



Valuing Energy Efficiency in Real Estate Transactions

A Midwest Home Performance Collaborative Webinar





Thank you for tuning in!

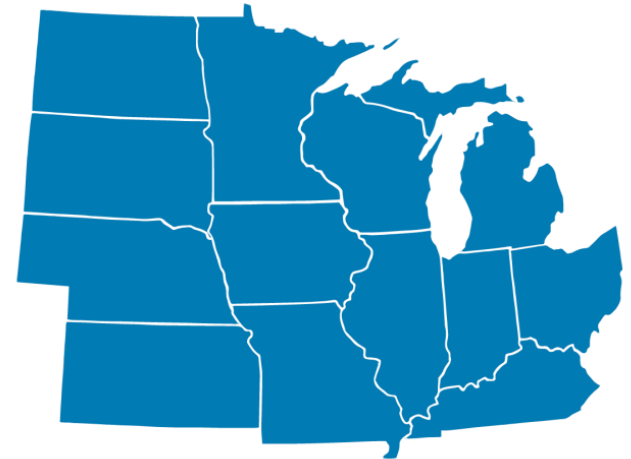
A few logistical items...

About MEEA

MEEA is a nonprofit membership organization with 160+ members, including:

- Utilities
- Research institutions
- State and local governments
- Energy efficiency-related businesses

As the key resource and champion for energy efficiency in the Midwest, MEEA helps a diverse range of stakeholders understand and implement cost-effective energy efficiency strategies that provide economic and environmental benefits.





Today's Topic:

Valuing EE in Real Estate Transactions



Agenda

- MO Home Energy Certification Program and Green Building Registry Integration
 - Amelia Trout, MO Dept. of Economic Development
- Pearl Certification
 - Robin LeBaron, Pearl National Home Certification
- National HPwES Update
 - Andrew Isaacs, HPwES
- Questions

Missouri Home Energy Certification & Green Building Registry®

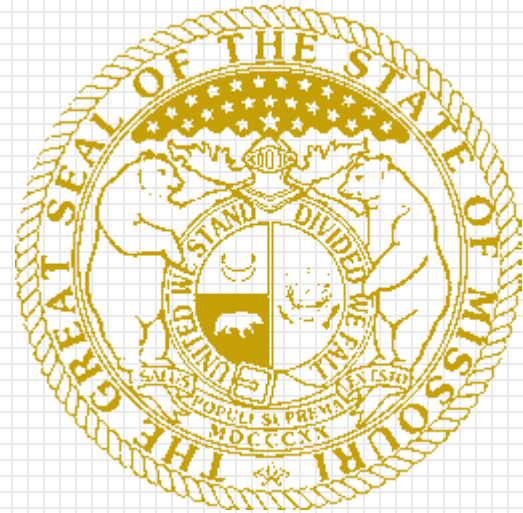
Missouri Division of Energy

Midwest Home Performance Collaborative Webinar | March 26, 2019



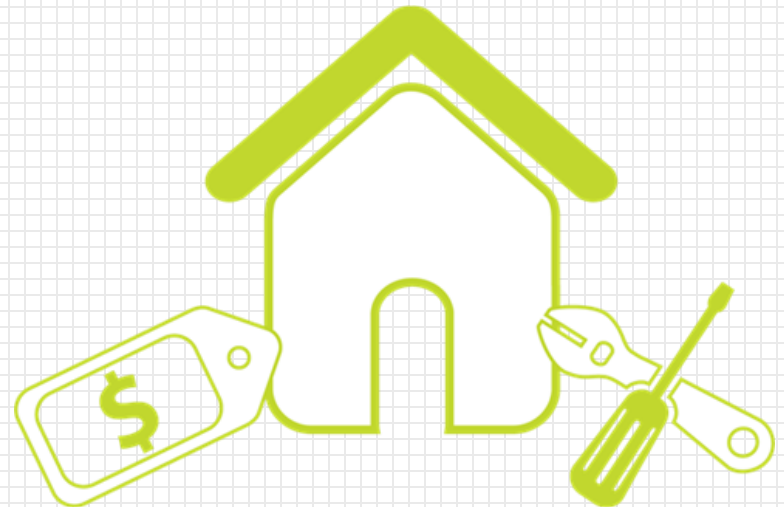
Missouri Division of Energy

As the state's energy office, the Missouri Division of Energy assists, educates, and encourages Missourians to advance the efficient use of diverse energy resources to drive economic development, provide for a healthier environment and to achieve greater energy security for future generations.



Impacts on Energy Consciousness in Missouri

- Lack of Public Benefit Funds
- Relatively-low utility rates
- Home-rule state
- No statewide energy codes





Missouri Home Energy Certification (MHEC)





What is MHEC?

MHEC is a voluntary statewide program created to stimulate interest in home energy audits and encourage energy efficient retrofits by recognizing the value of these features with a state-issued gold or silver certificate.





Why MHEC?

- Communicates value of EE homes
- Establishes consistency in home ratings
- Recognizes new and existing homes
- Steps of involvement





How to Participate



Locate a Missouri certified home energy auditor

Make recommended efficiency upgrades to the home

Work with auditor to certify the home

Check with servicing utilities for incentives and rebates

**TAX
DEDUCTIBLE**

Deduct home energy audit and retrofits





MHEC Next Steps for Success

- Reconstruct and enhance online platform
- Work with investor-owned and municipal utilities
- Connect with realtors, inspectors, appraisers, lenders and homebuilder organizations
- Work with residential energy stakeholders to overcome technical and market barriers



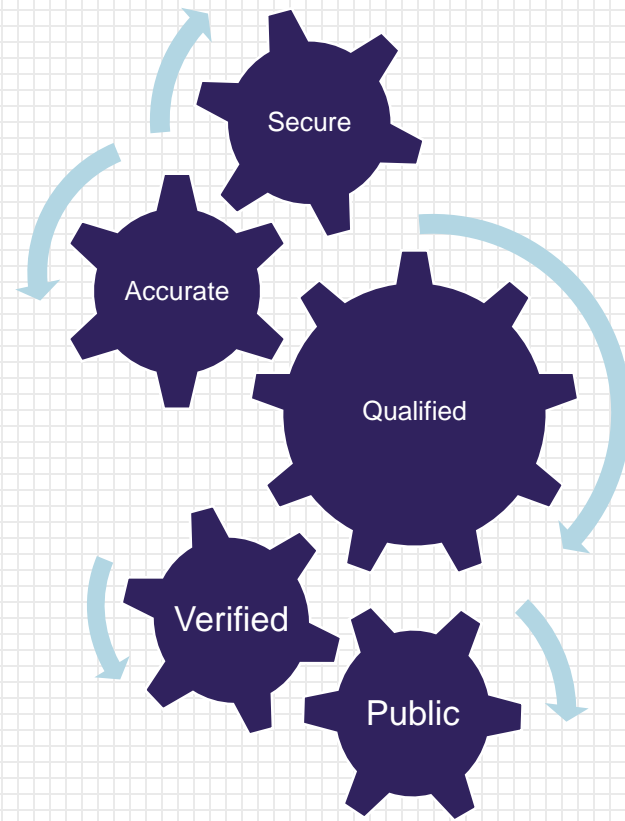
Green Building Registry®

Green Building Registry® (GBR)



Green Building Registry®

The GBR performs functions that are essential to communicate the value of accurate and verified home energy data with interested and invested parties at the time of sale.



