

**2009 RESNET
Building Performance
Conference**

**I Am Certified!
Now What?**

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**Erin R. Wiggins
Certifications / Affiliations**

- Certified HERS Rater (Home Energy Rating System)
- RESNET Green Rater
- RESNET National Board of Directors (Residential Energy Services Network)
- LEED-H Associate (Leadership in Environmental and Energy Design)
- NAHB Green Verifier (National Association of Home Builders)
- Habitat For Humanity Partner
- Energy Star Partner
- Home Builders Association – Greater Des Moines

**Barb Yankie
Certifications / Affiliations**

- Certified HERS Rater (Home Energy Rating System)
- RESNET Green Rater
- RESNET National Board of Directors (Residential Energy Services Network)
- LEED 3rd party Rater (Leadership in Environmental and Energy Design)
- NAHB Green Verifier (National Association of Home Builders)
- Builder's Challenge Verifier
- Level II Certified Thermographer - ASNT Compliant
- NAHB 2008 & 2009 EVHA (Energy Value Housing Award) National Judge
- US Green Building Council
- BPI Technical Advisory Committee (Building Performance Institute)
- International Code Council
- Habitat For Humanity Partner
- Energy Star Partner
- Home Builders Association – National, OH, KY, Greater Cincinnati, Northern Kentucky
- Ohio Licensed Radon Tester
- Cincinnati & Northern Kentucky Boards of Realtors

Overview

- **Technical Knowledge Needed**
– Erin R. Wiggins
- **Business Knowledge Needed**
– Barb Yankie

Technical Knowledge Needed

YOU ARE NOW CONSIDERED AN EXPERT!

You have taken a week training course,
passed an exam and done a few
preliminary ratings.

How Does This Make You Feel?

Additional Training

- Community Colleges in your area
 - Building Science
 - Combustion Safety
 - Carbon Monoxide / Combustion Analysis
 - General Construction
 - Physics
 - ACCA Manual J
- Conferences – Seminars – Workshops
 - RESNET (Residential Energy Services Network)
 - EEBA (Energy and Environmental Building Association)
 - MEEA (Midwest Energy Efficiency Alliance)
 - NAHB (National Association of Home Builders)
 - USGBC (United States Green Building Council)

Programs to Memorize

- Energy Star
 - Prescriptive Path
 - Performance Path
- Tax Credit Incentives
 - Federal
 - State
 - Local
- Utility Programs
 - New Construction Rebates
 - Existing Homes Rebates

Know Where to Find the Information

- Energy Star
 - Both Path Requirements
 - Thermal Bypass Guidelines
- Codes
 - IRC (International Residential Code)
 - IECC (International Energy Conservation Code)
- Rating Heating and Cooling Equipment
 - AHRI (Air-conditioning, Heating and Refrigeration Institute)
 - Preston's Guide
- Rating Ventilation Systems
 - HVI (Home Ventilating Institute)

Equipment To Purchase ASAP

- Computer (With e-mail and Internet)
- Blower Door
- Duct Blaster
- Minimum of four hoses
- 2 - DG-700's (One with cruise control)
- Digital Camera
- Tape Measure
- Ladder
- Flashlight
- Screwdriver
- Pliers
- Utility Knife
- Tape – Masking and Blue
- Furnace Cover

Equipment To Purchase Later

- Fog Machine
- IR Camera (Take Training Classes)
- Digital Thermometer
- Moisture Meter
- Cordless Drill
- Blower Door Extensions

YOU MUST KNOW THESE THINGS!

- What Type of Insulation is Recommended for your Climate Zone
- What are the Pros and Cons of all Types of Insulation
- Poly vs. No Poly
- HRV vs. ERV
- What Energy Code is Your State Using

What You Don't Learn In Class

- New Construction
- What you are going to run into in the field
- How to Handle Situations
- Where are the First Places to Look if a House Fails a Blower Door Test and/or a Duct Blaster Test

Insulation Inspection Common Problems

- Framed Floor Above Garage
- Rim Joist
- Cantilevers
- Wall Cavity Insulation
- Attic Wire Penetrations
- Attic Knee Walls
- Dead Spaces
- Attic Eave Baffles
- Splitting Batts
- Front Porches
- Sheeting Behind Tubs/Showers & Fireplaces

