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Spring 2012

Halco Retrofits Net Zero Homes

Ithaca Family Goes Net Zero With Solar Power & Geothermal

Dick Durst, Antje Baeumner and their children.

Story on next page

HOME PERFORMANCE WITH ENERGY STAR

Only contractors accredited by the Building Performance Institute (BPI) can offer the Home Performance with ENERGY STAR® Program.

BUILDING PERFORMANCE INSTITUTE, INC. BPI

ACCREDITED CONTRACTOR

SEVEN DAYS TIL NINE – WITH NO OVERTIME

Area Families Opting For Retrofit Net Zero

The results of an energy audit can leave you with a number of choices, from a simple do-it-yourself sealant to a complete conversion to renewable energy. We believe that Halco is the first contractor in New York State to offer Retrofit Net Zero.

Other contractors are offering Net Zero in new construction, but we do not believe you need to have a new house built to be sustainable. The same technology can be retrofitted to your current home.

Net Zero means that you do not depend on non-renewable resources for your comfort. At the end of the year, you do not owe your utility any money. To achieve this goal, you have to increase the tightness of your home and reduce energy loads.

The stories that follow detail how five families approached the Retrofit Net Zero concept. The common denominator is that each started with an energy audit.

Most of our Net Zero installations heat and cool the home and heat domestic hot water with a geothermal system. Solar or wind produce power for the base line utility needs, while remaining on the grid.

During peak power usage, solar or wind power has to be supplemented by power purchased from the utility grid. During low usage, however, excess power produced by the onsite system is sold to the utility. The goal is to buy no more power from the grid than you put back into it.

Retrofit Net Zero may cost more than conventional systems, but payback time is considerably less. Also, substantial tax credits and incentives are available for sustainable systems.

Each system is custom designed. If, after you read these stories, you would like to look into Retrofit Net Zero, we would like to speak with you.

Ithaca Family Goes Net Zero With Solar Power & Geothermal

Sustainability is the new synonym for self sufficiency, and that was Dick Durst's and Antje Baeumner's goal when they engaged Halco to install a geothermal heat pump and solar electric system at the Ithaca home they share with their two children.

This machine drilled eight vertical holes 70 feet deep for the geothermal tubing.

To install the geothermal system, we drilled eight vertical holes 70 feet deep. We then installed 140 feet of copper pipe in each hole to carry refrigerant. The heat pump is installed in the basement.

Geothermal heat pump and domestic water heater are in the basement.

Depending on the operating mode, the refrigerant either absorbs heat or dissipates heat as it travels through the copper tubing. The heat pump extracts heat from the refrigerant when the home needs heating and extracts heat from the house and transfers it into the refrigerant when operating in air conditioning mode.

The solar panels are at the edge of the property, well away from the toys.

The heat pump connects to the air handler and duct system that was already in the house before this installation. The system also provides approximately 80 percent of the family's domestic hot water requirements.

To power the home, we installed a ground-mounted array of 54 225 W solar modules, oriented due South, on three adjustable-tilt pole mounts.

The solar panels, which generate direct current, are connected to two inverters, which convert the current to alternating current (AC). The AC is needed to supply the home's electrical needs.

This grid-connected system provides 12.15 kW of power. During normal times, the system is expected to produce nearly all of the family's electrical needs. On some days, it may generate more than the family needs, in which case, that power will go into the utility's power grid. At night and during certain seasons of the year, it may generate less than needed, in which case, power will be supplied by the utility.

Dick and Antje's goal is "Net Zero" – sell back to the utility as much as you buy from it. Their energy production corresponds to a CO_2 (greenhouse gas) emissions savings of 45.4 lbs per day or 16,577 lbs per year.

The family can monitor the solar production and their electric consumption through a web-based program. They can view the program on a flat panel screen in the kitchen, as well as on the computer. They can also monitor the system with a digital display on the inverter and the electric meter. Dick's and Antje's young son loves to watch the electric meter spin backwards.

