

energy
saving
trust

The path to upskilling the insulation industry

Green Heat Installer
Engagement Programme

7 February 2024



Presenters

Pilar Rodriguez	Green Heat Installer Engagement Programme Manager, Energy Saving Trust	Presenter, Q&A Panel
John Renwick	Sector Manager – Construction, Energy Skills Partnership (ESP)	Presenter, Q&A Panel
Steven Morrison	Learning and Skills Manager, West Lothian College	Presenter, Q&A Panel
Louise MacDonald	Learning and Skills Manager, West Lothian College	Presenter, Q&A Panel

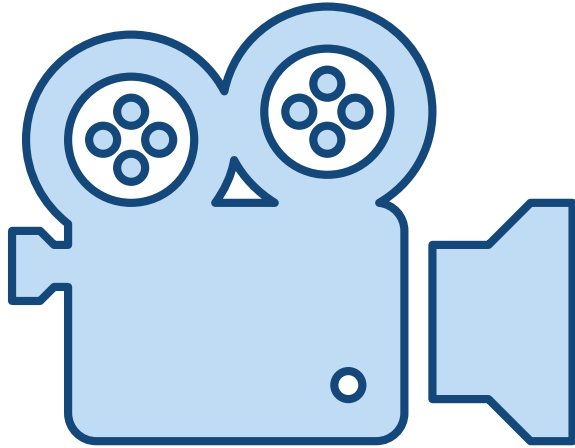
Questions

Type questions into the **Questions** pane of the control panel

You can send in your questions at any time during the presentation. These will be collected and addressed during the Q&A session at the end of the presentations.



Recording



This presentation is being recorded but your name and attendance are hidden from the recording.

The recording will be uploaded and will be made available to watch again.

Details of how to do this will be shared with you via email after the webinar has ended.

Have Your Say



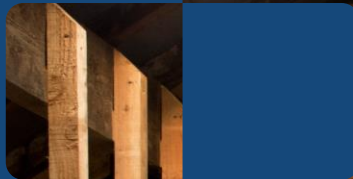
There will be a short feedback survey after the webinar has finished.

Please complete this if you can so we can continue to improve the webinars we offer.

Thermal insulation sector – challenges and opportunities

Pilar Rodriguez

07 02 24



Green Heat Installer Engagement Programme



Resources hub

Support hub for small businesses working on energy efficiency, heating systems and micro generation. Find research, case studies and online tools to...



Skills, funding and certification

Discover the certification requirements as an installer or assessor looking to carry out work under various schemes.



