

First	Last	Questions Asked by Attendee	Answer
Alex	Burnham	Q: I don't think the Hairdresser analogy is quite appropriate. I get the reason as it demonstrates the effort and commitment it takes to become a hairdresser is equal to or greater than BPI certified and accredited, but it may not go over well with some in the contracting industry. My suggestion is find some other analogy. I've heard this sentiment from several contractors.	A: Thanks for your thoughts. Many people enjoy the hair dresser analogy. It is effective to demonstrate the comparative value and commitment of pursuing training and certification with a touch of humor. If you have additional analogies, please share!
Aaron	Lopez	Q: BPI training available at San Diego State with Grant opportunities and Workforce program.	A: BPI training offered at San Diego State University College of Extended Studies is listed at http://www.ces.sdsu.edu/Pages/Engine.aspx?id=831 . Other courses offered by BPI Affiliates including Greener Dawn http://www.bpi.org/schedules.aspx
Andy	Mayshar	Q: California obviously has a very good coordinated program. However in States like Conn where I am we don't have anywhere near as well coordinated state programs . Any suggestions on how to try and get that rectified. New York has 100's of accredited contractors. Conn has 5 ??? Conn isn't even an Energy Star for homes State. While I'm bringing up Conn since it's my State, what I am saying pertains to many other states I believe	A: Whether Connecticut or any other state I would start with the utilities regulation body, Public Service Commission. The Commissioners are usually the deciding entity for energy efficiency program design. A coordinated and strong "Call to Action" goes a long way.
Daniel	Arndt	Q: We have multiple Building Analysts and HERS Raters on staff, but we are not home improvement contractors. We follow the consultant model. Can we provide the QA for contractors?	A: Currently, BPI has a Request for Qualifications for QA providers. Please refer to the BPI website under press releases for more information. (http://www.bpi.org/news.aspx)
Arthur	Beeken	Q: Can we see an outline of the quadruple dip? Thank you for a well crafted and well run webinar. It was very worthwhile	A: 1) utility rebate program; 2) ARRA retrofit rebates (local programs), 3) Home Star federal rebates; 4) PACE funding and 5) federal Tax Credits. Much of it is tied to using a properly qualified contractor, so be certain of your program requirements. Many programs rely on BPI standards, certification and accreditation.
Barbara	Collins	Q: If you already have building performance training can you take the test for building analysts or other certifications without taking the training again?	A: Yes. Training is not a requirement. It is recommended but you can challenge the certification.
Brad R	Smith	Q: How does a certified BPI Bldg Analyst participate if not with a BPI accredited building performance contractor?	A: We need people to help us with QA as an independent inspector in local markets. BPI has a Request for Qualifications for QA providers. Please refer to the BPI website under press releases for more information. (http://www.bpi.org/news.aspx)

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Brad R	Smith	Q: How does a certified BPI Bldg Analyst participate if not with a BPI accredited building performance contractor?	<p>A: One of the goals of Home Star is to create a certified workforce. A BPI Certified Building Analyst would be able to work in the Silver Star program without necessarily associating with an accredited company.</p> <p>The legislation defines a “certified workforce” as a residential energy efficiency construction workforce in which all persons performing installation work in the areas of building envelope retrofits, duct sealing, or any other additional skill category determined by the Secretary in consultation with stakeholders and the Secretary of Labor are certified through an existing certification that cover the appropriate job skills under an applicable (A) third party skills standard established by (i) BPI; (ii) North American Technician Excellence (NATE); (iii) the Laborers’ International Union of North America (LiUNA); or (iv) in the State in which the work is to be performed, pursuant to a program operated by the Home Builders Institute in connection with Ferris State University; or (B) other standards approved by the Secretary, in consultation with the Secretary of Labor and the Administrator.</p> <p>Contractor Qualifications for Gold Star Home Energy Retrofit Program: A contractor may perform retrofit work under the Gold Star Home Energy Retrofit Program in a State for which rebates are provided under this title only if the contractor (1) meets the requirements for qualified contractors under subsection [107(a)]; and (2) is accredited (A) by the BPI; or (B) under other standards approved by the Secretary, in consultation with the Administrator.</p>
Benjamin	Peters	Q: Regarding the Loading Order: if a renewable energy system is More cost effective (on a levelized cost of energy basis) Could/Should that take priority according to the loading order	A: If a homeowner has already retrofitted their home to the point where renewables are the next cheapest option, they will still need a 10% reduction via efficiency before PACE funding can be used for Solar.
Brenda	Hungerford	Q: Will the BPI Certified Building Analyst be required to be on each and every job during retrofit or can that person be a managing or supervising employee who will oversee all jobs for different crews?	<p>A: For Gold Star a company needs a BPI Building Analyst professional and on other specialty on staff at each business location to become accredited. They are not required to be present on each job site at all times.</p> <p>You must have one Building analyst and one specialist certification in each location. They are not required to be on every job at all times, but the building analyst must test-in (do the audit or diagnostic to determine the work order) and test-out at the end of the job. The specialist may inspect and sign off that work was done appropriately at each job.</p>

