

MAY 1 2 35 PM '14

Belmont Energy Committee Meeting Minutes –8/09/12

Attendees: Jan Kruse
Anthony Alcorn
Ian Todreas
Lauri Mancinelli
Ralph Jones
Pasi Miettinen

Jan Kruse opened the meeting at 8:10am and began the meeting with a report from the Residential Subcommittee.

- Jan described her meeting with the Cambridge Alliance(?) relating that their landlord workshops were well attended and there were some energy efficiency projects done for owner occupied apt buildings. There was little success for absentee landlords.
- Ralph related that the city of Boulder, Colorado has a landlords program that does work. By 2015 all apartments must meet energy efficiency standards to be rentable.

Energy Audits

- It was noted that while a large number of energy audits have been done under the BMLD program, there have been few energy efficiency projects done or any other kind of follow up.
- Lauri noted that the energy audit contract with Energy New England is up on this Sept 1 and that a different contractor could be signed up. A possible new company at EnergySave .com (contact Terry Barnes (??)) has a web interface and may provide follow on advantages we are looking for.
- Ian asked what is the penetration of energy audits. It was related that a Boston Globe article reported that over 1,000 energy audits were done in Brookline by Next Step Living (NSL)
- Ian also related that BEC needs to meet with Ralph's Social Networking Group on guidance on how to promote energy audits to the public at large.

Pasi Miettinen – Sagewell Energy Analysis

- Pasi, formerly a utility energy forecaster, described Sagewell as a 4 year old company which has a focus on thermal imaging to accomplish building energy use analysis. They have done thermal imaging in 20 towns, a process that involves driving by every

residential building in the town while taking infra-red pictures. They generally have shots of three sides and from this can identify candidate buildings for energy efficiency projects.

- Pasi related, as a rule, that in using IR they will find the top 1000 candidates in a town, of which 20 % will have an energy audit done and 80% will not.
- if those candidate house owners sign up for the program, Sagewell notifies a partner, like NSL, who schedules an energy audit with the homeowner. Follow up is good except for the elderly and landlords, which are also the leaky buildings. On average, if you have lived in your house for over 30 years you need an energy efficiency project.
- Pasi noted that canvassing has a very poor ROI compared to this method of getting energy audit market penetration. Targeting matters in trying to get the best return for the \$.
- Belmont had been IR scanned back in March.

Pasi spoke to several other issues BEC members had:

- NSL is vertically integrated Home Performance Contractor (HPC) and so is different from Conservation Services Group (CSG). The other kind of business entity in this area is called an Independent Insulation Contractors (IIC). He noted that CSG monitors the HPCs for Mass Save
- Some BEC members had questionable experiences with NSL while meeting with them as members of Sustainable Belmont several years back. Pasi related that NSL at the time was embryonic; probably not more than 10 people and not well organized. They now have over 400 employees and are well organized.
- Pasi related that most energy efficiency projects occur Aug, Sept and Nov and in April, May and June. So timing is important if we want to catch this coming fall season and he urged us to get program notices out in news media. He volunteered to give BEC sample a sample notices used elsewhere.
- Tony noted that nob and tube wiring was an obstacle for some of his neighbors as cellulose could not be blown into such houses. Pasi agreed that nob and tube wiring is a problem and he thought there was a subsidy to pay for addressing this problem.

The meeting was adjourned at 9:08am but three attendees stayed an extra 20 minutes to talk with Pasi.

Submitted by Tony Alcorn, Recording Secretary