2014 ANNUAL REPORT

Raising the bar in home performance contracting

Mission To deliver the benefits of home performance through state of the art standards, credentials and quality assurance services for the home performance and weatherization workforce.

Vision BPI is the cornerstone for the residential building performance industry, making all homes energy efficient, comfortable, safe and durable.

Dear fellow stakeholders

Letter from the Chairman of the Board

2014 has been an exciting year for BPI, with the launch of several initiatives that broaden our services to contractors. As we work to meet the needs of this diverse industry, the BPI Board is encouraged by the expanded collaboration between BPI and key organizations that make this industry stronger. We look forward to building these relationships further for the benefit of contractors and their customers.

Last year BPI launched the BPI GoldStar Contractor program, which recognizes and rewards home performance contractors committed to the principle that quality is profitable and can set them apart in the market-place. The program replaces the former BPI Accreditation program. Contractors that were BPI accredited were grand-fathered in to the new BPI GoldStar Contractor Program.

We've introduced a national rating program using the U.S. Department of Energy's Home Energy Score, to provide home owners and buyers with an affordable and easy to understand energy rating of their home.

BPI also created the Infiltration and Duct Leakage (IDL) certification, helping home builders and their sub-contractors meet IECC codes for new home construction.

We also released the second edition of the Building Science Principles (BSP) Certificate of Knowledge, which incorporates the Home Energy Score program and is recognized by four organizations for continuing education.

To simplify the process of logging continuing education units (CEUs), BPI launched an online portal that provides both certified professionals and CEU training providers a system to independently log training, create classes or enter attendees.

We are proud of the outstanding quality of the BPI certified workforce. We thank each of you for your commitment, and look forward to continuing to raise the bar with you.

Sincerely,

Carrie Smith,

Chairman of the Board

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Introduction

In response to a changing market that demands diverse credentialing services in home performance contracting, BPI introduced several new initiatives in 2014 to help contractors expand their offering in local markets:

- BPI launched the BPI GoldStar Contractor program, a company-wide credentialing program which recognizes and rewards home performance contractors committed to the principle that quality is profitable and can set them apart in the marketplace.
- BPI introduced a national rating program to provide customers with an affordable, easy to understand energy rating of their home, using the U.S. Department of Energy's Home Energy Score.
- To meet IECC codes for new home construction, BPI created the Infiltration and Duct Leakage (IDL) certification to verify that candidates can successfully conduct air infiltration and duct leakage tests to the ASTM E 1554-07 standard.
- BPI published the second edition of the Building Science Principles (BSP) Certificate of Knowledge Reference Guide and exam, now recognized by four leading industry organizations for continuing education credits.
- BPI created a new Continuing Education Unit (CEU) online portal that provides both BPI certified professionals and CEU training providers a streamlined approach to searching, submitting and tracking CEUs.
- BPI teamed with Hanley Wood (HW), AARP and others on HW's REMODELING Home For Life project, an online virtual home tour that showcases aging in place: how to remodel a home to save money and live well throughout the retirement years.
- BPI partnered with Porch.com to showcase BPI GoldStar Contractors and their home performance projects on the 1.3 million home improvement project database.

Students check out building science props at the BPI booth during the STEM festival in Washington, DC.

