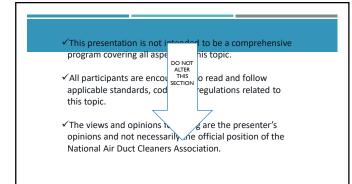


Moderator: Matt Jackson, ASCS, CVI

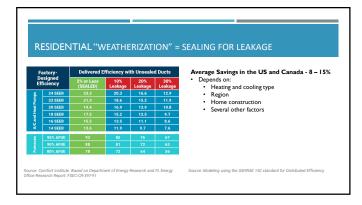




"WEATHERIZATION" = SEALING FOR LEAKAGE

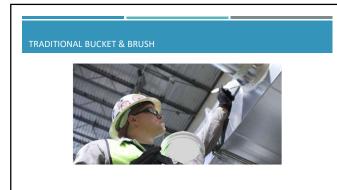
- \circ What term could be better used to describe the service (sealing)
- $_{\odot}$ Why is this performed?
- $_{\odot}$ When is this performed?
- $_{\odot}$ Which types of properties/facilities?





"WEATHERIZATION" = SEALING FOR LEAKAGE

- What are the overall steps to the process? What must be done first?
- What are the different ways to weatherize/seal?
 - How do you know what's right for the job? What factors and variables come into play?
- How do you check your work to make sure the ducts were sealed properly?







	7
ED – INTERIOR BEFORE/AFTER	
Ann	





DOS AND DON'TS OF WEATHERIZING/SEALING

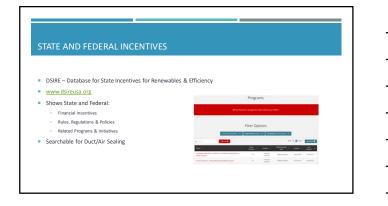
- What are some important things to keep in mind when it comes to putting this service into practice?
- What are the implications of weatherizing gone wrong?
 - Material coming in contact with your tools
 - $_{\odot}$ Over spraying, like with spray coatings
 - Cautionary tales

COMMERCI	AL INCENTIV	'ES - INFLATION RED	UCTIOI	NACT	
Program	Agency	Bureau	Amount	Summarv	Funding Type
Assistance for Latest and Zero Building Energy Code Adoption	Department of Energy	Office of State and Community Energy Programs	\$1,000,000,000	Adopt updated building codes	Grants
Advanced Industrial Facilities Deployment Program	Department of Energy	Office of Manufacturing and Energy Supply Chains, Office of Clean Energy Demonstrations	\$5,812,000,000	Industrial / mfg facilities engaged in energy- intensive industrial processes	Grants, Rebates, and/ Cooperative Agreements
Assistance for Federal Buildings	General Services Administration	Real Property Activities	\$250,000,000	Convert GSA facilities to high- performance green buildings	Direct Federal Spendi
urce: https://www.whitehouse.gov/cleanen	ergy/inflation-reduction-act-guidebook/	Total	\$7,062,000,000		



RESIDENTIAL INCENTIVES – IRA,	
Inflation Reduction Act - 25C • Tax Incentive to Homeowner for qualifying home improvements – Insulation and / or Air Sealing • 30% of price paid, up to \$1,200 per year through year 2035 • Example: • \$1,600 price = \$480 tax incentive • Position as a coupon that you don't have to fund	State and Utility Rebates • 13 States - Range from \$250 - \$1250 • CT • DE • GA • IL • MD • MA • MN • MN • NH • OK • TX • WA



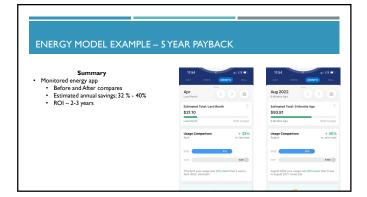


HOW TO START OFFERING THE SERVICE

- What are the first steps a business should take if they're looking to add this to their portfolio of services?
- Who influences specifications, rebates / incentives?
- Discuss rebate/incentive programs

 State and federal incentives
- 'Shoulder season' (Frank)
- What business considerations should be made when determining if this is a service you can/should offer?
- How can this be sold to the customer?

ENERGY MODEL EXAMPLE – 5 YEAR PAYBACK Project: University of New Mexico Building Details Datating Propend Ofference 180.01 285.05 6.05 0.01 6.04 6.09 unding Details (Augur) Day Indon' Tony (South Bight Joiden Tony Carphales Tony (Could Hight Indon' Tony Carphine Hours per Carp Bight Indon' Tony Dealing Systems Fuel (Mission Hearing Systems Fuel (Mission Hearing Systems Fuel (Mission) Hearing Systems Fuel (Mission) Hearing Systems Fuel (Mission) Facility (Mission) Summary Using actual energy use and the ASHRAE I52 standard for distributed efficiency Estimated annual savings: \$25,776.27 ROI – 5.2 years 101.200 241.777 1.400 the backs to an power Take backge from Antise (power) Take backge from Exclusion (power) Take backge from Exclusion (power) 1 0 0 0 Centing Energy Use [Plenn] APD Centing Energy Use (WH) Exhaust. Centing Energy Use (WH) 1 0 0 INTER (TAY Takin) (TAY Takin) (TAY Takin) Meather Coytime Night for Total Are Associate Heating Energy Use [Therm] ARE: Reading Energy (Net Care) 42,700 41,550 4,588 1 0 0 mould Cost Savings Electricity (80%) Peach Demand (80% Not Gan (Throng 199 Quantily Unit/Estin 1111.010 SC-07 58.303 000 \$111.17 \$20.70 4.130 \$11.61 \$56.75 Total Annual Savings \$56.76 a Kanlings Atling Savings Atling Savings 10.30 20.20 30.00 Decision incention per With Incentive Kalue (Decisio) - Fa Incentive Kalue (Decisio) - Ho Incentive Kalue (Decisio) - Co Solid Incentive Kalue (Decisio) Hotticity(MMI) Nat Gas [Therm] Heating Mill Mill Hagett Sol Sale Table Sol Mill Nate M Gas instative per there:







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Thank You for Participating!