Phelps Couple Compares Wind & Solar

Guilford and Beth Mack have long wanted to generate their own power. To make the best choice of sustainable power sources, they decided to install both solar and wind, and compare these two renewable energy technologies side by side for at least a year. They would then decide whether to use both systems, whether to use just one, or whether to use them in a way that complements each other – typically solar in summer and wind in winter.

Guilford is an electrical engineer and licensed Professional Engineer. This experiment has been on his to do list for some time, but he and Beth are now able, financially, to actually realize their dream.

The Macks live in Phelps and like to buy locally. They knew that Halco was able to install both systems, and that we have a good reputation for professional, high quality work. So they called on us to design and install both systems.

We designed the systems to provide a combined 50% of the Mack's baseload electric usage during the test year. After they analyze the data from their year-long test, we will then help them determine the best course of action for the long term. Finally, we expect to expand one or both systems to achieve net zero.

Currently, the 4.05 kW, grid-connected solar electric system has 18 225 W solar modules oriented due South on one adjustable-tilt pole mount.

The 2.5 kW wind electric turbine, also grid-connected, is mounted on a 100 foot tower in an open field to the south and west of the Mack's house.

Beth and Guilford Mack stand in their front yard watching the turbine operate on a windy day.

The Macks live on property that was part of Guilford's family farm. The fields in which the wind turbine and solar panel are located are leased to a farmer, who plants crops around the installation. The Macks live in a house in the woods, which they built themselves in 1980. The wooded site affords them a readily available fuel supply, so they heat with an outside wood-fired boiler.

The solar generates direct current while the wind system generates wild AC electricity. Each is connected to its own inverter, which converts the DC to AC. Each system is monitored by its own

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Halco crews install Guilford and Beth Mack's wind turbine in the field by their house.

The solar panel is installed right at the edge of the same farm field as the turbine.

digital displays on each inverter and the electric meter.

The solar system is designed to generate an average 31% of the Mack's electricity usage. The wind system is designed to meet approximately 17% of the Mack's annual electricity use.

Guilford and Beth expect their solar system to save 18.5 lbs of CO_2 per day, or 6,741 lbs per year, and their wind system to save 10.2 lbs of CO_2 per day or 3,734 lbs per year. The CO_2 savings are expected to rise considerably when the system, or systems, are expanded after the one year test.

While Beth works at the Finger Lakes Surgical Center, Guilford keeps close tabs on the performance of both systems. He walks out to a small building in the side yard where the inverters, meters and system monitors are located. The Macks' country location is beyond the various high speed Internet lines, so they only have dial-up, making it faster to walk out to the meter house to keep watch on the systems.

At this writing, the test year is not yet up, so Guildford and Beth have not made any firm decisions on the future of their renewable energy systems. Their preliminary thought, however, is to add two solar panels in 2013. When combined with the present single solar panel and wind turbine, Guildford believes they will be able to achieve Net Zero with a surplus of power, which they can sell back to their utility.

(Above left) Guilford Mack stands outside the meter house watching his wind turbine spin. The meter on the pole is the meter that measures power purchased from the utility.

(Left) Guilford checks on the solarsystem inverter, meter and controls.

(Above) The meter, inverter and controls for the wind turbine.

Noble House Farm B&B Approaches Net Zero

Noble Farms Bead & Breakfast – barn in background, cottage in center and main house at right.

In the picturesque area south of Ithaca, in the town of Newfield, there stands a Queen Anne home that was built in 1883. Originally a farm, the current owners, De Murphy and Marsha Sundman, still grow fruits, grapes and honey. But, their primary use for the property is as a year round bed and breakfast, and has been since 2003.

Four guest rooms are in the main house; two cottages behind the house each have three guest rooms. The facilities are also rented out for special occasions, such as weddings and conferences.

