

Changes to the BPI Certification and Accreditation Models

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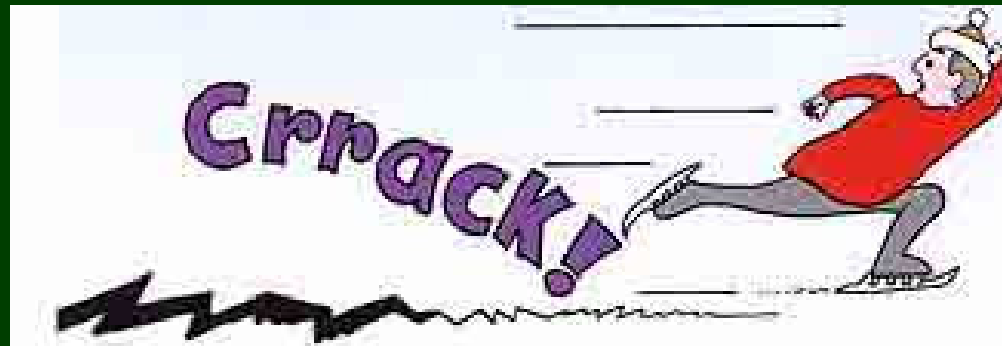
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Let's break the ice...

1. How many of you are raters? BP contractors?
2. What percentage of your work is in existing homes?
3. Is anyone currently working with a Home Performance with Energy Star program?



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Speakers background...

William J. Parlapiano III, CIAQ – CEO

- 20 years & 3rd gen. in mechanical industry and as IAQ consultant
- Mech. Engineer., Mktg. & Mgmt, 5+ years U.S. Army, State Govt.
- Active certifications in IAQ and in HVAC through NATE
- Serve on NATE/RSES/ACI Boards, active on industry committees, trade associations and other SDO's

Larry Zarker – Director of National Development

- 25 years in the building construction industry
- Over a decade as V.P. of Marketing with NAHB Research Center
- M.A. in Labor Economics and Technology Assessment
- BPI staff co-chair of Accreditation and QA subcommittees



Session Objectives

1. Share The BPI Story
2. Introduce the BPI Value Proposition
3. How to get involved/proposed changes
 - BPI Certification
 - BPI/RESNET Career Path
 - BPI/RESNET Certified Master*
 - BPI Accreditation
 - BPI Quality Assurance
 - BPI QA Providers
4. Feedback/Next Steps

*Being developed jointly between BPI and RESNET



What does BPI offer?

- Personnel Certification in Residential and Multifamily Designations*
- Business Accreditation*
- Independent Quality Assurance*
- BP Standards Development*
- Support Services
- Affiliate Network of Service Providers

*Being designed to meet or exceed industry recognized protocols for future use internationally



For clarity BPI is not:

- Training Provider
- Standards developer creating redundant standards*

*Where a standard is not based on sound building science or typically promotes a level of performance that results in less than optimal performance BPI will create a standard and may work with a standards body to revise the existing standard.



Who are BPI Professionals?

- Home Performance Contractors
- Trade Contractors – HVAC, Insulation, Exterior, Windows
- Specialty Remodeling Contractors
- Weatherization Network
- Builders & General Contractors
- Home Energy Raters
- Energy Services Consultants
- Home Inspectors

2500+ have earned a BPI Certification in 27 states*

160+ have earned BPI Accreditation in 8 states*

* Based on data as of December 31, 2005



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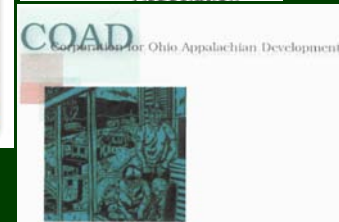


Growing Network of Affiliates...

Current BPI Affiliates:

- AEA
- BPC
- COAD
- FSL
- INCAA
- KBSI
- SWA
- VEIC

Many other organizations are engaging in the process of BPI Affiliation from at least a dozen regions around the country...

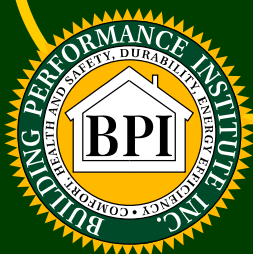


Steven Winter Associates, Inc.



Who does BPI work with?

- Certification Bodies (RESNET, NATE)
- Associations (BPCA)
- Standards Developers (ACCA)
- Media (Home Energy)
- Conferences/Expos (ACI, AHR)
- State/Utility Programs
- Program Implementers
- Weatherization Programs
- Manufacturers & Distributors
and many other great partners, stakeholders
and advocates who are helping BP grow



Federal Support...

