

ENERGY EFFICIENCY CONTRACTORS NETWORK

Energy Efficiency is Good Business

The Energy Efficiency Contractors' Network (EECN) represents contractor associations and their service partners with an interest in delivering energy efficiency through contractors in Ontario.

The EECN was created to provide contractors with information on technologies, techniques and incentive programs to help them design and deliver energy efficient products and services to the small to medium sized enterprise (SME) sector.

The EECN believes that capitalizing on the environmental movement is more than just reducing energy costs for a client—it's about strengthening the contractor-client relationship for future business.

This initiative is funded in part by the Ontario Power Authority (OPA). For more information please visit www.eecn.ca



The EECN Training Workshop has been developed by a training development subcontractor under the direction of EECN contractor association members and includes the following:

- Techniques used by energy management firms (EMFs) to identify potential energy efficiency (EE) opportunities, quantify the annual energy cost savings, and evaluate the capital investment.
- How to prepare and price a proposal for an EE retrofit package.
- Methods for quickly finding concise, comprehensive information on incentive programs offered by energy utilities and governments, applicable to specific building types and contractor trades, through an exclusive EECN online information portal.
- Background data on EE characteristics of specific building types and technologies that fit within the contractor's trade expertise.
- Meet local energy utility contacts.

Training Objective: Given a 1 day training session and a sample 12 month energy and water utility record for a typical small and medium enterprise (SME) client, the Learner (contractor) will be able to:

1. Develop an energy and/or water utility analysis in tabular and graphical format, determine average costs per unit of energy or water, and recognize normal and abnormal patterns of energy by fuel type, and of water use – as reviewed by the instructor.
2. Identify energy end-use consumption by fuel type using weather sensitive

- and non-sensitive analysis techniques, as well as lighting and electrical equipment audit methods – as reviewed by the instructor.
3. Identify systems in an SME client's building which impact energy use by fuel type – as reviewed by the instructor.
4. Analyze energy utility data to quantify cost and consumption for Space Heating; Service Water Heating; Space Cooling; Lighting; and Ventilation – as reviewed by the instructor.
5. Define potential energy and water cost savings which would result from retrofit measures – as reviewed by the instructor.
6. Determine simple payback periods from implementing energy and water retrofit measures – as reviewed by the instructor.
7. Access Demand-Side Management (DSM) and Conservation and Demand-Management (CDM) program information from the EECN website – as reviewed by the instructor.
8. Source and identify at least 2 DSM/CDM programs, including program offeror, measure, incentive, and contact information – as reviewed by their peers.
9. Access other information and program resources available from LDCs and governments – as reviewed by their peers.
10. Develop a sample proposal for energy and/or water retrofit projects

to estimate energy and water savings, and determine capital costs – as reviewed by their peers.

Who Should Attend: Contractor Business Owners, Application Specialists, Sales Engineers and Technologists

Conditions: Course materials will include sample SME energy and water utility data, retrofit plan, and DSM/CDM catalogue. Learners will need to bring or otherwise have access to a computer connected to the Internet.

Contractor Endorsements

“Excellent guideline for putting together energy efficiency proposals. Instructor very knowledgeable and uses case studies effectively.”

“I liked being able to access information about incentive programs that are available to provide additional opportunities within our existing customer base.”

“An excellent session, very informative and well presented.”

“I liked the fact that different trades were represented, and the examples and worksheets that were provided.”

The following organizations are founding members of the Energy Efficiency Contractors’ Network.



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