De Murphy

The whole property was heated by wood and oil, and there was no air conditioning. De and Marsha called on Halco for an energy audit and for advice on how they could approach Net Zero. De Murphy's background is in construction management, so she knew the right questions to ask. She also knew what their budget would allow.

With the audit results in hand, De and Marsha worked with Halco to reduce their wood and fossil fuel dependence as much as practical. However, they also had the budget to consider. As a result, they decided to not do anything with the historic house and concentrate on the cottage at this time.

One cottage had under floor radiant heat. We added ductwork for cooling and supplementary heating in one cottage and installed air-to-air heat pumps and geothermal heat pumps in both. To cool the other cottage, we installed a Mitsubishi mini-split ductless system through the wall.

Solar panels with a capacity of 9.2 kW were installed on the roof of a barn on the property. Three free-standing panels were installed beside the pond over an area where a patio is planned and will form the roof for the new patio. These panels have a capacity of 12.4 kW.

We insulated the cottage with Air-Krete foam and removed the wood burning stoves so they now heat only with oil and the heat pump. Electric water heaters were installed in the cottages as well. Today, Noble Hill Farm Bed & Breakfast has achieved more than 70 percent of its goal of Retrofit Net Zero.

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Noble House Farm Bed & Breakfast pond with solar panel on its shore.

(Top right) Barn with solar panels in its roof.

(Middle right) Electric meters and inverters are in the barn.

(Bottom right) Backside of the solar panels where the deck will be built.

Modern Ithaca Home Unique In Design & Energy Use

The Randel's unique home is sited so that all of the solar panels could be roof-mounted.

Don Randel and his wife, Carol Randel, fell in love with the Finger Lakes region when he was an administrator at Cornell. So, they bought a very scenic piece of rural property adjacent to protected lands near Danby and Shindagin state forests, This eliminated the threat of future development. A large, very modern home was on the property.

Soon opportunity knocked and the Randels had to move from Ithaca. Today, they live in New York City, where Don heads the Carnagie-Mellon Foundation. However, they kept the Ithaca home as a get away home and for their retirement.

Initially, the Randels contacted Halco for a home energy audit. Don and Carol wanted to see where they could save energy.

We installed a new geothermal system. It consists of three small, three-ton direct exchange heat exchangers. This forced air system now provides sufficient heating and cooling for the house. We also did a small amount of air sealing.

The heat pumps are powered by electricity and the Randels' goal was Net Zero, so we proposed a solar power system. A new, electric domestic water heater was also

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A view of the basement area occupied by the heat pumps and associated ductwork.

The solar-powered water heater in the Randels' basement.

installed to take maximum advantage of the solar power.

The house has a large, south-facing roof, which was ideal for mounting the solar panels. The inverters are in the basement.

All solar power is direct current. Direct current power from the photovoltaic cells (solar panels) is transmitted by wires into the house where it enters an inverter that converts it to alternating current. The power then goes through a special electric meter before being distributed within the house or sent to the grid.

The 13.8 kW solar system is currently supplying 70 percent of the home's electric power requirements.

Close-up of heat pump area.

System monitoring area.

The inverters are mounted on the basement wall.

Following The Sun

Pole mounted solar panels tilt to literally follow the sun. The panel in the photo on the left is tilted to catch the winter rays. The panel on the right is set to catch summer rays.

As the earth's tilt changes, so does the angle at which the sun's rays reach the earth. In conversation, we refer to the sun as being high in the sky in summer and low in the sky in winter.

To maximize a solar electric system's efficiency, our engineers calculate the sun's angle and program the panels to tilt as the sun's angle changes.

Ithaca Homeowners Expand Solar, Add Geothermal

Bob Armstrong and Betty Singer enjoying the comfort of their new geothermal system.

Sustainability is a way of life for Bob Armstrong and his wife, Betty Singer. They live in a farm house, built in 1841, just outside of Ithaca. Behind the house, they have a large, organic garden, a greenhouse and a hoop or poly house where they grow their own vegetables. They home schooled their children, and were constantly researching ways to be self-sustaining.

