



BPPA
Board Meeting
January 8, 2014

In Person: Allan Bullis, Walter Scott , Malcolm Gray, Richard Fasey, Tom Perry, Phil Cecchini, Jonathan Dancing, Paul Zabriskie
On the Phone: Chuck Riess

1. Mission: Are we clear who we are and what we are trying to do? I don't think we need to spend much time on this, but we should just confirm that we are on track, know who we are and what we think we should be doing.

"To support and represent our members as we work to promote Vermont's building performance industry and ensure the energy efficiency, comfort and safety of our residential and commercial buildings."

Discussion:

- BPPA's role is to drive legislation that affects the industry, not wait for administrators and policy makers to suggest changes to the industry.
- How can we increase our presence? The legislative process starts in June, BPPA has not been part of this process.
- Grammatical correction to mission statement.

>>> Motion by Phil and Seconded by Malcolm – "To confirm our mission statement"

- Passed by majority.
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C. Expectations and Goals for the upcoming year

Goals need to be SMART: Specific, Measurable, Attainable, Realistic, Time based

1. GOAL: To enlarge and diversify membership
 - A. Enlarge by adding additional members
 - B. Diversify by different industry segments
 - Contractors
 - Architects
 - Suppliers
 - HVAC
 - Lenders
 - Insurance Companies
 - Realtors
 - C. Increase active participation by members

>>> ACTION ITEM: Obtain industry data to allow analysis of market size, geographic distribution, job size, audits, jobs etc. Jonathan will follow up.

>>> ACTION ITEM: See if EVT can list the BPPA logo on the contractor website. Jonathan will follow up

>>> ACTION ITEM: What is the impact of the \$500 incentive on the volume of work? With statistical comparison with prior years. What size job did they incentivize? Jonathan will follow up.

>>> ACTION ITEM: with this data in hand, have a work session with Nancy Gamble to dissect and analyze the data.

Get data by end of January – meeting by end of February to meet

2. GOAL: Promote the Industry

A. Growing industry in terms of

- Increase Market Demand
 - Work with Economic Development Offices that foster business growth in communities. Also State Office of Economic Development.
- Increase Job opportunities that pay a livable wage

B. Increase awareness to key stakeholders

- Homeowners
- Business Community
- Policy Makers
 - Legislators
 - Executive
 - Regulators
- Supply Chain

3. GOAL: Promote Quality and Professionalism

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4. GOAL: Working Toward Vermont's 2020 goals

A. Legislation

BPPA supports the doubling of the gross receipts tax from 0.5% to 1.0% to support the Weatherization Assistance programs.

BPPA will support the Weatherization Game Show at the BBbD conference with a free membership at the level of their organization.

>>> Moved by Richard and seconded by Malcolm

- 2. Membership:
 - a. What should be done now to recruit as many members as possible, build up our bank account, and be able to say we represent the BP industry in Vermont?
>>>> Jonathan and Malcolm are generating renewal letters to go out by Friday January 17th.

>>>> Membership drive: Booth at BBbD.
 - o Jonathan to set up booth
 - b. We need to give contractors a reason to join, which means tangible benefits for them. What are those?
- 3. Action:
 - a. In order to sell BPPA memberships, we need to show value of the organization, which means tangible successes. What can we do that will ensure visibility and progress, then use this to leverage membership?
 - b. Let's solidify a contract with EVT, get a regular newsletter out, testify to the Legislature on bills important to members, engage in discussions on a savings guarantee and Homeownership Center support, and support the Fuel Dealer partnerships. Or at least let's prioritize and work on a few of these.
 - Proposal has been submitted – response pending. Delayed due to Holidays and vacations.
 - ACTION: Jonathan will follow up.

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- 5. Legislation in the pipeline
 - A. Funding weatherization program
 - B. Net metering cap removal
 - C. Renewables siting process
 - D. Increasing funding for thermal energy efficiency along with EVT – perhaps by reducing electrical efficiency funding

On the to-do list: Plan an annual Contractor Meeting

Meetings: 3:30 on the 2nd Wednesday of each month at the CVCAC offices in Barre