



# Home Performance Contractor Network



**HOME PERFORMANCE  
STAKEHOLDER COUNCIL**

# Introduction to the HPSC

# HPSC Staff



**JOVAN CHEEMA**

**MANAGING DIRECTOR**

Strategy Development and Operations Management

March 2021



**TANYA RATZLAFF**

**MANAGER OF STRATEGIC RELATIONS**

Program Partner Management, Strategic Support and Communications

October 2020



**GREG BLOOM**

**MANAGER OF INDUSTRY RELATIONS**

Industry Engagement, Advocacy and Policy Development

August 2021



# Who is the HPSC?

<b>Vision</b>	<b>Serve as the lead industry facilitators to increase the supply and demand for BC contractors to deliver quality, affordable services for consumers that focus on whole-home performance.</b> <i>High performing homes significantly reduce energy use and carbon emissions while enhancing building durability, occupant comfort, and health.</i>			
<b>Strategic Pillars</b>	<b>Advocacy</b> Create opportunities for industry to work together to provide input and recommendations that remove barriers and promote growth.	<b>Market Growth</b> Develop effective, long-term strategies, tools and resources to accelerate industry growth and expand business opportunities.	<b>Capacity Building</b> Cultivate and support a trained and qualified workforce that reliably delivers home performance related products and services.	<b>Quality Workmanship</b> Help the development and implementation of programs, training and accreditation that supports quality workmanship.
<b>2021 Priority Initiatives</b>	<b>Networking of Qualified Contractors</b> Establish a network of qualified contractors and support ongoing engagement, networking, and consultation within the industry.			
	<b>Home Performance Literacy &amp; Demand</b> Develop and/or promote awareness and training of house-as-a-system and consumer demand to contractors.			

# Home Performance Sectors



# Our Supporters



# Home Performance Contractor Network (HPCN) Overview

# Home Performance Contractor Network (HPCN)



FENESTRATION

Registration  
OPEN

Mandatory\*  
OCTOBER 2021



HEATING, COOLING,  
& VENTILATION

Registration  
OPEN

Mandatory\*  
SPRING 2022



INSULATION

Registration  
OPEN

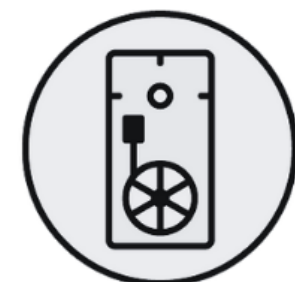
Mandatory\*  
FALL 2022



RENOVATION

Registration  
OPEN JANUARY 3,  
2022

Mandatory\*  
TBD



ENERGY ADVISORS

Registration  
OPEN JANUARY 3,  
2022

Mandatory\*  
TBD

\*For participating programs



# Background & Development



# Why join the HPCN?

- Subsidized training (for a limited time)
- Eligibility for rebate and incentive programs from program partners
- Public recognition for quality work and use of the HPCN logo
- Business information displayed in a public directory/search tool and promoted across BC
- Invitations to exclusive networking, engagement, and training opportunities



# Program Partners

+ more to come!