They had heated with an old, oil-fired boiler and baseboard radiators. It had been relegated to a back-up role, however. A wood stove in the living room acted as their primary heat source. They liked the wood for its even heat. There was no air conditioning in the house.

Several years ago, Bob and Betty had a 6 kW solar system installed to supply their base load electric.

The new and existing solar panels side-by-side.

With a Net Zero goal, they called Halco for a home energy audit, and today, they are very close to Net Zero.

Bob and Betty decided to trade in their baseboard hot water heat for a geothermal system. We drilled vertical wells for the direct exchange geothermal system, and teamed it with a five ton heat pump, which provides both heating and cooling. Since the previous heating system was not forced hot air, we built all new ductwork for the home and insulated and air sealed the house. We also installed a new, electric water heater to take advantage of the inexpensive solar electric power.

The wood stove is still in the living room, but it is now the back-up source to the geothermal system.

The added electrical load of the heat pump and water heater required an expanded solar power system. But, Bob and Betty didn't stop there. They wanted excess solar capacity.

Their son has a boat building business in a barn on the property, and they wanted him to benefit from the inexpensive solar power to operate his power woodworking equipment in the shop. Bob also plans to invest in a plug-in electric carsoon, and wants to be able to charge the car with solar power.

The geothermal heat pump, solar electric water heater and some of the new ductwork.

As a result, we tripled the solar system There was plenty of space next to the existing solar panels to install the 54 new panels, capable of generating an additional 12.42 kW.

Bob is semi-retired, so he uses his time to study the latest sustainability measures. So, he does plenty of research before deciding the direction to go. Such was the case when he and Betty decided to make this investment.

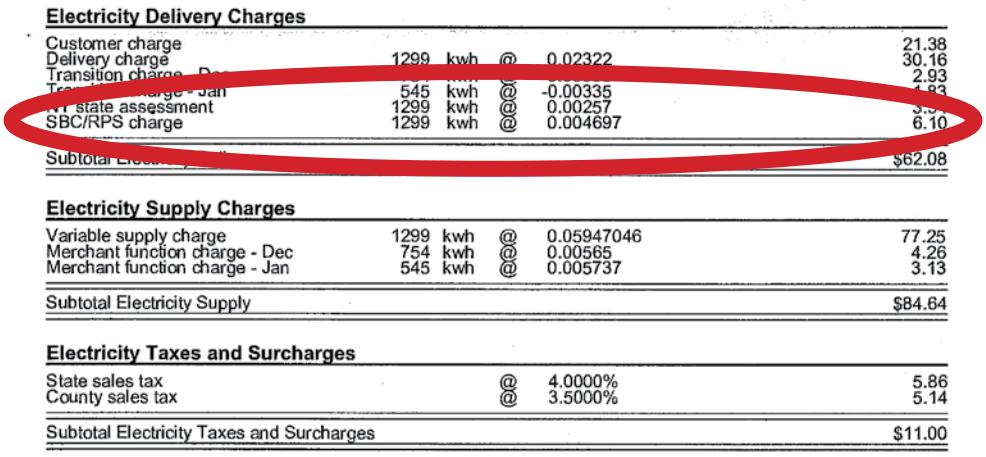
At first, Bob called Halco for an home energy audit. He knew the house would need insulation and that we use Air-Krete insulation. He had called another company for a geothermal proposal.

When he checked the halcoheating.com website and talked to our professionals, he preferred the direct exchange geothermal and vertical wells to the systems that the other company proposed.

Bob and Betty are pleased with their decision to work with Halco on the entire installation. Soon, we will set up a monitoring portal that will allow them to track the amount of electricity their solar power system generates and the performance of the geothermal system. They are looking forward to that. It is far more high tech than having to go down to the basement to watch the meter run backwards.

Are You Taking Advantage Of All You Are Paying For?

