

Business Opportunities in Existing Homes (Affordable Comfort Home Performance with ENERGY STAR Track)



A Subsidiary of PCA Energy Solutions LLC

WHY IS THERE A NEED FOR COMPANIES THAT Provide BUILDING PERFORMANCE TESTING In Existing Homes?



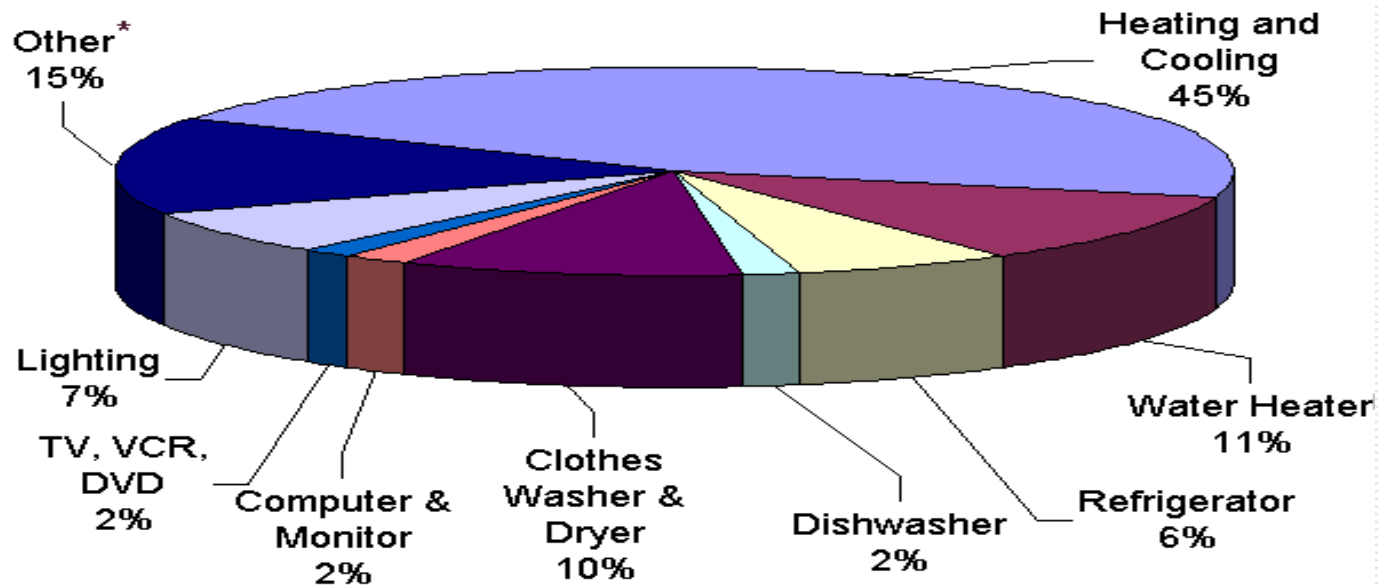
Building Performance Testing – Existing Homes

Why is this a good time to consider energy rating on existing homes?

- **Americans are feeling the economic squeeze of higher energy costs and are willing to spend the money required to make their homes more energy efficient.**
- **The Federal Government is offering tax incentives for home owners to make their homes more energy efficient.**
- **All projections for future energy costs indicate no significant retreat in prices.**



Average American Home Energy Use.



"Other" represents an array of household products, including stoves, ovens, microwaves, and small appliances. Individually, these products account for no more than about 2% of a household's energy bills.



Energy Savings

**HOW LARGE IS THE POTENTIAL
MARKET OF EXISTING HOMES
FOR ENERGY RATERS?**



The Existing Home Market

According to the 2000 United States Census:

- 69,865,000 Single Family Homes.
- 6,447,000 Duplexes
- 30,000,000 Townhomes

That's 106,312,000+ homes that can benefit from
Building Performance Testing, Air Sealing,
Insulation and HVAC Repair and or Replacement

