

DOE Zero Energy Ready Home

December 2017

Sam's Notes

Leading the way to Zero

“The responsibility of leadership is not to come up with all the ideas, but to create an environment in which great ideas can thrive.” –Simon Sinek, *Author, Leaders Eat Last*

Every year, the U.S. Department of Energy's (DOE's) Zero Energy Ready Home (ZERH) program gives special recognition to our top builder partners at the Housing Innovation Awards (HIA). The awards allow us to honor those who are leading the path to Zero through the construction of high-performance homes that are *Zero Ready* (homes so energy efficient a renewable energy system can offset all or most of their annual energy consumption.) They also give us a platform to inform American homebuyers how these homes offer a superior experience and are available across the country. But that's not all

In conjunction with the HIAs, the ZERH program hosts a meeting of the minds, inviting all the award winners to join us for a daylong meeting to discuss the current state of the program, challenges both current and in the future, and potential opportunities for growth and improvement. The meeting has turned out to be one of the most important days on the calendar for the program because it allows us to learn directly from our builder partners, but also allows them to learn from each other. A room full of people, all of whom are committed to excellence creates an incredible opportunity for sharing lessons learned, building on impressive accomplishments, and sharing new ideas.

As a result, the ZERH program uses the outcomes of these roundtable meetings to shape our efforts moving forward so that we are providing the best possible resources and support to our partners who carry the flag for us on a daily basis. From past meetings, DOE has taken into account the requests of our partners and responded with various actions such as:

- Creating a “Zero” brand by changing the program name from “Challenge Home” to “Zero Energy Ready Home”;
- Increasing ZERH visibility through the DOE Tour of Zero and ZERH Consumer Video;
- Creating the ZERH Homeowner manual as a resource for builders to provide clients;
- Providing ‘Drop-in Messaging’ that allows partners to feature quotes from DOE about the significant benefits of their homes;
- Working directly with EPA's Indoor airPLUS program to provide a guidance tool for acquiring materials that meet low-contaminant specifications for the program;

- Publishing the “DOE ZERH Savings & Cost Estimate Summary” providing savings, costs, and net cash flow estimates.

This year’s meeting was held in Suwanee, Georgia, hosted by Mitsubishi Electric. Read the 2017 Leading Builder Roundtable Report [here](#).

Home of the Month

Each month, the Zero Energy Ready Home program will feature a home from the DOE Tour of Zero, a collection of Housing Innovation Award winning homes. To learn more about these homes, visit the [DOE Tour of Zero](#).

*2017 Housing Innovation Award Winner
Jocassee Plan by Addison Homes*

“We love this home. The energy bills are miniscule and the comfort is tremendous!” - Homeowner



Builder: Todd User Location: Greenville, SC Website: www.addison-homes.com	
Key Performance Metrics	
HERS Index Score	13
Average Monthly Energy Bill	\$50
Estimated 30 Year Savings	\$91,000

[Find out more on the DOE Tour of Zero](#)

Building America Solutions Center: Sales Tool

The goal of the Sales Tool is to provide resources that can be used in the homes sales process to consistently reinforce the value of high-performance homes and be customized for each individual builder. This includes the ability to create sales training programs for real estate agents and in-house sales staff.

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