

**Home Energy Rating
Industry Organizations**

Affordable Comfort Institute:
(www.affordablecomfort.org)

Air Conditioning Contractors of
America (www.acca.org)

Building Performance Institute:
(www.bpi.org)

Comfort Institute:
(www.comfort-institute.org)

Energy Star:(www.energystar.gov)

National Comfort Institute:
(www.nationalcomfortinstitute..com)

RESNET: (www.natresnet.org)

Texas HERO: (www.txhero.org)

U.S. Department of Energy:
(www.energy.gov)



**Texas Home Energy
Rating Organization**

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**Texas Home Energy
Rating Organization**

***The Premiere Energy Rater
Organization in Texas***

**How to Start A
Home Energy
Rating Business**



Toll Free: 866-4TX-HERO
www.txhero.org

What is Texas HERO?

The Texas Home Energy Rating Organization (Texas HERO) is a not-for-profit professional organization that promotes the benefits of energy conservation initiatives and monetary incentives to homeowners, homebuilders and businesses.

Texas HERO's Mission:

Texas HERO's mission is
two-fold:

1. Assist builders and homeowners in creating an indoor environment that is healthy, safe, durable, comfortable and energy efficient through a comprehensive application of building science principles.
2. Assist the State of Texas in its implementation plan to achieve its clean air goals and reduce carbon emissions.



Texas HERO's Purposes Are:

1. To educate the public and the Home Energy Rating profession, locally, statewide and nationally.

2. To hold meetings and conferences for the mutual improvement and education of its members, providing a common meeting ground for congenial interchange of ideas among the Home Energy Rating Profession.

3. To own, edit, publish and disseminate magazines and other publications of the organization.

4. To cooperate with local, regional, state and national groups to promote the energy rating industry.

Benefits of Membership:

- Training and testing provider for RESNET certification;
- Assistance with finding a Rating Provider;
- Training and certification for Comprehensive Home Energy Auditors
- Peer network
- Best practices

Information You Need to Know Before Starting An Energy Rating Business

Are you interested in starting an energy rating business in Texas, but don't know where to start?

This brochure is intended to give you some basic information on how to start a rating business in either new construction or the existing home market.

According to information from the U.S. Department of Energy and the U.S. Environmental Protection Agency, energy efficient choices can save families about one-third on their energy bill with similar savings in greenhouse emissions, without sacrificing features, style or comfort. New homes featuring the ENERGY STAR® label accounted for more than 51,000 homes

or 31% of the new construction market in 2005, the latest statistics available. More and more families are turning to ENERGY STAR® labeled products and the

demand for home energy audits continues to increase as energy costs skyrocket.

Business opportunities exist in the Energy Rating Industry in the state of Texas in both the new construction and existing home markets for competent, qualified, well-trained and certified people.

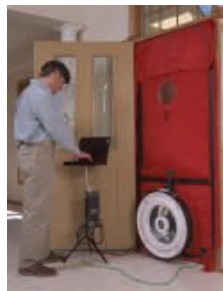


How Do You Become A Certified Rater?

A certified home energy rater must successfully complete training by a RESNET ("Residential Energy Services Network") Accredited Rater Training Provider and must be certified by a RESNET Accredited Rating Provider. Texas HERO hosts the Rater training classes several times a year.

The minimum requirements to become a Certified Home Energy Rater are listed below:

1. Attend the one-week training class that covers basic building science, basic testing equipment, and basic software operations. Training costs including tuition, food and lodging for five days vary depending upon the location of the training you choose to attend. A good estimate of the costs would be \$1,500 to \$2,200.
2. Perform five ratings (two in class and three outside of class under the supervision of a Provider). A list of independent Providers that are available to assist Raters in performing the Quality Control reviews are available through Texas HERO.



Picture courtesy of The Energy Conservatory

3. Obtain equipment (Duct Blaster®, Blower Door, infrared cameras, digital pressure gauges, and flow meters) to perform the required energy ratings. Duct Blaster® (measures duct tightness) and Blower Door equipment (measures home tightness) are available through various sources, including The Energy Conservatory, Infiltec and Retrotec. While prices vary, an equipment budget

(without an infrared camera) of \$4,500-\$5,000 will likely purchase the necessary equipment.

You've Passed the Test and are a Certified Energy Rater - What's Next?

You have passed the test and are now a certified energy rater. Now what? What's next? What can you expect? How do you know what to charge?

Each rater will need to determine the cost of doing business in Texas. Some things to keep in mind when determining a pricing structure:

1. There is a fee to lease the Rem/Rate software from your RESNET Rating Provider.

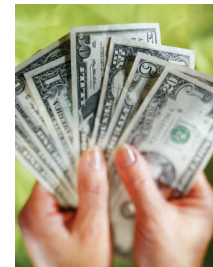


2. There is a cost for both your time in performing the rating and/or the time it takes if you hire someone to work with you.

3. There is also a fee for your Provider to review your ratings, determine their accuracy and to issue the certificate.

4. There are costs for vehicles, maintenance, insurance, advertising/marketing, rent, office supplies and other overhead expenses.

After reviewing all your costs, be sure to add a contingency fee for any unanticipated expenses that may occur and for expenses you may not have considered at this time.



For additional information on starting a new business, visit The Small Business Administration website at www.sba.gov.

How Do You Learn the Energy Business?

There is more to the Energy Rating Industry than meets the eye. ENERGY STAR® requirements have changed in the last year regarding inspections at the pre-drywall stage following the Thermal Bypass Checklist. Testing has changed from batch testing to RESNET sampling protocol. How do you keep abreast of changes?

1. Read, read, read. Read the Texas HERO newsletter, read information on the RESNET and ENERGY STAR® websites and read Residential Energy by John Krigger.
2. Attend the annual RESNET conference—a 3 day conference packed full of up-to-date information on the latest changes and things relating to the Energy Rating Industry.
3. Take any available training offered by the Department of Energy, the EPA, RESNET and Texas HERO.
4. Join Texas HERO and network with your peers. Find out what they know. Knowledge is power. Use it to your advantage.

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