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Bruce	Cheney	Q: What are the requirements for the contractors and companies doing this work to be based in the US? I am a rater and have been approached by a company in Canada to work in California as a rater.	A: The Company would need to be licensed in California as a contractor for the work they are performing and would need a business license in each of the cities and counties they are working in.
Bonita	Steele	Q: As recently as today, there are no BPI contractors w/in the 93301 regional area and the most recent California Green Innovation Challenge omitted funding to the Central Valley. How will support be provided to Central Valley to get enough BPI certified contractors?	A: There is training assistance available: <ul style="list-style-type: none"> • Efficiency First does reimbursement of a portion of training expense for BPI or HERS II training for their members (www.encyfirst.org). • The California Building Performance Contractors Association has training funds (http://www.cbpc.org/contractors/tuitionrefund.html). • CleanEdison has training funds (www.cleanedison.org) • Many local Workforce Development Boards may have funding available either through a State Energy Program grant or other funds. • The Employment Training Panel has funds and can help customize a training specifically suited to your needs (any kind of training) or help you tie in to an organized training (http://www.etp.ca.gov/) • The local SBDC can help provide assistance (but not funding) to help you work through the paperwork for the programs, develop a business plan, or address business development needs, at no charge to you: http://www.iesmallbusiness.com/about.html • Several community colleges have been working with BPI and/or HERS Providers to provide low cost training.
Damian	Comito	Q: Does your company have to have a BPI professional on payroll to qualify or can a BPI professional verify for multiple companies as an Independent Contractor?	A: A company needs a BPI Building Analyst professional and on other specialty on staff at each business location to become accredited. They are not required to be present on each job site at all times. You must have one Building analyst and one specialist certification in each location. They are not required to be on every job at all times, but the building analyst must test-in (do the audit or diagnostic to determine the work order) and test-out at the end of the job. The specialist may inspect and sign off that work was done appropriately at each job.
Dan	Thomsen	Q: Also, what is the cap for the same program? Is it still \$3500?	A: Yes, \$3500 for the utility program. Add that to the ARRA rebates, Home Star rebates, PACE funding and federal Tax Credits and you have an amazing amount of funds coming down the pike. Much of it tied to BPI standards, certification and accreditation.
Dan	Thomsen	Q: What is the official name of the Whole House Retrofit Program here in California?	A: Energy Upgrade California
Jade	Rex	Q: To be a BPI certified organization, how many members of the staff have to have BPI Analyst accreditation?	A: One building analyst is required for each accredited location.

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Judy	Roberson	Q: What specific, easy to follow guidelines does BPI require for mechanical ventilation of existing homes in CA?	A: BPI refers to ASHRAE 62.2-2007 for mechanical ventilation standards.
Jeffery	Tamayo	Q: Are all of these programs and initiatives surrounding residential construction, or do they also apply to commercial construction?	A: BPI is focused on the residential market. There are numerous commercial energy efficiency programs across the country. Check with your local State Energy Office and local utilities to get involved.
Debbie	Smith	Q: Panama or Larry, I have been told to stop training in BPI by more than one person, because there are too many. I am concerned about over-saturation within a region. I have 40-50 folks BPI certified in Building Analyst & Envelope who need to go to work and I don't want to set them up for jobs that do not currently exist. The primary issue I have noticed is that most contractors are unaware of the new opportunities they could capitalize on if they were certified or had certified employees within their companies. My fear is that the Home Star dollars will go to east coast contractors in areas where the climate is harsher, and where contractors are more familiar with BPI, CAZ related requirements.	A: You can never have too many people trained and certified to install high quality efficiency measures, improving peoples living environments. We (CEC) are pouring hundreds of millions into retrofit programs that will require BPI certification and we are going to continue moving that direction. No one knows where the HS money will be going; the States that are best prepared for the funds will be the ones that get the funds. We're going to work as hard as we can to help get contractors eligible and ready so we can get our fair share and more. BPI knowledge, certification and accreditation are a critical piece of that preparation. BPI certification is a good idea regardless of the money, with the money coming, it's critical.
Debbie	Smith	Q: Chaffey College will be training 60 people through the CEC grant as BPI Building Analysts if you live in San Bernardino county at no cost to the participant.	A: Excellent.
Debbie	Smith	Q: We would like to assist contractors and drive jobs within our region.	A: Your passion is appreciated. Many of the California programs are targeted to Clean Energy Workforce Training Program. Many states have similar programs through Workforce Development Offices or local Community Colleges.
Debbie	Smith	Q: What if a college wants to be accredited through BPI but will not be making money from any projects. We would be interested in educating contractors in a region where construction has been hit very hard utilizing BPI literature and marketing tools/support.	A: Debbie, you have a lot of questions specific to your situation. This is Tiger, please contact me off line so I can personally address your questions. tadolf@bpi.org or 518.951.0666 and we can address your specific needs.
Debra	Little	Q: Who is getting the word out to homeowners-marketing?	A: Local and state programs promote to their target audiences. CEC and the CPUC utilities are working together on a unified marketing campaign and centralized website that will be called Energy Upgrade California to help homeowner work through the various layers of rebates, incentives, and requirements and connect them to a qualified contractor workforce.
Dirk	Faegre	Q: We have multiple people participating. How can we get BPI CEUs for them? Thanks.	A: Send a list of their names, candidate numbers, and email addresses to certification@bpi.org .

