



The BPI Total Building Performance (TBP) Certificate: What a Certificate Holder Can Offer Your Business

With millions of households in need of retrofits, and homeowners ready to invest in energy upgrades—as well as an increasing number of states and municipalities administering or piloting retrofit programs—there are millions of jobs to be had.¹ But how will we build the right workforce?

A pathway forward: The Total Building Performance (TBP) Certificate

Recognizing the critical need for a retrofit-ready workforce, Northeast Energy Efficiency Partnerships (NEEP) and partners have developed the Building Performance Institute (BPI) Total Building Performance (TBP) Certificate. The Certificate is the only one of its kind, designed to prepare individuals with the holistic knowledge to plan, manage, and deliver whole-building retrofits that center customer satisfaction and maximize residential energy and emissions savings.

Why the TBP Certificate now?

Now is a critical time to prepare professionals for whole-building energy efficiency work. Following significant workforce loss in 2020 due to the COVID-19 pandemic, the clean energy industry has been slowly rebounding.² Today, the sector has the opportunity to rethink how they approach residential retrofits. A shift from approaching retrofit work as a series of one-off projects toward approaching retrofit work as a single, smartly phased, and comprehensive project can streamline jobs, sustain revenue, and expand the customer base for a business. The TBP Certificate curriculum covers the full array of whole-building retrofit components to produce general contractors who are equipped to build trust with customers, optimize procedures and sequencing, and maximize cost and energy savings.

Who is the TBP Certificate for?

Anyone can access the TBP education resources online and qualified individuals may take the TBP Certificate exam. This means that those currently in the energy efficiency workforce—as well as those who wish to enter or re-enter the sector—can engage with and benefit from the training materials at their own pace and based on their own professional goals. Those who review all domains and pass the exam will become TBP Certificate holders: workers prepared for a general contractor role that centers collaboration and executes each discrete energy efficiency task as part of a whole-building vision.



¹ NEEP [Northeast/Mid-Atlantic Regional Retrofit Matrix](#), National Association of State Energy Officials (NASEO) [State Residential Energy Efficiency Programs Database](#).

² E4TheFuture [2022 Energy Efficiency Jobs in America report](#).



What does a TBP Certificate holder offer?

Once an individual has completed TBP Certificate coursework and passed the exam, they will be able to:



Demonstrate Proficiency in Designing a Building Decarbonization Project

Project design and planning, including developing and overseeing scope of work, timeline, budget, and documentation

Understand Project Financial Analysis for a Building Decarbonization Project

Project finance, including sharing resources such as tax incentives, rebates, and loans with clients



Demonstrate Proficiency in Communication to Clients

Communication for accessibility and collaboration in goal setting and carbon literacy throughout a project's lifespan

Understand Energy Modeling, Load Calculations and Measure Analysis of a Building Decarbonization Project

Energy modeling, demand, and load in order to meet project needs, including considerations of climate and renewables, as well as effective sequencing of tasks



Understand Building Science and Whole-Building Concepts

Project impacts beyond standalone tasks, including projected conditions, building systems, and energy efficiency implications

Understand Project Carbon Impacts

Carbon literacy, including utility-related greenhouse gas (GHG) emissions, governmental regulations and goals, and embodied as well as operational impacts



Identify Electrification/Decarbonization Technologies

Available and emerging technologies, including home appliances to help clients reach their savings goals

Understand the Post Retrofit Process

Close-out and post-occupancy procedures, including ensuring client understanding of and benefit from equipment upgrades, rebates, and other incentives





“We’re going to need thousands of these people across the country trained in their climates that have relationships with the contractors.”

Adam Stenftenagel

CEO/Co-Founder, [Radiant Labs](#)

Conclusion

Whether it involves supporting existing employees to build upon their current skillset or hiring new employees that hold a TBP Certificate, energy efficiency employers should consider investing in TBP Certificate holders to grow their services and client relationships.

About Total Building Performance (TBP)

The TBP Workforce initiative aims to grow and diversify the energy efficiency industry by providing comprehensive and accessible resources that will prepare workers to design, manage, and execute whole-building residential retrofits. As it stands, the national energy efficiency workforce is predominantly white (76%) and male (74%).³ A robust, knowledgeable, and inclusive workforce is necessary to meet urgent climate goals as well as the demands of sustainability- and cost-conscious customers.

³ E4TheFuture [2022 Energy Efficiency Jobs in America report](#).