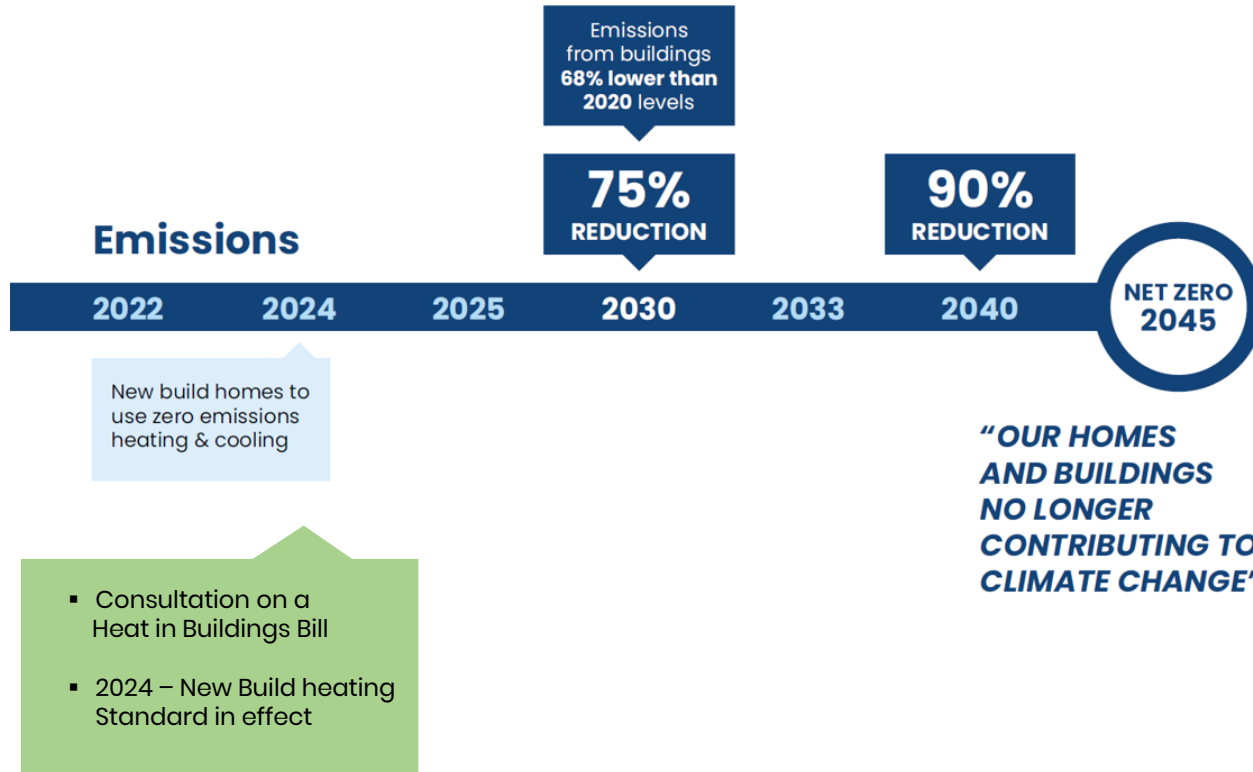
Green heat installer events

We organise networking events, webinars, workshops and information sessions. All free of charge. Find out more about our upcoming sessions.



Funding for your customers

Energy Saving Trust helps consumers access funding to make energy efficiency improvements and renewable energy additions to their property.



Heat in Buildings Bill Consultation

Domestic properties:

Proposals include setting a "Heat in Buildings Standard, which consists of two main parts:

- **Prohibition on the use of polluting heating systems** after 2045 and progressively at certain 'trigger' points before then
- Make sure that homes meet a reasonable **minimum energy efficiency standard** by the end of 2028 (private rented sector) and end of 2033 (owner-occupiers).

(separate consultation on an equivalent standard for social housing is also underway)



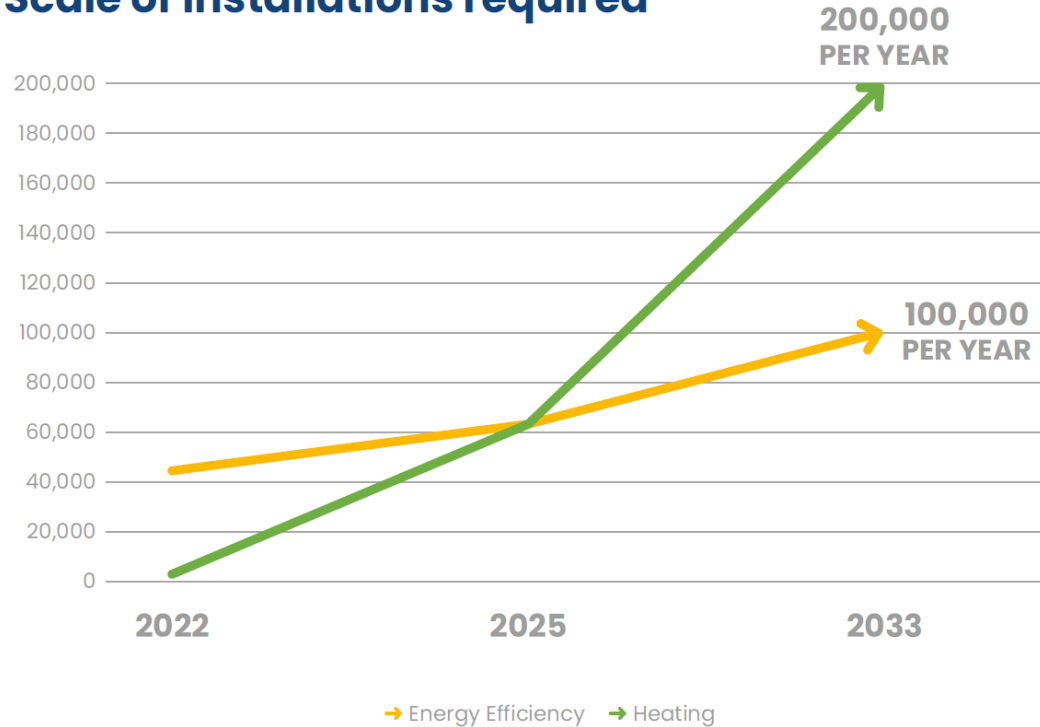
Heat in Buildings Standard for energy efficiency