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DON	GROSS	Q: Does this certification/accreditation enhance or replace the Green Point Rater Program? Do services overlap?	A: BPI certification and accreditation will enhance the skills of a certified Green Point Home Rater. BPI does not providing ratings; it is targeted toward quality installations of the improvements. Like HERS or HERS II ratings, a Green Point Rater would provide services complimentary to a BPI Accredited Contractor, and many homeowners seeking improvements are likely to desire a rating when work is complete.
DON	GROSS	Q: Can the BAP and Specialty certification be the same person to achieve "Accredited" status?	A: Yes, very often it is the same person.
DON	GROSS	Q: Can an organization in a Municipality be Accredited?	A: By organization I assume you mean contractor. Yes.
Alice	La Pierre	Q: Is there a HERS II software available yet for CA?	A: Not yet. CEC is taking applications for interim software.
Alice	La Pierre	Q: RE: HERS II software: Isn't the updated EnergyPro available now?	A: EnergyPro 5.1 may be approved for the interim software, but no applications have been received.
Elisabeth	Russell	Q: Regarding BPI Training, I just looked on the website and did not see that any of the California Community Colleges are currently providing training, will this be happening soon?	A: Here is the link to the Community college and WIB training across CA: http://www.edd.ca.gov/Jobs_and_Training/pubs/wiasfp09-2Awards.pdf
Elisabeth	Russell	Q: In our region; Santa Cruz, Monterey and San Benito counties, we do not currently have any training resource for BPI training. If there could be any way to increase the delivery channels of this training, this would be optimal.	A: Twenty-seven BPI Affiliates are currently providing training throughout California. It may be necessary to travel a short distance, although many affiliates will schedule training in a particular area if they receive a sufficient number of inquiries. You may find a list of affiliates and currently scheduled training at http://www.bpi.org . If you are a program that would like to sponsor training in your area, contact Tiger for assistance in developing a plan.
William	Soest	Q: California HERS Field Verification Testing exists because of current regulations. Even if the Accredited Contractor performs work, the home must still have the applicable HERS Field Tests performed. Will BPI Accredited companies be able to NOT perform applicable HERS tests?	A: Under the interim approach until HERS II is ready (http://www.energy.ca.gov/recovery/meetings/2010-06-29/2010-06-29_Interim_Performance_Approach.pdf) a HERS I Rater must still verify that the measures were installed correctly. This could be done by the accredited contractor if they are a HERS I certified or a separate rater. Either model can work.
Laura	Flynn	Q: Will there be any exceptions to BPI for organizations that are already doing home performance such as contractors under the Weatherization Assistance Program?	A: There are no exceptions based on the type of work performed. However, training is not mandatory, and experienced individuals may challenge the exams (take the exam without additional training).
Gary	Youngberg	Q: Will each HVAC Lead Installation Techs need to be certified, or can my Install Dept manager be certified to cover the company?	A: A company needs a BPI Building Analyst professional and one other specialty certification on staff at each business location they wish to have accredited. They are not required to be present on each job site at all times. They are not required to be on every job at all times, but the building analyst must test-in (do the audit or diagnostic to determine the work order) and test-out at the end of the job. The specialist may inspect and sign off that work was done appropriately at each job.

