

## 2012 Cool Homes Early Retirement Overview

### Purpose:

Through the use of strategic incentives, entice consumers to replace older central air conditioner systems, (CAC), with higher efficiency units earlier than they would normally decide to do so. In concert with a quality installation of a higher efficiency replacement unit an early retirement, (ER), will maximize energy savings as compared to either not replacing the unit or repairing it.

### ER Criteria:

1. Any working CAC less than 20 years old:
  - a. These units can safely be assumed to be rated and operationally less efficient than a new 15.0 SEER or higher replacement unit and without outside influence, (incentives), would not typically be elected to be replaced.
2. Any non-operational CAC less than 20 years old and repairable for less than \$1,000
  - a. These units can safely be assumed to be rated and, when operational, less efficient than a new 15.0 SEER or higher replacement unit.
  - b. The expected consumer behavior without incentives would be to repair the unit as the more affordable option to replacement. The \$1,000 repair threshold is set relative to the value of the ER incentive to entice the consumer to decide on ER versus repair and keeping the less efficient unit on line.
3. Any working CAC greater than 20 years old
  - a. These are certainly rated and operationally less efficient than a new 15.0 SEER or higher replacement unit and otherwise may not typically be elected to be replaced; if they are operational.

### Incentives:

Incentives are available to the consumer to help make an ER decision and to the Cool Homes contractor to support an up sell to ER.

2012 Customer Energy Efficient Equipment Installation Incentive		
Eligible Equipment	Efficiency Requirements	Customer Rebate
a) Split Central Air Conditioners b) Air Source Heat Pumps c) Ductless Mini Split Systems	a) SEER >= 15.0 and EER >=12.5 b) SEER >= 15.0 and EER >=12.5 and HSPF >= 8.5 c) SEER >= 15.0 and EER >=12.0	a) \$400/unit b) \$400/unit c) \$200/unit
a) Split Central Air Conditioners b) Air Source Heat Pumps c) Ductless Mini Split Systems	a) SEER >= 16.0 and EER >=13.0 b) SEER >= 16.0 and EER >=13.0 and HSPF >= 8.5 c) SEER >= 16.0 and EER >=12.5	a) \$700/unit b) \$700/unit c) \$250/unit
c) Ductless Mini Split Systems	c) SEER >= 17.0 and EER >=13.0	c) \$300/unit

2012 Customer Energy Efficient Equipment Installation Incentive		
Eligible Equipment	Efficiency Requirements	Contractor Incentive
a) Split Central Air Conditioners b) Air Source Heat Pumps c) Ductless Mini Split Systems**	a) SEER >= 15.0 and EER >=12.5 b) SEER >= 15.0 and EER >=12.5 and HSPF >= 8.5 c) SEER >= 15.0 and EER >=12.0	a) \$100/unit* b) \$100/unit* c) \$75/unit*
a) Split Central Air Conditioners b) Air Source Heat Pumps c) Ductless Mini Split Systems**	a) SEER >= 16.0 and EER >=13.0 b) SEER >= 16.0 and EER >=13.0 and HSPF >= 8.5 c) SEER >= 16.0 and EER >=12.5	a) \$125/unit* b) \$125/unit* c) \$75/unit*
c) Ductless Mini Split Systems**	c) SEER >= 17.0 and EER >=13.0	c) \$75/unit*

\*For first unit on application plus \$50 for each additional qualifying unit on application

\*\*Ductless Mini Split system must replace an operational, Room Air Conditioner 9,000 BTU's or higher

## Early Retirement Request and Verification Procedures

### Screening:

1. Contractors that have identified equipment that is potentially eligible for Early Retirement will call the CSG Customer Contact Center at 1-866-383-6001 to provide specific project information.
  - a. The information necessary will include customer, contractor, and site data, all of which will be confirmed.
  - b. The contractor will identify the CAC to be retired as well as possible given the circumstances of age, weatherization, etc. All efforts will be made to verify the units age and rating. The contractor will also need to make a statement as to the unit's operational status or reveal the repair strategy and cost if the unit is not operable.
  - c. The contractor will also identify the replacement CAC which will be verified against AHRI listings to verify it meets program standards.
  - d. If the ER unit is deemed eligible, the contact center will issue a "reservation" number that the contractor will record on the incentive application and may proceed with the project. Only systems that pass the initial call screening and are not selected for a field verification visit will be issued a reservation number.
  - e. Applications may not pass screening due to incomplete, inaccurate, or missing data as well as the normal field verification selection protocol.
  - f. The reservation number will be withheld if a system does not pass the initial call screening until the results of the field verification visit are obtained.
  - g. If the field verification visit determines the equipment eligible, the reservation number will then be issued.

### Field Verification:

1. Projects that do not pass initial screening or are otherwise selected will be marked for field verification which can take place within 2 business days if required to meet the Cool Homes contractor's commercial requirements.
2. The field verifier is an HVAC professional and will gather information relative to the ER unit in order to ascertain age and operational status.
  - a. Operational is defined as the unit will power up long enough to reach operating temps and pressures.
  - b. The field verifier may reach out to the Cool Homes contractor to discuss repair options for non-operating ERs with the goal of understanding and agreeing with the possible repair charges.
3. The field verifier will make a determination as to ER eligibility and alert the contact center.
  - a. If deemed eligible the contact center will call the contractor to issue a reservation number
  - b. If deemed ineligible the contractor can take advantage of the Cool Homes Replacement incentives or contact the CSG Program manager for arbitration.

### Incentive Processing:

1. At the completion of the project the contractor will submit the Incentive Application, signed by the contractor and consumer, to LIPA. The application will be identified by the reservation number and include:
  - a. All the consumer and contractor information from the screening process
  - b. The new equipment specified will be verified that it has an AHRI or CEE certificate or is properly matched as per AHRI and matches the application data.
  - c. The contractor's affidavit as to the ER equipment age and status.

- d. Copy of the Manual J used to calculate loads and size the replacement equipment The results of load calculations and system sizing created by the contractor will be reviewed and a judgment made as to whether the principle inputs are reasonable, and that the sizing of the equipment meets program guidelines.
    - e. Sales receipt clearly stating equipment and pricing.
  2. Applications without an ER reservation number will be treated as Replacement applications.
  3. Every Cool Homes Incentive application is reviewed to ensure that the pertinent data is present and appears correct. Applications with incomplete, inaccurate, missing, or unverifiable data will be held pending a conference with the contractor.
  4. Applications may be selected for a QA visit based on suspect information or according to the normal QA selection protocol.
  5. If the project is not selected for QA inspection the application moves to final approval and initiation of the payment process.
    - a. Individual payments will be made to the consumer and contractor unless the application states that the consumer incentive is to paid to the contractor. In that case the sales receipt must clearly show the consumer incentive, Labeled "LIPA Cool Homes Incentive" as a discount line item.
  6. If the Incentive Application is selected for QA inspection the incentive Application is held pending QA results.