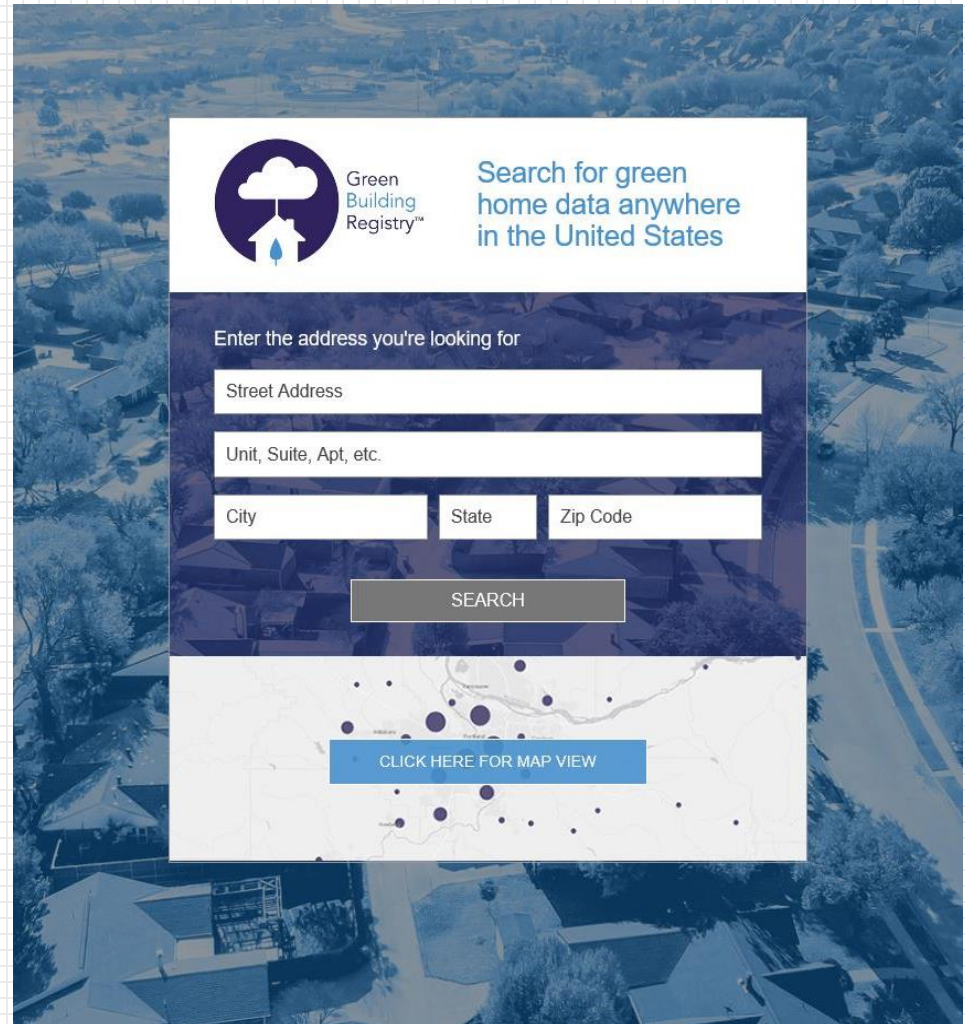
GBR Demonstrates Efficiency

- Search for home energy efficiency data
- Access accurate, third party-verified home energy scorecards
- Arrange to securely retrieve data from trusted sources through API connection
- Import data into Multiple Listing Services at the click of a button
- Use the permanent URL into the notes of a real estate listing
- Communicate the value of home energy efficiency features

Accessible and Accurate Data

After a home energy audit with a qualified assessor residents may enter their address to search for home efficiency data from qualified sources, such as:


- U.S. DOE HEScore
- RESNET
- Local utility providers



The screenshot shows a search interface for the Green Building Registry. At the top left is the logo, and to its right is the text "Search for green home data anywhere in the United States". Below this is a form with the prompt "Enter the address you're looking for". The form contains four input fields: "Street Address", "Unit, Suite, Apt, etc.", "City", "State", and "Zip Code". A "SEARCH" button is positioned below the "City" and "State" fields. At the bottom of the form is a map view with a blue button that says "CLICK HERE FOR MAP VIEW". The background of the entire page is an aerial view of a residential neighborhood.

Custom Scorecards

HEScore Scorecard



MISSOURI HOME ENERGY SCORECARD

U.S. DEPARTMENT OF ENERGY

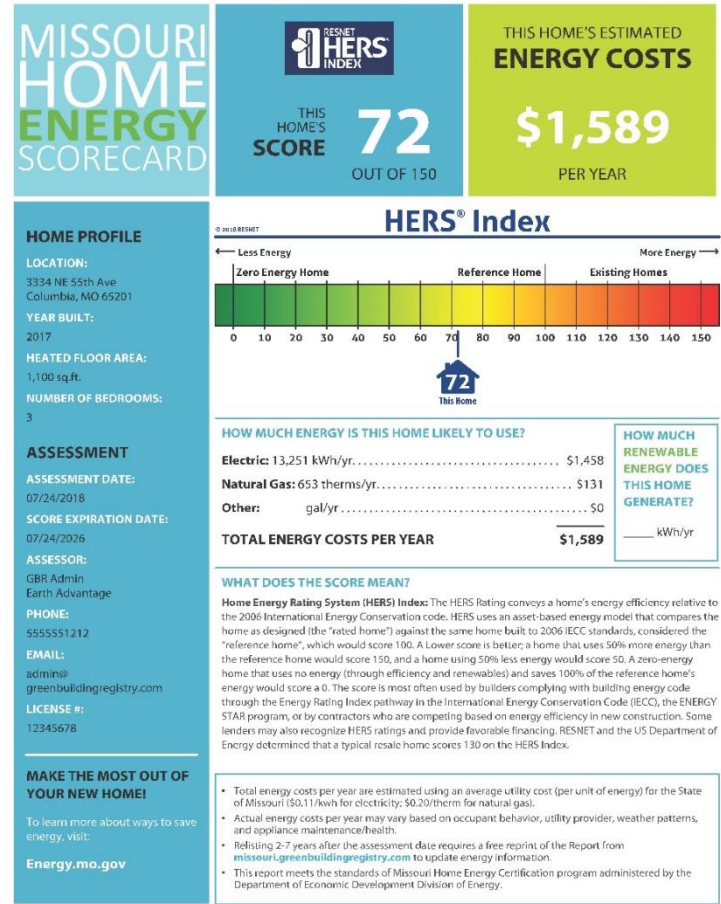
THIS HOME'S SCORE **3** OUT OF 10

THIS HOME'S ESTIMATED ENERGY COSTS **\$1,454** PER YEAR

Better Buildings

HOME PROFILE

Home Energy Score



MISSOURI HOME ENERGY SCORECARD

RESNET HERS INDEX

THIS HOME'S SCORE **72** OUT OF 150

THIS HOME'S ESTIMATED ENERGY COSTS **\$1,589** PER YEAR

HERS® Index

← Less Energy → More Energy →

Zero Energy Home Reference Home Existing Homes

0 10 20 30 40 50 60 70 80 90 100 110 120 130 140 150

72 This Home

HOME PROFILE

LOCATION:
3334 NE 55th Ave
Columbia, MO 65201

YEAR BUILT:
2017

HEATED FLOOR AREA:
1,100 sq.ft.

