



UPGRADE GUIDE MAPPING CPF INCENTIVE-BASED

SEQUENCED BY BEST PRACTICE AND ELIGIBLE MEASURES

This guide is designed to assist community partners and their contractors prioritize home energy upgrades in a sequence that maximizes performance, comfort and long-term savings. By following this incentive-based upgrade map, partners can identify the most impactful starting point for each home, address barriers early and bundle measures to leverage CPF's highest available incentives.

The sequence, beginning with necessary home repairs, moving through weatherization and envelope improvements, then tackling HVAC and water heating, follows industry best practices for whole-home efficiency. This approach ensures that each upgrade builds on the last, reduces system sizing needs and delivers the best outcomes for households.

This resource is not a rigid checklist, but a roadmap:

- Use professional judgment to adapt the sequence to each household's needs, budget and readiness.
- Leverage the "no-cost" and enhanced incentives available for income-qualified customers.
- Coordinate across partners and trade allies when a measure is outside your scope, ensuring no opportunity is left behind.

START HERE: HOME REPAIR

Identify if there are barriers to any Energy Trust measures.

- CERTA home repair (electric or gas): \$2,000

Must be bundled with at least one insulation measure.

START HERE: INSULATION (HIGHEST PRIORITY)

- Ceiling Insulation — up to \$2.25/sq. ft.
- Wall Insulation — up to \$2.75/sq. ft.
- Floor Insulation — up to \$2.25/sq. ft.

Prioritize homes with little to no existing insulation.

Address attic, crawlspace, and wall opportunities through CPF's generous incentives.

NEXT: ENVELOPE AIR SEALING AND DUCT WORK

- Window upgrades
- Air sealing
- Duct sealing
- Duct insulation

Combine with insulation for tight envelope.

Recommend blower door testing to identify air leakage.

THEN: SPACE HEATING

- Ductless Heat Pump (displacing electric resistance)
 - DHP single family site built homes: \$1,800
 - DHP manufactured homes: \$3,500
- No-Cost Ductless Heat Pump
 - Displacing electric resistance, Single-Zone: Up to \$5,800
 - Displacing electric resistance, Two-Zone: Up to \$8,500
- Ducted Heat Pump
 - Extended capacity HP any fuel: \$2,000
 - Ducted HP replacing electric furnace: \$4,000
 - Extended capacity HP replacing electric furnace: \$6,000
- No-Cost Ducted Heat Pump
 - No-cost HP site-built homes replacing electric forced air furnace: Up to \$13,000
 - No-cost HP manufactured homes replacing electric forced air furnace: Up to \$11,500
- Gas Furnace
 - Annual fuel utilization efficiency (AFUE) of 95% or higher: \$2,900

Install after envelope or repair work to reduce system size and optimize performance.

No-cost offers are available for income-qualified participants only.

ADD-ON: WATER HEATING

- Heat Pump Water Heater (HPWH): \$240
 - Must be replacing electric tank water heater
 - Up to \$700 mid-stream incentive may be available from participating suppliers (check with your water heater installer)
- No-Cost Heat Pump Water Heater (HPWH): \$3,700
 - Must be replacing electric tank water heater

Can be installed alongside HVAC or as a standalone upgrade

Watch for electrical panel barriers (non-incentivized)

No-cost path for income-qualified participants only

OPTIONAL: SMART THERMOSTAT

- Smart Thermostat: \$250

Incentive only available for gas furnaces.

Ensure compatibility with system before installing.

CHECK: ELIGIBLE REFERRALS OR INCOMPLETE MEASURES

If a partner cannot install a measure (due to scope or barrier):

- Track eligible referral in HEA form
- Indicate measure barrier (asbestos, pests, cost, electrical, etc.)
- Coordinate handoff to another partner or trade ally

STEPS TO UPGRADE GUIDE MAPPING

START HERE	HOME REPAIR
	<ul style="list-style-type: none">.... Identify if there are barriers to any Energy Trust measures.... Insulation (Highest priority)<ul style="list-style-type: none">• Prioritize homes with little to no existing insulation.• Address attic, crawlspace, and wall opportunities through CPF incentives
NEXT STEPS	1 ENVELOPE AIR SEALING AND DUCT WORK <ul style="list-style-type: none">.... Window upgrades, air sealing, duct sealing, duct insulation• Combine with insulation for tight envelope.• Recommend blower door testing to identify air leakage.
	2 SPACE HEATING <ul style="list-style-type: none">.... Ductless Heat Pump (displacing electric resistance) No-Cost Ductless Heat Pump Ducted Heat Pump No-Cost Ducted Heat Pump<ul style="list-style-type: none">• Install after envelope or repair work to optimize performance.• No-cost path for income-qualified participants only
	3 WATER HEATING <ul style="list-style-type: none">.... Heat Pump Water Heater (HPWH) No-Cost Heat Pump Water Heater<ul style="list-style-type: none">• Can be installed alongside HVAC or as a standalone upgrade.• Watch for electrical panel barriers (non-incentivized)• No-cost path for income-qualified participants only
OPTIONAL	SMART CONTROLS <ul style="list-style-type: none">.... Smart thermostats<ul style="list-style-type: none">• Encourage to improve heat pump controls and savings.• Ensure compatibility with system before installing.
CHECK	REFERRALS OR INCOMPLETE MEASURES <ul style="list-style-type: none">• Track eligible referral in HEA form• Indicate measure barrier (asbestos, pests, cost, electrical, etc.)• Coordinate handoff to another partner or trade ally