


### Peer Exchange Calls, Winter 2019, No. 20

The Better Buildings Residential Network hosts Peer Exchange Calls that connect energy efficiency programs and partners to share best practices and learn from one another in order to increase the number of homes that are energy efficient. Follow the links below to view full summaries of each call, and visit the **Better Buildings Residential Network** website to view a schedule of upcoming **Peer Exchange Calls**.



Market Position & Business Model

#### What do successful contractors have in common?

Energy Circle founder Peter Troast shared what thriving contractors have in common: Diverse service offerings, recurring revenue streams, strong brands, and quality operations. Later, he introduced the concept of "gateway" services – those that can lead to larger jobs following initial work.

▶ [Looking Ahead in 2019: Hear About Trends in the Field](#) January 10, 2019



Image: Energy Circle





Image: Alex Wilson


#### Design and build the next generation of buildings with passive survivability in mind.

Alex Wilson from the Resilient Design Institute discussed the concept of passive survivability – that buildings should be designed and built (and re-built) to serve as livable refuges in the event of crisis or breakdown of energy, water, and sewer systems.

▶ [Resiliency in the Face of Disaster](#) January 24, 2019



Program Design & Customer Experience



Evaluation & Data Collection

#### Realize the energy-saving potential of window attachments and low-e coatings.

Pacific Northwest National Laboratory researcher Katie Cort shared the results of a windows evaluation at that lab's homes testing platform, which showed that low-e storm windows delivered average annual energy savings of 10.1% (exterior windows) and 7.8% (interior windows).

▶ [We Love Our National Labs: Research Results Part 1](#) February 14, 2019

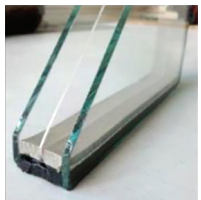


Image: PNNL





Image: NREL

#### Leverage ResStock residential energy data analysis tools.

The National Renewable Energy Laboratory's Eric Wilson shared how ResStock, a residential energy efficiency analysis tool with unprecedented granularity, which combines a housing stock characteristics database, physics-based modeling, and high-performance computing to deliver novel insights into residential building stock data.

▶ [We Love Our National Labs: Research Results Part 2](#) February 28, 2019



Evaluation & Data Collection