

“Shaping the Future”
What RESNET has Accomplished in
2010 and Where We are Heading

2011 RESNET Building Performance Conference

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Web site: resnet.us

Keys to Shaping the Future

Using the progress achieved as a foundation to branch out to allies and offer total solutions to the customer

Offering consumers benefits not products nor processes

RESNET Update

Tax Credit Extension

In cooperation with strategic allies succeed in convincing Congress to extend \$2,000 federal tax credit for energy efficient homes

- In 2009, 37,506 homes were certified as complying with federal tax credit – 10.0% of new homes sold in US

2011 Legislative Goals

- 3 year extension of \$2,000 credit
- Creation of a new homes tax credit for achieving a HERS Index of 50 (Snowe, Feinstein, Bingaman proposal)
- Creation of a performance based credit for homeowners to improve existing homes based upon improved HERS Index
- Enactment of legislation to address appraisal and mortgage financing (SAVE Act)

RESNET Update

Despite Recession the Number of Homes Remained Steady in 2010

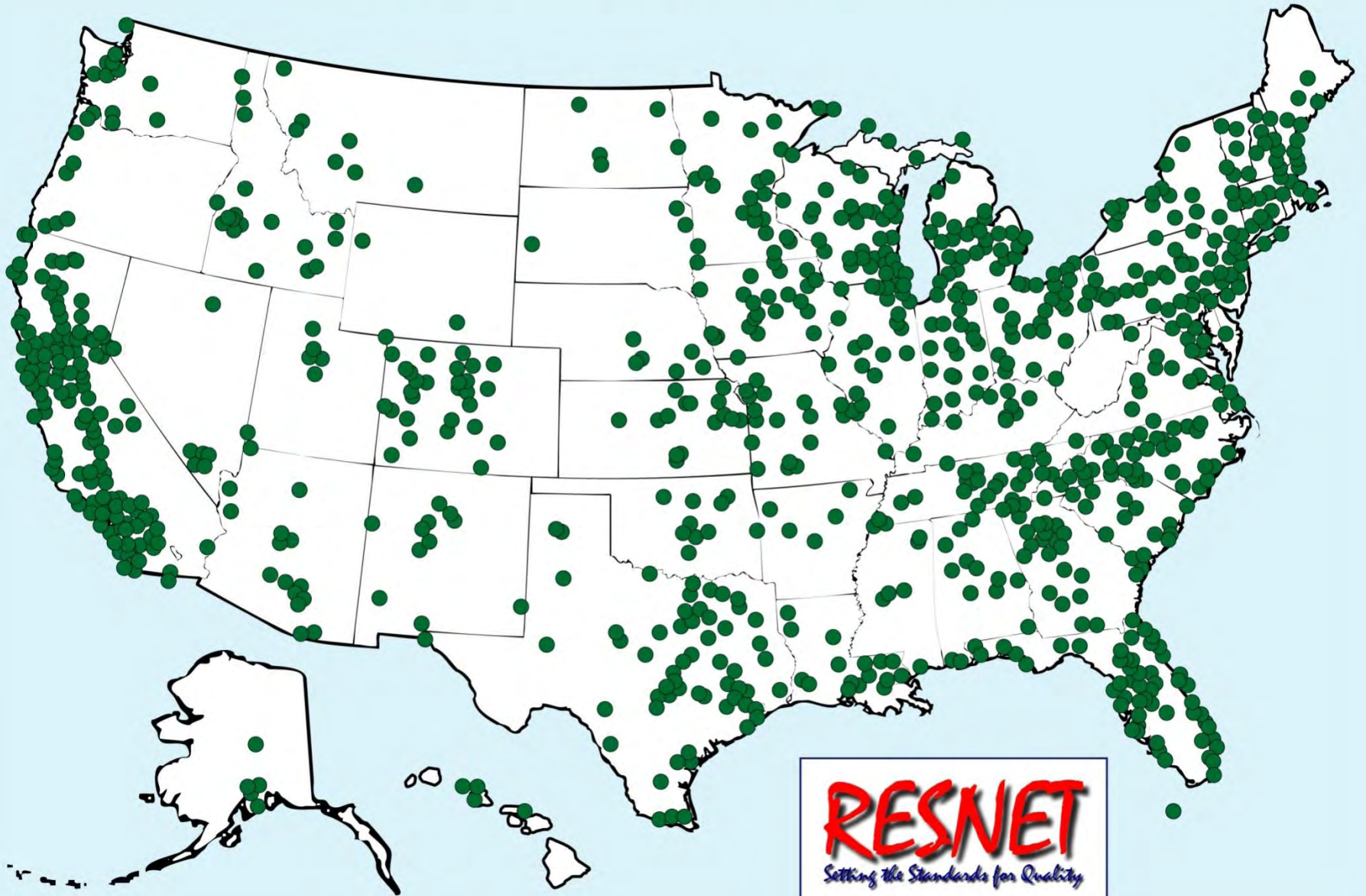
- Over 120,000 homes rated (42% of new homes sold in the US) – Up from 116,000 in 2009

