



**ideale**  
A whole house approach to energy efficiency



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ARIZONA CORPORATION COMMISSION  
DOCKET CONTROL

Docket E-00000XX-13-0214  
Commissioners Wing  
1200 West Washington  
Phoenix, AZ 85007-2966

Dear members of the Arizona Corporation Commission:

My name is Elena Chrimat and I am one of the owners of Ideal Energy LLC, a local home performance contracting company. We founded this company in 2009 when the economy had just crashed because it was almost impossible to find work. Our number one focus was to help improve our environment and the people that live in the State of Arizona. Since then, we have grown from a team of 2, to a full time team of 7 and are still growing. We are looking to add 3 more team members by the beginning of 2015. That's 10 full time jobs that the current Energy Efficiency Standards will have allowed us to create and we are far from reaching a plateau.

The Home Performance with ENERGY STAR program has given knowledge to homeowners who otherwise would have been clueless as to *why* their energy bills were higher than their neighbors'. Before the demand side programs existed, Arizona had many companies promoting products that did not actually yield energy saving results. Those companies were promoting fake energy checkups that were designed to allow one foot in the door so they could essentially rob people blind. There was no regulation on what a company could promote and many homeowners were scammed out of thousands of dollars and sadly, they didn't see a dime in savings or improvements in comfort.

The demand side programs have been in opposition to that approach since day one. Contractors that are part of the utility programs are regulated by a third party quality assurance provider who ensures that contractors aren't selling homeowners measures that don't work and that they don't need. Without the Energy Efficiency Standards, it is likely these utility programs would go away and open the market back up to unethical companies that are just in it for the money who never intended on helping homeowners save energy in the first place.

Almost every home that was built before 2004 has some or many issues that contribute to their high energy bills and uncomfortable rooms. Many homeowners think the solution is to simply replace an AC unit or add more insulation, but often times the problems we find go beyond those two measures. Companies like mine that are part of the utilities' demand side programs find completely disconnected ductwork, gaps and voids in insulation and improperly sized ductwork and AC systems every single day. Our industry is transforming the construction industry as a whole and helping give homeowners a taste of what ethical practices are and how things should be done, but the problem is, many people are still not aware. They are not aware of the right way to approach their issue - which is to first test their home to figure out what is wrong and *then* to fix it. With this approach, homeowners are empowered to allocate their hard earned money in an educated manner with proven results.

Arizona Corporation Commission  
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In summary, the benefits that companies like mine provide to Arizona's homeowners are

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1. We ensure that ethical recommendations and construction practices are delivered (no gimmicks and false advertising)
2. We estimate realistic energy bill savings which enables homeowners to make an educated decision on what measures they need to go through
3. We have helped eliminate energy *waste in thousands of homes* (after all, a completely disconnected duct cools the attic space and not the interior of the home; equivalent to shredding dollars in your attic)
4. We have helped increase the comfort in thousands of homes

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5. We identify health and safety issues (such as appliances that leak gas or back draft carbon monoxide into a living space which can literally kill entire families in their sleep)
6. We have stimulated our economy as a whole by creating more jobs and allowing homeowners to re-allocate their money that they would have otherwise wasted on their energy bills
7. We are raising the bar in the construction industry

Many Arizona cities, including Phoenix and Scottsdale, have adopted the 2009 IECC Energy Code. They have seen the value that our industry provides in making a home operate at optimal efficiency and have realized builders and remodelers will cut corners without a standard. The entire Country is moving forward in regards to this aspect and Arizona should not be the State to lag behind.

There are over 41 other companies like mine that could potentially face devastating challenges if the proposed change to the Energy Efficiency Standards go through. **I strongly encourage you to leave the existing Energy Efficiency Standards in place and to not change the RIM Test for evaluating the effectiveness of the program.**

Sincerely,

Elena Chrimat  
Co-founder  
Ideal Energy LLC  
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Tempe, AZ 85282