- For the **private rented sector**, the property should meet this energy efficiency standard **before the end of 2028** even if it has a clean heating system installed.
- For all other **privately owned homes**, the property should meet this energy efficiency standard **by the end of 2033** – unless the property has installed a clean heating system by then.



Domestic energy efficiency installations

Scale of installations required



How do we get there

- **Hundreds of retrofit installers in Scotland**
- **Consistently high quality work**
- **Energy retrofit embedded into the everyday practices of builders working in the repair, maintenance and improvement market**
- **Support installers by providing clarity on qualifications, certifications and funding for upskilling**



Funding in Scotland for the retrofit market

- [Home Energy Efficiency Programmes for Scotland: Areas Based Schemes](#)
- [Warmer Homes Scotland](#)
- [Home Energy Scotland Grant and Loan scheme](#)
- [Private Rented Sector Landlord loans](#)
- [SME loan](#)
- [Local Heat and Energy Efficiency Strategies \(LHEES\)](#)

Green Heat Installer toolkits– support for installers

The screenshot shows the Energy Saving Trust website. At the top left is the logo 'energy saving trust'. Below it, the heading 'Energy Saving Trust toolkits' is centered. There are two main content areas. The first is for the 'Insulation toolkit', featuring a photo of two workers in a room with exposed wooden beams. Below the photo is the title 'Insulation toolkit' and a short description: 'Find out everything you need to know about becoming an insulation installer in Scotland.' with an 'Explore >' link. The second area is for the 'Heat pump installers toolkit', featuring a photo of a person working on a heat pump unit. Below the photo is the title 'Heat pump installers toolkit' and a short description: 'Find out everything you need to know about becoming a heat pump installer in Scotland.' with an 'Explore >' link. The footer contains the Energy Saving Trust logo, the 'Net Zero Scotland' logo, social media icons, and links for 'Privacy policy', 'Cookie policy', and 'Terms and conditions'. A copyright notice '© All Rights Reserved 2023' is also present.

greenheattoolkit.energysavingtrust.org.uk

Green Heat Installer support – Insulation toolkit

Insulation toolkit

Contents

- 1 Why do homes and commercial buildings need insulation?
 - 1.1 Heat loss
 - 1.2 Typical insulation measures
 - 1.3 Policy landscape
 - 1.4 The business opportunity
 - 1.5 Frequently asked questions
- 2 Installation
 - 2.1 Product standards and selection
 - 2.2 Installation standards
 - 2.3 Pre-installation inspections
 - 2.4 Other considerations
 - 2.5 Further information
- 3 Qualifications and upskilling
 - 3.1 Typical roles
 - 3.2 Training providers
- 4 Installation certifications
 - 4.1 Requirements for TrustMark registration
 - 4.2 Achieving and maintaining TrustMark registration
 - 4.3 Consumer protection
 - 4.4 TrustMark registration checklist
- 5 Wider business considerations
 - 5.1 Potential sector risks
 - 5.2 Opportunities
- 6 Government-funded schemes and ECO4
- 7 Further resources

[insulation toolkit](#) / [1. Why do homes and commercial buildings need insulation?](#)
/ 1.4. The business opportunity

1.4. The business opportunity

Why consider insulation work?