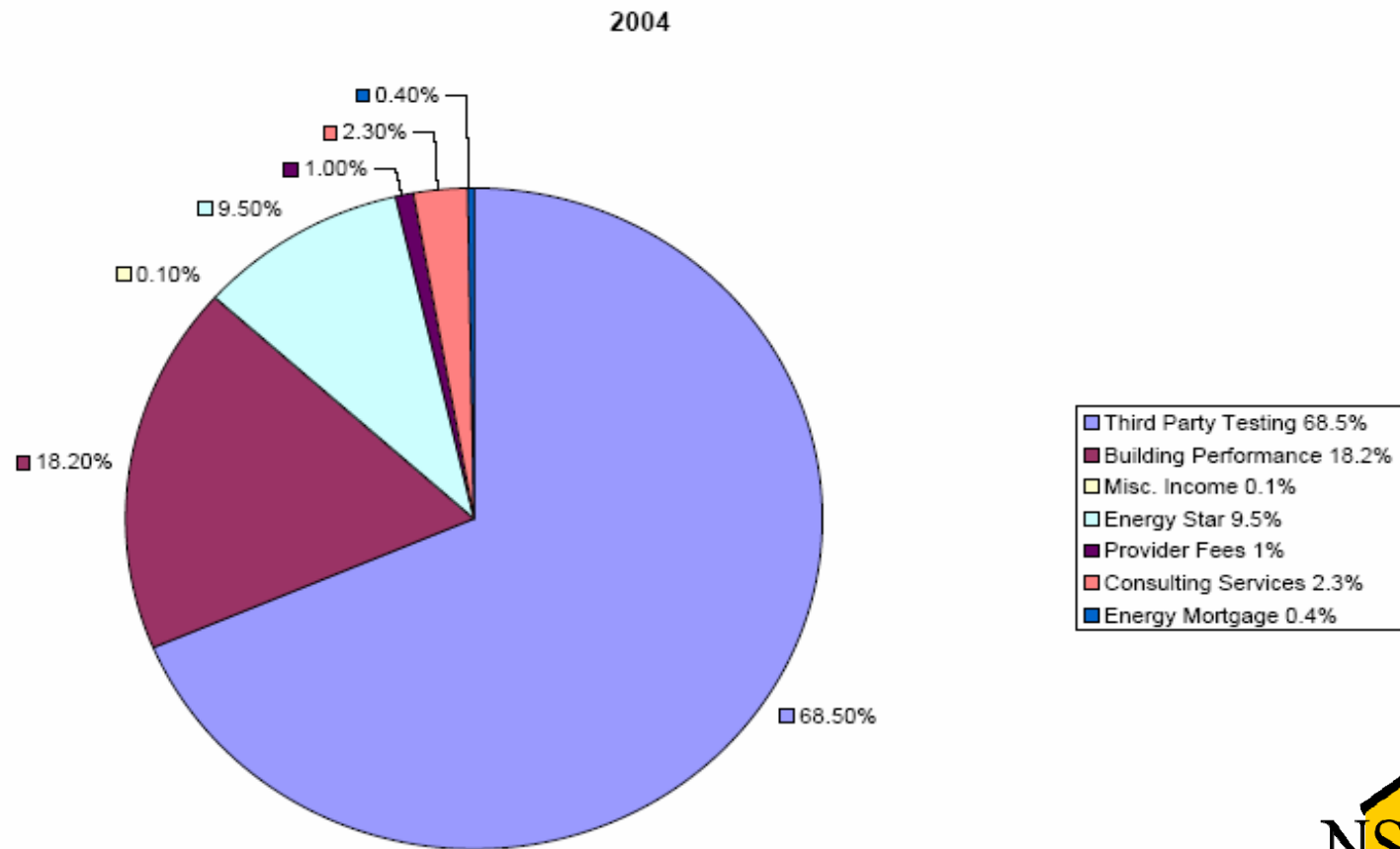
Or \$31.9 billion in potential sales for testing alone.



Potential Extra Income

- ☐ One existing home test per day
 - ☐ Five per week
 - ☐ Fifty Weeks per year
 - ☐ @ \$200.00 = \$50,000.00 additional per year. (Low Side)
 - ☐ Average fee is \$300/\$500 per house
 - ☐ \$75,000/\$125,000 is realistic
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NSpects – 2004 Business



NSpects – Increased Sale Results

- 2004 Building Performance Testing 18.2% of volume
- 2004 – Building Performance Test Out after Repairs is .1% of NSpects' Gross Income.
- Late 2004 - NSpects establishes sister company – Draft Stop/Zero Draft Mid-Atlantic, Inc. to take advantage of “after-inspection” income.