RESNET Update

Experienced Dramatic Growth of Network in 2010

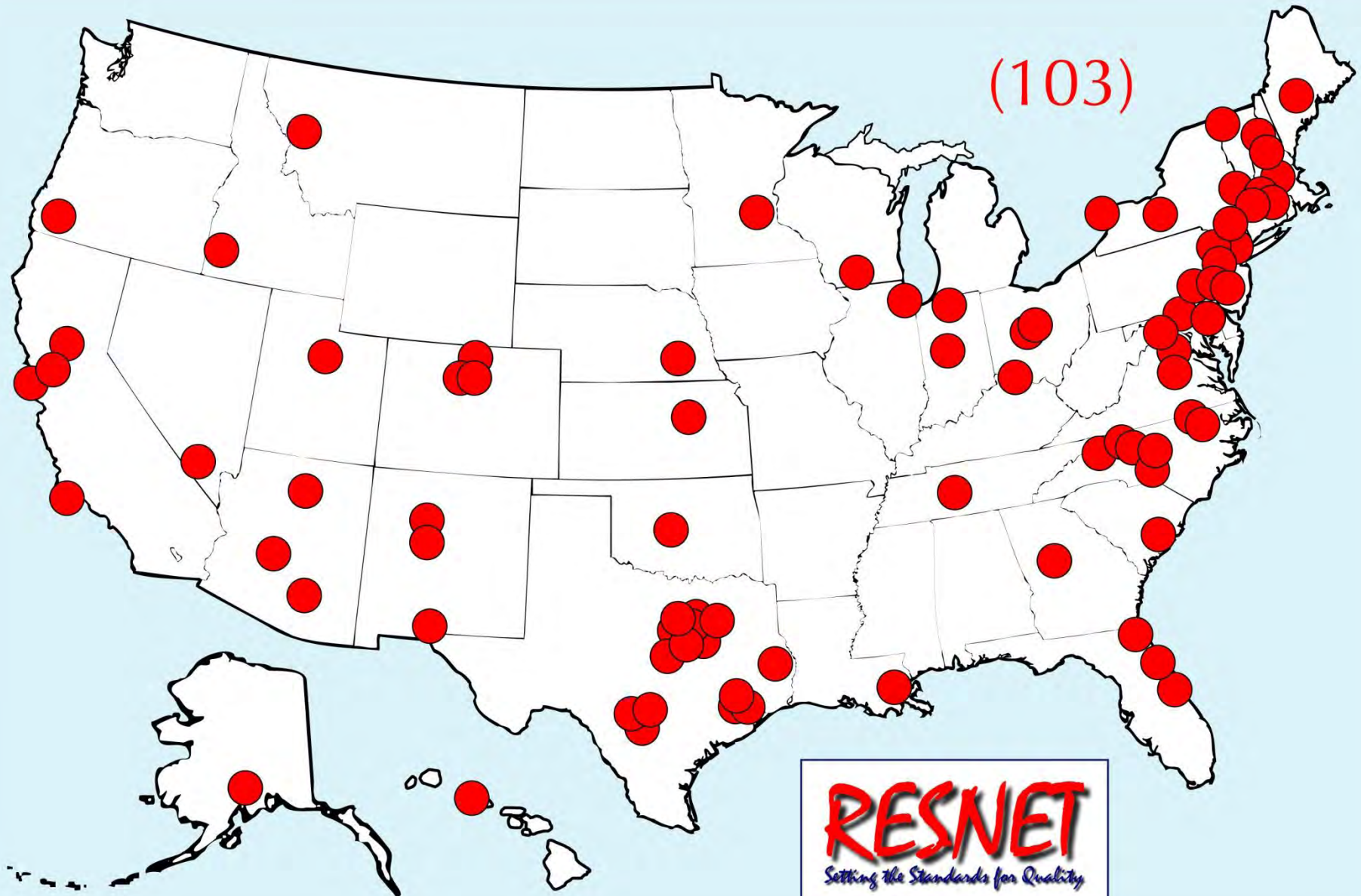
- RESNET rating company memberships in 2010 grew to 1,186 companies – up from 456 in 2009
- 343 Energy Smart Contractor companies signed up since November 2010
- Number of RESNET certified professionals continued to grow – over 4,000 in all 50 states
- Number of accredited Quality Assurance Providers and Rater Training Providers dramatically increased in 2010

