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To:	ENERGY STAR Homes
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Financial impact of splitting Revenue between VOO's

A logical outcome of this EPA effort would to expect a split in revenue between the incumbent and future VOO successful applicant(s). Today, the incumbent VOO receives 100% of the Rating Fees for oversight. In a successful future, they have revenue at risk. There is, however, the opportunity that additional VOO effort and renewed industry vigor would / could increase the share of homes that are rated overall and rated as ENERGY STAR. We are told that 80% of all homes have no Energy Rating … so, the upside potential is significant.

This issue holds potential and significant implications for the business model of the incumbent VOO, RESNET. They have important business decisions to make about how they will structure their costs and keep their revenues strong. These are the issues that all healthy businesses face. It is not unreasonable for them to address these issues … just like the rest of their stakeholders.

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