

EnergySmart Synergies

Forging Partnerships Between RESNET Raters, Auditors and the Contracting World

Presented by

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March 1, 2011



RESNET
Residential Energy Services Network

Setting the **STANDARD**
for **QUALITY**

Presentation Outline

- Introduction
- Synopsis of RESNET National Audit Standard (Chapter 7) and *EnergySmart*
- D.R. Wastchak's Experience as Auditor and Contractor
- Pro Energy's Experience as National Auditor Franchise
- The Value of True Third-Party Auditing/Rating
- Synergies with *EnergySmart*
 - Why *EnergySmart* makes sense for Pro Energy
 - The Path to *EnergySmart* for Pro Energy

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Introduction

- ❑ A shared history of “EnergySmart” experience before there was *EnergySmart*
- ❑ Similarities of philosophy
- ❑ Introduction to RESNET
- ❑ RESNET Chapter 7 (Audit Standard) and Chapter 8 (IR/Testing and Inspection Standard)
- ❑ Does *EnergySmart* make sense for a national Auditor Franchise organization?



National Audit Standard and EnergySmart

- ❑ RESNET National Standard for Home Energy Audits (chapter 7)
 - Goal and Objectives
 1. Improve the energy performance of existing homes through uniform, comprehensive home energy surveys, audits and ratings for existing residential buildings
 2. Encourage investments by building owners in energy efficiency improvements to their homes
 3. Ensure that throughout the audit process, energy improvement recommendations are portrayed with reasonable and consistent projections of energy savings



National Audit Standard and EnergySmart

- ❑ RESNET National Standard for Home Energy Audits (chapter 7)
 - Audit Professional Designations
 - ❑ Home Energy Survey Professional (HESP)
 - ❑ Building Performance Auditor (BPA)
 - ❑ Home Energy Rater (Rater)
 - Three categories of home performance assessments
 - ❑ Home Energy Survey (HES)
 - On-Line Home Energy Survey
 - Professional Home Energy Survey
 - ❑ Building Performance Audit (BPA)
 - ❑ Comprehensive HERS Rating (CHER)



National Audit Standard and EnergySmart

- ❑ RESNET National Standard for Home Energy Audits (chapter 7)
 - Requirements to become a HESP
 1. Pass the national "Home Energy Survey Professional Test" administered by RESNET
 2. Pass a performance evaluation to determine ability to perform accurate Home Energy Surveys
 3. Sign-up with a RESENT Accredited Home Energy Audit (HEA) Provider
 - Allowed to do Home Energy Surveys



National Audit Standard and EnergySmart

- RESNET National Standard for Home Energy Audits (chapter 7)
 - Requirements to become a BPA
 1. Pass the national “Building Performance Auditor Test” administered by RESNET
 2. Pass a performance evaluation to determine ability to perform accurate Building Performance Audits
 3. Twenty (20) hours of RESNET approved training in Pressure Diagnostics, Combustion Appliance Zone (CAZ) Testing and Work Scope Requirements
 4. Demonstration of performance testing proficiency
 5. Sign-up with a RESENT Accredited Home Energy Audit (HEA) Provider
 - Allowed to do Home Energy Surveys and Building Performance Audits

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National Audit Standard and EnergySmart

- RESNET National Standard for Home Energy Audits (chapter 7)
 - Requirements to do Comprehensive HERS Ratings
 1. Meet the requirements to become a BPA
 2. Meet the requirements to become a Home Energy Rater

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National Audit Standard and EnergySmart

- What is “EnergySmart”?
 - A program under which Builders/ Contractors and Audit Professionals work together in *teams* to compliment the goals and objectives of the RESNET National Home Energy Audit Standard
 - In an efficient, honest, cost effective manner, assist homeowners with:
 1. Getting a home performance assessment
 2. Completion of energy efficiency improvement work identified by an assessment
 3. Financing of improvement work through specialized loan programs, utility rebates and/or government tax credits



D.R. Wastchak's Experience

- Home performance evaluations vs. “Audits”
- Filling the “contractor” void
- Home Performance with ENERGY STAR before there was “HPwES”
- HPwES comes to Arizona
- Energy Efficient Mortgages
 - A rating formula
 - Coupled with HPwES rebates
 - Third-party independence is required
- “Comprehensive HERS Ratings”



Pro Energy's Experience

- ❑ 17 years of experience in Cleveland, OH
- ❑ Franchising our business model for 2 years
- ❑ 60 locations nationwide
- ❑ The business model
 - Independent 3rd party consultants
 - Emphasis on Home performance and Whole House Approach
 - Assessment vs. Audit
 - Relationships with contactors are vital and reciprocal
- ❑ Pro Energy is excited about it's impending relationship with RESNET and it's *EnergySmart* program because of it's emphasis on . . .
 - Auditor/Contractor cooperation
 - Doing what's right for the homeowner

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The Value of Third-Party Auditing & Rating

- ❑ Credibility
- ❑ No conflicts of interest
- ❑ Product neutral recommendations
- ❑ Focus is on performance and targeted solutions
- ❑ No conflict of interest mandates
 - FHA and Fannie Mae require neutrality for EEM's
 - LEED for Homes requires separation of verification and implementation functions
 - IRS has always mandated third-party verification of rated homes for federal new homes tax credits
- ❑ RESNET rethinking conflict of interest allowances

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Synergies With *EnergySmart*



- Why *EnergySmart* makes sense for Pro Energy
 - Increased credibility through recognition and affiliation with a trusted non-profit organization (RESNET)
 - Value added service to homeowners when help goes beyond the audit
 - Ready resource of certified, trained contractors who understand the audit process and who can more efficiently and cost effectively complete work for clients
 - Maintenance of the true third-party auditor position
 - Beneficiary of RESNET marketing of the *EnergySmart* contractor program to homeowners and policy makers
 - Shared leads from RESNET and between auditors and contractors

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Synergies With *EnergySmart*



- The Path to *EnergySmart* for Pro Energy
 - Franchisees are already fully trained as Auditors
 - Most franchisees already have BPI certification
 - “Challenge” the national “BPA Test”
 - RESNET recognizes BPI certification
 - Propose abbreviated training on specifics of RESNET Audit Standard
 - ProEnergy contractor partners become certified as *EnergySmart* Contractors
 - Eight (8) hours of instruction with an Approved RESNET Contractor Education and Qualification (CEQ) Provider
 - Pass the RESNET *EnergySmart* Contractor/Builder Test
 - Sign-up with a RESNET CEQ Provider
 - ProEnergy may become a RESNET CEQ Provider

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Questions