National Expansion Grant

- United States Environmental Protection Agency
- United States Department of Energy
- United States Housing and Urban Development

Federal Initiatives BPI is involved with

- Partnership for Advancing Technology in Housing
- Partnership for Home Energy Efficiency Initiative
- Home Performance with Energy Star



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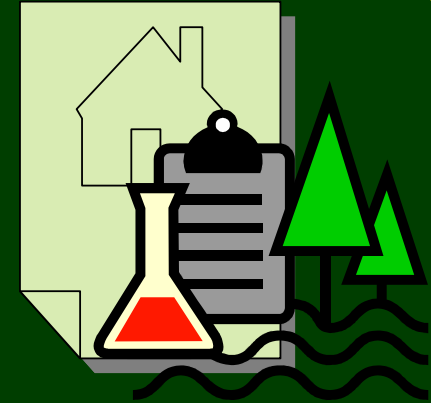
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Is Building Performance important?

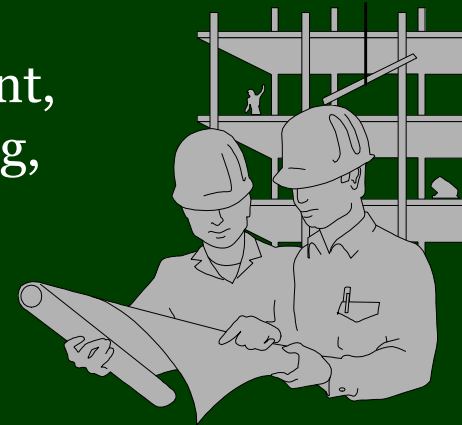
Building science is the body of knowledge about the relevant physical science and its application relative to lighting, acoustics, the thermal environment, health, fire, and structural safety, with the major emphasis on the thermal environment and moisture transport.

Source: American Institute of Architects (AIA)



Building Performance is the systematic approach to improving the building environment, by applying improvements to the whole building, not only individual building components or systems through the use of building science

Source: Building Performance Institute, Inc. (BPI)



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Building Performance: A True Profession?

- Each of us is a treasured resource in the BP industry
- The implications of not sharing our knowledge:
 - Buildings will continue to be built, remodeled and retrofitted to fail
 - Health, safety and comfort of occupants will be compromised
 - Energy will be wasted and our planet will eventually be destroyed...
- **Problem:** This information can be used in a manner that does not solve problems and in fact can create other ones...
- Our industry has a track record of success but few contractors and consultants know enough about it
- Customers call contractors but do not trust them...
- More often than not, they do not get a comprehensive solution, let alone get the offer of one and many shop price not quality...



The Rest of the Story: A True Profession

- With a professional industry how do we convey that we are different?
- This requires an investment of time and resources to differentiate
- It takes a commitment to:
 - Individual credentialing, Business Accreditation, QA
- BPI has the solution to offer in its credentialing and QA services
- Those earning the credential promote themselves as professionals to their customers and use the third party credibility of BPI to assist them in demonstrating it
- One analogy is this is similar to the medical boards or bar association

Beyond this what is value proposition in participating?



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The value proposition?

SALES BENEFITS

- Offer customer complete solutions
- BP uses a systematic approach
- Expand your scope of services
- Improve your closing rates
- Be selective about projects
- Perform larger value projects
- Offer competitive financing

Examples

- NY: Average Project = \$8,000
- CA: Average Project = \$12,000

OPERATIONAL BENEFITS

- Differentiate business
- Reduce staff down time
- Retain high quality staff
- Identify qualified staff to hire
- Minimize call back costs
- Fewer customer complaints
- Manage your risk
- Customer satisfaction/referrals
- Increased profitability
- Ability to sleep, knowing you did it right, the first time



Basic Steps to get involved?

1. Obtain technical and business training
2. Prepare individually for/earn Certification
3. Prepare business for/earn Accreditation
4. Participate in Quality Assurance
5. Receive feedback
6. Grow your business...



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Proposed changes to BPI Certification Model

BPI Core (WE) (Prerequisite for All)	---- > EVALUATION PATH ---- >					Comprehensive Services Professional (Future)
	BPI Building Analyst Professional (FE) (RE)		BPI Evaluation Professional (WE) (Future)		BPI Evaluation Professional (FE) (RE) (Future)	
			BPI Quality Assurance Provider (C) (Interim)		BPI Quality Assurance Provider (C) (Future)	
	---- > MECHANICAL PATH ---- >					
	BPI A/C or Heat Pump Professional (WE)		BPI A/C or Heat Pump Professional (FE) (RE)		BPI Mechanical Professional (TC)	
	BPI Heating Professional (WE)		BPI Heating Professional (FE) (RE)			
	---- > ENVELOPE PATH ---- >					
	BPI Envelope Professional (WE)		BPI Envelope Professional (FE) (RE)			

Abbreviations: (WE)=Written Exam (FE)=Field Exam (RE)=Renewal Exam (TC)=Title Change (C)=Certificate

BPI Recognizes the RESNET Certified HERS Rater as having met the new requirements for a waiver of the BPI Core Exam

Proposed BPI Core Exam (FORMERLY BA-1 WRITTEN)

The BPI Core Exam* is intended to evaluate a candidate's written knowledge and competency as it relates to fundamental building science in the knowledge areas outlined below.

