

Principles in Developing a Successful Rating Business



A Subsidiary of PCA Energy Solutions LLC

NSpects®

NSpects was founded in November 2001

- Lee became a certified HERS Rater November 2001
- November 2001 – NSpects starts inspecting existing homes in Northern Virginia.
- NSpects accredited as a HERS Provider in February, 2002



NSpects – The Company

- **2002 - NSpects extends service area to include Maryland and the District of Columbia.**
- **2003 – NSpects initiates Energy Star Rating Program for United States Army Privatization program , certifying Energy Star new home construction on military bases.**
- **NSpects appointed as a Green Building Consultant to Arlington County, VA in 2003**

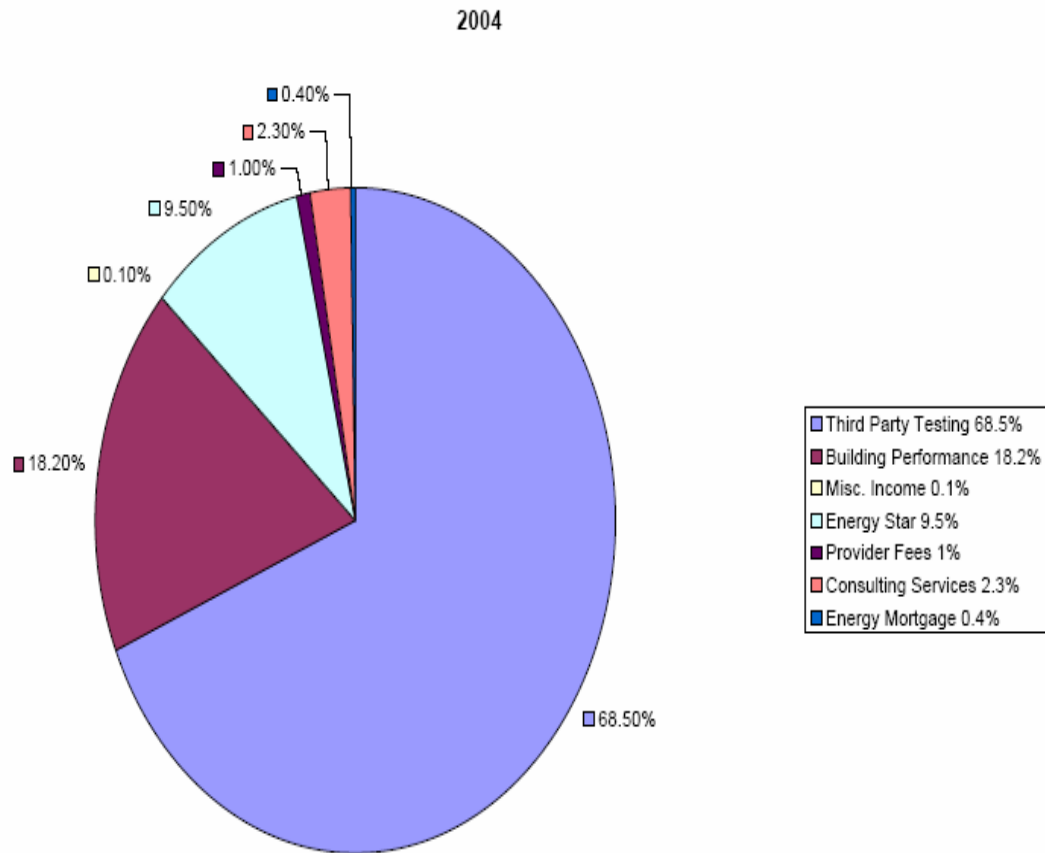


NSpects – The Company

- 2004 - NSpects initiates Third Party Testing program for home builders – helping builders gain Energy Star ratings for their homes.
- 2004 - NSpects certifies 500 homes for Energy Star compliance .
- 2004 - NSpects establishes sister company – Draft Stop/Zero Draft Mid-Atlantic, Inc. to take advantage of “building performance” market.