[Copy page link](#)

The energy efficiency of Scotland's homes has been improving. Since 2010, the share of the most energy efficient homes (rated EPC C or better) has increased. In 2019, 45% of Scotland's homes were rated EPC C or better. However, this leaves around 1.3 million homes still to be upgraded.

Due to Scottish Government initiatives, high energy costs, and a growing awareness of climate change, more people are now willing to invest in improving the energy efficiency of their homes. Those making improvements either use savings or take advantage of green mortgage and green loan schemes.

Lenders are increasingly willing to offer these incentives. They see energy efficient properties as a lower risk, as they are more likely to hold their value. If a homeowner is spending less on their energy bills, they are less likely to struggle to make their mortgage repayments.

Based on the 2021 Scottish house condition survey, a significant number of homes require upgrading including:

- 522,000 uninsulated cavity walls
- 529,000 uninsulated solid walls
- 694,000 uninsulated or partially insulated lofts

Based on a Scottish Government survey, levels of loft and wall insulation are higher in the social sector than in the private sector:

- 55% of homes in the private sector have wall insulation compared to 70% in the social sector.
- 63% of lofts are insulated in the private sector to 200mm or more compared to 7% in the social sector.

greenheattoolkit.energysavingtrust.org.uk/t/insulation-toolkit

[← Previous section](#)
1.3. Policy landscape

[Next section →](#)
1.5. Frequently asked questions

Heat in Buildings Bill Consultation events

- **9 February, 10:30 – 11:35 – Clackmannanshire, Tullibody Civic Centre**
- **9 February, 13:30 – 14:35 – Fife, Carnegie Library Dunfermline**
- **13 February, 10:30 – 11:35 – Edinburgh, Central Library**
- **14 February, 10:30 – 11:35 – Glasgow, Mitchell Library**
- **14 February, 13:30 – 14:35 – West Dunbartonshire, Clydebank Library**
- **16 February, 13:30 – 14:35 – North Ayrshire, Harbour Arts Centre, Irvine**
- **25 February, 14:00 – 15:05 – online (open session for those within one of the 11 areas of Scotland identified)**
- **29 February, 18:00 – 19:05 – online (open session for those within one of the 11 areas of Scotland identified)**
- **5 March, 11:00 – 12:05 – online (for Orkney and Shetland residents, or anyone within the local areas of Scotland identified above, who meet the criteria below)**

Registration for all events is open on [Eventbrite](#).

Heat in Buildings Bill Consultation links

- For further information you can contact:

HiBConsultation@gov.scot

- Have your say:

<https://consult.gov.scot/energy-and-climate-change-directorate/proposals-for-a-heat-in-buildings-bill>

- See the full document:

<https://www.gov.scot/publications/delivering-net-zero-scotlands-buildings-consultation-proposals-heat-buildings-bill/>