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Greg	Bateman	Q: Will homeowners be able to "double-dip" Home Star incentives AND state incentives (like the \$1000 prescriptive incentive in California)?	A: Yes, we are purposefully designing the programs for "quadruple-dip"!
Gerald	Stater	Q: Does this tie in with HERS II?	A: It does. HERS II will be how we eventually show the 10% reduction in energy consumption to eligible for solar installation. Until HERS II is ready we will be using an interim approach requiring a BPI Building Performance Analyst to test in and test out using BESTEST or CEC approved software. See here for more info: http://www.energy.ca.gov/recovery/meetings/2010-06-29/2010-06-29_Interim_Performance_Approach.pdf
Gerald	Stater	Q: To join BPI in California do we join both BPI and the local affiliate	A: BPI is not a membership organization, although some organizations that are affiliates also operate membership organizations, you are not required to join anything to become a BPI certified individual or accredited contractor.
Helen	Lam	Q: How many certifications for manufactured housing are there in California?	A: None. The market is wide open. People in manufactured and mobile homes have money too. You can get a lot of bang for the buck improving mobile homes. You may need home performance contractor financing, such as that offered by EGIA (contact Kim Remmert (GEOSmart Customer Service Representative) at 916-480-7337 or kremmert@egia.org for more information).
Paul	Blagbrough	Q: My company is in Los Angeles and there isn't anybody providing BPI certification. We managed to get one person certified in Ventura, but that company is no longer doing training. What is happening to fix this problem?	A: 192 affiliates across the country and 27 in California provide opportunities to obtain training and certification exams. As of July 1, 2010, eight classes are scheduled in Los Angeles and nine in San Diego. Visit http://www.bpi.org/schedules_training.aspx to search for more.
Ken	Owens, Jr.	Q: Q: I am BPI certified however I am not familiar with what HERS is. Can you clarify?	A: HERS is a Home Energy Rating System. In California the HERS program is administered by the California Energy Commission, and all raters must be trained through one of the three approved providers. They primarily do compliance ratings on heating/cooling system installations and retrofits based on requirements in each climate zone. HERS II raters will be similar to a BPI building analyst. On a national level, HERS raters are certified through the Residential Energy Services Network (RESNet), and provide ratings on new construction to verify compliance with ENERGY STAR new homes standards, as well as verifying improved performance for rebuilds in some local areas.

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Joshua	Lloyd	Q: How does a BPI certified Building Analyst get a hold of a HERS software. Most of them are reserved for HERS raters.	<p>A: HERS software is only available to certified HERS raters through their HERS Providers.</p> <p>BPI certified building analysts may use a variety of methods to determine to determine Energy Conservation Measures. Acceptable methods include 1) Computer analysis using software approved by the U.S. Department of Energy (BESTEST or BESTEST EX), 2) Computer analysis, using software that is accredited by BPI, for conducting an analysis of energy savings and developing an appropriate work scope, or 3) use of a priority list developed using computer analysis of regional housing stock and current energy prices. The priority list shall specify both seasonal and base load ECMs and identify the type of housing covered by the priority list.</p> <p>Program requirements (including conditions for incentives), laws or regulations, and applicable building codes or ordinances may take precedence over these standards in setting requirements for energy audits, work scopes, and ECMs. Consumers and third-party funding sources often require an accounting of ECM costs and savings, energy savings, demand savings, and/or emissions reductions. Additionally, regional climate, housing types, and market conditions vary. An extensive list of whole-building retrofit analysis software is available at http://apps1.eere.energy.gov/buildings/tools_directory/subjects.cfm/pagename=subjects/pagename menu=whole building analysis/pagename submenu=retrofit analysis</p>
Kerianne	Hewitt	Q: How can local government Incentivize/promote/educate local contractors about BPI certification in order to participate in PACE or IOU programs?	A: The Contractors State License Board licenses all contractors and can be contacted for mailing lists of contractors by category in specific locations to promote and educate them on these programs.
Kim	Coolbaugh	Q: How would a beginner get started with the goal of becoming certified through BPI?	A: While no formal experience is necessary to participate in most examinations, we strongly recommend that you seek training from a BPI Affiliate and have some experience in the building performance industry before attempting any BPI certification designations. Of course, to achieve certification, you must pass both written and field examinations as set by BPI or one of our Affiliates.

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Ken	Tohinaka	Q: Training incentives are also offered by some local HPwES programs	A: True. Many states and cities also have programs for green workforce training. Check with your local Workforce Development program. Another good resource for workforce and industry information is the Home Performance Resource Center, which has some key workforce reports for the Home Performance industry (http://www.hprcenter.org/). In California, the Employment Training Panel also provides employers with customized training assistance.
John	Lane	Q: And the cost is \$1500?	A: Initial accreditation application fee is \$1,500.
John	Lane	Q: Is Energy Pro software approved for BPI use?	A: Energy Pro is not BESTEST approved, although EnergySoft indicates they have begun the process. BPI requires the use of U.S. Department of Energy BESTEST approved modeling software. Examples include the Weatherization Assistant, free from the U.S. Department of Energy (www.waptac.org), TREAT (www.treatsoftware.com), and RemRate (http://www.archenergy.com). An extensive list of whole-building retrofit analysis software approved by the U.S. Department of Energy is available at http://apps1.eere.energy.gov/buildings/tools_directory/subjects.cfm/page_name=subjects/pagename_menu=whole_building_analysis/pagename_submenu=retrofit_analysis .
John	Lane	Q: \$1500 is just a bit much for a small contractor to invest for "Accreditation" - it seems awfully expensive.....	A: As John said, What is the cost of a callback? Getting access to QA can provide your customers with peace of mind. When you analyze the cost of callbacks, employee turnover, and employee pride and motivation, the value more than outweighs the cost to participate, even without rebate and incentive programs.
John	Lane	Q: So, from the BPI application, you MUST be a BPI certified technician to even apply?	A: You must have one Building analyst and one specialist certification in each location. They are not required to be on every job at all times, but the building analyst must test-in (do the audit or diagnostic to determine the work order) and test-out at the end of the job. The specialist may inspect and sign off that work was done appropriately at each job.