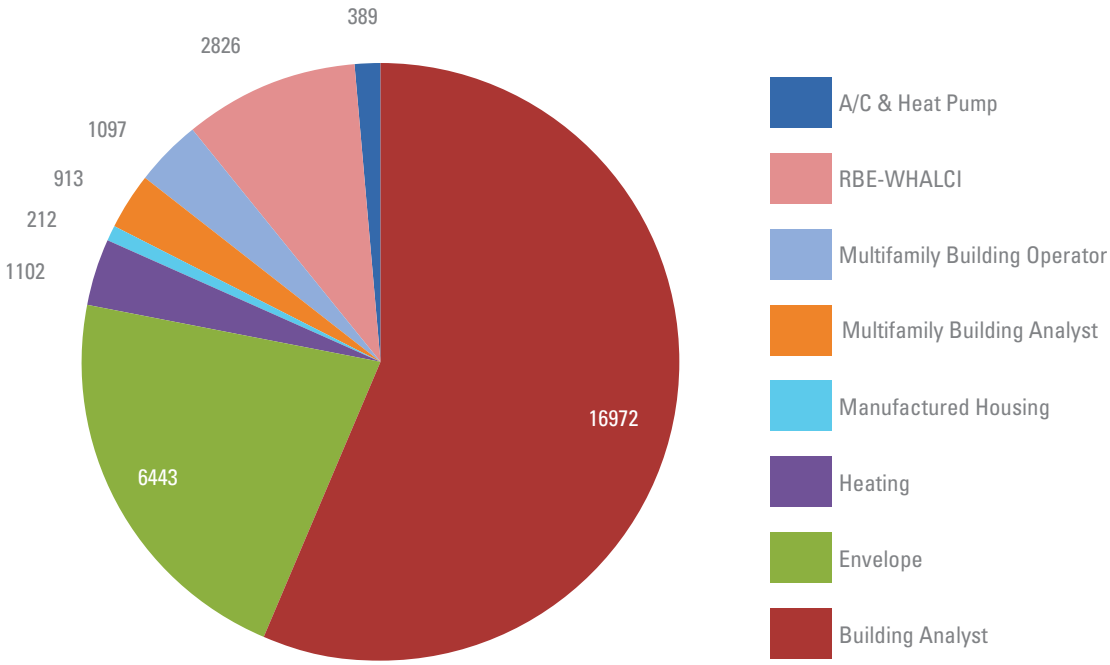
Certifications

ACTIVE CERTIFICATIONS

BPI awarded 6,130 certifications in 2014, reaching a total of 22,325 active certifications in the home performance marketplace.

Some of our fastest growing certifications include Quality Control Inspector, Manufactured Housing, Multifamily Building Analyst and Multifamily Building Envelope.

Active Legacy Certifications



Students working during a training to prepare for BPI exams.

INFILTRATION AND DUCT LEAKAGE (IDL) CERTIFICATION

In October BPI introduced the Infiltration and Duct Leakage (IDL) certification, a task-oriented credential that verifies a candidate can successfully conduct air infiltration and duct leakage tests to the ASTM E1554-07 standard. BPI currently has over 100 IDL certified professionals in the industry representing 20 states.

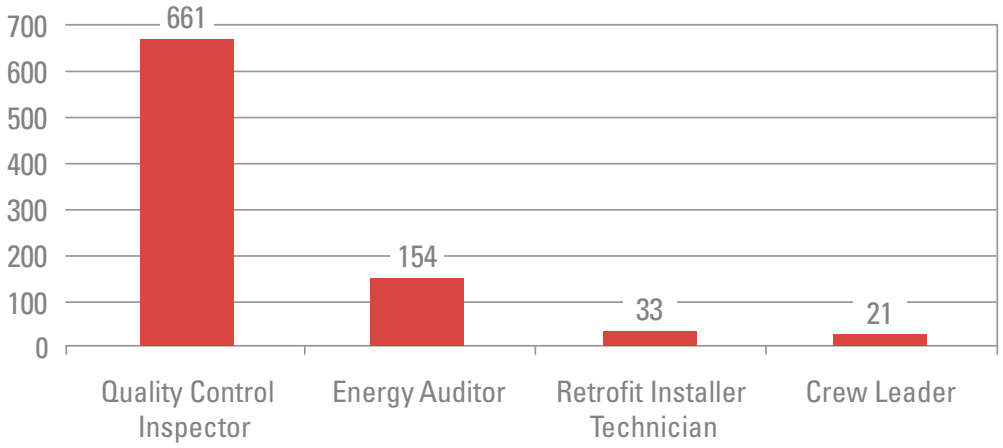
The IDL certification provides quality assurance to code officials, builders and their sub-contractors as they work to comply with IECC 2009 or 2012 codes that require blower door and duct leakage tests on new homes built.

To earn the IDL, candidates must successfully pass a hands-on field exam with a score of 85 percent or higher, no written exam is required.

ADVANCED HOME ENERGY PROFESSIONAL (HEP) CERTIFICATIONS

The HEP certifications demonstrate advanced competency through experience prerequisites, as well as rigorous written and field exams. These are currently the only home performance certifications that are supported by the U.S. Department of Energy (DOE) and accredited by the American National Standards Institute (ANSI). The DOE Weatherization Assistance Program requires that all work performed with program funds must be inspected by a certified Quality Control Inspector beginning in 2015.

2014 Home Energy Professional Certifications



Three students of the New Mexico Energy Smart Academy taking a break from blowing insulation into the belly of a mobile home during training.