NUMBER OF BEDROOMS:
3

ASSESSMENT

ASSESSMENT DATE:
07/24/2018

SCORE EXPIRATION DATE:
07/24/2026

ASSESSOR:
GBR Admin
Earth Advantage

PHONE:
5555551212

EMAIL:
admin@
greenbuildingregistry.com

LICENSE #:
12345678

MAKE THE MOST OUT OF YOUR NEW HOME!

To learn more about ways to save energy, visit:

Energy.mo.gov

HOW MUCH ENERGY IS THIS HOME LIKELY TO USE?

Electric: 13,251 kWh/yr. \$1,458

Natural Gas: 653 therms/yr. \$131

Other: gal/yr. \$0

TOTAL ENERGY COSTS PER YEAR **\$1,589**

HOW MUCH RENEWABLE ENERGY DOES THIS HOME GENERATE?

_____ kWh/yr

WHAT DOES THE SCORE MEAN?

Home Energy Rating System (HERS) Index: The HERS Rating conveys a home's energy efficiency relative to the 2006 International Energy Conservation code. HERS uses an asset-based energy model that compares the home as designed (the "rated home") against the same home built to 2006 IECC standards, considered the "reference home", which would score 100. A lower score is better; a home that uses 50% more energy than the reference home would score 150, and a home using 50% less energy would score 50. A zero-energy home that uses no energy (through efficiency and renewables) and saves 100% of the reference home's energy would score a 0. The score is most often used by builders complying with building energy code through the Energy Rating Index pathway in the International Energy Conservation Code (IECC), the ENERGY STAR program, or by contractors who are competing based on energy efficiency in new construction. Some lenders may also recognize HERS ratings and provide favorable financing. RESNET and the US Department of Energy determined that a typical resale home scores 130 on the HERS Index.

- Total energy costs per year are estimated using an average utility cost (per unit of energy) for the State of Missouri (\$0.11/kwh for electricity; \$0.20/therm for natural gas).
- Actual energy costs per year may vary based on occupant behavior, utility provider, weather patterns, and appliance maintenance/health.
- Retiling 2-7 years after the assessment date requires a free reprint of the Report from missouri.greenbuildingregistry.com to update energy information.
- This report meets the standards of Missouri Home Energy Certification program administered by the Department of Economic Development Division of Energy.

HERS Index Scorecard

Bridging the Gap

GBR bridges the gap among **appraisers, efficiency contractors, homeowners, lenders, and real estate agents** by providing accessible and accurate energy efficiency home data through features that are reliable, secure, and easy to use.

MLS-linking

Real-time reporting

Admin dashboard

RESO compliant

Address matching

SEED® storage

Resources:

Visit our program webpage:

energy.mo.gov/GreenBuildingRegistryMO

Visit Green Building Registry®:

us.greenbuildingregistry.com

Contact:

Amelia Trout

573.751.1304

Amelia.Trout@ded.mo.gov





*Pearl Certification:
Making Energy Efficiency
Visible*



Pearl's Founders



Cynthia Adams
CEO

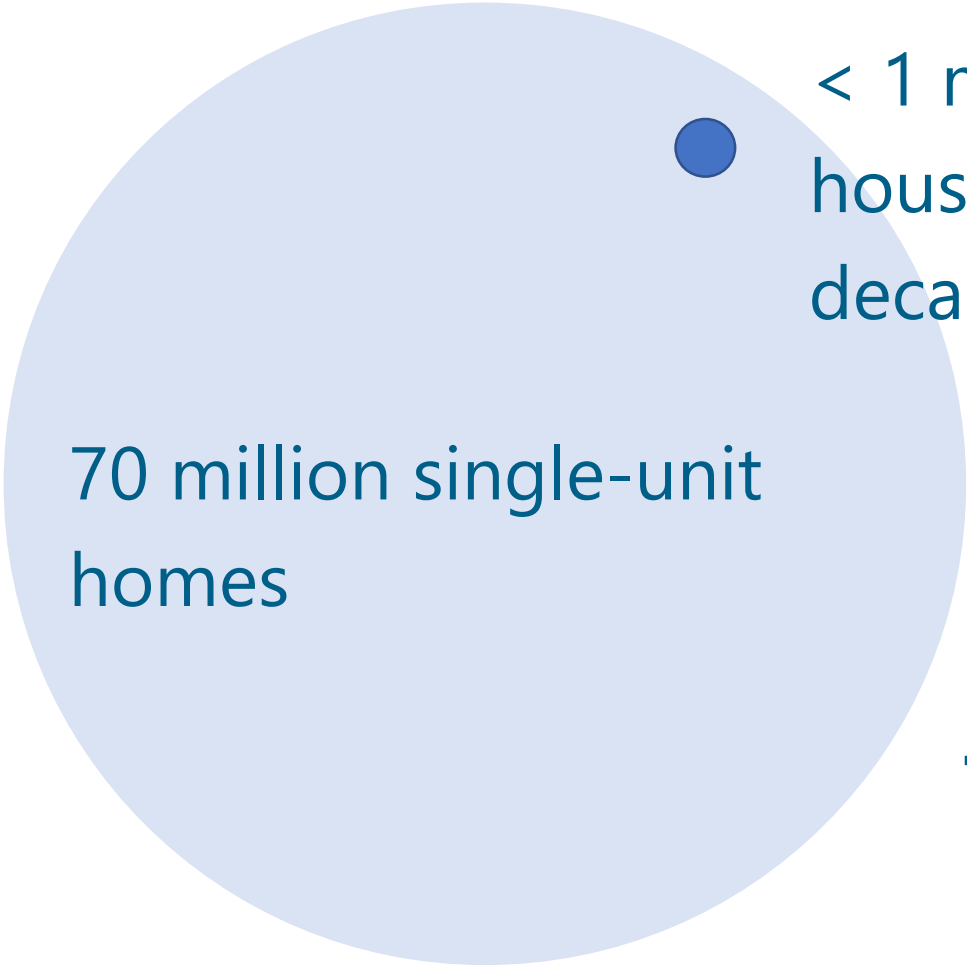
- Former Executive Director of LEAP, Charlottesville VA
- Gov. appointee to Virginia Energy Council and NAR Sustainability Advisory Group appointee
- NAR Green Designee and USGBC LEED AP
- Former new-home builder



