

# The Future is Now - How to Take Advantage of the New Consumer and Media Awareness of High Heating Costs

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**A Subsidiary of PCA Energy Solutions LLC**

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# The Existing Home Market

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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 Performance Testing.

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



# New areas of potential revenue

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## Existing Single Family Homes and Townhomes.

- ☐ Vast number of potential customers.
- ☐ Most homes in need of retrofitting.
- ☐ Nearly all existing homes exhibit:
  - Shoddy workmanship.
  - Insufficient insulation.
  - Poor exterior envelope sealing.

**\$31.9 billion in potential income from testing.**



# Why is this a good time to consider performance testing on existing homes?

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



# What is the potential for HERS raters?

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- One HERS rater can inspect 500 existing homes a year.
- The range of an inspection costs for average existing home is between \$300 and \$500.



# Why is this a good time to consider expanding to commercial.

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- Commercial concerns have a significantly greater potential loss from higher energy costs than home owners.
- The Federal Government is offering tax incentives for commercial owners to make their buildings more energy efficient.
- Federal Government currently marketing the Energy Star Home concept for MFDUs.
- Commercial inspections can range from \$3,000 to \$5,000 per structure.



# NSpects – The Company

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- 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.
- Shouldn't you think about expanding to other markets?



# Questions & Answers

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