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Martha	Ledesma	Q: In the event that this does not pass. Is that 1500 lost?	<p>A: No contractor company should ever build a business plan around a specific piece of legislation or rebate. It must be part of your system going forward. BPI's nationally recognized standards and quality assurance protocols help separate the best-of-the-best from the also-rans. Not every company can make the grade, but those that do prosper because they can prove they have the knowledge and expertise to help customers improve the performance, decrease the carbon footprint and lower the expenses of their homes.</p> <p>By increasing the scope of work, accredited contracting companies see an improved bottom line, earn a reputation for quality work and also add value to the community.</p>
Stan	Lewis	Q: Hearing concerns about Home Star not being passed - would someone comment on this.	<p>A: Home Star is not yet law. A: No contractor company should ever build a business plan around a specific piece of legislation or rebate. It must be part of your system going forward. BPI's nationally recognized standards and quality assurance protocols help separate the best-of-the-best from the also-rans. Not every company can make the grade, but those that do prosper because they can prove they have the knowledge and expertise to help customers improve the performance, decrease the carbon footprint and lower the expenses of their homes.</p> <p>By increasing the scope of work, accredited contracting companies see an improved bottom line, earn a reputation for quality work and also add value to the community.</p>
Mario	Pabon	Q: If you get BPI certified does your company need to have a HERS Rater expert to do the inspection	A: Not for BPI accreditation. However this may be a local program or state requirement.
Mario	Pabon	Q: So it sounds like even if it's my employee and he is BPI certified, he needs to have a certification in HERS if I want to keep it all in house...	<p>A: If you are working in California, many retrofit and rebate/incentive programs require modeling and verification by a HERS rater. For retrofit programs, you may use a HERS II rater on your own staff, but check the rules as programs are rolled out, to verify what is required in your area. The interim strategy while HERS II is being rolled out will be to use a BPI Building Analyst, then have work verified by a core HERS rater, until certified HERS II raters are available in the local program area. You need to have a relationship with a HERS rater than can support your work.</p> <p>http://www.energy.ca.gov/recovery/meetings/2010-06-29/2010-06-29_Interim_Performance_Approach.pdf</p>
Patrick	Warnshuis	Q: Will you offer information on BPI certification courses?	A: You can find information on upcoming trainings by visiting www.bpi.org and click on "Training and Education". You may also want to check affiliate websites for local program sponsored courses not listed on the BPI website.

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Mark	Caso	Q: What is the time line for BPI accreditation? Does it take as long as the BPI certification i.e. 6/8 weeks?	A: The certification delays in processing have been dramatically reduced as we have installed new technology for processing.
Mark	Caso	Q: What is the time line for BPI accreditation? Does it take as long as the BPI certification i.e. 6/8 weeks?	A: Once the certifications are in place, it can take about an hour to get accredited using the online application (assuming that the other documentation is in place). See the accreditation checklist that Tiger showed. https://bpiforms.rsmhosting.com/Forms/accreditationapplicationchecklist2010.pdf
Megan	Collum	Q: How can a Home Performance Contractor determine how many BPI Certified persons they NEED in order to achieve BPI Accreditation? Do they need one for every audit and "test out" service?	A: To achieve accreditation one Building Analyst and one specialty certification for the type of contracting you perform (i.e., HVAC - Heating and/or A/C & Heat Pump; Shell/Insulation - Envelope Professional) in each business location. Test out is to be conducted by a certified staff. You definitely want to have properly certified staff overseeing/supervising the work.
Megan	Collum	Q: In what other occasions are BPI Certified professionals required to perform services?	A: BPI Accreditation is cited for the Home Star Gold Star performance path. Other state and utility programs (Energy Trust of Oregon, Austin Energy, NYSERDA, and NJ Bureau of Public Utilities; Energy Upgrade California (California's jointly branded utility rebate programs and American Recovery and Investment Act retrofit programs), and many Weatherization Assistance Programs across the nation use BPI Standards and credentialing as the basis of their programs. BPI professional credentialing and accreditation provides programs and contractors with risk-management and quality assurance to ensure that jobs are done right, the first time.
Michael	Lay	Q: how much does it cost to become BPI accredited again?	A: The application fee is \$500, and is an annual fee. The first year quality assurance fee is \$1,000 and is adjusted annually on a sliding scale based on business volume of the contractor company.
Stanford	Rollins	Q: If a person is just getting the various certifications now, will he/she be at a disadvantage from a standpoint of getting work assigned from local government jurisdictions?	A: NO, it's never too late. Local governments, utilities and the State will be keeping updated lists of eligible contractors that will be refreshed as more people become eligible. But no reason to wait!
Stanford	Rollins	Q: How can we help the "Senators" move things along without watering the legislation down?	A: Talk to efficiency first (www.encyfirst.org)
Stanford	Rollins	Q: and what is the difference, from a BPI perspective, between CHEERS, CALCERTS, and CBPCA?	A: All of these entities are official HERS providers for the State of California. They have been approved by CEC to provide training and verification documents for certified HERS raters. CBPCA is also a BPI affiliate.