NSpects – 2004 Business Income

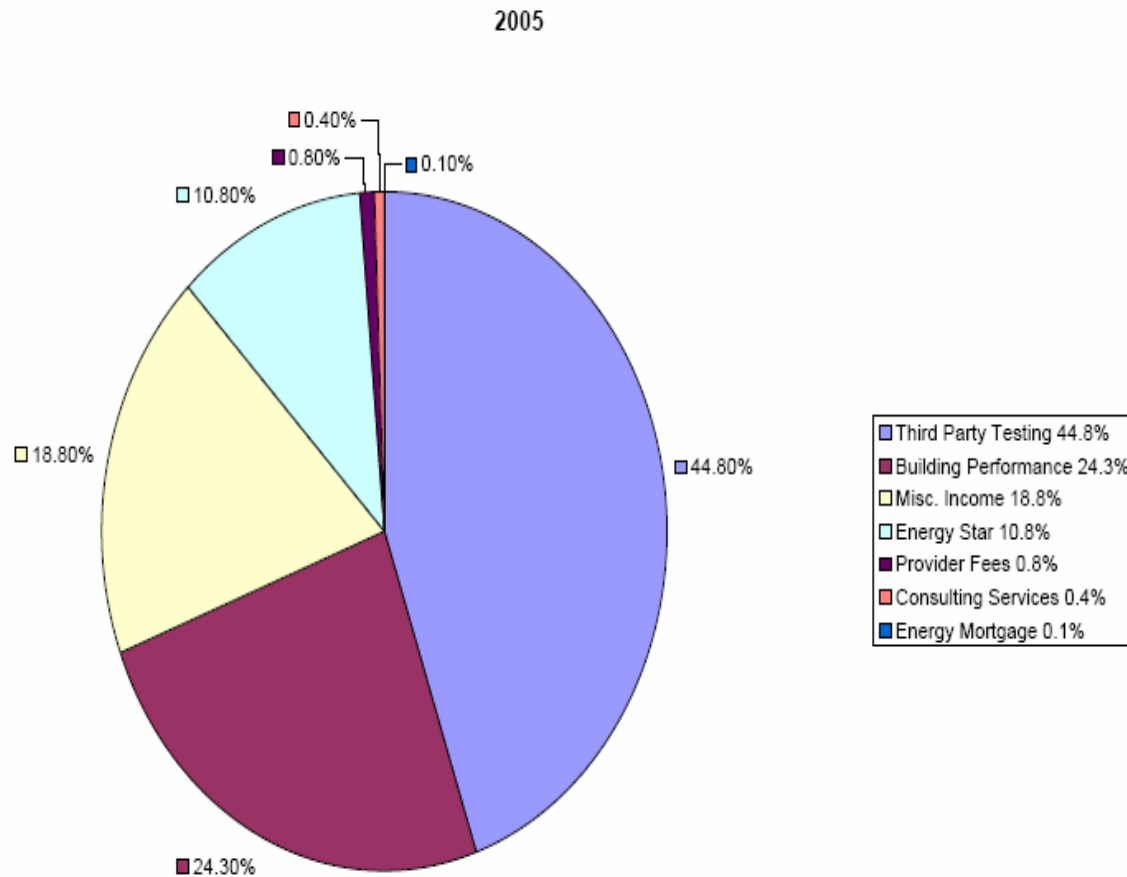


NSpects – The Company

- 2005 – NSpects labels 1,000 Energy Star homes.
- NSpects income from performance 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 Income



NSpects – The Company

Today, NSpects has expanded to cover multiple market segments.

- **NSpects is currently providing plan ratings and or ratings on 14 military bases.**
- **Existing home inspection appointments are booking two months in advance.**
- **NSpects portfolio of home builders seeking Energy Star ratings for new home construction covers four states and DC.**



NSpects – The Company

- **2006 – NSpects adds commercial services to its product offerings.**
- **Commercial inspections include several apartment complexes and a baseball stadium.**
- **April 1, 2006 – NSpects will add Indoor Air Quality Testing and Monitoring to its services.**



NSpects – The Business Plan

What are the keys to NSpects growth?

- Capitalized on “free” and low-cost marketing and Public Relations.
 - Established availability to local reporters.
 - Developed relationships with local environmental groups and neighborhood associations.
- Developed and maintained a spotless reputation with customers to build word-of-mouth referral business.
- Offered the “occasional” free audit.



Questions & Answers