## Rebate or Incentive Type

## Date that HPCN is Mandatory for Rebate or Incentive Programs



Window

FALL 2021



Income-  
Qualified Offer



Heating, Cooling,  
& Ventilation

FALL 2021



Income-  
Qualified Offer\*

April 1, 2022



Better Homes &  
Home Renovation  
Rebate



Insulation

FALL 2021



Income-Qualified  
Offer\*\*

November 1, 2022



Better Homes &  
Home Renovation  
Rebate

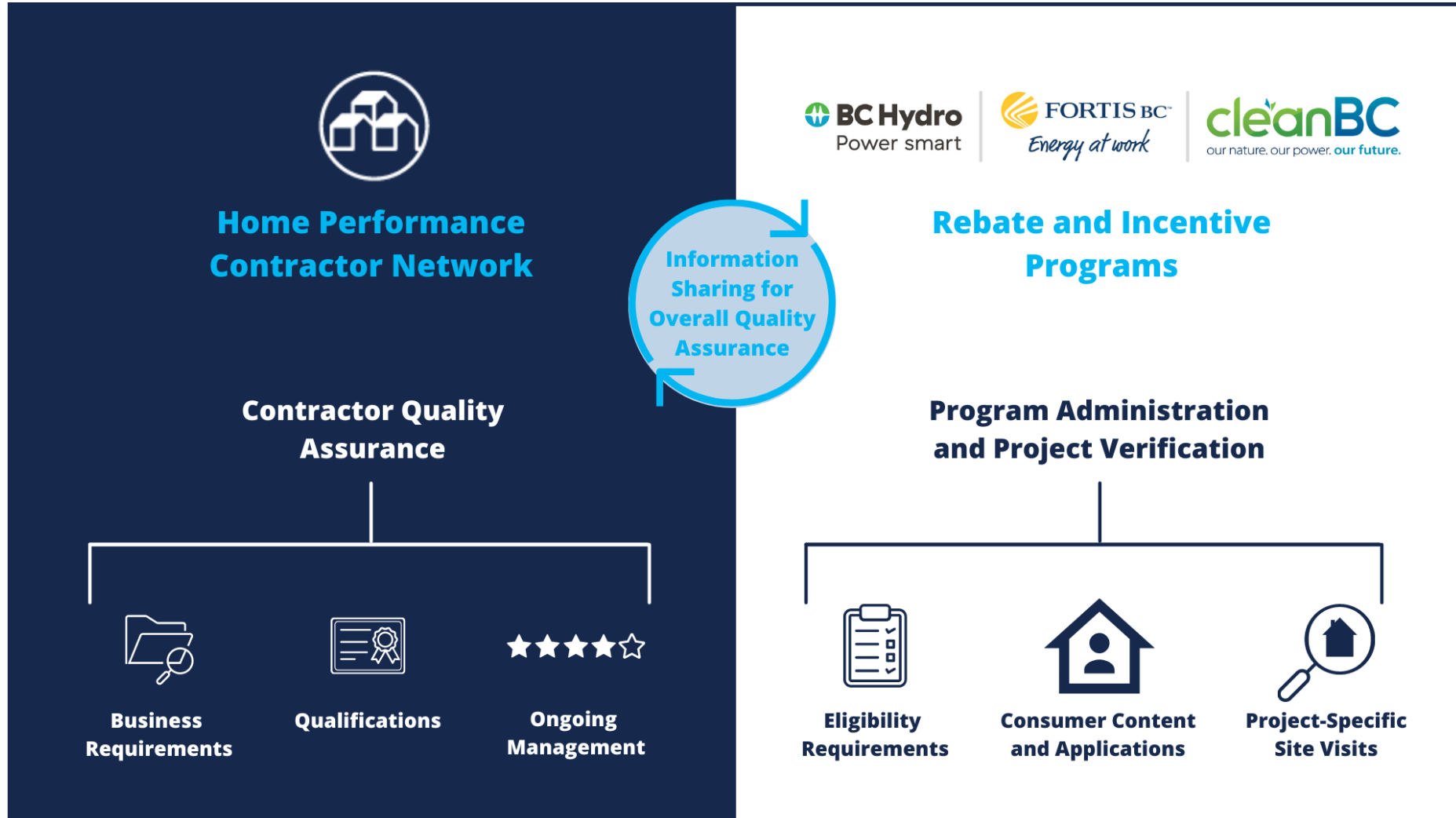
\*Heat Pump PRC also eligible until March 31, 2022

\*\*Insulation PRC also eligible until October 31, 2022



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# HPCN and Rebate/Incentive Programs



# Home Performance Contractor Network (HPCN) Requirements

# HPCN Eligibility

- Be companies or independent contractors. Individual installers are not eligible to apply on their own.
- Directly employ their installers for the relevant sector. Membership in the HPCN does not cover sub-contractors.
- Be currently be operating in British Columbia and have been operating in British Columbia for a minimum of three (3) consecutive years before the date of application.

**[homeperformance.ca/contractornetwork](http://homeperformance.ca/contractornetwork)**

# HPCN Participation



1

## Application

- Business information
- Code of Conduct
- Reference Checks



2

## Qualifications

- Sector-specific: trade designations (as applicable) and training



3

## Business Documentation & Agreement

- Submit: municipal/regional business licenses, proof of warrantee, updated insurance, and WorkSafeBC clearance letter
- Sign network agreement



4

## Membership & Ongoing Management

- Displayed on the public search tool
- Access to subsidy reimbursements, network logo, networking
- Ongoing management



# HPCN Qualifications - HVAC

Requirement	Estimate Time (hours)	Subsidy	Remaining Cost to Contractor
Trade Designation: Gas Fitter (mandatory for furnace installers)	n/a	n/a	n/a
Course: House-as-a-System Course	3.5	\$0 (free course)	~\$100 in wages
Courses: TECA or HRAI	26-28.5	\$1,096-1,332 (course cost) + \$442-485 wage contribution	~\$442-485 in wages
Course: Quality Installation of Forced Air Furnace and Air Source Heat Pump Retrofits in BC Homes	26	\$442 wage contribution (free course until December 31, 2021)	~\$442 in wages
<b>Total Time</b>		<b>Total Subsidy</b>	<b>Est. Remaining</b>
<b>55-58 hours</b>		<b>\$2,022-2,220</b>	<b>\$1,000</b>