Green Heat Installer Engagement Programme – useful links



Email: GreenInstallerScotland@est.org.uk



LinkedIn Group: www.linkedin.com/groups/5139242



Email updates and quarterly newsletter subscription: bit.ly/2PSatKL



Website: energysavingtrust.org.uk/business/energy-efficiency/green-installer

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Thank you



ESP



Scottish Funding Council

Promoting further and higher education

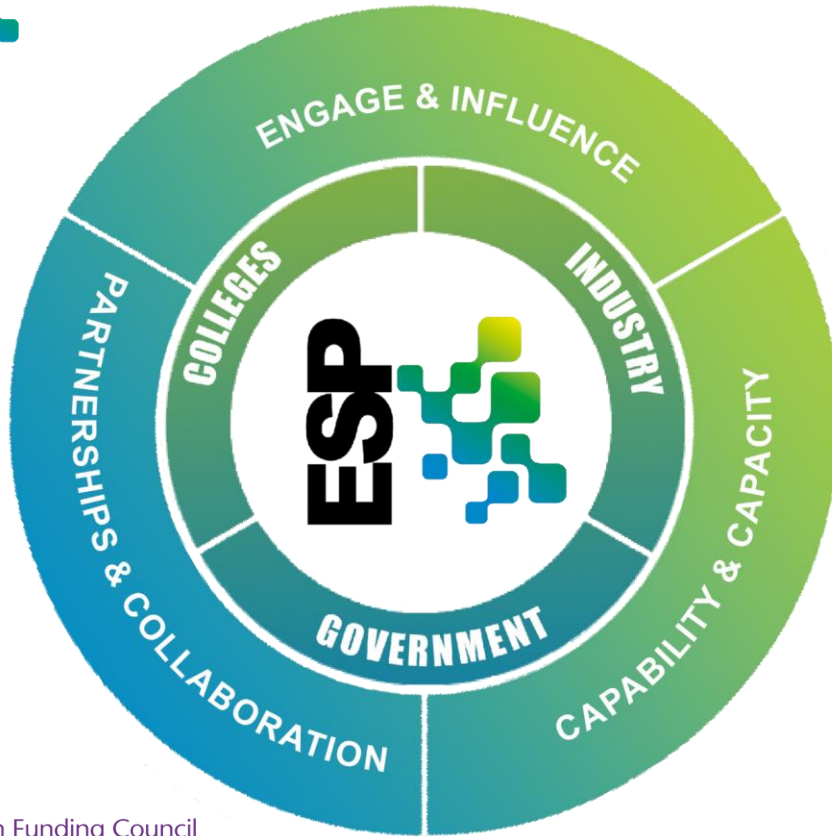
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Skills Webinar “Insulation”

7th Feb 2024

John Renwick
Sector Manager
Construction
ESP

Scotland's colleges – delivering skills for the energy, engineering and construction sectors



About us

WHO ARE WE ?

ESP is the college sector agency in Scotland for the energy, engineering and construction sectors. Whilst also being the college sector lead for STEM and the college sector agency leading on the Climate Emergency Skills Action Plan.

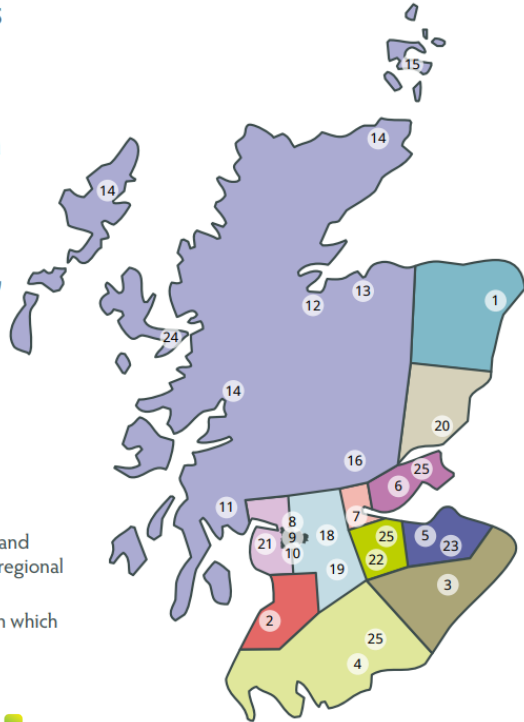
OUR VISION

A college sector working in partnership with Government, agencies and industry to meet national and regional skills needs, maximising investment and job opportunities aligned with emerging technologies, the **Climate Emergency** and the **Just Transition to Net Zero**.

Our Colleges



Scotland's 24 colleges operate in 13 regions across the country, allowing them to plan locally, regionally, and nationally for the benefit of individuals, communities, the economy, and wider society.