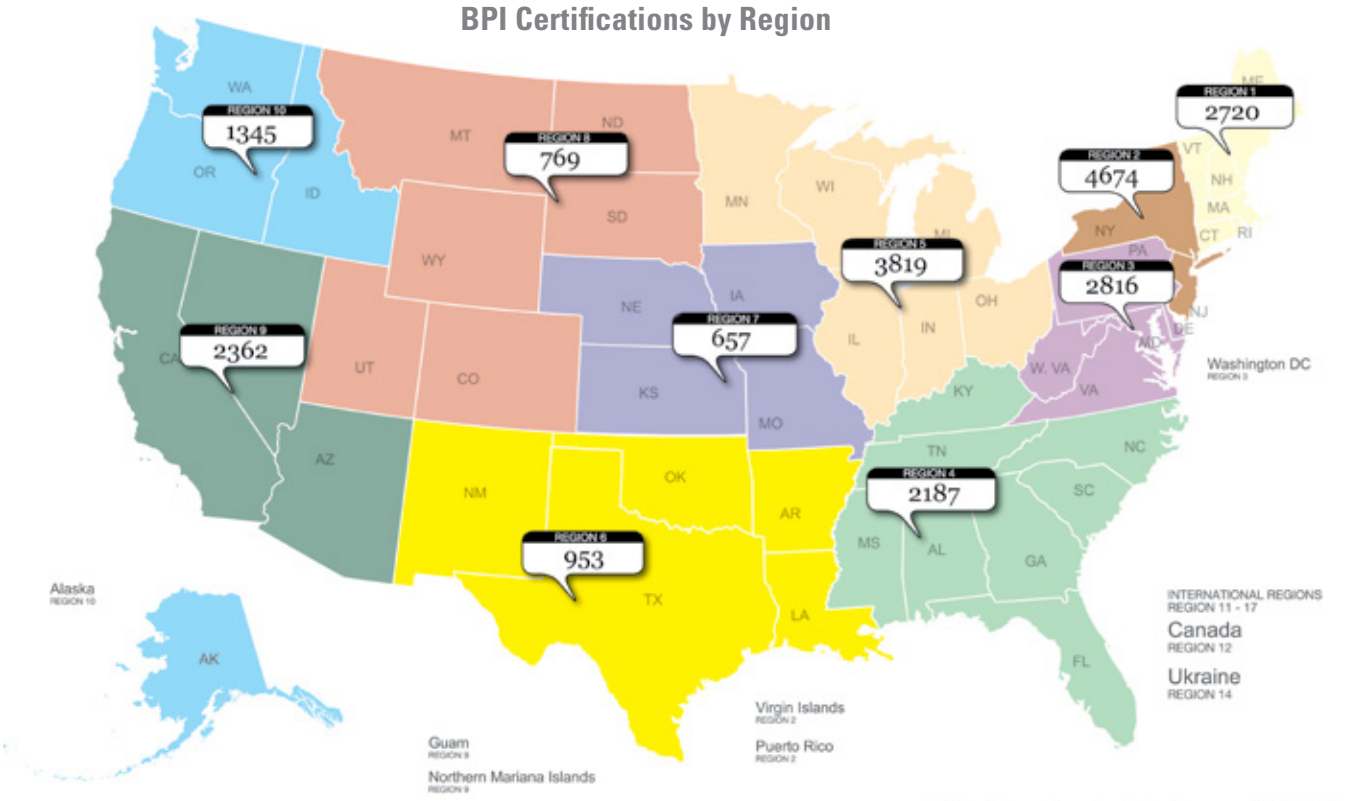
CONTINUING EDUCATION UNIT (CEU) PORTAL

In September BPI simplified our CEU system by introducing a new CEU online portal, offering both certified professionals seeking CEUs and CEU training providers a streamlined approach to searching for, submitting, and tracking CEUs.

Once a class has been completed, the new system allows certified professionals to self submit CEUs into the CEU portal, and also allows CEU providers to submit credits directly into the system, eliminating wait times. Candidates are responsible for self-attesting CEUs for certification renewal under the new CEU Policy.

Certified Individuals may earn CEU credits in a variety of ways. A course does not have to be pre-approved or listed on BPI's website in order for credit to be received, but it must align with BPI's Testing Knowledge Lists and BPI Standards.

BPI Certifications by Region



*[absolute number of certifications as of 12/31/14]

Regions 12 and 14 include international territories in Canada and Ukraine.

REGIONAL CERTIFICATION COVERAGE

BPI certified professionals are represented across the United States, Washington D.C., Guam, Puerto Rico, Virgin Islands, Northern Mariana Islands, and the countries of Canada and Ukraine.