Robin LeBaron, PhD
President and COO

- Former Managing Director of the National Home Performance Council (now merged with HPC)
- Led national projects on data standards (HPXML) and utility cost-effectiveness testing
- Former developer and manager of multifamily affordable housing

The Challenge: More Home Upgrades, More Quickly

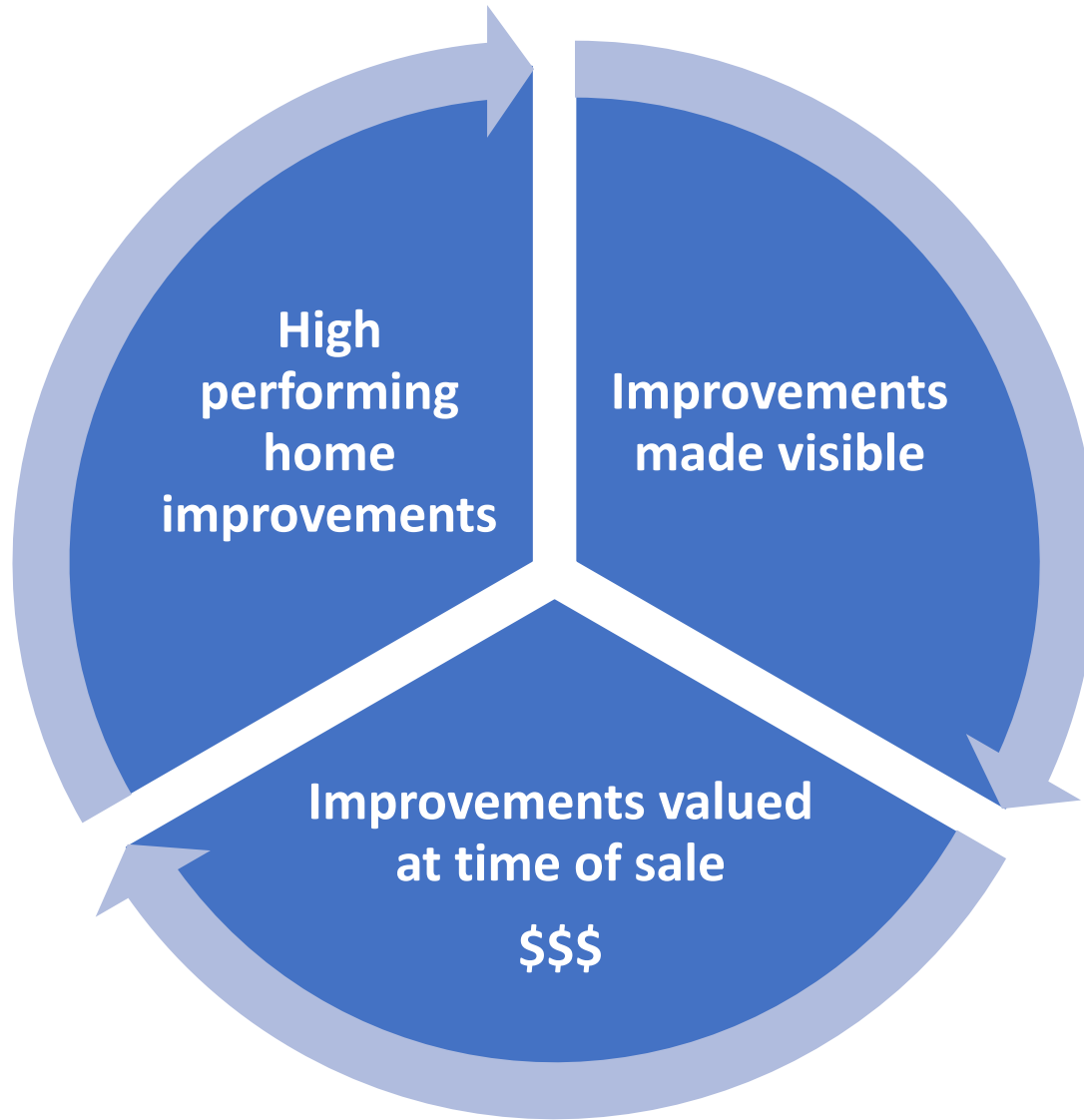


70 million single-unit homes

< 1 million HPwES whole-house upgrades in the past decade

700 years is too long!

The Solution (I): Making Value Visible



The Solution (II): Supporting Upgrades Over Time

- Instead of a one-time whole-house upgrade



- Enable homeowners to stage upgrades over time at their convenience and as their budget allows

How We Do It

Pearl makes energy efficient and renewable home features **visible** through certification



We work with the real estate sector to make sure that visibility is translated into **value** at time of sale or refinance



High-performing Home Asset Categories



Building Shell

300 Points

Roof, walls, windows,
and foundation



Heating & Cooling

360 Points

Furnace, AC, heat
pumps, ductwork



Baseload

240 Points

Water heater,
lighting, appliances



Home Management

300 Points

Smart devices, demand
response, HIP



Renewable Energy Features

Solar panels, battery storage, EV charging, inverters

Pearl Efficiency Certification Levels



Pearl Silver

700 points

A Pearl Silver home typically has an IECC 2015-level building shell OR ENERGY STAR heating and cooling systems



Pearl Gold

825 points

A Pearl Silver home typically has IECC 2015-level building shell AND ENERGY STAR heating and cooling systems



Pearl Platinum

975 points

A Pearl Platinum home typically has IECC 2015-level building shell and ENERGY STAR HVAC, plus efficient appliances, water heating, lighting, and smart devices and controls

Pearl's System is NOT an MPG Rating

- Pearl does not model or predict a home's energy usage
- Pearl's showcases a home's energy efficient assets and gives the owner guidance on which improvements to make
- **We believe it is important to highlight energy ratings like the Home Energy Score or HERS Index in the certification report**

High-Performing Home Certification Report

The image is a collage of three pages from a Pearl Home Certification Report. The top-left page is the cover, featuring the Pearl Certified logo, the address '12 Allwood Drive, Lawrence Township, NJ 08648', and the title 'Pearl Home Certification Report'. The top-right page is the 'HOME ASSET DETAILS Heating and Cooling' section, showing a 'Gas central furnace' with an AFUE of 99.5. The bottom-right page is the 'Special Performance Features of This Home' section, which compares the home's insulation to state averages: Attic Insulation (Top 9% of VA homes), Attic Hatch (Well-insulated), Wall Insulation (Top 7% of VA homes), and Conditioned basement (Top 1% of VA homes). Three green callout boxes with arrows point to specific elements: 'Contractor logo' points to the Allied Energy Experts logo on the cover; 'Details about installation' points to the furnace photo and AFUE value; and 'Highlights comparing the installation to the state average' points to the performance feature comparison table.