Required for membership

6 months to complete





# Q&A

# Thank You

## Next Steps

Details and registration

[homeperformance.ca/contractornetwork](https://homeperformance.ca/contractornetwork)

Questions? [info@homeperformance.ca](mailto:info@homeperformance.ca)



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# Additional Slides

# HPCN Qualifications - INSULATION

Requirement	Estimate Time (hours)	Subsidy	Remaining Cost to Contractor
Course: House-as-a-System Course	3.5	\$0 (free course)	~\$100 in wages
Course: Introduction to Insulation Installation (NAIMA)	2.5	\$0 (free course) + \$37 wage contribution	~\$37 in wages
Course: Quality Installation of Insulation Retrofits in BC Homes (modules 0-2)	6.5	\$0 (free course until December 31, 2021) + \$495 wage contribution	~\$495 in wages
Course: Quality Installation of Insulation Retrofits in BC Homes (modules 3-8)	26.5		

Required for membership

6 months to complete

**Total Time  
39 hours**

**Total Subsidy  
\$532**

**Est. Remaining  
\$632**

# HPCN Qualifications - FENESTRATION

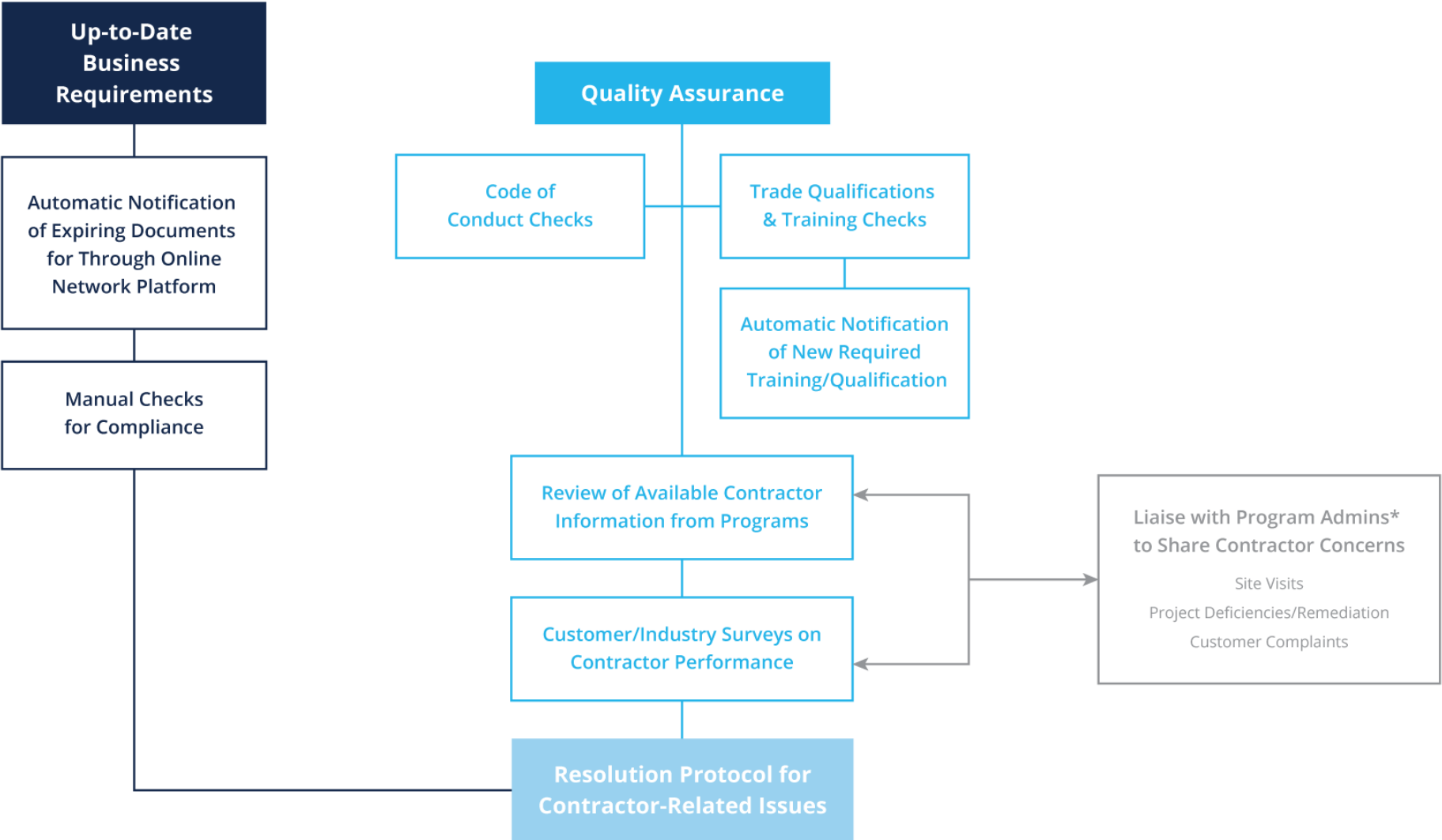
Requirement	Estimate Time (hours)	Subsidy	Remaining Cost to Contractor
Course: House-as-a-System Course	3.5	\$0 (free course)	~\$90 in wages
Resource: Best Practices for Window and Door Replacements	8	\$152 (resource cost with HPCN discount)	~\$200 in wages
Knowledge Check: FENBC Replacement Installer Fundamentals Exam	1.5	\$250 (exam cost) + \$62 wage contribution	\$0

