Welcome!

September 6-7, 2018
Phoenix, Arizona

ENERGY STAR® CERTIFIED HOMES
STAKEHOLDER MEETING
Utility Sponsors I Builders I Home Energy Raters

Energy Star Logo
Carolyn Snyder
Director of U.S. EPA’s Climate Protection Partnerships Division
WiFi: SheratonMeetingRooms
Passcode: energystar2018
Attention Presenters/Panelists:

Fun Fact

Last Vacation
ENERGY STAR. The simple choice for energy efficiency.
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The organizations in the room represent over 40% of all ENERGY STAR Certified Homes built.
Energy Efficiency continues to play an important role in all of these emerging trends in the market.
This year the focus of the meeting will be three-fold.

Program Priorities

Market Trends

Listening
We’re Listening: What’s on Your Mind with ENERGY STAR?

Friday at 11:15am-12:00pm

What are we getting wrong, and how can we improve it?

What are we getting right? How can we build on this success?

Name: ___________________________ Company: ___________________________

Retain this card for Friday’s “We’re Listening” session. Instructions will be provided Thursday.
The Numbers

#10
ENERGY STAR has experienced steady growth throughout housing boom.

<table>
<thead>
<tr>
<th>Year</th>
<th>Homes Reported</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>98,169</td>
</tr>
<tr>
<td>2016</td>
<td>93,417</td>
</tr>
<tr>
<td>2015</td>
<td>83,895</td>
</tr>
</tbody>
</table>

Annual ENERGY STAR Certified Homes Built - Aggregate
Manufactured homes saw a drop of 58% 2016 to 2017 with the expiration of tax credit.

<table>
<thead>
<tr>
<th>Year</th>
<th>Not Manufactured</th>
<th>Manufactured</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>93,628</td>
<td>4,541</td>
</tr>
<tr>
<td>2016</td>
<td>82,729</td>
<td>10,688</td>
</tr>
<tr>
<td>2015</td>
<td>77,524</td>
<td>6,371</td>
</tr>
</tbody>
</table>
Excluding Manufactured Homes, ENERGY STAR homes numbers have increased by 22% since 2015.
#9

Program Requirements
There are now 15 states, plus D.C., for which the v3.1 implementation date has been defined, plus regional v3.1 requirements for FL, and, regional v3.2 requirements for CA, OR, and WA.

www.energystar.gov/newhomesrequirements
#8

Upgraded HOST reporting with RESNET Registry syncing
Simplification of reporting for partners.

• HOST will be automatically pre-populated by syncing with the RESNET registry
• Providers will still log into HOST each quarter to verify totals and rectify builder names
• This will mean a little bit less work for Providers
• It’s also a huge win for industry quality assurance by providing certainty that every ENERGY STAR certification corresponds 1-to-1 with a confirmed HERS rating
#7

Rev 9
Revision 09 is here.

- Revision 09 of the National Program Requirements, v3 and v3.1, have now been posted to the ENERGY STAR website.
- Partners are permitted to use this Revision immediately, but must apply this Revision to all homes permitted on or after January 01, 2019.
- Revision 09 Webinar – September 19th, 12:00PM EST

Help Us Design Rev. 10 – Part 1
Dean Gamble; Thursday at 9:00-10:00am

Working Session for Rev. 10 – Part 2
Dean Gamble; Thursday at 10:15-10:45am

Highlights from National Program Requirements, Version 3 and 3.1, Revision 09
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#6
OneMultifamily
To better serve the multifamily sector, EPA is in the process of creating a single ENERGY STAR multifamily program.

- Program Documents Posted November 2018
- Programmatic Webinar November 28, 2018
- Effective January 2019

Breakout Discussion on New Multifamily Certified Homes Program
Gayathri Vijayakumar; Thursday at 5:00pm

New ENERGY STAR Multifamily Program and What it Means for Low-Rise Builders
Gayathri Vijayakumar; Friday at 10:25-11:15am
#5
RaterPRO
RaterPRO is in BETA, and expected to be live by late February 2019.
ENERGY STAR is working towards having the HVAC Design Credit Standard ready for use by late 2019.

- HERS point credits for properly installed HVAC units.
- Similar to insulation grading.
- Major step towards unifying ENERGY STAR and HERS rating.
#3

Builder Recruitment
We are recruiting builders, and we want your help.
#2

Verification Oversight Organization

Request for Information
EPA is requesting feedback on expanding eligibility of Verification Oversight Organizations (VOO) to those organizations that are 17065 recognized.

Comments Close November 9th
Understanding the roles of a 17065.

An internationally recognized standard for organizations that certify products and provides a set of criteria for various certifying organizations to help implement an effective and accredited Management System based on objective testing.
What’s new with this version of sales training?

- Updated Client Profiles, Source: Energy Pulse 2017 by Shelton Group
- Updated Resources
  - Marketing Tools*
  - Important Resources to Remember
- New Resources
  - Selling ENERGY STAR
  - Communicating the Benefits of ENERGY STAR*
  - Certificate of Completion Template + Printing Tool

*Already posted
Thanks to the EPA Team!!

Zak Shadid

Marta Montoro  Brice Lang  Rebecca Hudson  Jon Passe  Brain Ng  Elliot Seibert  Dean Gamble
Thank you ICF and SWA!!
Agenda - Day 1

8:30-9:00am
9:00-10:00am
10:45-11:25am
11:25-12:15pm
10:15-10:45am

1:15-2:30pm
2:30-3:15pm
3:30-5:00pm
RaterPRO: Where We Are and Where We Are Going