*includes Newbattle Abbey College and Sabhal Mòr Ostaig which sit outwith regional arrangements.

SRUC is a higher education institution which delivers further education provision.

Region	College
Aberdeen and Aberdeenshire	1. North East Scotland College
Ayrshire	2. Ayrshire College
Borders	3. Borders College
Dumfries and Galloway	4. Dumfries & Galloway College
Edinburgh and Lothians	5. Edinburgh College
Fife	6. Fife College
Forth Valley	7. Forth Valley College
Glasgow	8. City of Glasgow College
	9. Glasgow Clyde College
	10. Glasgow Kelvin College
Highlands and Islands	11. UHI Argyll
	12. UHI Inverness
	13. UHI Moray
	14. UHI North, West and Hebrides
	15. UHI Orkney
	16. UHI Perth
	17. UHI Shetland
Lanarkshire	18. New College Lanarkshire
	19. South Lanarkshire College
Tayside	20. Dundee & Angus College
West	21. West College Scotland
West Lothian	22. West Lothian College
Sit outwith regional arrangements	23. Newbattle Abbey College
	24. Sabhal Mòr Ostaig
	25. Scotland's Rural College (SRUC)



Scotland's Colleges

Energy Efficiency & Low Carbon Heat Training Facilities



Scottish Funding Council
Promoting further and higher education

✓	Under Development																			
	Updated: Jan 2024	NEScol	Ayrshire College	Borders College	Dumfries & Galloway College	Edinburgh College	Fife College	Forth Valley College	Glasgow Clyde College	Glasgow Kelvin College	UHI Outer Hebrides	UHI Inverness	UHI Moray	UHI Perth	New College Lanarkshire	South Lanarkshire College	Dundee & Angus College	West College Scotland	West Lothian College	
	Energy Efficiency Measures for Older and Traditional Buildings																			✓
	Air Tightness			✓			✓									✓				✓
	Thermal Imaging			✓			✓	✓	✓											✓
	SMART Control systems			✓			✓	✓	✓										✓	
	Internal Wall Insulation															✓	✓			✓
	External Wall Insulation															✓	✓	✓		✓
	Battery Storage		✓	✓	✓	✓		✓	✓										✓	
	Ground Source Heat Pumps	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓		✓		✓	✓	✓	✓	✓
	Air Source Heat Pumps	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓		✓	✓	✓	✓	✓
	Mobile Heat Pump Training Centre			✓	✓	✓						✓				✓	✓	✓	✓	✓
	Solar Thermal	✓	✓	✓	✓	✓	✓		✓	✓	✓			✓		✓	✓	✓	✓	✓
	Solar Photovoltaic			✓	✓	✓		✓	✓			✓			✓			✓	✓	✓
	Rainwater Harvesting					✓		✓	✓											
	Mechanical Ventilation Heat Recovery			✓		✓			✓							✓				
	Grey Water System					✓		✓												
	Electric Boiler							✓												
	Electric Vehicle Charging Points			✓	✓		✓		✓		✓	✓						✓	✓	✓
	Solid Biomass				✓											✓				
	Smart Metering						✓								✓	✓				
	Retrofit Coordination & Risk Management			✓																
	Energy Assessment																			

Scotland's colleges – delivering skills for the energy, engineering and construction sectors

Green Heat Supply Chain

Recommended Minimum Skills and Qualifications

Transitioning
our workforce

Quality
Assured

CLICK HERE



[Installers Skills Matrix](#)

Developed by the sector skills bodies for construction, heating and electrical, trade associations, Scottish colleges, skills agencies and other stakeholders.

