

# Home Performance with ENERGY STAR® Contractor Requirements

After becoming Building Performance Institute (BPI) certified, contractors must fulfill certain requirements to participate in Home Performance with ENERGY STAR and receive Efficiency Vermont incentives. These requirements include:

- **Registered Vermont Business:** Efficiency Vermont works with contractors who can conduct business successfully in Vermont. Contractors interested in participating in Home Performance with ENERGY STAR will need to provide the following information: a Federal Tax ID number, registration with the Secretary of State to conduct business in Vermont, and a minimum of three satisfactory customer references for work completed in homes located in Vermont.
- **Performance Standards:** Completed projects must meet Building Performance Institute (BPI) standards. All jobs performed under Home Performance with ENERGY STAR, whether performed by the participating contractor's own employees or by a subcontractor, must be supervised by BPI-certified personnel. It is the responsibility of the participating contractor to make sure that all reported work is performed to BPI and Efficiency Vermont performance standards.
- **Reporting:** Participating Home Performance with ENERGY STAR contractors must accurately and completely document and report pre- and post-work conditions, work scope, and job costs to Efficiency Vermont before incentives can be processed.
- **Production:** Contractors must report a minimum of twelve (12) completed jobs per year to Efficiency Vermont in order to maintain participation in Home Performance with ENERGY STAR. Reported jobs must include electrical measures in addition to whole-house thermal measures such as insulation and air sealing.
- **Quality Assurance:** Efficiency Vermont provides mentoring and conducts quality assurance to help contractors identify and mitigate performance issues and ensure high-quality customer service. Home Performance with ENERGY STAR contractors must make a reasonable effort to resolve issues identified by Efficiency Vermont. Failure to resolve these issues in a reasonable manner and timeframe may result in termination from Home Performance with ENERGY STAR.



For more information on requirements, please call the Home Performance with ENERGY STAR team at 1-888-921-5990 or email [homeperformance@veic.org](mailto:homeperformance@veic.org).



# Home Performance with ENERGY STAR® Contractor Benefits

Contractors that are Building Performance Institute (BPI) certified and meet Home Performance with ENERGY STAR requirements are eligible for incentives from Efficiency Vermont. These incentives include:

- **Reduced Cost BPI Training and Certification:** Efficiency Vermont offers discounts on technical training and certification to contractors who become BPI certified and meet Home Performance with ENERGY STAR participation requirements. Training is designed to meet BPI's Building Analyst, Heating, and Envelope Specialist certifications. Training topics include health and safety, basic building science, combustion principles, inspections and diagnostics, and installation and maintenance.
- **No-Cost Mentoring:** Efficiency Vermont experts provide training to help contractors prepare for BPI certification, and ongoing field mentoring to assist certified contractors in delivering high quality Home Performance with ENERGY STAR services.
- **Advanced Training:** Efficiency Vermont offers free advanced technical training for BPI continuing education credit to Home Performance with ENERGY STAR contractors. In addition to technical subjects, advanced training covers sales and marketing techniques and customer service best practices.
- **Project Bonus:** Efficiency Vermont pays participating contractors a cash bonus for each satisfactorily completed and reported Home Performance with ENERGY STAR project.
- **Discount Incentives and Financing:** Home Performance with ENERGY STAR contractors can offer their customers access to cash incentives and/or reduced rate financing for qualifying home energy improvements.
- **Diagnostic Equipment Incentives:** Rebates on equipment costs are available to help BPI-certified contractors purchase diagnostic testing equipment.
- **Marketing Support:** Advertising templates and materials, marketing leads, technical assistance, and financial incentives for cooperative advertising are available from Efficiency Vermont to help contractors market Home Performance with ENERGY STAR services.



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