

2016 ACI New York Regional Home Performance Conference

February 9-10 | Saratoga Springs, NY



HVAC Contracting Businesses

Residential Energy Efficiency

Program Administrators

Weatherization

Home Performance Contracting Businesses

Home Performance Coalition

The Home Performance Coalition, formerly Affordable Comfort, Inc., hosts the leading educational and networking events in the home performance industry in partnership with nationally-renowned experts, offering the most comprehensive and innovative agenda.

[Learn More.](#)

The **2016 ACI New York Regional Home Performance Conference** is a two-day event where you will engage in conversations about the latest trends in residential energy efficiency, personally connect with industry leaders, and learn about the latest products that will help you set your business apart. Join home performance contracting businesses, weatherization professionals, program administrators, HVAC professionals, and others from every sector in the New York region and learn more about:

- Essential home performance sales tactics, including lead generation strategies and communication skills that will allow you to close more deals with homeowners.
- Air sealing, ASHRAE 62.2, heat pumps, and ventilation systems.
- Zero Net Energy and Passive House.
- What's coming next in the industry, from regulations and policy to standards and software, and how to stay ahead.

If you're interested in learning about best practices, growing your business, and networking with like-minded people who are passionate about the work we do as an industry, register for this event today.



FOR MORE INFORMATION ON CONFERENCE REGISTRATION, VISIT:

<http://www.homeperformance.org/conference/2016-aci-new-york-regional-home-performance-conference>
or contact Robyn Hall at 800-344-4866 ext. 206.

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2016 ACI New York Regional Home Performance Conference

February 9-10 | Saratoga Springs, NY

New
Content
Added
Weekly!

AGENDA | Tuesday, February 9

7:30 AM - 9:00 AM

REGISTRATION, BREAKFAST, & EXHIBITS

9:00 AM - 10:00 AM

General Session: Welcome Remarks - Steve Cowell, Chair, Board of Directors, Home Performance Coalition; Brian T. Castelli, President and CEO, Home Performance Coalition; Nate Natale, Vice President of Education and Events, Home Performance Coalition
“The Future Through the Clean Energy Fund,” Karen Hamilton, Director of Residential Homes, NYSERDA

10:00 AM - 10:30 AM

BREAK

TRACK TITLES

Audits & Diagnostics

Advanced Technical

IAQ & HVAC

Going Further

Connecting the Dots

Business Tool Box

Breakout 1

10:30 AM - Noon

Zone Pressure Diagnostics

(Kelvin Keraga), Rick Karg

Retrofitting for Resiliency

(Sharon Griffith), Pasquale Strocchia

Cold Climate Air Source Heat Pumps

Robb Aldrich, David Lis, Rick Nortz

Getting to Know Passive House

(Lori Borowiak), Marc Bailey, Kevin Brennan, Katrin Klingenberg

Cost Effectiveness Testing

(Brian Castelli), Damian Hodkinson, Robin LeBaron

Carrots vs. Sticks: Quality Management vs. Quality Assurance

(Bill Mitchell), John Jones

Noon - 1:30 PM

Lunch, NYSERDA Awards Ceremony, and Exhibits

Breakout 2

1:30 PM - 3:00 PM

Things That Affect Blower Door Test Accuracy

Paul Morin

LED Lighting: Quality, Convenience, & Energy Savings

(Dan Farrell), Florence Baveye, David Brignati, Jeremy Snyder

ASHRAE Standard 62.2: What's New in 2016

(David Friello), Rick Karg

Clean Power Plan 111d: Opportunities for Energy Efficiency

(Bill Mitchell), Kara Saul Rinaldi

Bridging the Gap for Home Energy Ratings & Labeling

John Jones, Kevin Rose

Advanced Lead Generation: Whole Home Contractors Making it Work

(Sharon Griffith), (Peter Troast), Fred Fellendorf, Jon Harrod, Russ Hearton, Hal Smith

3:00 PM - 3:30 PM

BREAK

Breakout 3

3:30 PM - 5:00 PM

Diagnostics & Work Scope Adjustments

Dale Sherman, Andy Stone

The Tale of Two Projects: Approaching Net Zero Energy Performance in Multi-unit Buildings

(Pat Fitzgerald), John Blackburn, David Bruns

Regulations Affecting the Home Performance Industry

(Courtney Moriarta), Mike Clarkin, Bob Krell, Bill Massman, Jim Meacham

Preserving Affordable Housing: Leveraging WAP & Home Repair

(Sharon Griffith), Steve Luxton, Liz Robinson

Transforming the Market with HPXML: Software Options To Jumpstart Your Business

(Julie Caracino), Dan Hochman, Ethan MacCormick, Chris Mari, Ryan Moore, John Spillman, Adam Stenftenagel

Whole House Performance with a Half House Wallet

(David Friello), Kyle Haddock

5:00 PM - 6:30 PM

NETWORKING RECEPTION AT THE TRADE SHOW

() Indicates moderator

New
Content
Added
Weekly!

AGENDA | Wednesday, February 10

7:00 AM – 8:30 AM

REGISTRATION, BREAKFAST, & EXHIBITS

7:30 AM – 8:30 AM

Women in Home Performance Breakfast: All are welcome!