12 Allwood Drive
Lawrence Township, NJ 08648

Certified

Pearl
CERTIFIED

Pearl Home
Certification Report

1577 Spring Hill Road,
Vienna, VA 22182

HOME ASSET DETAILS
Heating and Cooling

Heating System

Gas central furnace

99.5

Contractor logo

Contractor
Allied Energy Efficiency Experts
<https://www.alliedenergyexperts.com>

1577 Spring Hill Road,
Vienna, VA 22182

Certified on November 28, 2017
Pearl Gold Certificate | Pearl Score: 980

Special Performance Features of This Home

Information below based on Virginia data from the National Renewable Energy Lab.

Attic Insulation:
Top 9% of VA homes

Attic Hatch:
Well-insulated

Wall Insulation:
Top 7% of VA homes

Conditioned basement:
Top 1% of VA homes

Highlights comparing the
installation to the state
average

This home's attic is very well-insulated, which means lower utility bills and greater comfort - particularly in rooms located directly under the attic. Good attic insulation also protects against excessive heat loss in winter that can cause roof damage from snow melt.

This home's attic hatch has been insulated. Attic hatches are often the weakest link in a home's attic insulation, and can disproportionately impact a home's heat loss and heat gain. If an uninsulated attic hatch represents only 1% of an attic's surface area, it can decrease the attic's overall R-value by 27%.

This home's wall insulation is outstanding and better than most homes. It will be more energy efficient and quieter as a result. The additional insulation acts as a sound as well as a temperature barrier.

Foundation insulation is a significant benefit for keeping heating costs down. Up to 50% of heat loss comes from an uninsulated and conditioned basement in an otherwise well-sealed and insulated home. This home's basement is, however, exceptionally well-insulated.

Solar Certification Report

Details about installation and product quality

Energy + \$ value

HOME ASSET DETAILS

System: Solar System

Type of Ownership: Owned

Utility Name: Dominion

Utility Rate: \$1.14 kWh

Number of Inverters Per Array	1
Age (Years)	0
Wattage	7600
Inverter Manufacturer	Solar Edge
Warranty Term (Years)	25
Owned By	Solar Edge

The inverter is less visible than the solar panels, but it is just as important. The inverter converts the electricity generated by the panels from direct current (DC) to alternating current (AC), allowing it to be used in the home. Inverters typically have a shorter life than panels. The length of a warranty is one indication of its quality. Manufacturers typically offer five- to ten-year warranties on inverters, although some offer longer warranties of up to twenty-five years.

Inverter Warranty

0 Years Poor | 5 | 10 | 15 | 20 | 25 Years Excellent

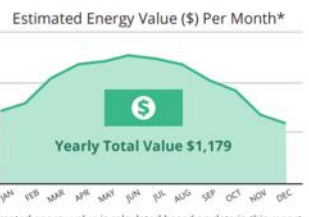
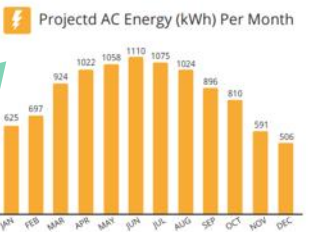
You are here



What You Need to Know

This home is one of 2% of US homes which have solar panels. These panels are not leased, they are added to the home's value and they pay for themselves in time.

The Value in Photovoltaic Solar



Pearl's Renewable Assets

- Solar Panels
- Solar Inverter
- Electric Vehicles Ready Home
- Home

Highlights comparing the installation to the national average

Special Performance Features of This Home

Information below based on Virginia data from the National Renewable Energy Lab.

- Solar Panels**
Top 1% of U.S. Homes
- Solar Inverter**
The inverter converts the electricity generated by the panels from direct current (DC) to alternating current (AC), allowing it to be used in the home. The manufacturer supports this system's inverter(s) with a 25-year warranty, which far exceeds industry standards, and is a good indication of its quality.
- Power Production Warranty**
Solar panels are designed to continue to deliver power for a long period of time. The manufacturer guarantees that after 25 years that panels will still be producing 87% of its nameplate power output rating, which is higher than the industry average of 80.6%.
- Materials Warranty**
Top 1% of all warranties: The materials warranty, sometimes referred to as the product or equipment warranty, provides peace of mind that the manufacturer will replace your panels in the rare event that they stop functioning. The majority of solar materials warranties are for 10 to 15 years. This panel's 25-year warranty puts it in the top tier of panels.

*Estimated energy value is calculated based on data in this report

Home Investment Plan

Feature Level Education



HOME INVESTMENT PLAN

10710 Gazebo
Mequon, WI 53091

Attic Insulation



ABOUT INSULATION

Attic insulation is one of the most important assets in your home. Keep your home warmer in the winter and cooler in the summer by adding to your attic insulation's R-value. R-value is the capacity of an insulating material to resist heat flow. Higher R-value numbers bring increased comfort and lower energy use.

Benefits to Upgrading

- LESSENS TEMPERATURE SWINGS IN YOUR HOME
- INCREASES SOUND-PROOFING FOR A QUIETER HOME
- RETURN ON INVESTMENT GREATER THAN 100%

	Existing	Package 3	Package 2	Package 1
Insulation Type	Fiberglass Batt	Blown Fiberglass	Blown Fiberglass	Blown Fiberglass
R-Value	R-14	R-50	R-50	R-50
Insulation Quality	Unknown	Grade 1	Grade 1	Grade 1
Comments				
How Does It Compare?		Top 35% of WI homes	Top 35% of WI homes	Top 35% of WI homes
Potential Pearl Points		48	48	48

Insulation Report



EXISTING HOME IMPROVEMENT PACKAGE RECOMMENDATIONS

Items Include	Existing	Package 3	Package 2	Package 1
Attic Insulation	R-14	Blown Fiberglass R-50 Insulate Attic Hatch	Blown Fiberglass R-50 Insulate Attic Hatch	Blown Fiberglass R-50 Insulate Attic Hatch
Door Sealing	None	✓	✗	✗
Crawlspace Insulation	None	Spray Foam Closed Cell R-38	Spray Foam Closed Cell R-38	✗
Potential Pearl Points		726	700	648
Potential Pearl Tier		Silver	Silver	Asset
Total Cost		\$14,000	\$10,000	\$5,000

WHAT IS THIS PLAN?

Understanding what's in your home and your options for improvements can be complicated — Pearl is here to help. A Pearl Home Investment Plan will give you guidance on your home and options for upgrading specific assets to increase your comfort, lower energy bills and improve indoor air quality.

- Wisconsin Home Improvement is a member of the Pearl Advantage Network which means not only do they deliver superior customer service, but they are approved to collect investment grade data to certify your home.
- This home investment plan will help you plan for short term and long term improvements to create a high-performing home.
- Each investment you make will increase your Pearl score making your home more comfortable and energy efficient — as well as valuable.

