

417 Cleveland Avenue

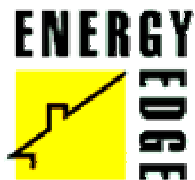
Wilmington, Delaware 19803

800-908-7000

energysvc.com

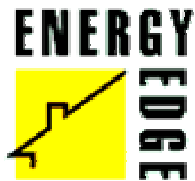
Who We Are

- Began using “Princeton House Doctor Approach” in 1981
- Energy efficiency design and testing in new homes
- Instrumented energy analysis of existing homes
- Air Sealing of new and existing homes
- Mid-Atlantic regional – nation’s average climate



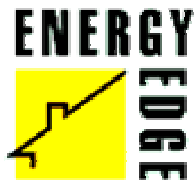
Different Business Model

- Began as a retrofit business in 1981
- Switched to new construction with testing in 1982
- Goal has been cost-effective air sealing
- Worked in several utility programs
- Produced our own marketing for new homes
- Perform auditing and air sealing for DOE Weatherization throughout Delaware



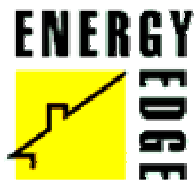
Joined Energy Star in 1997

- Meshes perfectly with our other programs
- Requires a measured infiltration rate – this is what we do!
- Lower air leakage rate provides cost effective points toward HERS rating
- Energy Star marketing compliments our own
- Additional program for current customers
- Opportunity to go back to builders who have turned us down
- Received HERS Provider status in 1999



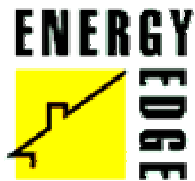
The Way We Rate

- Concentrate on production builders
- Rate each model or development as worst case
- Strong proponent of batch testing
- Rating can be cheaper than BOPS
- Have delivered 2000 Energy Star homes with no financial incentives to the the builder or the buyer
- About 30% of production is Energy Star and growing



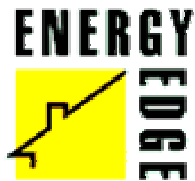
Advantages to Builders

- Allows use of EEM and Energy Star Marketing
- Reduces comfort related callbacks
- One contractor to diagnose energy and comfort complaints
- Builder now has an energy advocate



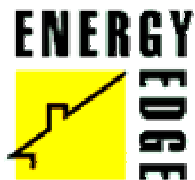
Advantages to Energy Star

- Energy Star inspectors need practical air sealing experience
- Air sealing work must be inspected before insulation is installed
- No houses fail for improper air sealing
- Takes the “mystery” out of the air leakage rate



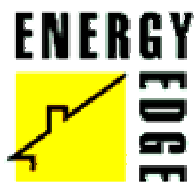
Pricing

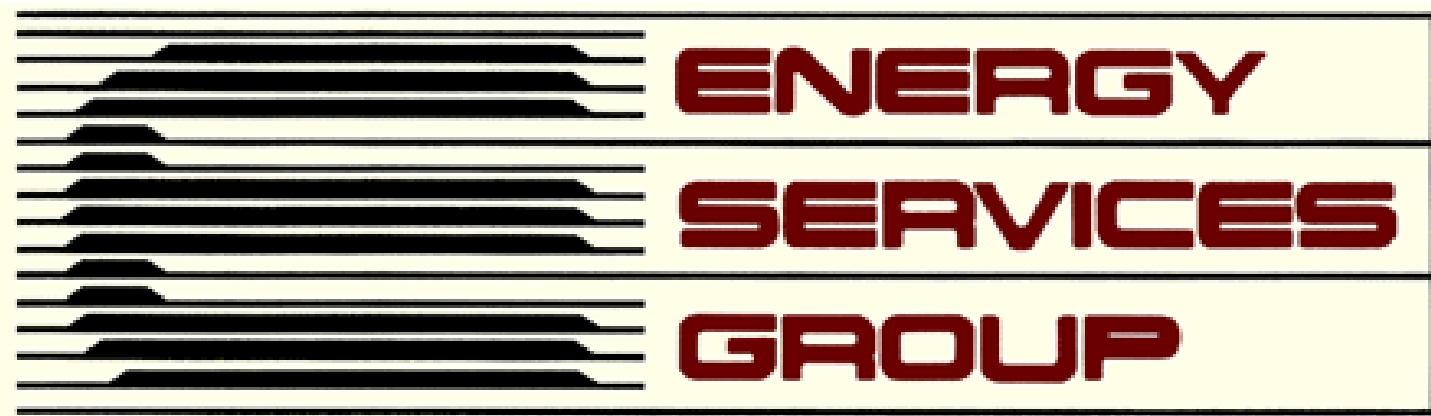
- Air Sealing is the goal
- Charge for air sealing
- Charge for consulting and rating
- Charge for inspection, testing, submission
- A lower package charge if rating is included with air sealing



Areas of Growth / No Growth

- All housing sectors in growth now in mid-Atlantic
- Have worked in new homes from \$106,000 on up – no limitations by price range
- 55 and over communities have tremendous potential
- Weatherization budgets on the rise





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