TRACK TITLES

Building Envelope

Renewables

IAQ & HVAC

Going Further

Connecting the Dots

Business Tool Box

Breakout 4
8:30 AM – 10:00 AM

Advanced Air Sealing
*(Kelvin Keraga),
Matt Redmond,
Dale Sherman, Andy Stone*

Application of Low Ambient Air-To-Water Heat Pumps for Hydronic Heating & Cooling
*(Bill Mitchell),
John Siegenthaler*

Healthy Homes: Prescriptions for Performance
*Ruth Ann Norton,
Larry Zarker*

Getting to Net Zero: Understanding the Energy Load Shift in High Performance Buildings
*(Jim Quirk), Robert Grindrod,
John Livermore,
Michelle Tinner*

Working with Software: Best Practices for Modeling
Bruce Harley

Consultative Selling (You Don't Need a Rebate!)
(Sharon Griffith), Mike Rogers

10:00 AM – 10:30 AM

BREAK

Breakout 5
10:30 AM – Noon

Approaches to Cathedral Ceilings & Sloped Roofs: Insulation, Ventilation & Codes
Bruce Harley

Geothermal: Renewable Heating & Cooling
(Bill Mitchell), John Ciovacco

Advanced Duct Leakage Testing
Paul Morin

New & Updated BPI Standards: What They Mean for You
(David Friello), John Jones

Limiting Risk Exposure: Don't Bite off More than You Can Chew
*(Tiffany Nicoletta),
Dave Beaulieu,
Courtney Moriarta*

Avoid the Audit Report Trap in Your Sales Presentation
Mike Rogers

Noon – 1:30 PM

LUNCH & EXHIBITS

Breakout 6
1:30 PM – 3:00 PM

Addressing Basements & Crawlspaces
Dave Abrey

Common Deficiencies in Residential Hydronic Systems
*(Bill Mitchell),
John Siegenthaler*

HVAC Commissioning & QI: Improving Performance with Quality Installs
*Domenic DeLeo,
John Heilbrunn*

The PHFA Project: A National Net Zero Energy Affordable Housing Initiative
*(Pat Fitzgerald),
Timothy McDonald*

Energy Conservation Code Trends & Opportunities
*(Dan Farrell), Jeff Domanski,
Joe Nebbia,
Cosimina Panetti*

Adapting to the Future: Profit with or without Programs
*(Mike Rogers), Mike Brown,
Jon Harrod, Hal Smith*

() Indicates moderator

WHO SHOULD ATTEND?

People passionate and dedicated to residential energy efficiency should attend this conference. Home performance contracting businesses, weatherization professionals, program administrators, HVAC professionals, and all others interested in residential energy efficiency will gain much needed knowledge and professional connections at this event.





FAQs

Frequently Asked Questions

- **Will I receive a Home Performance Coalition certificate of completion for attending this conference?**
You will receive a certificate of completion if you attend a minimum of five sessions. Please ensure that your badge is scanned at each session.
- **How will I receive CEU credits for attending this conference?**
When you register for the conference, you will be prompted to indicate what types of CEUs you are interested in receiving, as well as your accrediting body membership numbers. The bar code on your badge contains this information.
- **How will I know which CEUs are offered for each session?**
CEUs for each session will be listed on the Home Performance Coalition's website prior to the conference and on the Day-at-a-Glance, which will be distributed each morning at the event.
- **Can I attend the exhibitor trade show?**
Yes, the trade show is part of the conference. You must have a conference badge to enter the trade show area.
- **Are meals included during the conference?**
Continental breakfast and lunch are included on both days of the conference.

Conference Pricing

Full Conference Registration (Ends on Jan. 12)	\$375
Late Registration (Begins on Jan. 13)	\$475
One-day Pass	\$300
Exhibit Table	\$1,300

Hotel Information

Saratoga Hilton & City Center
534 Broadway
Saratoga Springs, NY 12866

Reservations

The Home Performance Coalition has reserved a discounted group room block for the conference.

Hotel rooms are available at discounted rates starting at \$126 (plus taxes and fees). [Click here](#) to make your reservation online. You can also make a reservation by calling 1-888-866-3596. You must make your reservation no later than Monday, Jan. 18 to receive the discounted rate.

Continuing Education Units

The Home Performance Coalition is a continuing education service provider, and many sessions offer credits for advancing attendees' professional careers through educational opportunities from allied organizations. Visit the [CEU Information page](#) of our website for the most up-to-date listing of CEU providers for this event.



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Expand Your Reach through Event Sponsorship.

Show your support of the residential energy efficiency industry while networking with event attendees, exhibitors, presenters, and colleagues. Sponsorships are customized to align with your specific goals, ensuring that your needs are met and your marketing message reaches your target audience.

Learn more about sponsorship opportunities now. Contact HPC's Director of Partner Relations Chris Docchio at 412-424-0046 or email cdocchio@homeperformance.org with any questions.



Grow Your Business by Exhibiting.

Explore opportunities for business development by exhibiting at the trade show! When you exhibit, you'll have the chance to:

- **Connect face-to-face with potential clients** and learn about their needs first-hand. Then the follow-up phone call is easy—because it's personal!
- **Talk with colleagues** about what's hot in the industry, and what's not. Learn from your peers and discover new ways to market your products and services.
- **Network with professionals** with buying power from every sector of the industry—including contractors, service providers, utilities, manufacturers, program managers, and more.

Space is selling fast! [Click here](#) to see the most up to date exhibitor floor plan and choose your spot today.

Learn more about exhibiting opportunities now.

Contact HPC's Director of Partner Relations Chris Docchio at **412-424-0046** or email cdocchio@homeperformance.org with any questions.

Trade Show Hours

SET UP

Feb. 8: Noon to 5 p.m.

TRADE SHOW

Feb. 9: 7:30 a.m. to 5 p.m.

Reception: 5 p.m. to 6:30 p.m.

Feb. 10: 7:30 a.m. to 1:30 p.m.

TEAR DOWN

Feb. 10: 1:30 p.m. to 5 p.m.