See the map, above, illustrating certification numbers by region.

BPI's CEO pictured with the BSP raffle winner at the ACI Chesapeake conference in June.

Building Science Principles Certificate of Knowledge

BPI awarded over 500 Building Science Principles (BSP) certificates in 2014 and over 900 certificates overall since the launch of the program in 2013. BSP certificate holders are in 44 states, the District of Columbia and Canada.

In October, BPI released the second edition of the popular BSP Reference Guide and exam. The new edition features a chapter dedicated to the Home Energy Score, DOE's tool used by BPI Raters to assess and score a home's envelope and major energy systems. The new edition also includes an expanded section on solar and other renewable energy sources. BPI published a Spanish version of this edition in early 2015 to serve the Hispanic community within the home performance and building trade industries.

Currently, there are four major industry associations and groups that recognize the BSP certificate for continuing education (CE).

- The American Society of Home Inspectors (ASHI)
- The National Association of Realtors' (NAR's) Green Resource Council (alternative program credit for NAR's Green Designation).
- The U.S. Green Building Council's Green Building Certification Institute (GBCI)
- The California Real Estate Inspection Association (CREIA)

BPI Proctor, John Kane proctoring a candidate, Jenna Grygier, during a BPI field exam.

Contractor Programs

BPI GOLDSTAR CONTRACTOR PROGRAM

In May, BPI launched the BPI GoldStar Contractor program, a companywide credentialing program that recognizes and rewards home performance contractors committed to the principle that quality is profitable and can set them apart in the marketplace.

BPI's GoldStar Contractor network has grown to 526 contracting companies, with 51 of them joining under the new requirements of BPI GoldStar program.

The BPI GoldStar Contractor program replaced BPI's former Accredited Contractor program. The updated program drives service improvement through front-end quality management training of contractors, rather than catching poor performance through back-end QA inspections after the work has been completed. At the time of the transition all BPI Accredited Contractors were automatically grandfathered into the new BPI GoldStar Contractor Program.

BPI supports the BPI GoldStar brand with a nationwide consumer marketing campaign, including a Google Adwords text and display advertising campaign that drives homeowners to the contractor locator tool, where they can search for BPI GoldStar Contractors by zip code.

BPI RATING PROGRAM WITH DOE'S HOME ENERGY SCORE

In February BPI launched a national rating program to provide customers with an affordable, easy to understand energy rating of their home. As the U.S. Department of Energy's first nationwide Home Energy Score partner, BPI uses DOE's Home Energy Score as our rating tool.

DOE's Home Energy Score is like a vehicle's mile-per-gallon rating, only for homes. This federally recognized asset score allows homeowners to compare the energy performance of their home to other homes nationwide. The score is on a scale of 1 to 10, where 10 shows excellent energy performance and 1 means the home needs serious home energy improvements. The Home Energy Score is increasingly used by the real estate and mortgage industry to support appraisals and real estate listings. The data translates easily to appraisal information, including the Green Addendum, and to the MLS to support energy efficiency in real estate.

The BPI Rating Program requires the rater to hold either the BSP Certificate of Knowledge or BPI's Building Analyst Professional, Envelope Professional, Energy Auditor or Quality Control Inspector certifications, or applies for provisional status with alternate credentials.

COLORADO ENERGY OFFICE PARTNERS WITH BPI TO ADVANCE THE HOME ENERGY SCORE

In November, BPI announced a partnership with the Colorado Energy Office to provide Colorado homeowners and buyers with low cost energy information on their homes, using the Home Energy Score.

The Colorado Energy Office is helping to facilitate BPI Raters in the Colorado housing market by subsidizing the first 2,000 official Home Energy Scores submitted in Colorado, subsidizing the first 150 candidate applications, and promoting the program and the Home Energy Score to its robust networks of consumers, home inspectors and stakeholders.

BPI serves as the primary DOE Home Energy Score partner for Home Energy Score Assessors within Colorado, processes qualified candidates as BPI Raters, and ensures quality assurance for the program.

PORCH.COM

In September, BPI and the home improvement network Porch.com announced a partnership to showcase BPI GoldStar Contractors and their home performance projects via premium profiles on Porch.com's website. The site's database contains over 120 million home improvement projects nationwide.