- Building Science (Fundamentals)
- Buildings and their Systems (Fundamentals)
- Measurement and Verification of Building Performance (Fundamentals)
- BPI Standards & Project Specifications (Fundamentals)
- Installation, Operation, Maintenance and Optimizing Building Systems (Fundamentals)
- Professional Ethics, Conduct & Communications (Fundamentals)

*May be waived for those holding certain HERS credential



Core or Waiver = Prerequisite for BPI Certifications



Proposed BPI Building Analyst Professional

This certification is intended for those who conduct building performance audits and perform certain measurement and verification services with related analysis and may have limited roles in specifying, designing, selling, servicing, managing, installing or otherwise coordinating building performance work.

- Measurement and Verification of Building Performance (Fundamental Application)
- BPI Standards & Project Specifications (Fundamental Application)



RESNET



Core or Waiver +

BA
Field

=

BPI Certified
Building Analyst
Professional



Proposed BPI Evaluation Professional (SUMMER '06?)

This certification is intended for those who conduct comprehensive building performance evaluations using any required measurement and verification practices and are responsible for specifying, designing, applying or selling and managing the installation and service of building performance work.

- Building Science (Advanced)
- Buildings and their Systems (Advanced)
- Measurement and Verification of Building Performance (Advanced Knowledge and Application)
- BPI Standards & Project Specifications (Advanced Knowledge and Application)
- Installation, Operation, Maintenance and Optimizing Building Systems (Advanced Knowledge and Application)
- Building Performance Project & Quality Management (Knowledge and Application)



RESNET



Core or Waiver +

BA +
Field

Eval +
Written

Eval =
Field

BPI
Certified
Evaluation
Professional



An Opportunity for HERS Raters !

Becoming a BPI QA Provider...



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Proposed BPI QA Provider Certificate (SUMMER '06)

This certificate is intended for those who have earned a BPI Evaluation Professional designation and desire to provide Quality Assurance Services in the marketplace at the request of BPI.

The BPI Quality Assurance Provider Orientation is intended to provide the candidate with the knowledge and skills of BPI policy and procedures necessary to function as a BPI Quality Assurance Provider.



Core +
or
Waiver



BA
Field

+



Eval
Written

+



Eval
Field

+

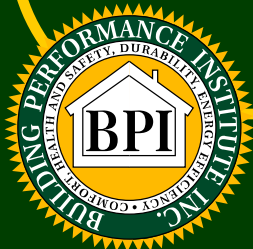


QA =
Certificate



BPI QA
Provider

RESNET



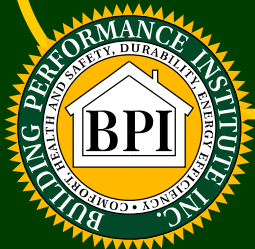
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Proposed Changes to BPI Accreditation

- Enhanced commitment to a Quality Management System
- Affiliate/training network can assist with quality planning, mentoring, training and BPI credentialing
- Conformance takes time & effort – if too easy, no value
- Summary of Requirements:
 - % of field staff certified
 - use a system to test in/out methodically
 - customer education
 - acceptable business practices
 - customer dispute resolution
 - right of refusal process
 - internal quality control oversight
 - adherence to BPI Standards and protocols
 - systematic project reporting
 - procedures for recommendations and referrals
 - participation in independent QA program



KEY: Accreditation distinguishes truly committed

Proposed BPI Quality Assurance Program

- Independent, national QA network, contract and report direct to BPI
- Measure and verify projects conformance with BPI requirements
- Possibly provide program compliance services depending on market
- Tiered QA system includes a level of computerized data analysis, customer satisfaction, telephone interviews & field conformance visits
- QA, requirement for accreditation, purchased separately, higher avail.
- QA provides:
 - Higher level of consumer confidence in the business
 - Business with a unique tool to differentiate and promote business
 - Quality feedback loop designed to inform opportunities to make quality improvements.