RATERS 2010

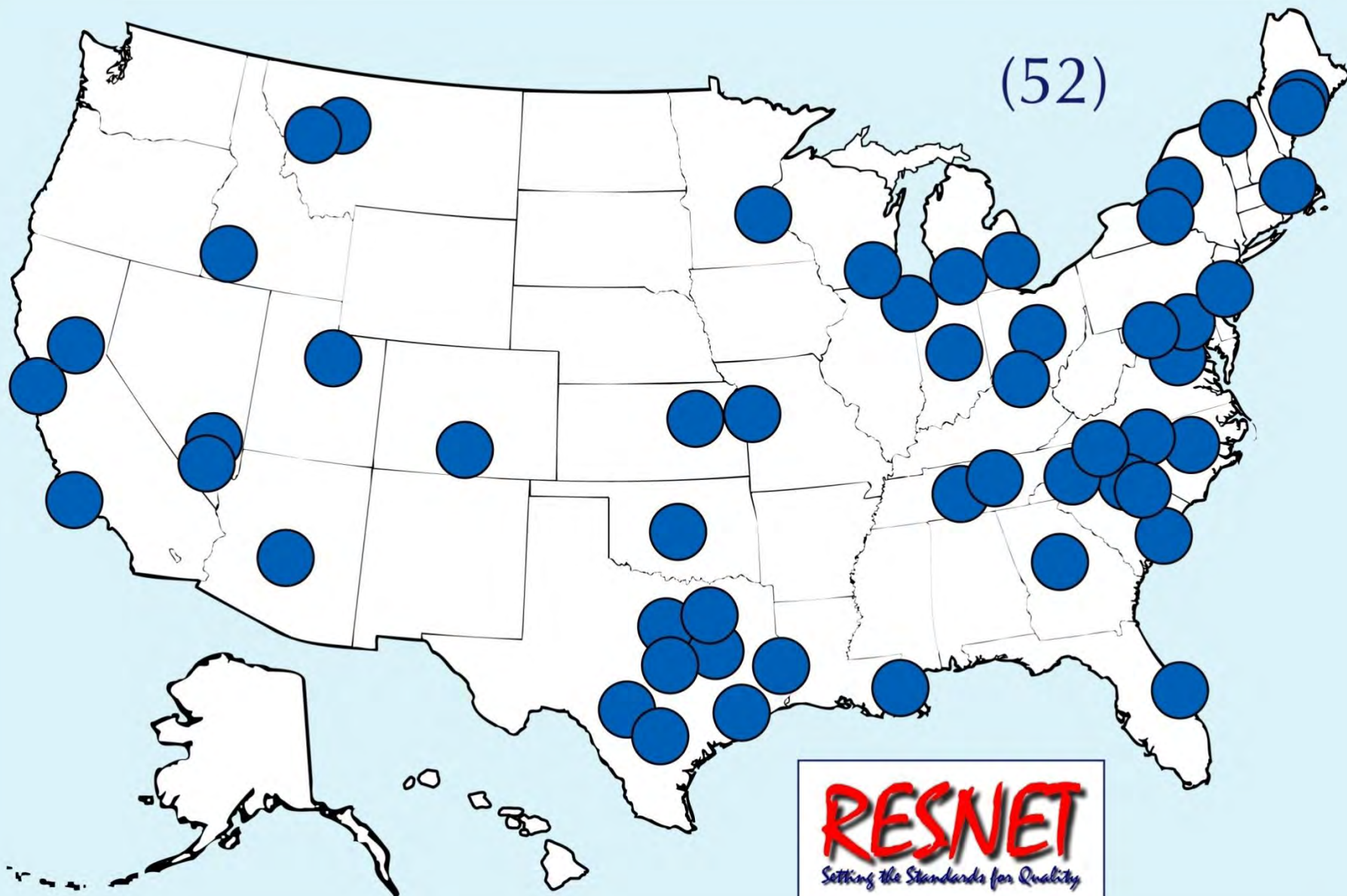


RESNET
Setting the Standards for Quality

RATER PROVIDERS 2010



RATER TRAINER PROVIDERS 2010



RESNET Update

Large Production Builders Committing to Having All of Their Homes Energy Rated and Marketing the HERS Index