BPI provides Porch.com with home performance technical expertise and content for the homeowner Advice section of the website. BPI GoldStar Contractors receive the following benefits:

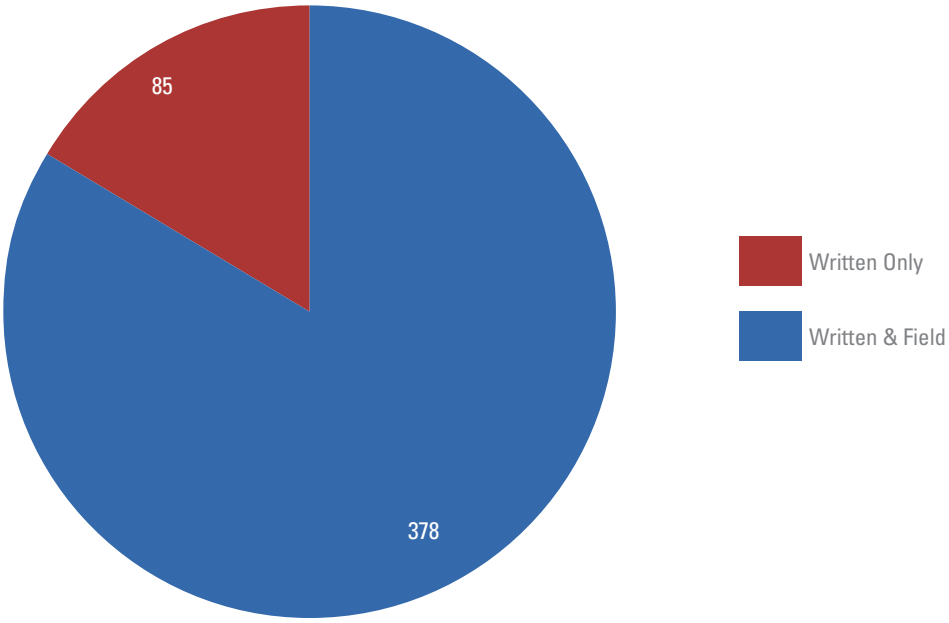
- A free online profile to showcase their business, past projects and BPI credential(s).
- Connections to homeowners actively searching for top contractors in their area
- A platform to collect reviews and endorsements from past clients, building a reputation in which past work continues to attract new business.

BPI Certified Professional Scott Hoover demonstrates draft testing during a combustion safety training module.

BPI Test Centers

BPI's national network of 170 test centers includes community colleges, private companies and not-for-profit organizations. These organizations provide classroom, hands-on and online training in house-as-a-system building science, and also provide proctoring services for BPI's written and field exams.

2014 Total Proctors



Individuals working together while testing the airflow of a bath fan during a certification training.

Standards Development

During 2014, BPI continued supporting the residential building performance industry and published the following major standards:

- ANSI/BPI-1100-T-2014: Home Energy Auditing Standard has been published as an American National Standards Institute (ANSI) standard. This standard defines the requirements for a building science evaluation, or audit, of existing detached single-family dwellings and townhouses that meet specific criteria detailed in the scope of the standard.
- ANSI/BPI-2400-S-2012: Standard Practice for Standardized Qualification of Whole-House Energy Savings Predictions by Calibration to Energy Use History (The Delta Standard) has been reaffirmed as an ANSI standard.

BPI's Standards Department completed its Standard Technical Committee (STC) recruitment process and has added 22 new members—12 to the Single Family STC, six to the Multifamily STC, and four to the Data and Modeling STC.

BPI Technical Standards

BPI TECHNICAL STANDARD	SCOPE	STATUS
ANSI/BPI-1100-T-2014 (formerly 101) **Home Energy Auditing Standard**	Defines criteria for conducting a building-science-based evaluation of existing detached single-family dwellings and townhouses meeting certain criteria. The evaluation will address energy usage and limited aspects of building durability and occupant health and safety, provide a comprehensive scope of work to improve the home, and include a cost-benefit analysis.	Approved/published as an ANSI/BPI Technical Standard.
BPI-1105-S **Standard Practice for Multi-Family Energy Auditing**	Defines criteria for conducting a whole building, building-science-based evaluation of multifamily buildings, including an evaluation of the residential units, common area public spaces and all central building systems affecting energy use in the residential space. The audit will address energy usage, limited aspects of building durability and occupant health and safety, provide a comprehensive scope of work to improve the building, and include a cost-benefit analysis of all proposed measures.	Currently undergoing the resolution process for comments submitted during the ANSI public review period to become an ANSI approved standard
BPI-1106-S **Standard Practice for Residential Energy Efficiency Building Operation**	Defines the criteria and processes for operation of the building or complex for optimal energy and resource efficiency, effective occupant health and safety, and long-term durability. This standard practice applies to all residential building types.	Working Group established, development began in March 2014.