If RG&E, NYSEG or National Grid is your electrical utility, you have been paying an SBC/RPS fee with each month's payment. The fee is circled in red on the utility bill pictured at the right.



Electricity Delivery Charges					
Customer charge					21.38
Delivery charge	1299	kwh	@	0.02322	30.16
Transition charge - Dec					2.93
Transition charge - Jan	545	kwh	@	-0.00335	1.83
NY state assessment	1299	kwh	@	0.00257	3.34
SBC/RPS charge	1299	kwh	@	0.004697	6.10
Subtotal Electricity Delivery					$62.08

Electricity Supply Charges					
Variable supply charge	1299	kwh	@	0.05947046	77.25
Merchant function charge - Dec	754	kwh	@	0.00565	4.26
Merchant function charge - Jan	545	kwh	@	0.005737	3.13
Subtotal Electricity Supply					$84.64

Electricity Taxes and Surcharges			
State sales tax	@	4.0000%	5.86
County sales tax	@	3.5000%	5.14
Subtotal Electricity Taxes and Surcharges			$11.00

Investor-owned utilities are required to pay a SBC/RPS fee to New York State for every customer, and they collect that fee from you, the ratepayer. This fee is used to finance energy saving measures like comprehensive energy audits.

An Energy Audit will pinpoint where you are wasting energy and make recommendations for correcting the problem. And, the audit will not cost you anything. **You have already paid for it**. Doesn't it make sense to do it?

We are paid energy consultants, not salesmen. Our job is not to sell you anything, only to show you any way your home is losing energy. Our energy performance professionals will spend 2.5-3 hours in your home conducting the audit, and we will be paid $250 from that SBC/RPS fund. We have found many air leaks that you can fix yourself with a $3 spray can of foam insulation or caulk.

Don't brush off this service that you have already paid for with, "I know I need new windows." There is so little leakage from windows that the payback is 30 years and ENERGY STAR® has taken them out of the incentive programs.

Not every contractor can perform these audits. They must be accredited by the Building Performance Institute (BPI), and to earn that accreditation, our people have to undergo rigorous training. They have the knowledge, special training, test instruments and software to show you exactly where your home is wasting energy.

NYSERDA (New York State Energy Research & Development Authority) has an efficient quality assurance program in place, too. They hire another consulting firm, Honeywell, to inspect 10 percent of our audits. Some contractors have been removed from the program as a result of this quality assurance program, but our professionals continue to get high grades.

Don't wait another day. Put the money you have paid your utilities for energy savings programs to work for you. Call now for an energy audit. Receive the benefit you deserve from your monthly SBC-RPS fee and reduce your energy use by 40 percent.

Energy Audit Saves Syracuse Couple's Life

When Halco Home Energy Performance professionals Frank LaSala and Ed Votyvich arrived at a home in Syracuse last November, they turned on their carbon monoxide meter outside and "zeroed" it. They then entered the house and the needle jumped to 60 parts per million (ppm). Ed thought something was wrong with the meter. So, he went outside and zeroed it again. Returning to the house, the needle bounced between 65 and 70 ppm.

Ed and Frank then went down to the basement and checked the CO level near the boiler and it registered 2,000 ppm. So, they turned off the gas.

The homeowner had just met Halco at a recent parade of homes, so he was naturally skeptical about their very serious diagnosis. Seeing the concerned look on these guys are the greatest actors in the world, or we have a problem."

The homeowner then called his usual heating contractor who told him there was nothing wrong and that energy auditors are just trying to sell new equipment.

Still not satisfied, the homeowner called National Grid. A technician arrived quickly, and his meter registered 10,000 ppm in the boiler flue. Needless to say, National Grid red tagged the boiler.

The homeowner had Frank and Ed call a Halco service technician since the forecast was for the mild weather to turn very cold that night. Our tech found that the boiler only needed cleaning and adjusting. The homeowner admitted that he had never had it cleaned since it was installed 26 years ago.