Framed Floor Above Garage



Rim Joist



Rim Joist / Return



Cantilever



Wall Cavities



Before



After



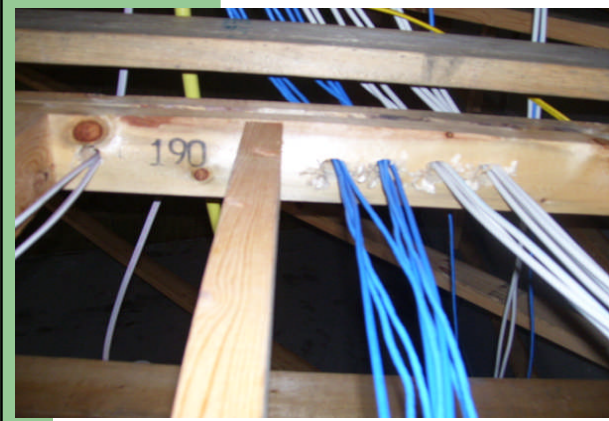
Waste



HELLO!



Attic Wire Penetrations



Drilled Holes



Attic Knee Wall



Dead Space



Attic Eave Baffles



Splitting of Batts



Splitting of Batts



Front Porch



Tub Sheeting



Common Failure Locations

- Blower Door
 - Rim Joist
 - Sill Plate
 - Cantilevers
- Duct Blaster
 - Attic
 - Drywall
 - Duct Shaft Cavities

Additional Resources and Websites

- Residential Energy – John Krigger
- Insulate and Weatherize – Bruce Harley
- RESNET – www.natresnet.org
- Energy Star – www.energystar.gov
- Air-conditioning, Heating and Refrigeration Institute – www.ari.org
- Home Ventilating Institute – www.hvi.org

Business Knowledge Needed

YOU HAVE TO HAVE A PLAN!

A lot of people have great ideas
but don't have a plan on how to
implement them.

How Easy Does It Make Your Life?

Planning

- Long Term
- Failure Rate of Small Businesses
 - Theory of "thirds"
 - 1/3 eventually turn a profit
 - 1/3 break even
 - 1/3 never leave a negative earnings scenario
- Refer to your Attorney & CPA

Cornerstones

- Perfect Business Plan
 - Run a good business
- Perfect Marketing Plan
 - Successfully put out the word that you run a good business

Plans Needed

- Personal Goals
- Legal Plan
- Tax Plan
- Human Resources Plan
- Information Technology Plan
- Insurance Plan
- Cash Management Plan
- Banking Plan
- Marketing Plan
- Business Plan

Personal Goals

- Definition of a corporation - "A legal entity designed for the sole and expressed purpose of benefiting its shareowners."
- Separate Personal goals from Business Goals
- Income needed
- Net worth

Legal Plan

- "Best Offense is a Good Defense!"
- Corporate Set-up
 - Other items will determine this
- Contracts & Documents

Tax Plan

- Corporate & Personal
 - Take other income into consideration
- Balance Sheet Planning
 - Different "looks" for different purposes
 - Expansion loan
 - Credit Agency
 - Line of Credit
 - Government agency financing

Human Resources Plan

- Take Tax Plan into consideration
- Payroll Provider
 - Easiest (not most expensive) means “right”
 - Set it up correctly in the beginning so it should only take 5 to 10 minutes each payroll period

Information Technology Plan

- Data Handling & Communication
 - How do you hold it?
 - What do you do with it?
 - How do you disseminate it?
 - Marketing Data
 - All data eventually becomes marketing data
 - Operational Data
 - Scheduling, Billing, etc.
- Communication Plan
 - Free Group-ware? (Google Groups)
- Software Plan
 - Cost – Free now – cost later?
- Hardware Plan
 - Who needs what?

Insurance Plan

- Key Man
- Liability
- E & O
- Bonds
- Auto
- Other

Cash Management Plan

- KISS
- Receipts!
 - How much is your time worth?
- Adequate Cash Flow

Banking Plan

- How fast will checks clear?
- On-line banking
 - More than one account
- Employee access?
- Time involved
- Direct deposit
- Payroll account
- Administrative help

Marketing Plan

- How you're going to tell others about your business
- How many people are going to come to you & how much effort do you have to put out to reach the others & reach your goal?

Business Plan

- All encompassing
- How are you going to run your business?
- Revenue & Expense plan
 - How are you going to get revenue?
 - What is it going to cost to get that revenue?

**Thank You For
Attending This Session**

What Questions May We Answer?

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