PREPARED BY



Steve Kooi
(262) 345-9922
skooi@tds.net
<https://www.whiinsulation.com/>

Co-branded with
Contractor

Custom Improvement Packages Tied to Certification

YOUR HOME'S POTENTIAL PEARL CERTIFICATION LEVEL




* Actual points will depend on the system utilization in context of the whole home.



MLS and Appraisal Documentation

MLS Listing Report



11007 Oak Leaf Court, Reston, VA 20190
Verified Green Fields Listing Sheet

This property's home performance features map to the MLS fields below. Please see accompanying Pearl Home Certification Report for documentation of the features' technical specifications.

Appliances

- ✓ ENERGY STAR Clothes washer
- ✓ ENERGY STAR Dishwasher
- ✓ ENERGY STAR Refrigerator
- ✓ Water Heater – High-Efficiency
- ✓ Water Heater – Tankless

Windows/Doors

- ✓ Double Pane Windows
- ✓ ENERGY STAR Qualified Windows
- ✓ Low E Windows

Constructions Materials

- ✓ Batt Insulation
- ✓ Insulated Exterior Duct-work
- ✓ Spray Foam

Cooling System

- ✓ ENERGY STAR Cooling System
- ✓ Heat Pump(s)
- ✓ Programmable Thermostat

Heating Fuel

- ✓ Electric
- ✓ Natural Gas

Date: 7/21/2016 Pearl Silver Home Certificate #00221

Appraisal Addendum

Solar Panels			
The following items are considered within the appraisal analysis of the subject property:			
Solar Photovoltaic (Electric) System			
Type of Ownership	Array #1		Array #2 (if applicable)
	<input type="checkbox"/> Leased <input checked="" type="checkbox"/> Owned <input type="checkbox"/> *Solar Loan with UCC Filing <input type="checkbox"/> Purchase Power Agreement (PPA) If solar loan has UCC Filing, it is considered personal property and should not be included in market value.		<input type="checkbox"/> Leased <input type="checkbox"/> Owned <input type="checkbox"/> Solar Loan <input type="checkbox"/> UCC Filing <input type="checkbox"/> Purchase Power Agreement (PPA)
Panel Specifications	System Size: 7.3700 KW (1KW = 1000 Watts) Age of Panels: 0 years Energy Production: 14048 kWh *Source of Energy Production Estimate: Aurora Manufacturer: Boviet Warranty on Panels: 25 years		System Size: KW (1KW = 1000 Watts) Age of Panels: years Energy Production: kWh *Source of Energy Production Estimate: Manufacturer: Warranty on Panels: years
Array Placement	Location (roof, ground, etc.): Ground <input checked="" type="checkbox"/> Fixed Mount <input type="checkbox"/> Tracking Mount Tilt / Slope: 30 *Azimuth: 220		Location (roof, ground, etc.): Tilt / Slope: *Azimuth: *Orientation (direction panels face):
Inverter Specifications	Number of Inverters per Array: 1 Age: 0 years Wattage: 300 watts Manufacturer: Solar Edge Warranty Term: 25 years		Number of Inverters per Array: Age: years Wattage: watts Manufacturer: Warranty Term: years
Energy Storing Batteries	Battery Type: <input type="checkbox"/> Lithium-Ion <input type="checkbox"/> Lithium-Ion Polymer <input type="checkbox"/> Lead Acid <input type="checkbox"/> Lead Calcium <input type="checkbox"/> AGM <input type="checkbox"/> GEL Manufacturer: Storage Capacity: kWh Warranty Term: years, Battery age:		
Name of Utility Company:	CVEC	Charge / kWh from Utility	\$.103/ kWh
Solar Thermal Water Heating System			
Type of System:	Active: <input type="checkbox"/> Direct <input type="checkbox"/> Indirect Passive: <input type="checkbox"/> Integral collector <input type="checkbox"/> Thermosiphon	Storage Tank Size	Gallons:
Collector Type:	<input type="checkbox"/> Flat-Flat <input type="checkbox"/> Integral <input type="checkbox"/> Evacuated-Tube Solar	System Age	Years:
Back-Up System:	<input type="checkbox"/> Conventional Water Heater <input type="checkbox"/> Tankless On Demand <input type="checkbox"/> Tankless Hot Pump	Warranty Term	
Solar Energy Factor (SEF):	*Rating ranges 1 to 11. Higher number is more efficient.		Manufacturer
Comments	Discuss incentives available for new panels, condition of current panels, and any maintenance issues. If leased, provide the lease terms. Discuss source of information and define other renewable energy sources, such as wind, hydropower, biomass, power, etc. Note: Leased solar PV systems and Power Purchase Agreements should not be included in the value of the real property as these systems generally are considered personal property. If a system is a lease or a PPA the terms must be provided to the appraiser for analysis. Appraisers must analyze the effect any of the terms of the lease or PPA have on the price buyers are willing to pay for the property.		

Certification App: Contractor View

Dashboard

Samuel Bemiss
4706 Pocahontas Avenue,
Richmond, VA 23226

Home Overview

Building Shell

Heating and Cooling

Heat Pump Systems

Heating Systems

Cooling Systems

Distribution Systems

Baseload

Home Management

Solar, EV & Energy Storage

Pearl Reports

Pearl CERTIFICATION

Home

27

Cynthia Adams

EXCEL HEATING & COOLING

Verified vs. Unverified Assets

Dashboard > Heating and Cooling > Heat Pump Systems

Heat Pump Systems 1

*** Required Info**

Data Verified?
Data Verified

- Heat pump type**
 Air Source Heat Pump Ground Source Heat Pump
- Percent of total heating :** 50
- Percent of total cooling :** 50
- HSPF** 8.1
- SEER** 13
- When was it installed ?**
 Don't know 2006 or newer 1995-2005 earlier than 1996
- Quality Install Documentation Provided to Homeowner?**
 Don't know No Yes
- Is this a dual fuel system ?**
 Yes No
- Efficiency of back-up system (AFUE)** 92.0