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Stanford	Rollins	Q: Who are the approved BPI trainers in California, CHEERS, CALCERTS, and CBPCA?	A: The BPI Affiliate network provides training throughout the nation. There are 192 providers across the country and 27 active in California. CBPCA is a BPI affiliate, CalCERTS has applied for affiliation. You may search for training affiliates by visiting http://www.bpi.org/tools_locator.aspx?associateTypeID=AFF
Paul	Bigham	Q: What happens if home star does not pass?	A: You must develop a business plan, and be certain that professional credentialing and accreditation is appropriate for you. You should not change your business model merely because of a single rebate or incentive program. Some of the benefits of accreditation are reduced callbacks, increased work scope, improved employee morale, and reduced turnover.
Phillip	Hopkins	Q: I do not see and have not heard anything about lighting efficiencies for residences. The retrofit of incandescent and even fluorescent fixtures to an LED type fixture can save a lot of energy usage in a household and even lower the heat output. Is there anything in being BPI accredited that focuses on this area?	A: There is not a lighting certification, but the building analyst will address multiple base load issues, as well as evaluating how changing base load impacts heating/cooling load.
steve	hunt	Q: How do we get "Appraisers" to add value to homes that more energy efficient?	A: That is a difficult question that needs to be addressed with the appraisers.
Robert	Bolus	Q: How are the new BPI air sealing certifications going to play into this if at all?	A: The new air sealing certifications will improve the ability of the crew in the attic or crawlspace doing the installations to understand why a quality installation is needed as well as verifying they know how to do it correctly. The installer and crew chief certifications do not qualify as a second specialty certification for accreditation purposes.
Rob	Srinivas	Q: Panama what is being done to free up confusion at various county WIB offices> Contractors are not being allowed to access training funds, over 1 year later after ARRA.	A: WIB training is for unemployed people, Efficiency First and CBPCA offers subsidized training.
Ron	Schwolsky	Q: Both CBPCA and Clean Edison have just canceled a few of their classes in the Los Angeles Area. What is the strategy to get the information out about workforce training?	A: Training is occasionally cancelled if a class is not sufficiently subscribed. The affiliates operate independent business models, and advertise to promote their classes. If more classes are needed in a particular area, most affiliates would be more than happy to work with local program sponsors to promote training, or do private training for a single employer.
Ron	Schwolsky	Q: Why should we get BPI accreditation as a Co. if the Home Star language might still change?	A: It is a great business investment and has value irrespective of federal incentives, especially from a QA and risk management perspective.

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Ron	Schwolsky	Q: I am concerned about 5 day training programs where the goal is for the student to pass the BPI test and get certified. I know that field training is crucial and these folks are not prepared to do the work. I cannot hire these people. These Nat'l training companies do not even understand the CA climates.	A: No one is required to participate in any program or hire any particular candidates. As with all businesses, the employer must sometimes provide company- or location-specific training to address particular issues. All accredited contractors are required to have the appropriate local or state licenses and associated knowledge and experience to successfully deliver services in compliance with local and state rules and regulations.
	Bolus	Q: Larry, what protocol is going to be used to perform the energy modeling in Gold Star?	A: SEC. 107. GOLD STAR HOME ENERGY RETROFIT PROGRAM: (c) Energy Savings- (1) IN GENERAL- Reductions in whole home energy consumption under this section shall be determined by a comparison of the simulated energy consumption of the home before and after the retrofit of the home. (2) DOCUMENTATION- The percent improvement in energy consumption under this section shall be documented through-- (A)(i) the use of a whole home simulation software program that has been approved as a commercial alternative under the Weatherization Assistance Program for Low-Income Persons established under part A of title IV of the Energy Conservation and Production Act (42 U.S.C. 6861 et seq.); or (ii) a equivalent performance test established by the Secretary, in consultation with the Administrator; or (B)(i) the use of a whole home simulation software program that has been approved under RESNET Publication No. 06-001 (or a successor publication approved by the Secretary); (ii) an equivalent performance test established by the Secretary; or (iii) a State-certified equivalent rating network, as specified by IRS Notice 2008-35; or (iv) a HERS rating system required by State law.
Susie	Evans	Q: It appears that HVAC will play a critical role in Performance contracting. Please confirm that a B (General Contractor) license is required in order to be accredited by BPI for Performance contracting? Why?	A: All local and state licensing requirements must be met.
Susie	Evans	Q: If a C-20 (HVAC) contractor does not hold a B (General Contractor) license in the State of CA, what benefit do they have to BPI certification? They don't qualify for accreditation?	A: A C-20 contractor with appropriate certified staff who meets the remaining requirements could become an accredited contractor. The requirement to have a Class B license is a California requirement that would impact the type of work the contractor is permitted to perform.
Susie	Evans	Q: Will NATE be recognized by BPI for individual technician certification?	A: NATE service certifications are accepted by BPI. Instead of taking a 100 question test, a NATE certified technician only takes the 50 questions on house-as-a-system and the two hour field practical exam. This provides the HVAC technician with an understanding of how the comfort systems fit within the efficient operation of the whole house.

