

# 2019 ENERGY STAR® Awards

## PART 2: Partner of the Year Award Application

The simple choice for energy efficiency.



The ENERGY STAR Awards honor organizations that have made outstanding contributions to protecting the environment through energy efficiency. These awards are presented to Home Performance with ENERGY STAR participating contractors who demonstrate innovative business practices that make them leaders among their peers. The award winners take on challenges and apply unique approaches to realize notable success in their local Home Performance with ENERGY STAR markets. They exhibit outstanding professionalism, build strong customer relationships, and apply building science solutions to improve homes.

### Award Winner Recognition

Winners will be invited to attend the 2019 ENERGY STAR Awards Ceremony in Washington, D.C. Winners will also be recognized at home performance industry events in front of their peers and at industry-specific networking and educational sessions. Winners' accomplishments will be featured in:

- National press and journal articles
- U.S. Department of Energy and Home Performance with ENERGY STAR websites
- U.S. Department of Energy newsletters and email announcements
- National workshops and webinars throughout 2019

### Eligibility Requirements

Applicants must be in good standing with their local Sponsors and adhere to program guidelines as set forth by the local Sponsor and the national Program.

### Completing the Application

Home Performance with ENERGY STAR Sponsors can submit applications on behalf of their participating contractors. Sponsors should be in touch with their Home Performance with ENERGY STAR Account Manager for more information about this option. Participating contractors are still welcome to submit applications on their own using their My ENERGY STAR Account. Participating contractors are encouraged to collaborate with their Sponsors on the application before submitting it.

### Award Criteria

Participating contractors will be evaluated based on the following criteria. Participating contractors who are exemplary in more than one area will be viewed as strong candidates for the Home Performance with ENERGY STAR Contractor of the Year Award.

### Project Results

Applicants consistently achieve significant energy savings, load shifting, or demand reduction with Home Performance with ENERGY STAR and demonstrate replicable approaches to achieve these results. Applications should include measurement & verification methodologies (may be obtained from Sponsor).

*Examples: Verified energy savings based on measurement of actual pre/post energy consumption data or through commonly accepted EM&V practices; and/or documentation of expanded services such as solar installation, smart thermostats, indoor air quality, etc.*

# 2019 ENERGY STAR® Awards

## PART 2: Partner of the Year Award Application

The simple choice for energy efficiency.



### Industry and Business Leadership

Applicants provide leadership in their market, either among their peers or by improving their own company. Applicants engage in local and national policy and/or regulatory initiatives, training and mentoring, industry trade groups and continuing education. Applicants can also explain how business efficacy and operational efficiency was improved by implementing procedures learned through their association with Home Performance with ENERGY STAR.

*Examples: descriptions, examples, and performance metrics related to mentoring programs, training opportunities, student participation, quality assurance, industry advocacy, new processes and procedures, demonstrations of improved internal efficiency, etc.*

### Customer Engagement

Applicants demonstrate an effective approach to building strong customer relationships. Strategies might include innovative Home Performance with ENERGY STAR marketing campaigns, connecting marketing activities to sales, using unique tactics to close sales, collecting and integrating customer feedback, responding to customer concerns, achieving high customer ratings. Applicants should also consider highlighting unique partnerships, community events, marketing campaigns, or unique or effective approaches to the sales process.

*Examples: the number of potential customers reached in each campaign, website statistics, marketing materials highlighting the Home Performance with ENERGY STAR logo and message, lead qualification procedure, testimonials, conversion rates, referral rates, quality assurance results, consumer ratings, etc.*

### Additional Information

**Applications that include supporting data and materials will be considered stronger than those without.** (*minimum of 1 required*) A letter of recommendation from the Home Performance with ENERGY STAR Sponsor is encouraged; however, it is not required.

DOE is specifically interested in learning how successful participating contractors distinguish themselves from other companies. We offer the following defining characteristics as guideposts for ideas of what might distinguish one applicant from another:

- Delivery models (i.e. consultant or contractor, whole house or primary trade, vertically integrated or sub-contractor dependent, etc.)
- Depth of energy savings
- Efficient, productive sales process
- Efforts to advance the home performance industry at local and national levels
- Project volume
- Superior service and exceptional customer satisfaction
- Verified and/or guaranteed energy savings

# 2019 ENERGY STAR® Awards

## PART 2: Partner of the Year Award Application

The simple  
choice for  
energy  
efficiency.



