



Setting the Standards for  
Home Energy Efficiency



## Minutes RESNET Board Meeting December 20, 2016

### **Members Present**

Jacob Atalla  
Dave Bell  
Steve Byers  
Brett Dillon  
Philip Fairey  
Matt Gingrich  
David Goldstein  
Roy Honican  
Cardice Howard  
Mark Jansen  
Frank O'Brien-Bernini  
Lee O'Neal  
Jim Petersen  
Nancy St. Hilaire  
Barb Yankie  
Kelly Stephens  
Daran Wastchak

### **Members Absent**

Ben Adams  
David Beam

### **Staff Present**

Steve Baden  
Laurel Elam  
Kathy Spigarelli

### **Call to Order**

The meeting was called to order by RESNET Board President Roy Honican at 3:00 p.m. Eastern.

## Roll Call

The roll was called and a quorum was present.

## Approval of Agenda

Dave Bell made a motion to approve the agenda. Philip Fairey seconded the motion. Motion passes by voice vote.

## Analysis of 2017 RESNET Revenues

Philip Fairey presented the analysis he conducted on per rating fees and total estimated 2017 revenues.

## Discussion and Vote on 2017 Revenues

Mark Jansen made a motion to accept the RESNET Board Executive Committee's proposed 2017 budget as presented in Philip Fairey's spread sheet. Nancy St Hilaire seconded the motion

Dave Bell raised concerns he has heard from other providers and raters that a \$7.50 increase is doubling the fees. Philip Fairey pointed out that the maximum increase is \$4 and decreases quickly to \$2.65.

David Goldstein stated that he supported the motion because this is a budget that will allow RESNET to move in the direction that the board and others want. Specific items in the budget can be decided later including whom to award contracts. He also stated that RESNET can change the fees later in the year if needed.

After the discussion was finished Roy Honican called a roll call vote on the motion, The results are:

### Roll Call Vote

Yes (13)	No (2)	Abstain (1)	Not Voting (1)
Jacob Atalla	Brett Dillon	Steve Byers*	Daran Wastchak**
Dave Bell	Barb Yankie		
Philip Fairey			
Matt Gingrich			
David Goldstein			
Roy Honican			
Cardice Howard			
Mark Jansen			
Frank O'Brien-Bernini			
Lee O'Neal			
Jim Petersen			
Nancy St. Hilaire			
Kelly Stephens			

\*Steve Byers recused himself from the discussion and voting since his organization is contained in the budget.

\*\*Daran Wastchak lost his phone connection and was not able to cast his vote.

The motion was adopted.

Roy Honican announced that the budget would be presented to the RESNET Board Executive Committee in the traditional budget format for an electronic ballot to recommend to the full board. The RESNET Board will be presented the final budget and asked to vote up or down to formally adopt the 2017 RESNET Budget.

### **Adjournment**

Meeting adjourned at 3:27 p.m. Eastern Time.

Draft		
RESNET Executive Committee Proposed RESNET 2017 Expenditures		
New Proposed Expenditures for 2017 highlighted		
<b>RESNET Activity</b>		
<b>Standards Development</b>		
Standards Manager (Rick Dixon)	\$50,000	
Full time standard secretariat support	\$60,000	
Annual ANSI membership (increase)	\$9,000	
Standard drafting support	\$25,000	
	<b>\$144,000</b>	total
<b>National Registry</b>		
Registry data base manager (Jonathan Martin)	\$50,000	
Server maintenance (Fourth Dimension)	\$44,000	
Additional server licenses	\$16,000	
Upgrade server	\$25,000	
Additional professional services support on upgrade of server, enhance reporting, incorporate QA Genie into registry and incorporation of WER Index ratings into registry	\$50,000	
	<b>\$185,000</b>	total
<b>Quality Assurance</b>		
RESNET Quality Assurance Manager (Laurel Elam)	\$93,000	
Contract with EnergyLogic for QA Genie	\$60,000	
RESNET support staff to manage QA Genie	\$45,000	
Psychometrician consultant to review RESNET HERS Rater tests	\$25,000	
Upgrade of RESNET written test delivery system	\$50,000	
RESNET staff support to manage RESNET QA contractors	\$45,000	
	<b>\$318,000</b>	total
<b>RESNET Web Site</b>		
IT support and web master (Fourth Dimension)	\$20,000	
Audience alignment, update content, update design and improve responsiveness	\$85,000	
Make web site mobile user friendly and replace pdfs with videos and infographics	\$76,000	
	<b>\$181,000</b>	total
<b>Marketing and Advocacy</b>		
Marketing (Fourth Dimension)	\$84,000	
Increase awareness and understanding of the importance of buying a HERS Rater home.		
Increase traffic to relevant information on the RESNET website or HERS index microsite		
Increase awareness of growing number of homes rated		
Educate users about the HERS Index score		
Upgrade marketing activities	\$116,000	
Promote RESNET Professionals and their services		
Expansion of the current RESNET network (size, engagement and strength)		
Engage the members with RESNET's online efforts		
Web site advertisements		
Drive relevant traffic to one consumer website from 3 key sources		
Educate homeowners		
Content Writing		
PPC Management		
SEO for consumers and professionals		
Social Media advertising		
Monthly in-depth analytics reports		
Federal advocacy (Winning Strategies Washington)	\$96,000	
Hire full time in-house marketing director	\$100,000	
	<b>\$396,000</b>	total

<b>RESNET Conference</b>	<b>\$260,000</b>	total
<b>RESNET Water Efficiency Rating (WER) Index</b>		
Hire full-time RESNET WER Index Manager	<b>\$90,000</b>	total
<b>Administration and Management</b>		
Payroll	\$582,000	
Professional Services (to be determined)	\$111,000	
Travel	\$90,000	
Other	\$113,000	
2017 financial audit (RFP in process)	<b>\$30,000</b>	
	<b>\$926,000</b>	total
<b>Totals of All Activities in Proposed Operating Budget</b>	<b>\$2,500,000</b>	