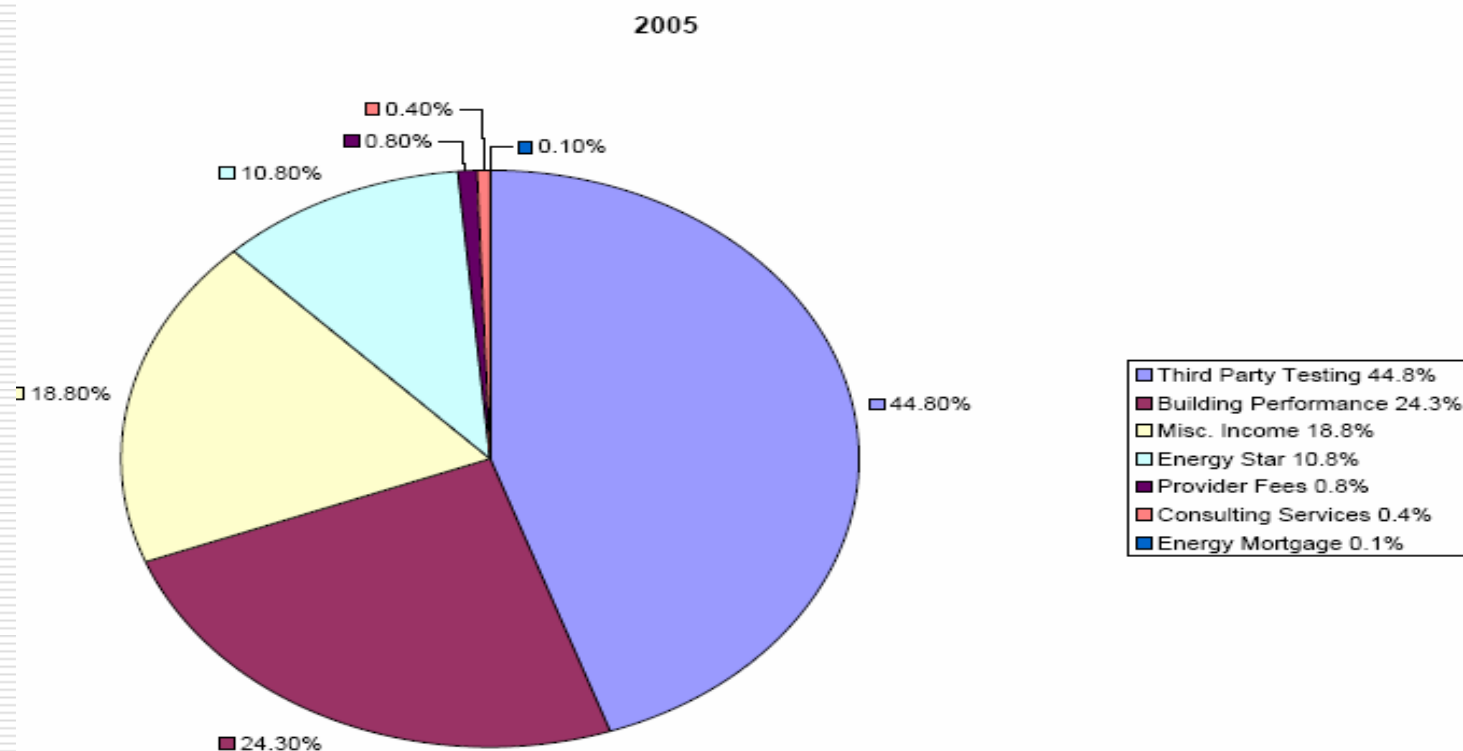


NSpects

- 2005 Building Performance Testing 24.3% of volume
- 2005 NSpects income from after Test Out, income jumps from .1% to 18% of gross income in a single year.
- NSpects income jumps 85.5% from 2004 to 2005.



NSpects – 2005 Business %



Questions & Answers



Austin, Texas

2006



May 22-26, 2006

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