|---|---|---|
| Non-Trade Ally-installed measures | 397 | 4252 | 10.71 |
| Trade Ally-installed measures | 132 | 8550 | 64.77 |

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# Non-Trade Allies

- 75% of measures installed by non-trade allies are furnaces and heat pumps; typically a single-measure
- Approximately 65% of incentive applications completed by non-trade ally
- Applications with missing information similar level as trade allies
- QC inspections need little remedial action due to single measure concentration

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# Participating Trade Allies

- 45% of measures installed by trade allies are furnaces and heat pumps
- 81% of insulation measures installed
- 95% of air and duct sealing performed
- Incentive applications with missing information is close to 50% of applications submitted; many are multiple measure
- QC remedial work in the 5-7% range due to more complex work with diagnostic tools & multiple measure installations; most remedial work minor

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# Customer Self-Installations

- Receive on average 125 self-installs a year for floor and attic insulation
- About 50% of self-installs have minor to major remedial work
- Customers are not trained on the HES Weatherization Specification Manual
- Incentives paid for materials not labor

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# Trade Ally Network Requirements

- Complete New Trade Ally Agreement for 2008
- Incentive Application Training – Office & Field Staff
- Measure and Technical Training
  - Measure lists for each sub-sector
  - HES Weatherization Specification Manual
- Quality Control Procedures

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# Trade Ally Benefits

- Cooperative Advertising – not available to non-trade allies
- Training Opportunities ( 9 month training calendar) – larger reimbursements for trade allies
- Equipment Discounts
- Financing

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# Recommendations

- Trade Allies must complete training on incentive application forms, HES Weatherization Specification Manual, QC protocols, and eligible measures; benefits include co-op advertising, discounted training opportunities, equipment discounts, and financing.
- Non-Trade Allies focus on a few measures; attempt to move them toward a participating status
- If move to Trade Ally only network, shift in 2009
- Eliminate customer self-installs; too high of a QC failure rate

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