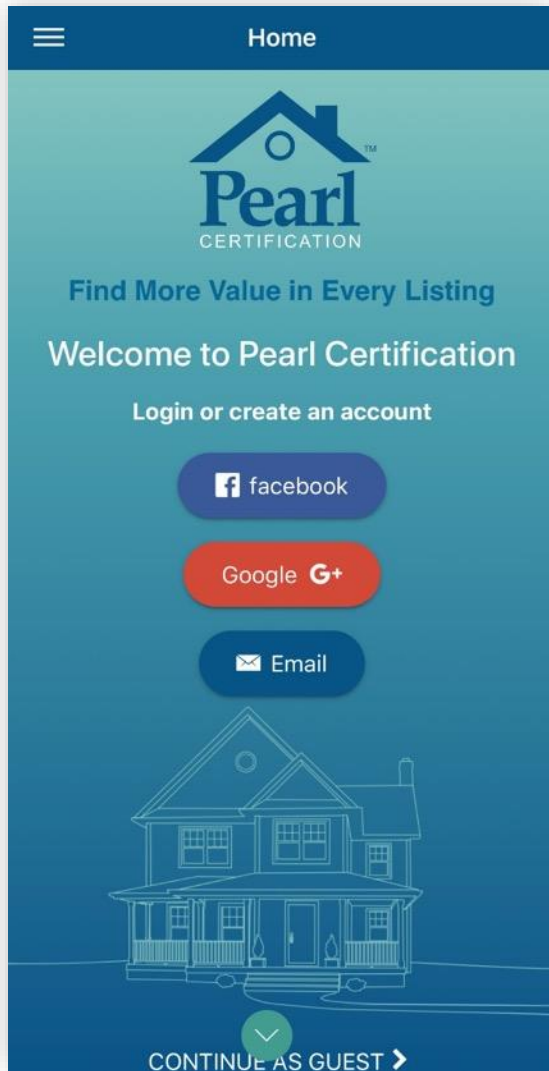
Photo Upload

Photos and Documents

Upload

Easy Data Capture

RE Agent "Certify My Home" App

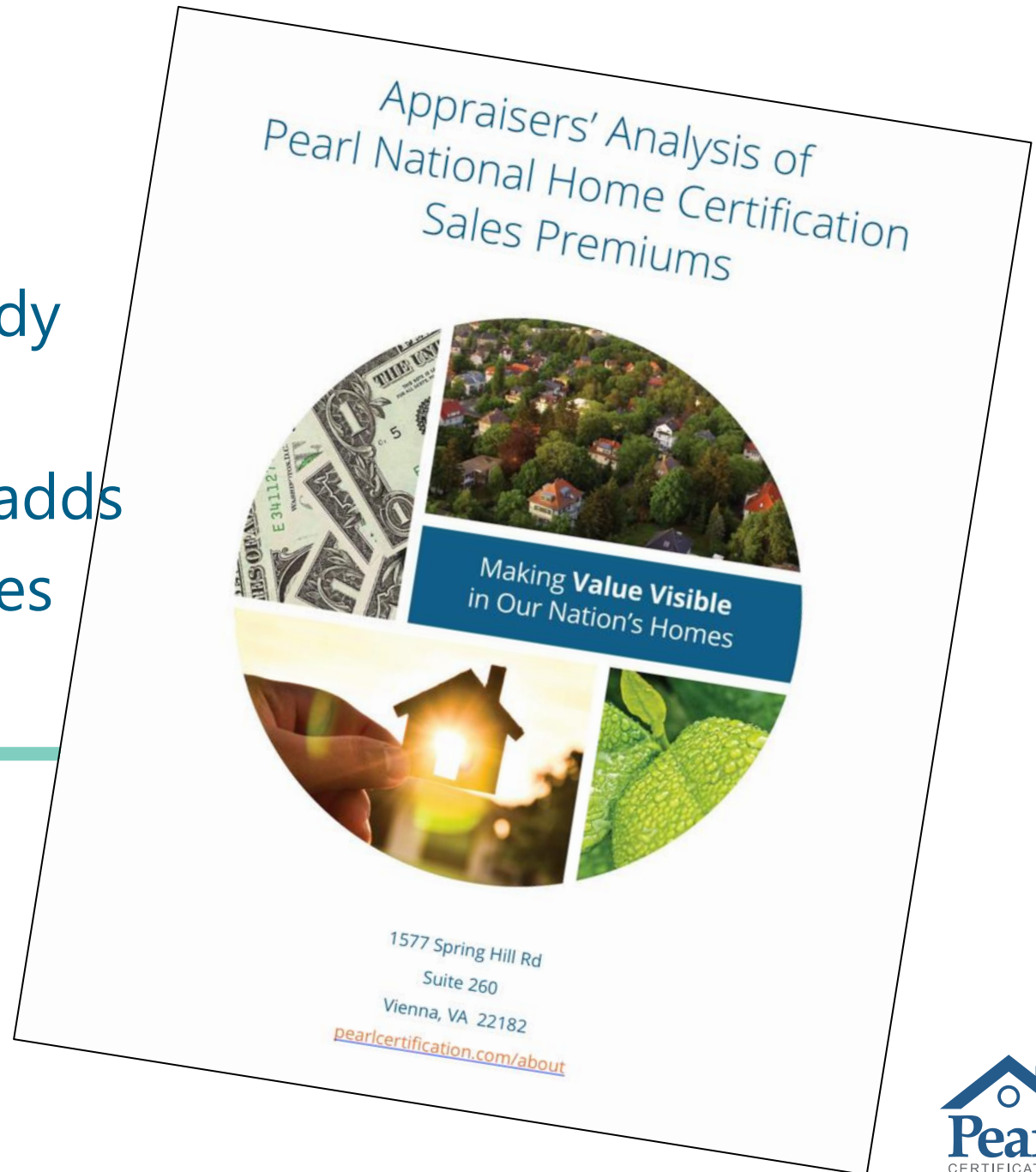


Features:

- **7 simple questions**
- **Instant results**
- **Request certification through the app**



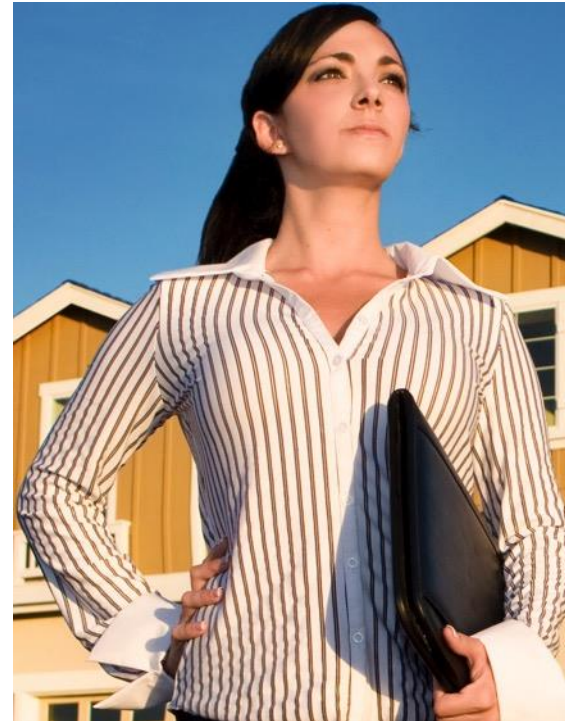
Independent
appraiser study
finds Pearl
Certification adds
5% to the sales
price



Two Channels to Market



Contractors use Pearl to close more sales and sell higher-quality goods and services



Real Estate agents use Pearl to differentiate themselves from competition and make the listing stand out

In Their Own Words: Pearl's Value Proposition



“We’re not just closing with Pearl, we’re opening the door with Pearl.”

John Kane
Home Solutions Expert
Allied Energy



“Pearl allows our agents to get maximum value for their homes.”

