



# CONTRACTOR upgrade update

Energy Upgrade California: Tips and Tools for Contractors

**December 15, 2010**

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## contractors needed: demand is building!



About Energy  
Upgrade  
California



Energy Upgrade California is an innovative program for homeowners to improve their home's energy efficiency, save water, lower utility bills and create a healthier and more comfortable home. Energy Upgrade California connects homeowners with participating contractors who can help plan and complete their projects—and with rebates and incentives to help pay for them.

Online Newsletter Version:

[www.LACountyEnergyProgram.org/ContractorNews](http://www.LACountyEnergyProgram.org/ContractorNews)

### ACI Conference to Kick-Start Energy Upgrade Program

Want to boost your career or start a new one in the home performance and weatherization industry? Attend the Affordable Comfort Institute (ACI) Conference and you'll have a choice of over 40 sessions on important topics, led by leading trainers and experts from across the country. Professional certification testing and utility retrofit rebate program qualifications will be available, plus an exhibit hall will showcase the latest products and services essential to success.

**January 10-11**

**Millennium Biltmore, Downtown Los Angeles**

The two-day conference, sponsored by Los Angeles County and Southern California utilities, will provide training and education on improving the energy efficiency, durability, comfort, health and safety of homes and provide a wide variety of classes including:

- Everything you need to know to qualify for the Basic Path
- Advanced Path building science, diagnostics and energy audits
- Business-building skills for contractors: marketing, estimating and sales

Please join us at the Stakeholder Networking Event where you can meet the Energy Upgrade team and other interested contractors for refreshments and conversation: (You don't have to attend the full ACI conference to come to this event, but you must pre-register if you're not attending.)

**January 11, 3-4pm, Closing Remarks:**

**Southern California Programs**

**4-6pm, EUC Stakeholder Networking Event**

**Prince Room, Millennium Biltmore**

**\$100 ACI Early  
Discount Expires  
December 27!**

[www.ACICALIFORNIA.org](http://www.ACICALIFORNIA.org)  
Code: ORDS



## Tips and Tools for Participating Contractors

### Financing Options For Your Customers

Webinars on the options to reduce homeowner upfront costs for energy efficiency, from the CBPCA. Click for more information and to register.

- [Available loan overviews](#)
- [Loan details](#)
- [FHA, 203K, EEM, Title One](#)

### Looking to Become BPI-certified?

[Click here](#) for a list of trainings and resources in your neighborhood.

## ACI Conference Counts as Basic Training!

After you attend the six (6) class track at the ACI Conference, a two-day Basic Path field Training is all you need to get in the door. This unique opportunity is for contractors who are not yet BPI certified to join the Energy Upgrade program and provide the Basic Package. Details provided at the ACI conference. Register now for early bird pricing!



## BPI-Certified? Even Easier to Join the Program!

Just attend the ACI session, “Advanced Retrofit Program: Overview for Performance Contractors” on Tuesday morning, and you can walk out of ACI as an Energy Upgrade Participating Contractor. Simply download the documentation requirements from [TheCBPCAPublicUtilities.org](http://TheCBPCAPublicUtilities.org) in the SCE/SCG Territory.

## Sneak Preview!

Stay tuned for a big announcement aimed at Energy Upgrade Program Participating contractors only! Get qualified and get your paperwork to The CBPCA so you can take advantage of a chance to get in on a unique countywide event that will generate huge publicity for your business. Details disclosed at the ACI conference. You must either register to attend ACI using the links above, or come to our Stakeholder Networking Event (event pre-registration required.) [>>REGISTER NOW!](#)

## HVAC Contractors Wanted!

Have both C-20 and B licenses but not BPI certified? Join the exclusive [HVAC Pilot Program](#)—free training for upcoming new AC requirements.

## Online Newsletter!

You'll find this newsletter online at:

[www.LACountyEnergyProgram.org/ContractorNews](http://www.LACountyEnergyProgram.org/ContractorNews)



She's done the upgrade.  
**She wants more.**  
 She wants comfort.  
 She wants quality.  
**She wants a GREEN HOME.**  
*Learn more about green labels.*



Not a contractor, but interested in helping homeowners improve their house and get rebates and incentives? **Download reprintable information [here!](#)**