



CHEERS®

Increasing Energy Code Performance
Through Home Energy Ratings

RESNET Conference

San Diego, CA

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Issues for the HERS Provider

- Infrastructure Development
- Roles and Responsibilities
- Implementation
- Current Environment



Infrastructure Development

What will it take?

- Determine Requirements
 - Organizational Structure
 - Separation of HERS Provider and HERS Raters
 - Conflict of Interest Provisions
 - Financial Interest Provisions
 - Ownership
 - Multiple legal issues
 - Development of contracts – Incorporating Regulatory issues into Rater agreements
 - Training curriculum – Develop curriculum to meet the goals of the standards
 - Quality Assurance Requirements
 - Continuing Education Requirements



Infrastructure Development

Understand the Market

- Review the current environment- What is out there?
 - What is the process for having homes built
 - Potential Partnerships and creating synergies
 - How do you create a seamless integration into an established process?
- Where are you going to get the Raters?
 - What professions can you create synergies with?
 - How do you market an untested program?
- Is perception reality?
 - What are some of the speed bumps?



Infrastructure Development

Who is part of the process?

Market Actors	
Existing Housing Market	New Construction Market
Homeowners	Homebuilder
Rater	Rater
Software	Building Department
	Energy Consultant
	Installer(s)
	Software Vendors
	Regulatory Reporting



Roles and Responsibilities for the Provider

Credibility - Responsibility

- Training by Provider must be top notch and continuing
 - Credibility is key
- Support is on-going and must not end
 - Market Actors must know they can call with questions
 - Technical
 - Marketing
 - Process
- Quality Assurance is part of credibility
- Data Management and Information flow
 - Simplicity
 - Consistency



Implementation

How do you sell it?

- Create CHEERS Registry
 - Password protected internet database
 - Use of technology is critical
- Simplify programs and processes
 - 'to-do' list for Raters
- Promotion of program
- Working with Building Departments
 - Raters are considered 'special inspectors'
- Work with firms that have similar programs



Current Environment

- Nearly 300 Raters statewide
 - Over 500 building departments have at least one rater in each jurisdiction – 95% of departments
- CHEERS Raters used for IOU administered Energy Star homes new construction program
- Alliances with two approved compliance software firms for electronic file transfers
- CHEERS Registry provides consistent data in XML file format