

Executive Discussion

JUNE 1 2017



**HOME PERFORMANCE
STAKEHOLDER COUNCIL**

Agenda

1. Survey Response Summary
2. Roadmap Development
3. The Role of the Executive and the Sector Council Lead
4. Whole Home Contractors
5. Role and Activeness of Sector Councils
6. Update on the Program Qualified Insulator Program
7. HPSC Activities Post Road Map Development



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Roadmap Survey Response

Roadmap Survey Response Summary

- 12 responses
- roadmap importance = 83/100
- 10/12 said “my sector only”, or “no preference”
- 5 said 1-2 hrs/mo
- 6 said 2-4 hrs/mo
- 1 said >4hrs/mo
- no clear preference for engagement



Roadmap Development

Road Map Objectives

- to bridge the gap between the Needs Analysis and Industry Vision
- to take into consideration the issues and priorities of other sectors operating in the home performance space and identify areas for potential synergies
- to provide a specific set of actionable recommendations for public and private sector



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Road Map Table of Contents

Executive Summary

Introduction

Industry Milestones

Industry Delivery Capacity

Training and Education

Standards and Best Practices

Accreditation and Registration

Quality Assurance

Marketing, Promotions, and Consumer Education

Policy, Regulations, Code

Recommended Program Types

Industry Representation

Other Industry Support

Process for Coordination

Key Next Steps

Appendix A: Contact Information for Key Actors



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Key Components of the Roadmap

- summarize the sector Needs Analysis and Industry Vision
- provide the framework of solutions for how to get from the Needs Analysis to the Industry Vision, including the identification of key actors and resource needs
- identify sequencing, milestones and next steps



Tool Kit

Information

Education and Training

- Consumer
- Trades
- Business
- Real estate industry

Standards

- Product
- Installation

Codes & Regulations

Legislation

Inspections & QA

Accreditation

- Tradespersons
- Businesses

Incentives

- Consumer
- Contractor
- Supply Chain

Tax Credits

- Federal
- Provincial
- Municipal

Financing

- Utility
- Bank (for Energy

Efficiency)

- Municipality

Labelling

- Home
- Measure

Utility Rates

Consumer Advocacy

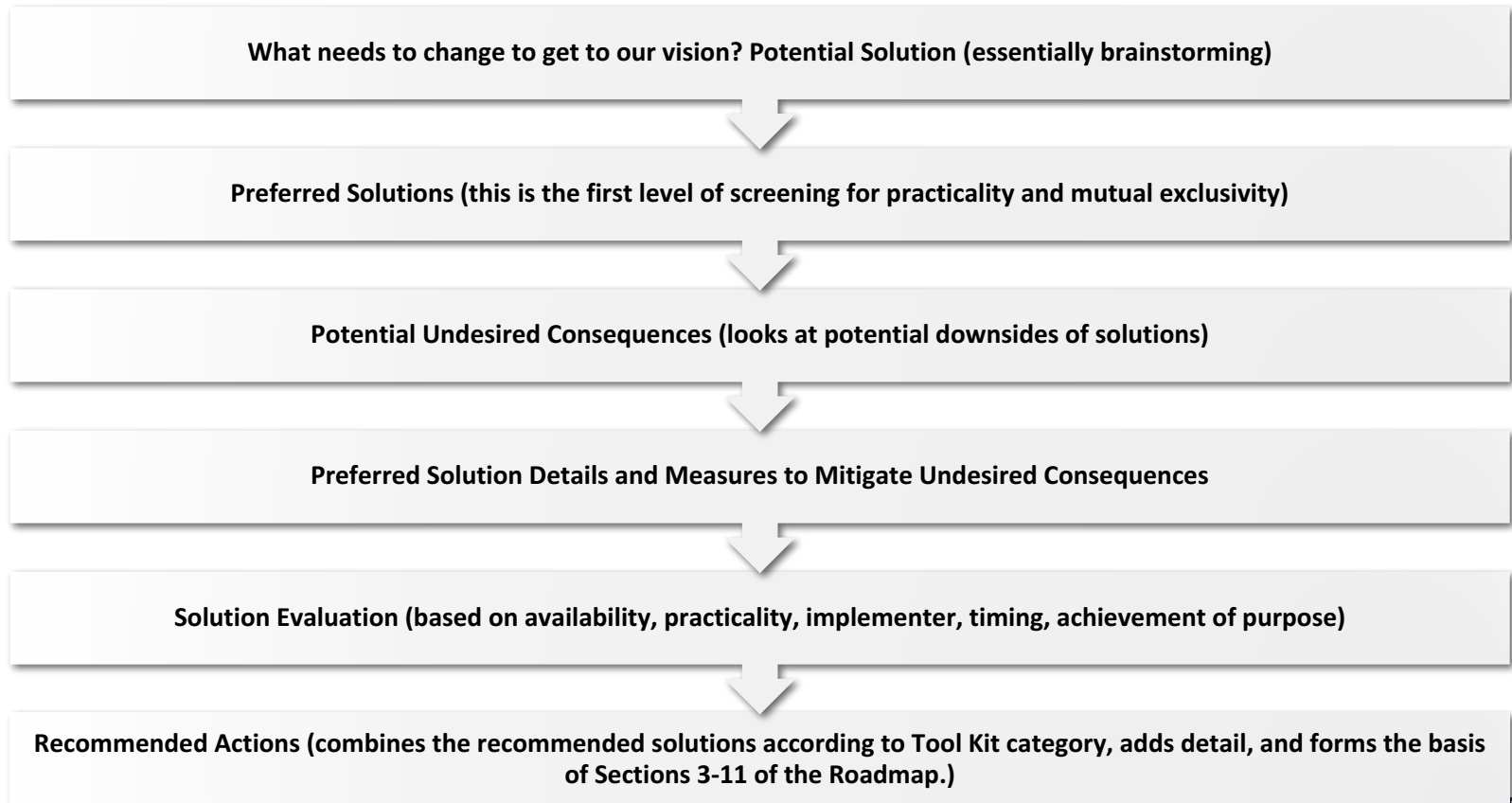
Warrantees

- Contractor
- Third Party



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Development Process



Issue	HVAC	EA	Renovators	Insulation	Fenestration
Industry Reputation and Standards of Practice (Installation Quality, No Minimum Standards)	✓	✓	✓	1	✓
Connectivity to Program and Policy Design (Lack of Engagement with Utility & Government Program & Policy Design)	1	✗	✓	✗	✓
Workforce Development and Professionalism (Lack of Available Trained Trades)	✓	✗	✓	✓	1
Consumer Education (Low Consumer Awareness)	✓	✗	1	✓	✓
Codes, Regulations, and Bylaws are not Effectively Applied and Enforced	✗	✗	✓	✗	✓
Utility & Government programs effective but lack longevity and consistency (Feast or Famine: Unstable demand for EA Services)	✗	1	✗	✓	✗
No industry voice representing contractors	✗	✗	✗	✓	✗
Changing landscape and demands on industry	✗	✓	✗	✗	✗
Limited Ability to connect consumers with quality contractors	✗	✓	✗	✗	✗



The Role of Executive and Sector Lead

HPSC ROLES

EXECUTIVE

Weekly Check Ins

Monthly Financial Reviews

SECTOR LEAD

Monthly 1:1 reporting to PM

Monthly Financial Reviews



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Whole Home Contractors

Role and Activeness of Sector Councils

Program Registered Insulator

HPSC Post Roadmap Development