First	Last	Questions Asked by Attendee	Answer
Susie	Evans	Q: NATE is the industry standard. Is NATE recognized by BPI for certification?	A: Yes. NATE A/C or Heat Pump Service certified technicians may earn the BPI A/C or Heat Pump Professional Certification by passing the 50 question BPI written exam and the BPI field examination, with acceptable proof of NATE certification in Air Conditioning or Heat Pump Service. Visit the BPI website and search under documents for the Policies and Procedures for Certification. The information you need will be listed. http://www.bpi.org/tools_downloads.aspx?selectedTypeID=POL
sue	Higgins	Q: Will these various programs be aligned with HPwES?	A: Many of the programs align with HPwES, and most are attempting to align with Home Star requirements.
Steve	Gannon	Q: If Home Star is NPO included in the current Bill, Will it still be a bill by its self?	A: It is still uncertain how Home Star will move forward in the Senate. It may be attached to the Small Business bill or get attached to the Energy bill later in the session.
Tom	Conlon	Q: In CA programs (interim period), who pays the HERS I verifier? The contractor whose work is being evaluated or the HERS Provider? Who chooses which sample point is selected?	A: When compliance for an alteration requires field verification and diagnostic testing, the building owner/homeowner is responsible for paying the HERS Rater. The installing contractor works with the HERS Rater to establish the sample groups for verification.
Tom	Conlon	Q: How will organizations like BPI and HERS providers inform the program administrators who is "certified", "accredited"; how will the lag time be minimized?	A: BPI provides an on-line, zip code searchable list with a map of all Gold Star Accredited Companies and Silver Star Qualified Companies who have certified staff. Visit http://www.bpi.org/tools_locator.aspx?associateTypeID=CTR
Tom	Conlon	Q: As mentioned in the RESNET <-> BPI MOU (April 9), when/where will the BPI RESNET Rater Supplemental Training Module (and \$150 bulk pricing) be available to CA HERS raters?	A: BPI has encouraged its Affiliate organizations to offer rater supplemental training modules to prepare them for the BPI Building Analyst exam. The \$150 fee is the rate that the affiliates pay BPI. Affiliates are free to charge market rates to candidates to administer the test.
Steven	ODonnell	Q: Building Analyst plus one specialty...meaning what?	A: For example, if you are an HVAC Contractor you will also need, at a minimum, a certification in Heating Professional and/or A/C & Heat Pump Professional. If you are an insulation contractor, you would want an Envelope Professional Certification. The certifications may be held by one person, or multiple people.
Rosie	Smith	Q: If you are a certified HERS Rater in CA - do we have to be BPI Certified to Test Out? If so what certification is that?	A: Many of the new California programs will require a BPI certified Building Analyst to test in and test out of each and every job. Check with your local program for specific requirements.

First	Last	Questions Asked by Attendee	Answer
Steven	ODonnell	Q: What is HERS II and will that eliminate some of the BPI needs once in place?	<p>A: HERS II does not replace or substitute for BPI Certification. HERS rater provides ratings (like a snap-shot report card) on homes. BPI is about quality installation and solving comfort, health and safety, and energy issues. However, much of the building science training overlaps. BPI has reciprocity for certified HERS raters, who may challenge the exam and take only a 50-question written exam plus the 2-hour field exam.</p> <p>The California Energy Commission is required to establish regulations for a statewide HERS Program to certify home energy rating services in California. The goal of the program is to provide reliable information to differentiate the energy efficiency levels among California homes and to guide investment in cost-effective home energy efficiency measures.</p> <p>Phase I of the California HERS regulations, established field verifications and diagnostic testing services for Title 24 compliance.</p> <p>Phase II of the HERS regulations expands the program to provide energy efficiency ratings for existing and newly constructed residential buildings that include single-family homes and multi-family buildings of three stories or less. The new HERS regulations establish a systematic process for the delivery of whole-house home energy ratings that provide California homeowners and home buyers with information about the energy efficiency of the homes they live in or homes they are considering for purchase. The ratings also provide evaluation of the cost-effectiveness of options to achieve greater energy efficiency in those homes.</p>
Tina	Montgomery	Q: Has there been relationship established between CEC, Home Star, and other various programs with the Contractors State License Board? California State License Board should be engaged with this "new" industry and offer licensed contractors a way into this - it appears today to be the only encouraging market in construction.	A: Yes, we are working with them on quality assurance.