- KB Home
- Centex Homes
- Del Webb Communities
- Pulte Homes

US TODAY

Feb 14, 2011

Feb 14, 2011

Builders offer MPG-like home efficiency labels

05:14 PM

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By Wendy Koch, USA TODAY

9 Comments

8 Recommend

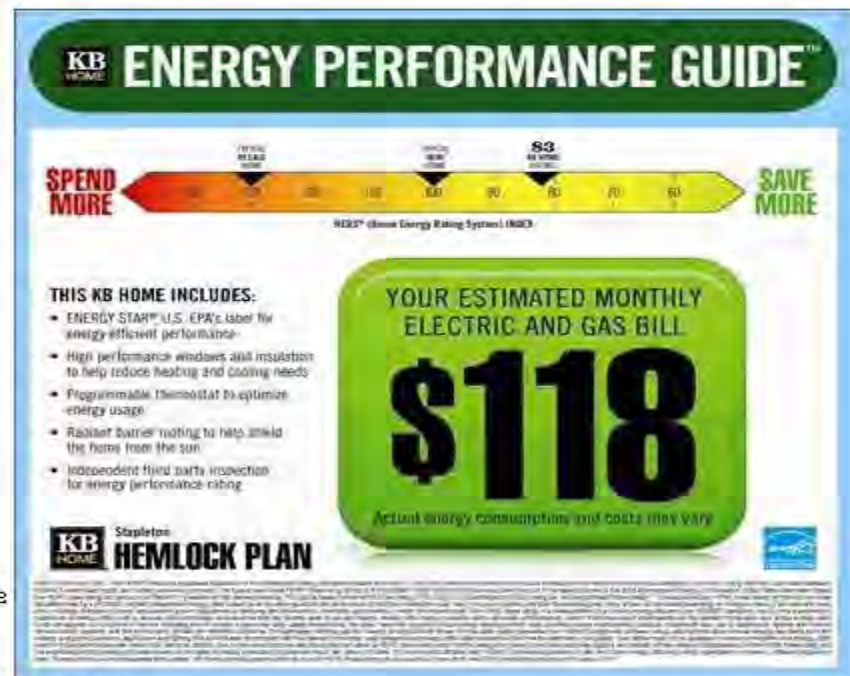
Just as cars are sold with miles-per-gallon labels, more new homes this year will sport labels estimating monthly energy bills.

KB Home, one of the nation's largest builders, announced Monday its plans to have an EPG (Energy Performance Guide) on each of its U.S. homes by the end of this month, and other production builders plan to follow.

"This is a game changer... Once it's out there, everyone will do it," says Jeffrey Mezger, the company' CEO. He says consumers will now understand that KB's homes, all of which meet Energy Star standards, will "perform better than resales down the street."

The push for an MPG-like label comes as U.S. home builders seek a competitive edge against low-price foreclosures, and as the U.S. government develops an efficiency score for existing homes.

"We're rolling that (label) out this year," says Jim Petersen of Michigan-based PulteGroup Inc., which includes Pulte Homes, Centex and Del Webb. He doesn't have a specific timetable but expects California, Phoenix and Las Vegas will be among the first markets to feature the label.



