
Aiming for *Better* when *Best* isn't an Option

Deep Energy Retrofits that Work

HPSC Contractor Forum
Kamloops, April 29, 2026.



Who is this presentation for?

- Single envelope upgrades
- Mechanical-only upgrades
- Deep Energy Retrofits

- YOU!



LEEP10 Pilot Project

- 10M+ homes in Canada need to be retrofitted
- How to accelerate the pace and quality of single-family retrofits?
- 10 unrelated homes, 1 IDP process and team
- Deliver fully costed, 2 Phase Plans
 - BETTER: 50% reduction in GHGs and/or energy demand
 - BEST: Net Zero/ready



Homeowner centric, data informed, accelerated 10X

What is “BEST” for a Retrofit?

- Lowest possible energy demand, offset by renewables?
- Implementation of best practice sequencing?
 - A. Envelope / air leakage first
 - B. Then mechanical
 - C. Then renewables

In the real world, “BEST” is what the homeowners will actually implement

LEEP10 Learning

We gathered the data, then bent the rules around the building science

1. Ventilation, heating and cooling were in Phase 1 for every home
2. Very targeted envelope work focused on homeowner pain points
3. Then other major envelope upgrades & air sealing in Phase 2
4. No electrical service upgrades required, even at 100amps

It's not envelope last, it's envelope deferred...with a plan!



Better

+

Phase 2

=

Best

Cost



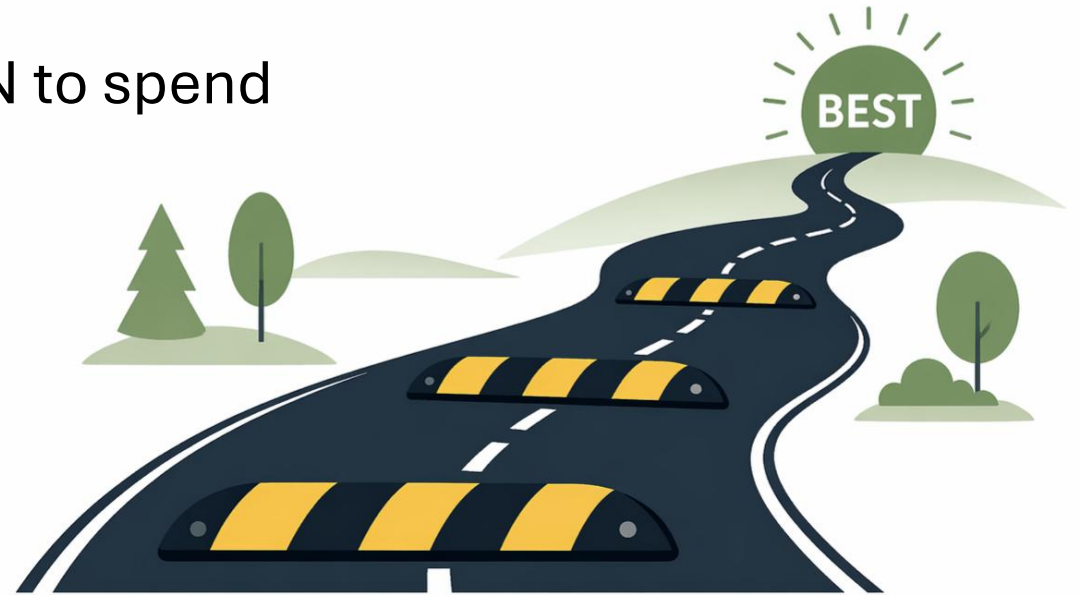
Savings



On the Road to BEST

- Limited budgets
- Steep homeowner learning curve (needs vs wants)
- Critical Pain Points needing resolution
- Home maintenance timeliness – WHEN to spend
- The building science can handle it...

Don't Guess, Assess.



What Your Retrofit Clients *Really* Want

They are not typically motivated by carbon and energy savings

They want you to:

- Understand and resolve critical pain points
- Provide a scope of work that respects their financial context
- Explain “**how will this make my life better?**”
- Make an incremental plan for BEST that puts them in charge

Listen, Plan, Enable

A Plan Isn't a Cost - It's Cost Control

What does it cost to run a project *without* a plan?!

IDP reduces risk, rework, and missed opportunities

Typical cost: ~\$0 – \$7,000 depending on project scope

IDP means “It’s Done Properly”

Plan for BEST. Progress with Purpose.

Start with an energy audit – every time

Bring trades & homeowners together early

Use F280 to plan for today and for the future

Solve the Pain Points First

A plan for BEST supports BETTER outcomes today



Digital Tool Kit



LEEP10 Report