The homeowner also did not have CO detectors in the house. He says, "Now we have carbon monoxide detectors all over the place."

(Continued on page 11)

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Financial Assistance Available

There are a number of financial incentives to help you make the necessary repairs to correct the energy waste identified in your energy audit. They include a 50 percent subsidy on the cost of energy efficiency measures, up to $5,000 for income-qualified homeowners. Income qualification is quite liberal. The maximum annual income for a single person household is $34,000-$43,000; a two-person household is $44,000; three person – $55,000; four person – $65,000; five person – $75,000 and six person – $86,000.

Low interest loans or a 10 percent rebate of up to $3,000 is available on eligible measures. One loan program is 3.49 percent on up to $25,000 for 15 years.

A new program is called On Bill Recovery. Under this plan, the loan payback, equal to the expected energy saving, is paid back in your utility bill. For example, if your utility bill was $200 before you made energy saving improvements and the estimated energy savings is $75, a month, you would continue to pay $200 per month. However, $125 would be applied to your utility bill and $75 to pay down your loan. This interest rate is 2.99 percent.

There are also federal tax credits available on your 2012 return if you replace an inefficient heating or air conditioning system with one that is more efficient.

New Comfort For Old House In Newark

Anna with her new furnace, water heater and high efficiency air filter.

Anna Napoleon has lived in her Newark home for 50 years, but it has never been as comfortable as it is today. Best of all, that comfort costs Anna less than she ever expected. That's because she had Halco do a home energy audit and make the energy saving improvements recommended by the audit.

Anna knew her furnace was not long for this world, so she called Hal Smith, whom she has known for years. Hal pointed out the benefits, including financial assistance, of a home energy audit. She was surprised to hear that she had already paid for the audit through her utility bills.

Anna certainly wanted to save money, so she retained Home Energy Performance by Halco to perform the audit.

The audit pinpointed where Anna's home was losing energy. The audit results also qualified her for financial assistance.

The audit results indicated that her home, whose walls are lathe and plaster, needed insulation. In addition to a new high efficiency furnace, she could also save a substantial amount of energy by replacing her water heater. Anna agreed to the recommendations, and we immediately began work on the project.

Our crew installed a high efficiency Goodman furnace, a pleated media air filter and a new power vented water heater.

We also sprayed Air-Krete insulation into the walls and expandable foam insulation around the rim joist in the basement. This reduced air leakage by 61%.

Anna noticed the difference immediately. Her home is comfortable, her energy bills have been reduced, and she no longer has icicles. On Thanksgiving, her family commented on how much more comfortable the house was after the improvements.

In addition to the federal tax credit of up to $1,500 for installing an energy saving heating system, Anna also qualified for a $5,000 50% matching grant and a low interest (3%) loan.

We are pleased that two graduates of our first Finger Lakes Home Performance Training Center class, Joe Velte and Frank Cushman, were members of the Halco team that worked on the job.

Both were displaced workers who graduated July 30, 2010 with the first Halco-hosted Finger Lakes Home Energy Performance Training Center class. Today, both hold BPI certification in building analysis and building envelope. Their Halco job title is energy efficiency specialist.

Anna enjoys the new warmth in her kitchen.

Project Summary

- Install Goodman 95% efficient, variable speed furnace, complete with a CO detector and new, proqgrammable thermostat;
- Insulate and airseal all the outside walls with Air-Krete foam;
- Insulate and airseal the attic floor with 4" open cell foam;
- Insulate and airseal the rim joists and basement walls below grade with closed cell foam;
- Install a Bradford-White 40 Gallon power vented hot water heater.

Total job cost: $17,783. Subsidy paid $5,000, leaving a balance of $12,783. Payments: $123.43/month. Projected savings: approx. $100/month.

Home Energy Performance By Halco Recognized As Top Home Performance Contractor In New York State!