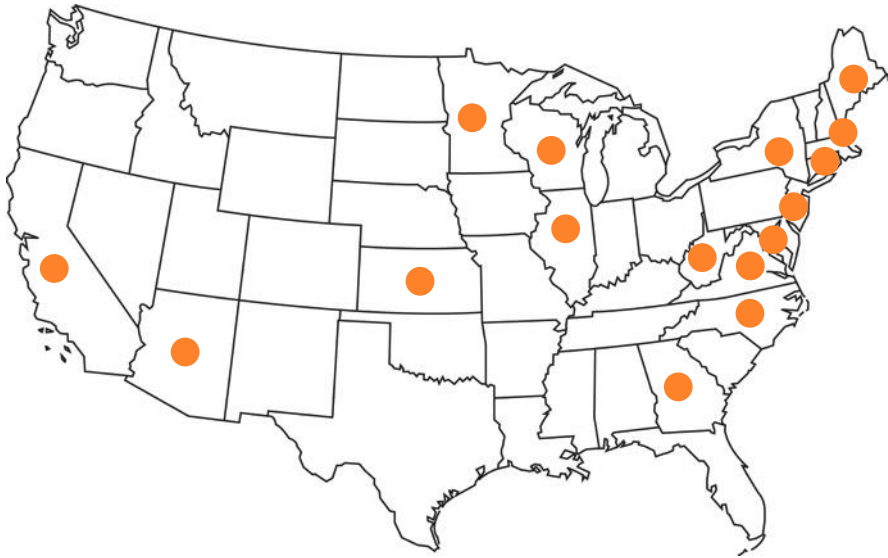
Carol Perry
CBDQ
HomeSmart
International



“Pearl not only provides a home certification but also documentation of the value we add.”

Josh Goldschmidt
President
Eagle Construction

National Expansion



Signed On With Pearl:

48 builders/contractors

10 large brokers in 16 states

(including #1 Trane dealer
and 5th largest brokerage in the US)

Pilots



City of Phoenix



HOME SMART
REALTY GROUP

HomeSmart, City of Phoenix and APS

Certifying a critical mass of homes and studying market impact



MassEnergize and LAER

Driving a critical mass of residential certifications in three Massachusetts



NYSERDA

Pearl as a pilot voluntary home energy rating system for three regions in New York state



The NYSERDA Pilot

Pilot 1

Contractors test the effectiveness of Pearl Certification as a sales tool and guide to help homeowners make energy efficiency improvements

Pilot 2

Home Inspectors provide Pearl Certifications for new home buyers to encourage energy efficiency upgrades

Three NYS Regions

- Irondequoit
- Tompkins County
- Staten Island

What the Network Looks Like: **Phoenix**



Phoenix wants to Pearl Certify 25% of housing stock by 2030 to drive demand for energy efficient and renewable energy installations



Thank You

Robin LeBaron, Co-Founder,
President and COO
robin@pearlcertification.com

Home Performance with ENERGY STAR 2019 Overview

Andrew Isaacs, National Account Manager HPwES

March 26th 2019



Home Performance with ENERGY STAR Program Updates

General Program Updates

- New HPwES Program Manger - Steve Dunn, DOE
- Sponsor Check In Calls and HPC – April 1-4, 2019 Chicago, IL
- Reporting: Collecting Newly Revised HPwES Annual Reports
- HPwES Awards Update – Awards Ceremony April 11th 2019 in DC.
*Winners announced Tuesday, April 9th
- DOE RBI Meeting in Chicago – Monday, April 1st

2019 Key Priorities

- Home Energy Score and HPwES Integration
- Research Opportunities for Sponsors and the National Labs
- Low and Mod Income and Multifamily – Extending the Reach

Home Performance with ENERGY STAR in Focus



- *16th Anniversary for HPwES*
- 41 Sponsors and 2 Aggregator Pilots
- *Over 774,682 completed projects* under the HPwES
- Over 86,660 completed projects in 2018
- Approximately 1,400 contractors participating nationwide in HPwES
- Average project size was \$5,700 in 2018

Importance of the ENERGY STAR Brand



91%

of households recognized the ENERGY STAR label when shown the label

75%

of households had a high understanding of the ENERGY STAR label

Continuing to Expand Applicability of HPwES



Whole-House Multiple Measure Programs



Incremental Programs-HVAC



Multi-Family Programs



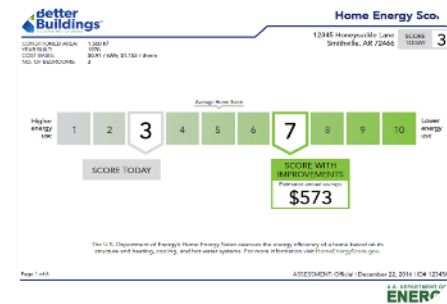
Affordable/Low Income Programs



Renewable Programs



Health and Home Performance Programs



Home Energy Score

2019 HPC National Home Performance Conference

We will see you there!!!






**2019 HPC National Home Performance
CONFERENCE & TRADE SHOW**
April 1-4, 2019 * Sheraton Grand Chicago * Chicago, IL

 Home
Performance
Coalition

www.homeperformance.org/conferences/HPC19

<http://www.homeperformance.org/conferences/HPC19>

2019 HPC National Home Performance Conference

DOE RBI Meeting, Monday April 1st 1:30PM - 5:00PM

1:30 – 1:40	Welcome
1:40 – 3:00	<p>The Midafternoon Show with Joan Glickman</p> <ul style="list-style-type: none"> • Monologue <ul style="list-style-type: none"> ○ Year in Review and Plans for the Future • Guest Interviews <ul style="list-style-type: none"> ○ Amanda Stinton, National Association of REALTORS ○ Jonathan Waterworth, AZ Energy Efficient Home ○ Deborah Philbrick, Elevate Energy ○ Kara Jonas, Midwest Energy Efficiency Alliance
3:00 – 3:15	Coffee break
3:15 – 3:45	Audience Feedback on Residential Buildings Integration Activities
3:45 – 4:00	Introduction to Speed Meeting Activity
4:00 – 5:00	<p>Speed Meeting Activity. Small group discussions on</p> <ul style="list-style-type: none"> • Home Performance with ENERGY STAR and Home Energy Score integration • Home Improvement Expert Checklists • Home Energy Score implementation • IAQ • Opportunities for communicating resources
5:00	Adjourn

<https://www.eventbrite.com/e/residential-energy-efficiency-programs-from-the-us-department-of-energy-hpc-2019-tickets-55282872560>

2019 HPC National Home Performance Conference

We will see you there!!!

DOE RBI HPwES HPC Sessions

- Doing it Right: Contractor of the Year Showcase
- Home Performance with ENERGY STAR: All the Ingredients You Need for a Successful Program
- Show Me the Money: Financing Products to Enable Home Performance Projects
- Efficient and Affordable: Expanding Opportunities for Deeper Impacts in Low and Moderate Income Households
- Getting residential air-source heat pumps right in cold climates

<http://www.homeperformance.org/conferences/HPC19>

Questions?

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Questions?

Please type questions into the chat box.



Thank you for joining us!

Stay tuned for the next *Midwest Home Performance Collaborative Webinar* coming soon.