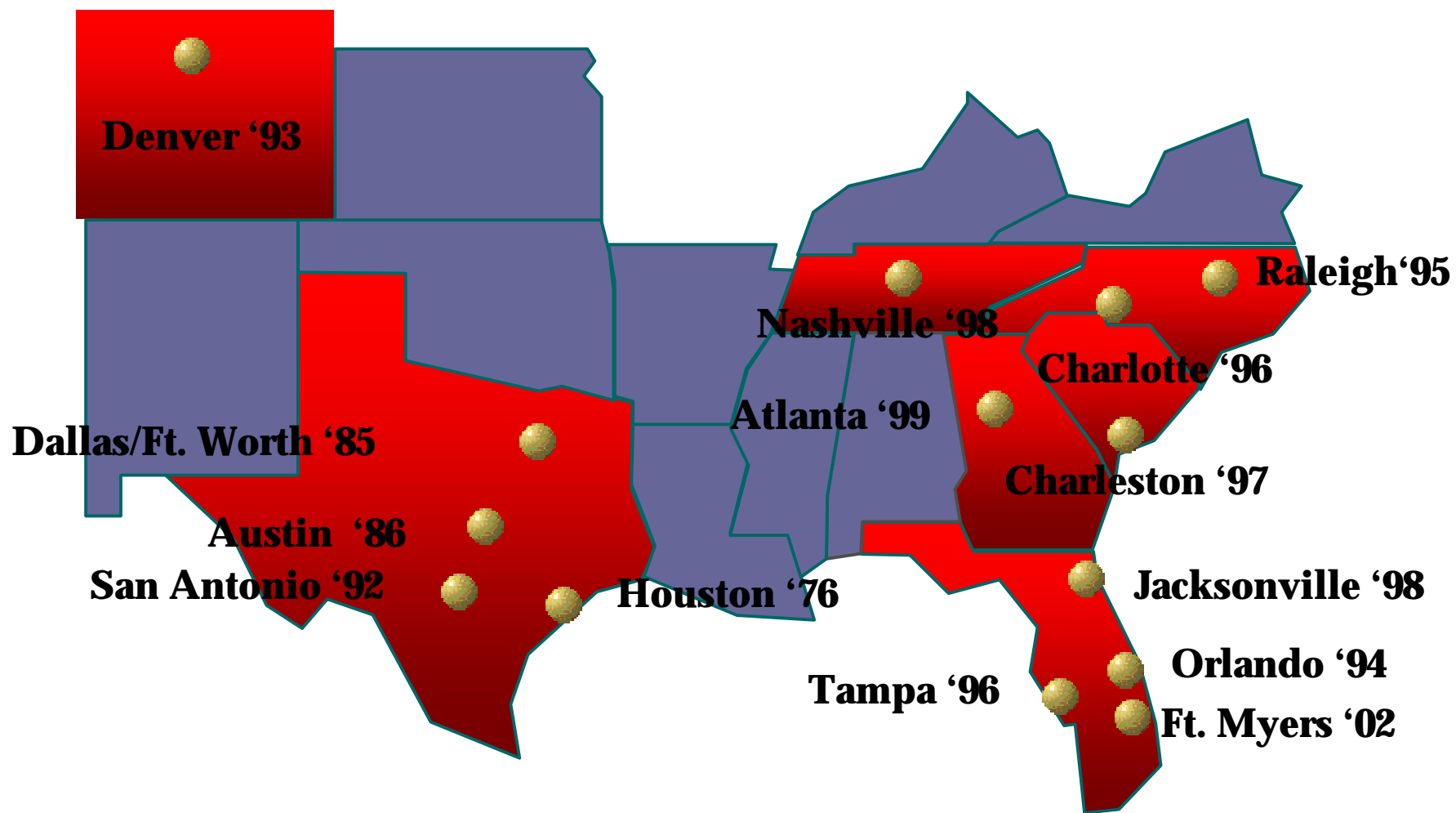
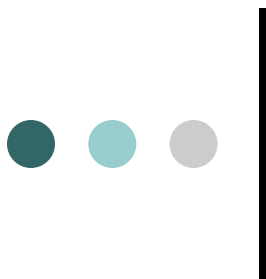




# David Weekley Homes























# Philosophy

**A. “Do the right thing”**

**B. Energy Star is good but we want to do better**

**C. Energy Star standards vs. DWH goals**



# Do the right thing

**Expression: “Why is there never enough time to do it right but always enough time to do it over?”**

**DWH built to Energy Star standards for a year without telling anybody**

**We started small (3 communities) and then expanded the program**



# Energy Star is good but...

**Energy Star requires  $<10\%$  Duct Leakage**

**DWH requires  $<8\%$  and working towards  $5\%$**

**Energy Star requires  $<.35$  ACH**

**DWH requires  $<.25$  ACH**



# Methodology

**#1. Plan Review**

**#2. 100% Pre-Sheetrock Inspection**

**#3. Final first 10 houses in new  
community**

**#4. Batch Finals 1 in 6**

**#5. Test remaining 5 in the event of a  
failure**



● ● ● | **\$\$\$ Cost \$\$\$**

**Plan Review \$.10 sqft**

**1<sup>st</sup> Inspection \$100**

**2<sup>nd</sup> Inspection \$300**

**Call Backs \$50**



# Value Added Service

**Education (Building Science consulting)**

**Training (Builders and Salespeople)**

**Other Inspection Services (i.e. Flashing)**



# Review

**#1. Know your customer's philosophy**

**#2. Develop a methodology**

**#3. Determine a cost structure**

**#4. Look for ways to add value**



**DavidWeekleyHomes.com**

