



Building Performance Professionals
Association of Vermont

BPPA-VT

Vermont's Authorities on Energy Efficiency

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AGENDA and Meeting Notes

BPPA-VT Board Meeting

Wed., April 17th, 2013

Teleconference meetings at CVCAC, Barre and NWWVT, West Rutland

Attendees:

Rutland: Ludy Biddle, Melanie Paskevich, Jonathan Dancing, Ken Welch, Paul Zabriskie, Bob Hedden, Ken Welch, William Morrissey, Dave Begins, Robert Reuter, John Reuter, Tom Reuter, Bill Morrissey
Barre: Malcolm Gray, Walter Scott, Allan Bullis, Richard Fasey, Tom Perry, Chris Kramer, Chuck Reiss, Phil Cecchini

Approval of meeting minutes from March 27, 2003

Approved with no objections

Minutes will be posted on BPPA after they are approved

Review of current agenda, additions, modifications

No modifications noted

Next meeting: Third Wednesday of the month — May 15, 2013

Going forward – do we want to meet on Third Thursday?

Jonathan Board Issues

Activate committees

Working sponsor trainings

BPPA Mission Statement

Mission Statement proposed change

Existing Mission Statement:

The Building Performance Professionals Association of Vermont's mission is to promote and develop energy efficiency standards and advance the building performance industry in Vermont.

Proposed Mission Statement:

The Building Performance Professionals Association of Vermont's mission is to advance Vermont's building performance industry and promote meaningful building performance standards.

Why change? Original mission included create/develop standards

ACTION: Jonathan / Richard to circulate three versions of the mission statement for voting at the next meeting

Board liability

As a reminder to all, Jonathan Dancing read the following into the minutes (source Bob Hedden):
Topics of Discussion to be avoided at any Association Meetings and with Any Other Industry Members at conventions, meetings or even on the telephone.

- Prices
- What constitutes a "fair" profit level
- Possible increases or decreases in prices
- Standardization or stabilization of prices
- Pricing procedures
- Cash discounts
- Credit terms
- Control of sales
- Allocation of markets
- Refusal to deal with a corporation because of its pricing or distribution practices
- Whether or not the pricing practices of any industry member are unethical or constitute an unfair trade practice.

“State of the Industry”

- BPPA needs to work to include all contractors who provide BP services to homeowners around energy issues such as fuel dealers
- Considerable concern expressed about definition of audit, threat to market’s perceived value of services and the need to clarify the difference between a BPI certification compliant energy audit and anything else.
- Consider 3-4 levels of audit
 1. Walk through
 2. Minimum to get the numbers
 3. A full assessment

Noted that BPI certification carries responsibilities regarding product delivery and minimum level of service

- How do we sell value to a reticent consumer base so we get a fair compensation for our product?
- Resistance to weatherization renovations could be due to how long homeowners plan to be in their home:
 - Average Vermont homeowner moves every 5 years
 - A number of homeowners are beginning to ‘retire in place’

Financing

Presentation by VSECU: Alicia Gant and Christine Davidson of their VGreen loan program

- For more information see: <https://www.vsecu.com/loans/energy-saving-loans/energy-improvement-loan#/tab/overview>

- To participate in in-home approval, members need to contact Chuck or Alicia Gant and Christine Davidson
- Easy approval personal loan at 4 or 5 points below signature loans – currently 4.9%-5.9% dependent on term
- Qualified measures – virtually any energy improvement – all EnergyStar appliances, Solar, renovations etc
- Up to \$20,000 unsecured
- CUDL: Credit Union Direct Lending
 - o Contractors can be qualified to do approvals online while in the customer’s home by being vetted by VSECU in a program known as ‘CUDL’ -
 - o Approval while in home – over 90%
- Secured would need to go through more formal information

Presentation by NWWVT: “kitchen table” loan offering

- NW Financing 4.99 up to \$15,000 - most cash flow! Not available Statewide at this time – available statewide this summer
- Automatic approval with credit score up to 640
- Proposal for State Treasury investing in revolving loan fund for Statewide program
 - o Available throughout state for all contractors
 - o Will populate back and forth with CAKE system
 - o Will focus on the strata below VSECU (perhaps)

Healthy Homes Grants: NW (all NW programs state wide) has grants for health and safety issues ie vermiculite/ knob and tube available for people below 80% area median income

Market expansion

Allan Bullis: CEED pilot for commercial south of Vergennes

- VNA 48,000sq ft. – Energy Star building with rating of 90 – do conservation work to bring them to 95 rating
- By Consensus, BPPA approves the use of BPPA support in name for this project – The board encourages members to work with Allan on this project.

Other Meetings

- o Partnering with fuel dealers. Cosponsor VFDA BPPA mixer?
 - Designating certification to fuel dealers who have minimal training
 - Trade show – do we want a table?
- o Building Labeling Meeting April 25th Burlington
 - Should contractors be represented at a meeting to push forward building labeling/rating –
 - Meetings are initiated by EVT –
 - Next meeting April 25th 10-12 at EVT = Paul Zabriskie will be there to represent BPPA with Jonathan and Malcolm
- o High Meadows: Can we apply learning from Vermont’s farm viability and agricultural development programs to the challenge of business development among Vermont’s energy efficiency contractors?

- May meeting to discuss.
 - Program is to develop skills to support business outcomes based on Farm Viability program
 - Mentoring and 1:1 support provided through organizations such as VHCB network NOFA, Extension Service, Interval Foundation
 - Ludy has experience with the program – with good results – highly supports
 - A one year program- High Meadows looking for partners – EVT has expressed interest – NWWVT has expressed interest in support
- o Passive house Symposium - tradeshow
 - High Performance Buildings – Passive House Approach
 - Saturday in October 12th target Architects, Engineers, BPPA Contractors, Builders, etc...
 - Consensus was to have BPPA support this event by lending its name to it.