



DOE Zero Energy Ready Home

March 2018

Sam's Notes:

Rater Roundtable- Tell Us What You Really Think and Don't Sugarcoat It!

The U.S. Department of Energy (DOE) Zero Energy Ready Home (ZERH) program holds three roundtable meetings each year to share lessons-learned and develop high-priority program actions. Each meeting targets one of the following three key partners: **Innovation Partners**, **Builder Partners**, and **Verifier Partners**. For more on who these partners are and how each is critical to the ZERH supply chain, see box below.

Just last month, DOE held an incredibly productive roundtable meeting with some of our Verifier Partners -- leading HERS raters at the RESNET Annual Conference on February 28, 2018. We asked a packed room of participating HERS raters to tell us what they really think and to not sugarcoat the difficult challenges moving ZERH to mainstream builders. I can confidently say they enthusiastically honored that request and gave us great feedback. First, they shared insights regarding the most significant changes to the HERS industry the last three years. It's a great compilation of rating developments with a cumulative profound impact you won't want to miss. Then they provided important details about what have been the key technical and marketing lessons promoting and verifying ZERH. After a short presentation about the compelling business case for ZERH from the DOE perspective, the raters didn't hold back sharing the critical challenges to bringing home builders on board. The participating raters then brainstormed an outstanding list of readily achievable actions to address these objections. Finally, the raters identified the most critical actions DOE could take to best support raters' efforts engaging builders to construct and label homes ZERH.

From beginning to end the discussion was honest, constructive, and actionable. You couldn't ask more from a group of meeting participants. Raters are truly a special breed of professionals and hopefully I have whetted your appetite to read the final report with all of the details and recommendations. Look for our next newsletter which will feature the key findings and provide a link to the published report on the ZERH website. Zero is the future and our partners are the key to making it happen.

The ZERH Supply Chain

Three types of partners are the core of the ZERH supply chain (see graphic below) and bring to market our product -- the ZERH voluntary label that distinguishes high-performance homes so energy efficient, they can offset all or most annual energy consumption with renewable energy. The Innovation Partners (high-performance home product manufacturers and associations) serve as the **Distribution Network** providing B-C solutions to engage our **End Customer** (e.g., homebuyers) on the value of Zero Energy Ready Homes. The Verification Partners (HERS raters who certify homes compliant with the program's requirements) serve as our **Sales Force** by engaging builders to participate in the ZERH program and by certifying these homes. Finally, the Builder Partners (builders who construct ZERH labeled single- and multi-family homes) represent our **Core Customer**, critical to getting ZERH **'on the shelf'** for the end customer, the U.S. homebuyer. Of course, with housing there is also a **Transaction Process** where the challenge is to ensure the key players (e.g., lenders, appraisers, and insurers) recognize the added value of ZERH and appropriately integrate that value into their services.

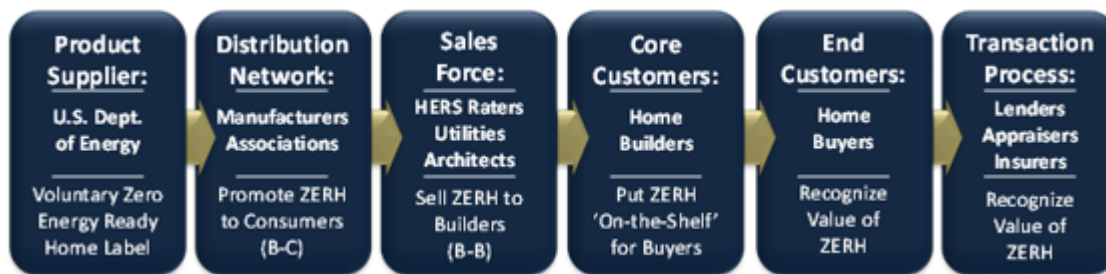


Figure: ZERH Supply Chain

Zero Energy Ready Home Builder Partners Recognized as Industry Leaders

Scott Sanders, BrightLeaf Homes

Scott Sanders, CEO and Managing Partner of BrightLeaf Homes, has been named one of [Professional Builder's 2018 40 Under 40](#) "home building superstars." This award honors young leaders in the home building industry. Scott builds infill custom homes built to spec in the Chicago metro area and has demonstrated an ability to integrate great design and cost-effective strategies for achieving Zero Energy Ready Home performance. A three-time DOE Housing Innovation Award winner, Scott and his team are leading a major housing industry transformation to Zero Energy Ready Homes and giving American homebuyers a superior homeowner experience.

Home of the Month

Eco2 by BrightLeaf Homes

2017 Housing Innovation Award Winner



Builder: Scott Sanders	
Location: Brookfield, IL	
www.gardenstatemodular.com	
Key Performance Metrics	
HERS Index Score	38
Average Annual Savings	\$1,200
Estimated 30 Year Savings	\$59,000

"We've been living in our home a little less than a year now and we have not been disappointed. I think our most expensive gas bill for a 2,100-square-foot home was about \$35." - Homeowner

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

Upcoming Webinars

Calling All ENERGY STAR Certified Home Builders with HERS Index Scores <60...Let's Join Forces

March 28th, 2:00-3:00PM EST

As a builder already certifying homes to ENERGY STAR levels with low HERS Index Scores, you're very close to attaining [Zero Energy Ready Home](#) (ZERH) certification. By going that extra step, you can place your company in the top 1% of builders in the nation able to demonstrate they can achieve the highest level of performance excellence recommended by the federal government. We'd love to join forces and provide you with special additional recognition for your outstanding homes.

[Register Here](#)

Updated Indoor airPLUS Specs - Revision 4

March 29th, 1:00-2:00PM EST

DOE Zero Energy Ready Homes offer a complete IAQ system, which is a critical benefit for many ZERH homeowners and a powerful differentiator for ZERH builders. This complete IAQ system simply comes from each DOE Zero Energy Ready Home meeting and certifying to the Indoor airPLUS (IAP) program. Last month IAP released an update of the IAP program specs (Revision 4) which clarifies some requirements, streamlines paperwork for large-volume builders, and updates some references to industry standards.

[Register Here](#)

Updates to the Building America Solutions Center

April 3rd, 1:00-2:00PM EST

The Building America Solution Center (BASC) is your best friend if you have anything to do with high-performance homes. It provides extensive, up-to-date content needed to integrate building science best practices in specifications, field applications, education, and code official meetings. In this webinar, Chrissi Antonopolous will be diving into how to use the updated BASC for specific projects including preparation of:

- Sales binders bundling relevant BASC guides for an individual home or to standard construction practices
- Customized point-of-sale fact sheets that list key innovations by attribute (e.g., comfort, health, efficiency) using value-based terminology from the Building Science Translator
- Field guidance packages including construction images for targeted measures and instructions on how to pull them up on the mobile app
- Building science presentations using content from the BASC guides
- Precedence packages that document an empirical basis for preferred measures to code officials or key builder decision-makers
- CAD drawings bundled for inclusion in construction documents

[Register Here](#)

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