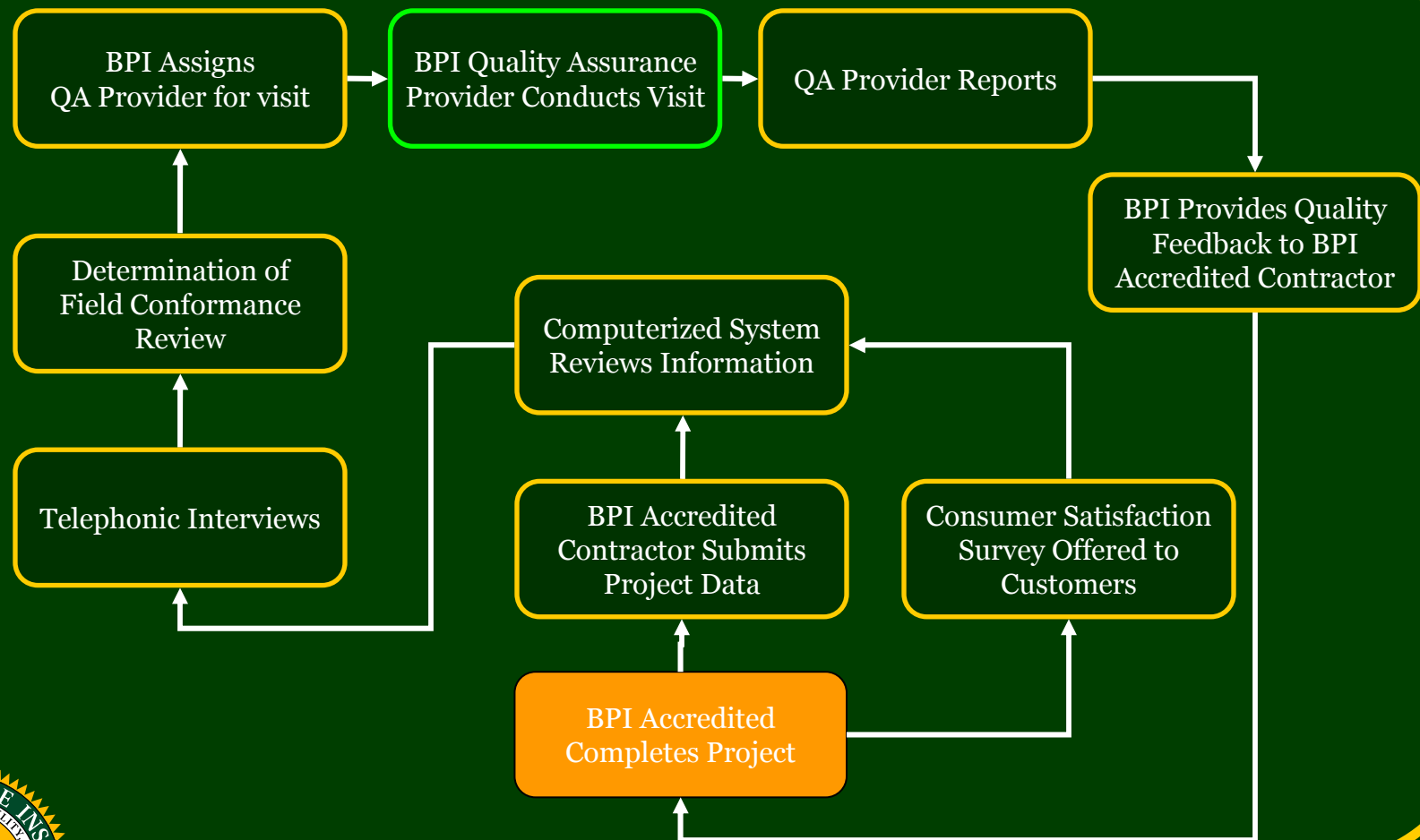


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BPI Quality Assurance Model



What are the various Business Models?

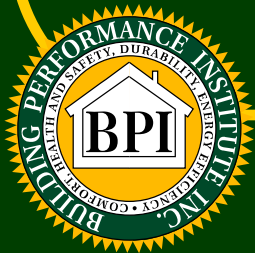
Full Service Integrated Whole House Contractor

General Contractor – Sub Contractor

Consultant Referral/Project Oversight Model*

Trade/Sub Contractor Referral

* Is there a role here for RESNET members as BPI Certified Building Analyst or BPI Evaluation Professionals referring work to contractors?



Feedback on Proposed Model Welcome

- Need feedback from those contractors, raters, consultants, programs, etc. who will use BPI Certification, Accreditation & Quality Assurance
- Does this model assist you in differentiating yourself? your business?
- Is the value proposition there?
- Are there any other key elements missing?
- Is the bar being proposed too low, too high, just about right?
- Provide your feedback to BPI in person, in writing or via telephone



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So are You Ready to Become a Part of the National Expansion Yet?

BPI seeks professionals interested
in building performance credentialing...

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Upcoming Events of Interest

Be sure to visit the BPI booth and/or see our presentations at the following:

15 March – Maine IAQ Council – Augusta, ME

28-30 March – ACCA Indoor Air Expo – San Jose, CA

10 – 12 April – Energy Out West – Portland, OR

22 – 26 May – ACI-National – Austin, TX



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