



Energy
\$ense

The "Energy Sense" logo features the word "Energy" in a bold, italicized, blue sans-serif font. Below it, the word "\$ense" is also in a bold, italicized, blue sans-serif font, with a dollar sign (\$) replacing the letter 'E'. A large, light gray, curved line sweeps across the background behind the text.

Kathy Howard
Division Manager
February 2005

Program Summary

Houston, Texas



Homes Certified Center Point

- ◆ 2001 - 1409 homes
 - ◆ 2002 - 5202 homes
 - ◆ 2003 - 11,965 homes
 - ◆ 2004 - 12,000 + homes
-

Program Summary

Houston, Texas



Energy Sense vs. Energy Star vs. Total Market

- ◆ 2001 – 500 vs. 1500 vs. 29,769
- ◆ 2002 – 1500 vs. 10,000 vs. 34,000
- ◆ 2003 – 5500 vs. 20,000 vs. 38,000
- ◆ 2004 – 13,000 vs. 30,000 vs. 43,000

Estimated Total Energy Star



Texas Rater Model

Provider – Energy Sense –Employer

Raters – All Managers (Q.C., Production, Plan Review, Operations)

Data Collectors – 3 day non-RESNET approved certification class

Plan Reviewers – All certified raters

Training and Hiring

□ Experience

- Data Collectors: Construction background, HVAC experience
 - Plan Reviewers: Engineering background, heavy math, building experience
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Training and Hiring



- Internal Training
 - MASCO Certified Building Science
 - HERS Certification Class
 - State Energy Code Class
 - Monthly Builder Association
Continuing Education Classes
 - Monthly Code Committee Meetings
-

Employee Retention

- Fair and Equitable
 - Empower the Employee
 - Dedication from all
 - Incentive program
 - Quarterly "Thumbs up" Award
 - Quarterly Outings
-

Record Keeping



30,000

Record Keeping

- Database
 - Physical files
 - Inspection reports
 - Dedicated administrative staff
 - Documentation
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Employee Responsibilities

- Operations
 - Production
 - Statewide
 - National/Corporate
-



Employee Responsibilities

Division Manager

- Office Manager
- Houston Production Manager*
- Plan Review Supervisor (HERS Certified Rater)*
- Texas Production Manager*
- RESNET Board
- Business Development

*HERS Certified Raters and/or ICC Code Certified



Employee Responsibilities

Operations

- Office Manager
 - Day to Day oversight of schedulers and Data input
 - Billing
 - Payroll
 - Corporate reporting
 - Database management (updates, reports, etc.)

 - Plan Review Supervisor
 - Training and quality control
 - Day to day admin
 - IT needs
 - 3 plan reviewers (HERS Certified Rater)
 - 2 administrative personnel
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Employee Responsibilities

Operations

- Houston Production Manager
 - Testers 11 Teams of testers
 - 2 supervisors (north/south)
 - Quality Control
 - First line to superintendents
 - Corporate paper trail
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Quality Control

- Training Testers and Builders
 - Energy Star 101
 - Field Training
 - House as a System
 - "Progress" Reports

 - Random testing/inspection
 - Performs test monthly
 - Inspects weekly
 - Verifies checklist
 - Performs Infrared Scan
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Employee Responsibilities

Operations

Texas Operations Manager

- Technical Expert
 - Texas HERO
 - Training
 - Sales and Support Testing in other markets
 - Quality Control
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Managing Growth

- Start up
 - Retention
 - Expansion
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Secrets of the Trade



"Proof is in the Pudding..."

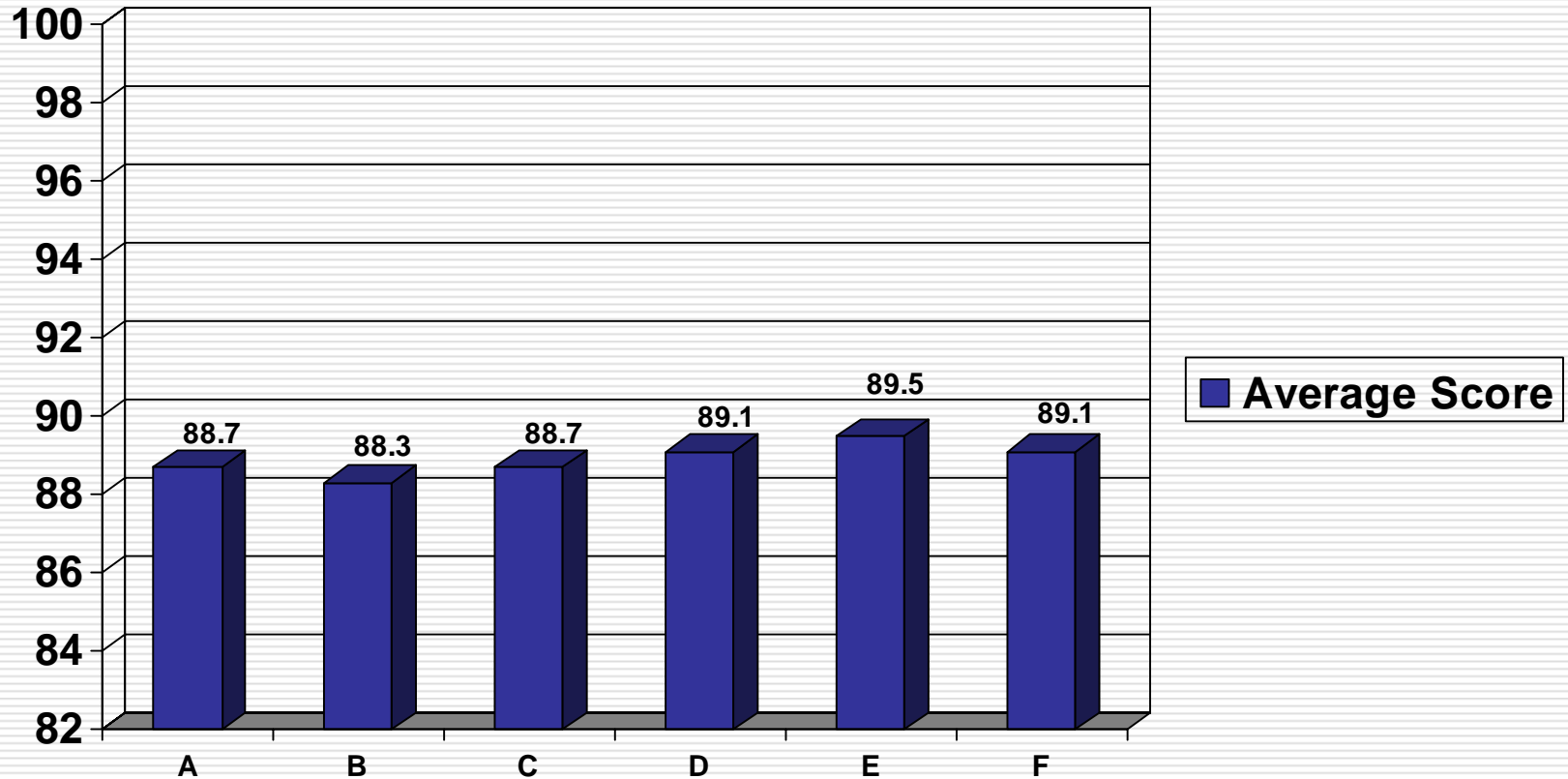
Secrets of the Trade



- Builder Confirmed Ratings with defaults vs. utilizing actual performance

 - Results of Pilot: Batch vs. 100 Test
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Builders Confirmed Ratings Average Score



Builders Confirmed Ratings Average Score