The New York State Energy Research and Development Authority (NYSERDA) has honored Home Energy Performance By Halco as its **TOP CONTRACTOR** in New York State.

From the 300 participating contractors in the state (and that includes New York City and Long Island), our company, headquartered in Phelps, was recognized for excellence in customer service and high-quality work through the Home Performance with ENERGY STAR® program, which helps homeowners reduce energy usage and cut energy costs.

Home Energy Performance by Halco received the award for "Outstanding Achievement and Excellence for top customer service, high quality solutions, and in-house professional employee training." NYSERDA also noted that Halco is one of the most productive contractors in the program, completing 399 jobs in 2010-2011." The award was presented to President Hal Smith at the recent Affordable Comfort Inc. (ACI) conference in Saratoga Springs.

Hal Smith with Home Performance by Halco's NYSERDA Top Contractor Award.

Home Performance with ENERGY STAR uses a "whole-house," comprehensive assessment approach to reduce home energy usage. Homeowners work with a participating contractor, like Halco, trained in building science and certified by the Building Performance Institute (BPI). Our Home Energy Performance professionals measure the home's overall energy performance, especially its insulation and air infiltration levels, and the efficiency of heating and cooling equipment, appliances and lighting. We also test ovens, water heaters and other equipment to make sure dangerous combustion gases, such as carbon monoxide, are not leaking into the home. The homeowner receives a comprehensive home assessment report that includes recommendations for home improvements that will save energy. Halco can then make the energy improvements for the homeowner.

Through funding from Green Jobs-Green New York (GJGNY), established by the New York State Legislature to encourage energy efficiency, the home energy assessments are free for most New Yorkers. NYSERDA also provides help in paying for the energy improvements through cash-back incentives and low-cost financing.

Francis J. Murray Jr., president and CEO of NYSERDA, said, "Increased energy efficiency is the best way that all New Yorkers can decrease both their energy consumption and costs while at the same time realizing positive environmental benefits. Energy efficiency work also provides good jobs and bolsters the economic development of our communities."

Energy Audit Saves Syracuse Couple's Life

Our techs believe that the mild weather in the early winter and the need for additional insulation are the reasons that this couple is alive today. The thermostat did not call for heat as much as it would in a normal year, keeping the CO level down. Frank notes that, had they not conducted the energy audit on that specific day, this story would not have ended so positively.

Impressed with the thoroughness of the Halco people, the homeowner is now planning to have Halco add insulation where the energy audit indicated that it was needed, and is considering replacing the 26 year old boiler with a more energy efficient model.

He said, "I can't say enough good about Halco. The service technician was here within two hours. In fact, he arrived as the National Grid technician was leaving,

and they compared notes in the driveway. The Halco tech stayed a good three hours. He didn't leave until about 8:00 PM. We would recommend them to anyone."

His wife added, "We have told our story to many people we know. They have all gotten CO detectors and gotten their boilers or furnaces cleaned as a result."

To think it all started out with an energy audit – a homeowner just getting the benefit of a service he already paid for in his utility bills.

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Home Performance with ENERGY STAR® Program – making homes more comfortable, safe and energy efficient in New York.

Where We Are

Call any of our local phone numbers listed below and a real, live person will answer 24/7, and will dispatch a service or installation team, quickly from right nearby.

Phelps

(O) 315.946.6200
(F) 315.946.6676
800.533.3367

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Albion	585.589.0191	Morrisville	315.684.2317
Auburn	315.253.7939	Newark	315.331.3912
Batavia	585.343.2122	Oswego	315.341.7471
Binghamton	607.724.3802	Owego	607.724.3802
Canandaigua	585.396.2668	Penn Yan	315.536.0633
Corning	607.248.9009	Rochester	585.271.4330
Cortland	607.753.1123	Seneca Falls	315.568.6829
Elmira	607.733.0420	Syracuse	315.437.2048
Geneseo	585.243.1502	Utica	315.735.4060
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www.halcoheating.com