**BEGIN APPLICATION**



# 2019 ENERGY STAR® Awards

## PART 2: Partner of the Year Award Application

The simple choice for energy efficiency.



### PART 2: Award Accomplishments Document

Participating Contractor Organization: Click or tap here to enter text.

Contractor Business Owner: Click or tap here to enter text.

Contractor POC: Click or tap here to enter text.

Mailing Address: Click or tap here to enter text.

Phone Number: Click or tap here to enter text.

Email Address: Click or tap here to enter text.

Website: Click or tap here to enter text.

Sponsor(s): Click or tap here to enter text.

Sponsor POC(s): Click or tap here to enter text.

Company is best described as:

- Envelope/Insulation
- Home Performance
- HVAC
- Rater/Consultant
- Remodeler
- Other (please specify)

# 2019 ENERGY STAR® Awards

## PART 2: Partner of the Year Award Application

The simple choice for energy efficiency.



Complete the chart below to highlight the participating contractor's accomplishments.

	CY2017 <sup>1</sup>	CY2018 (specify date range) <sup>1</sup>	Date range information and additional notes
Number of Home Performance <b>Assessments</b>	Click	Click	Click
Number of <b>Completed Projects</b>	Click	Click	Click
Assessment to Upgrade <b>Conversion Rate</b>	Click	Click	Click
Year-Over-Year <b>Growth in Completed Projects (%)</b>	Click	Click	Click
Reported <b>Total Energy Savings</b> (Site MMBtu) <i>Conversion table available at the end of the application</i>	Click	Click	Click
<b>Average Energy Savings</b> per Project (Site MMBtu) <i>Conversion table available at the end of the application</i>	Click	Click	Click
<b>Workforce involvement</b> in home performance (% of employees engaged in home performance activities)	Click	Click	Click
<b>Company sales</b> attributed to home performance (%)	Click	Click	Click
<b>Average home performance invoice (\$)</b>	Click	Click	Click

<sup>1</sup> CY refers to calendar year

# 2019 ENERGY STAR® Awards

## PART 2: Partner of the Year Award Application

The simple choice for energy efficiency.



What distinguishes the applicant from competition? Highlight successes in the award criteria outlined above (Project Results, Industry and Business Leadership, and Customer Engagement) and innovations that have lead the company to its current success. Include quantifiable and specific examples to illustrate your argument. (Limit your response to 750 words)

Click or tap here to enter text.

Which company attributes demonstrate strength, viability, sustainability, and likelihood of long-term success (e.g. profitability, process efficiency, employee wellbeing, environmental commitment, governance, etc.)? Explain with specific examples. (Limit your response to 250 words)

# 2019 ENERGY STAR® Awards

## PART 2: Partner of the Year Award Application

The simple choice for energy efficiency.



Click or tap here to enter text.

How is the Home Performance with ENERGY STAR approach to improving homes integrated into the company's delivery of home performance services? Include how the company leverages the Home Performance with ENERGY STAR platform in marketing and customer facing materials. Describe how the applicant has improved internal processes as a result of delivering Home Performance with ENERGY STAR services. (Limit your response to 500 words)

Click or tap here to enter text.

To be considered for an award, applicants must meet the following minimum criteria:

- Participating contractor is current and in good standing with the HPwES program.
- Participating contractor actively contributed to the local HPwES program for past 12 consecutive months.
- Participating contractor meets national HPwES Program's qualifications for local participation.

*All information provided on this application is subject to review and verification by the Department of Energy. Applications are subject to Freedom of Information Act requests. Please mark, as appropriate, any and all proprietary information.*

### MMBtu Conversions

Fuel	Units	MMBtu
------	-------	-------

7

# 2019 ENERGY STAR® Awards

## PART 2: Partner of the Year Award Application

The simple choice for energy efficiency.



		Conversion
Electricity	kWh	X 0.0034
Natural Gas	Therms	X 0.100
Natural Gas	CCF	X 0.1029
#2 Fuel Oil	Gallons	X 0.1387
Liquid Propane	Gallons	X 0.0916

**PART 3: Supporting Materials** (at least one required, [as described](#) in the Application Instructions above)

**PART 4: Organization's High-Resolution Logo** (required)

**Prepare/Gather Remaining Documents for Upload**

ENERGY STAR® is the simple choice for energy efficiency. For 25 years, EPA's ENERGY STAR program has been America's resource for saving energy and protecting the environment. Join the millions already making a difference at [energystar.gov](http://energystar.gov).