Scottish Government - [The Heat in Buildings Supply Chains Delivery Plan: Towards an Industry for Green Heat](#)

Incorporated into the updated
BSI PAS 2030 (2019) standards



Scottish Government
Riaghaltas na h-Alba
gov.scot

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Comments in relation to the skills matrix please
email skillsmatrix@esp-scotland.ac.uk



Route to become an Insulation Installer

Recommended Minimum



Skillsets & Qualifications

[Installers Skills Matrix](#)



Scottish Government
Riaghaltas na h-Alba
gov.scot

[The Heat in Buildings Supply Chains Delivery Plan: Towards an Industry for Green Heat](#)



Supply Chain Skills Pipeline

(Recognised & Competent Installers)

- Upskilling/Re-skilling
- New Apprentices
 - Young
 - Adult

2.6 Million Homes in Scotland require some form of retrofit

- UK – 26 Million
- Europe – 330 Million

Over the next 23 years

- 113,000 Homes retrofitted per year
- 480 Homes per day



2024 - Limited Workforce



2030
Quality Assurance !!



2035
Contractual Obligations (Challenging)



2040
Net Zero Targets (Not on track)

NET ZERO 2045





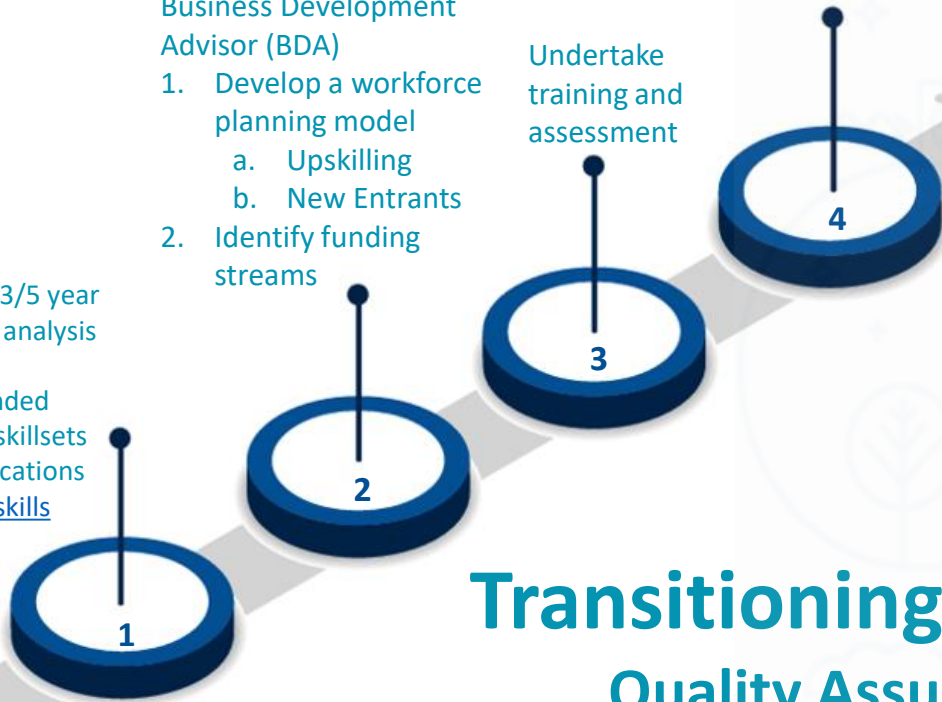
Engage with your regional college's Business Development Advisor (BDA)

1. Develop a workforce planning model
 - a. Upskilling
 - b. New Entrants
2. Identify funding streams

Develop a 3/5 year skills need analysis using recommended minimum skillsets and qualifications [installers skills matrix](#)

Competent and qualified installer

Undertake training and assessment



“Net Zero Delivery”



“Green Heat Supply Chain”

Transitioning at Pace

Quality Assurance



Scottish Government
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gov.scot