**Total Time  
13 hours**

**Total Subsidy  
\$465**

**Est. Remaining  
\$290**

# HPCN Ongoing Management



\*Participating program partners



# HPCN Membership



Rebate Search Tool

[About Us](#)

[Contact Us](#)



## Find a Registered Contractor near you


**Search By Contractor**


**Location \*** \* required fields


Select Region ▼

**Company Name (optional)**

**Type of Work \***

Windows and Doors 

Heating, Cooling, and Ventilation 

Insulation 

Powered by the [Home Performance Stakeholder Council](#)



# Home Performance Contractor Network (HPCN) Registration



# HPCN Registration: Apply

info@homeperformance.ca

GET INVOLVED



ABOUT ▾ CONTRACTOR NETWORK ▾ RESOURCES ▾ CONTACT US 🔍

## About the Network



**The Home Performance Contractor Network (HPCN) is a database of retrofit contractors in British Columbia (BC) that meet specified trade designation and training qualifications and are subject to ongoing review and quality assurance checks.**

Home performance is a holistic approach to identifying and addressing homeowners' energy efficiency, comfort, health, and safety related issues to make a home perform better. It is estimated that nearly 500,000 single detached houses in BC may benefit from home performance upgrades. Whole home performance renovations in BC can assist utilities to meet energy conservation targets and governments to meet greenhouse gas reduction targets. Additionally, this multi-billion-dollar industry supports job creation and business development in communities across the province.

The Home Performance Contractor Network (HPCN) is the result of years of industry collaboration dedicated to improving the quality supply and consumer demand for affordable home performance services. It is a network developed for industry, by industry. Learn more about [home performance and the HPSC](#) and the [broader vision behind the network](#).

Learn More

Apply Now



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# HPCN Registration: Apply

## Membership Application

BC Registered Contractors

Primary Contact      Business Profile      Service Territory      Additional      Declaration

### Before You Begin

Please have your company's GST number on hand as you will be required to provide it.

### Primary Contact

Please indicate the person who will be your firm's main representative for the BC Registered Contractors application.

<b>First Name</b>	<input type="text"/>	<b>Last Name</b>	<input type="text"/>
<b>Phone Number</b>	<input type="text"/>	<b>Phone Extension (optional)</b>	<input type="text"/>
<b>Email</b>	<input type="text"/>		
<b>Password</b>	<input type="password"/>		

[Next](#)



# HPCN Registration: Contractor Portal

Your Company's Name

## Sectors

Enroll in a New Sector



### HVAC (HPCN)

STARTED SEPTEMBER 30, 2021

[View Details](#)

#### Status

In Progress

#### Stage

Registration and Company Information



### Insulation (HPCN)

STARTED SEPTEMBER 29, 2021

[View Details](#)

#### Status

In Progress

#### Stage

Registration and Company Information

### Company Admin

Your Name  
Last Active: 1 day ago  
[you@company.ca](mailto:you@company.ca)  
(778) 555-5555

### Company Profile

Company Name  
123 A Street  
City, BC A1A 1A1  
(778) 555-0000  
[info@company.ca](mailto:info@company.ca)  
Number of employees: 3

[Edit Company Profile](#)

### Employees (3)

Employee Name 1  
Employee Name 2  
Employee Name 3