First	Last	Questions Asked by Attendee	Answer
Tina	Montgomery	Q: As a hands-on licensed general contractor in California looking to increase business I understand that efficiency is the future. What first steps would you recommend to venture down this road? With the economy the cost for training (regardless of future value) is consideration. Any grants available for this training for training programs?	For training assistance there are several options: <ul style="list-style-type: none"> • Efficiency First does reimbursement of a portion of training expense for BPI or HERS II training for their members (www.encyfirst.org). • The California Building Performance Contractors Association has training funds (http://www.cbpc.org/contractors/tuitionrefund.html). • CleanEdison has training funds (www.cleaneidson.org). • Many local Workforce Development Boards may have funding available either through a State Energy Program grant or other funds. • The Employment Training Panel has funds and can help customize a training specifically suited to your needs (any kind of training) or help you tie in to an organized training (http://www.etp.ca.gov/). • The local SBDC can help provide assistance (but not funding) to help you work through the paperwork for the programs, develop a business plan, or address business development needs, at no charge to you (http://www.iesmallbusiness.com/about.html)
Tim	Newsome	Q: Software that a HERS rater has is rented? How can a BPI Building Analyst get this software?	A: Only certified HERS raters are permitted access to the HERS software. BPI Building Analysts requires the use of U.S. Department of Energy BESTEST approved modeling software. An extensive list of whole-building retrofit analysis software approved by the U.S. Department of Energy is available at http://apps1.eere.energy.gov/buildings/tools_directory/subjects.cfm/pagename=subjects/pagename_menu=whole_building_analysis/pagename_submenu=retrofit_analysis . EnergyPro is not BESTEST approved by the U.S. Department of Energy.
Terry	Freeman	Q: The Home Star bill is not attached to any bill to yet. Do you have any insight on this?	A: Contact Efficiency First (www.encyfirst.org) to stay abreast of changes to Home Star.
Warren	Cook	Q: How close is BPI to a workforce standard for quality installation?	A: BPI has just released a scope and title search for participants to a work group to develop standards for Air Sealing, Insulation, Air Distribution standards. Please refer to the BPI website for more information. http://www.bpi.org/news_expansion.aspx?selectedID=57
Theresa	Spurling-Wood, LEED AP, CIE	Q: How do you Union Apprenticeship training and College Apprenticeship programs relate to BPI certifications?	A: BPI is very interested in participating in career path credentialing for employees in the home performance contracting sector and to this end is attempting to align its certifications to meet entry level through specialist capabilities. BPI is serving in an advisory capacity to a major U.S. Department of Labor program investigating the apprenticeship option.
Theresa	Spurling-Wood, LEED AP, CIE	Q: IS HVAC EXCELLENCE RECOGNIZED?	A: There is no relationship currently between BPI and HVAC Excellence.

First	Last	Questions Asked by Attendee	Answer
Yolanda	Devlin	Q: SDSU College of Extended Studies is also offering BPI Building Analyst training in partnership with BPI affiliate, Greener Dawn.	A: BPI training offered at San Diego State University College of Extended Studies is listed at http://www.ces.sdsu.edu/Pages/Engine.aspx?id=831 . Other courses offered by BPI Affiliates including Greener Dawn http://www.bpi.org/schedules.aspx
Yolanda	Devlin	Q: Who do you consider the best types of candidates to become a Building Analyst? Skills needed? Math? Customer Service skills obviously. Is there an assessment available to determine what individuals should know before making this decision?	A: Building Analysts need at least a tenth grade level of reading and math comprehension and basic algebra skills. People skills are important. The key traits for a building analyst are inquisitiveness, persistence, and a desire to solve the mystery that each house represents. Physically, a successful building analyst should be able to climb into attics through small hatches and belly crawl through crawlspaces, not be afraid to get dirty, and not have any particular fears of spiders, mice, or gross things that may be encountered in the course of a home assessment. I don't know of a formal skills assessment, but if someone in the group has one they would care to share, we could post it.
Yolanda	Devlin	Q: Where do individuals who just became BPI Building Analysts go to find work?	A: BPI's Green Collar Jobs postings (http://www.bpi.org/greencollar_companies.aspx) are a good place to start. Accredited companies may post positions at no charge. Of course, don't forget the usual sources of employment services, Linked-In, and other social networking tools. A building analyst may need to do more than send a resume. Make your presence know to the local builders and general contractors in your area. Develop a personal sales pitch that will educate potential employers about reduced callbacks, increased job size, and the ability to participate in Home Star, Energy Upgrade California, and the need to have someone with your skills on their staff so they can be prepared to participate in the coming wave of funding and work.