CAPTION

By KB Homes

RESNET Update

Newest Builder to Make Commitment to Having All Homes Rated

Meritage Homes

Communities in Arizona, California, Colorado, Florida, Nevada and Texas

RESNET Update

Expansion of RESNET into the Existing Homes Market

- **Adoption of Combustion Appliance Zone Testing and Work Scope Development Guidelines**
- **Adoption of RESNET Energy Smart Contractor Guidelines**

Why Energy Retrofits of Existing Homes Important

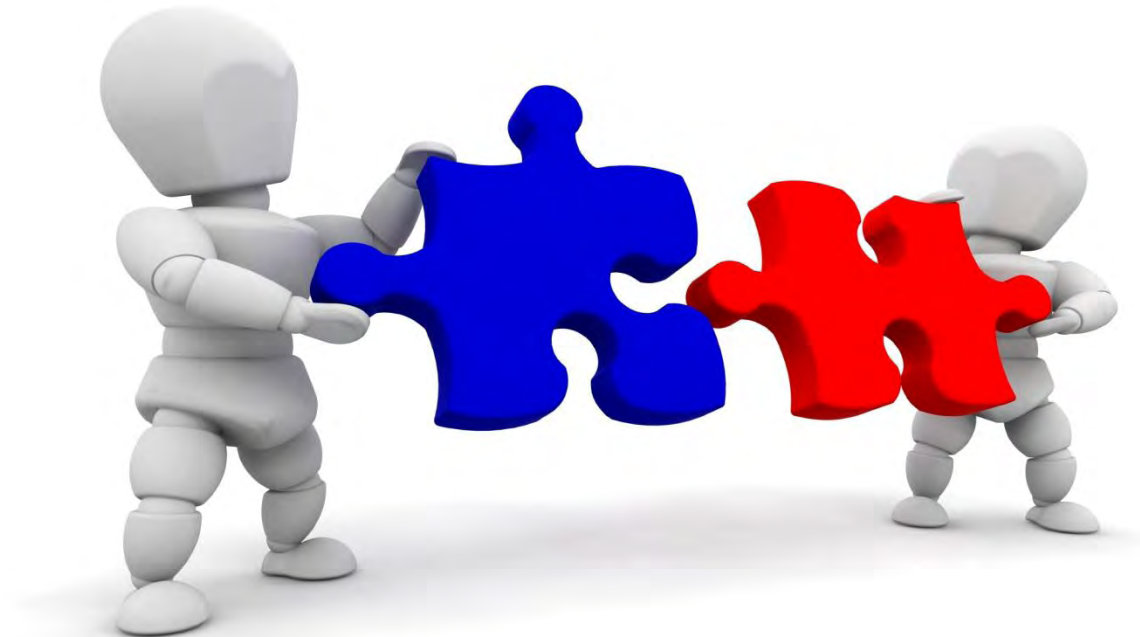
- **107 million existing** residential units that can benefit from performance upgrades
- Represents 21% of U.S. energy use
- Creates 20% of U.S. Carbon Emissions
- Two-thirds of all buildings that'll be in use in 2050 have **already** been built

No single business model will work – Need a variety of consumer options

Current "Valley of Death" for Energy Audits

- Auditors inspect & test homes
- Leave recommendations to homeowner who must fend for themselves to find contractors
- Consumers are naturally skeptical of contractors
- Qualified contractors are not easy to find
- **SO NOTHING GETS DONE!**

The New Energy Efficiency Industry



- + Provide the TOTAL Solution
- + Work in Home Performance Teams

RESNET Approach to Home Performance Contracting

- The independent certified auditor or rater:
 - Performs Initial Audit & Test-In Diagnostics
 - Prescribe Comprehensive Scope of Work
- The Qualified Contractor(s):
 - Performs the Prescribed Work pertaining to their specific trade
- The independent certified auditor or rater:
 - Performs Final Inspection & Test-Out Diagnostics
- The RESNET Quality Assurance Provider provides QA oversight

RESNET Update

Expansion of RESNET into the Commercial Buildings Market



Adopted the “COMNET Commercial Buildings Energy Modeling Guidelines” in 2010

Shaping the Future

While embracing the progress achieved to date and the importance of sound policy, we need to focus on the market place

Key is teaming with builders, contractors and product suppliers to offer total building performance solutions to consumers

New RESNET Strategic Alliances

- Association of Air Conditioning Contractors of America
- NATE
- Insulation Contractors Association of America
- Spray Polyurethane Foam Alliance
- Blown-in-Blanket Contractors Association
- Service Partners
- International Association of Certified Home Inspectors
- The Home Depot

Embracing the Future

Now need to create dynamic partnerships between RESNET professionals and RESNET strategic allies at the local level.

Educate retrofit program sponsors of new opportunities in brining new customers to their programs

Make Plans to Attend the 2012 RESNET Conference – Austin, Texas