John Renwick
Sector Manager –
Construction



Steven Morrison – Learning & Skills
Manager, West Lothian College

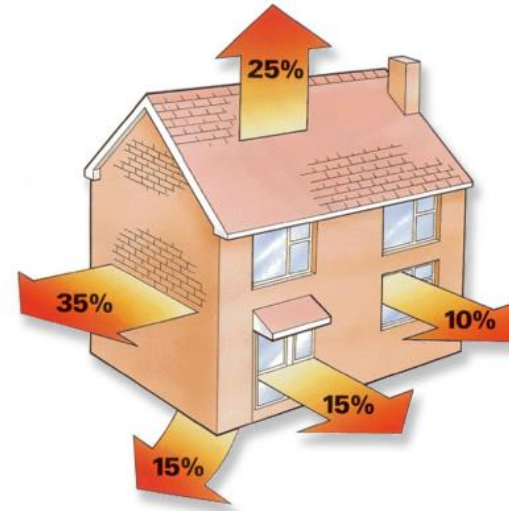
Louise McDonald– Learning & Skills
Manager, West Lothian College

West Lothian College

- Only regional college in West Lothian
- Currently transitioning our curriculum from a traditional offering to a more sustainable curriculum offering
- Invested £500k placed based investment from West Lothian Council to create an Eco house on campus

Fabric 1st Approach

- Fabric 1st approach
- Ensuring the building is free from defects
- Ensuring the building can maintain as much heat as possible



Level 5 SVQ

- 6 pathways
- [InsulationBuildingTreatments GT0D22-Structure.doc \(live.com\)](#)

Wall Tie
Replacement

Cavity Wall Insulation

Cold Roof Insulation

Wood Preserving and
Damp-proofing

Solid Floor Insulation

Under Floor Insulation

Level 6 SVQ

- 8 pathways
- [GT1G23.doc \(live.com\)](#)

Internal Insulation
(Walls)

Room in Roof

Park Homes

Hybrid Wall

External Wall Insulation
Border/Finisher

Insulate Framed
Sections of Buildings

External Wall Insulation Border

External Wall Insulation Finisher

Entry and Delivery

- Candidates need to be employed
- Qualification's align with industry needs
- The assessment process takes place in the workplace
- Candidates highlight their competence using work-related evidence
- Candidate are assigned an experienced work based assessor who will work with them individually
- The assessor will support and guide candidates in building a comprehensive portfolio and observe working practices

Cost

Costs – Central Belt

Full Cost SCQF 5 - £1100

Full Cost SCQF 6 - £1300

If candidate holds SVQ in Construction and joinery and/or are out with central belt, prices will be agreed on application

Available Funding

- West Lothian Councils Economic Development Fund
- Reduction in Cost/Units for those candidates who have an SVQ in Carpentry and Joinery.

For funding applications

Angela Bell – Abell@west-Lothian.ac.uk

Course Enrolment

To request enrolment onto this course please contact

Louise MacDonald

Imacdonald@west-lothian.ac.uk

07736161393

- Assessor will visit site to ensure scope of work
- Induction, Enrolment and Learner Agreement
- Course start date is date of enrolment
 - SCQF 5 6-9 months
 - SCQF 6 9-12 months

College Contacts

- Steven Morrison – smorrison@west-Lothian.ac.uk for curriculum
- Angela Bell – Abell@west-Lothian.ac.uk for funding
- Louise McDonald – lmcdonald@west-Lothian.ac.uk for SVQ enrolment

You can ask questions by typing them into the questions box of the control panel

Panellists:

Pilar Rodriguez	Green Heat Installer Engagement Programme Manager, Energy Saving Trust
John Renwick	Sector Manager – Construction, Energy Skills Partnership (ESP)
Steven Morrison	Learning and Skills Manager, West Lothian College
Louise MacDonald	Learning and Skills Manager, West Lothian College



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- **Email:**
GreenInstallerScotland@est.org.uk
- **LinkedIn Group:**
<https://www.linkedin.com/groups/5139242/>
- **Email updates and quarterly newsletter subscription:**
bit.ly/2PSatkl
- **Website:**
<https://energysavingtrust.org.uk/business/energy-efficiency/green-installer/>

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Thank you for
attending