BPI TECHNICAL STANDARD	SCOPE	STATUS
BPI-1200-S (formerly 109) **Standard Practice for Basic Analysis of Buildings**	Defines the procedures for conducting a building-science-based evaluation of existing detached single-family dwellings and townhouses meeting certain criteria. The evaluation will address energy usage and limited aspects of building durability and occupant health and safety, provide a comprehensive scope of work to improve the home, and include a cost-benefit analysis. This standard parallels BPI-1100-T Home Energy Audit Standard and provides specific procedures regarding how to meet the requirements detailed in BPI-1100.-T.	Currently undergoing the resolution process for comments submitted during 2nd ANSI public review period to become an ANSI approved standard
BPI-2100-S (formerly 106) **Standard for Home Performance-Related Data Collection**	Provides requirements for prescribed fields for collecting home performance-related data and the minimum measure description collection criteria.	Published as a BPI standard in November 2013, latest revision (v.2.1.0) published January 2015
BPI-2200-S (formerly 105) **Standard for Home Performance-Related Data Transfer**	Provides requirements for an XML standard data transfer protocol used to transfer any home performance-related data between parties in a home performance program (i.e., contractors, program administrators, utilities, DOE and EPA).	Published as a BPI standard in November 2013, latest revision (v.2.1.0) published January 2015
BPI-2101-S **Standard Requirements for a Certification of Completion for Energy Efficiency Upgrades**	Identifies the minimum set of data elements for a standard certificate that documents the results of a whole house energy upgrade (HEU). The set of data elements required for inclusion in the certificate will provide a clear description of the HEU, including information about major energy conservation measures and related improvements implemented, as well as predicted energy savings and other relevant information.	Published as a BPI Standard
ANSI/BPI-2400-S-2012 (formerly 107) **Standard Practice for Standardized Qualification of Whole-House Energy Savings Predictions by Calibration to Energy Use History** **(The Delta Standard)**	Specifies a process for the calculation of standardized energy savings predictions: a difference between modeled energy usage before and after an energy upgrade, using approved energy use simulation software.	Approved/published as an ANSI/BPI Technical Standard in September 2012, reaccredited by ANSI in December 2014 Currently undergoing revisions subject to ANSI public review and approval process for re-publication
BPI-3100-A (formerly BPI-110) **Standard for Residential Building Envelope Air Leakage Control Applications**	Outlines requirements for controlling air leakage in existing single-family buildings and townhouses that meet certain criteria.	Working draft
BPI-3200-A (formerly 111) **Standard for Residential Building Envelope Insulation Applications**	Outlines requirements for installation for various insulation applications in existing residential buildings. This application standard shall be used with the appropriate installation standards and the appropriate material standards.	Working draft

BPI TECHNICAL STANDARD	SCOPE	STATUS
BPI-3201-M (formerly 102) **Standard for Air Resistance of Thermal Insulation Used in Retrofit Cavity Applications Material Specification**	Sets a minimum performance requirement for air retarder insulation materials intended to be used in air retarder applications in existing residential buildings.	Field testing
BPI-3202-T (formerly 103) **Standard Test Method for Thermal Insulation Materials Used in Air Retarder Applications**	Covers the determination of the air permeance of thermal insulation materials and sets a minimum performance level for air retarder insulation materials intended to be used in air retarder applications in existing residential buildings.	Field testing
BPI-3203-I **Standard for Medium Density Closed Cell Spray Polyurethane Foam Rigid Cellular Plastic-Installation**	Outlines procedures and sets requirements for the installation of medium density spray polyurethane foam rigid cellular plastic to produce a material that is equivalent to the material produced by the manufacturer when the material was tested, whether installed on a building site or in a prefabrication.	Working draft
BPI-3300-A (formerly 108) **Standard for Residential Building Air Distribution System Energy Performance Applications**	Provides requirements for the energy performance of air distribution systems in residential buildings. The energy performance measures are designed to reduce heat transfer and air leakage of the air distribution system.	Underwent ANSI public review, responses to public comments approved by STC. Further development on hold pending possibility of a mutual project with ACCA
BPI-6300-S (formerly 112) **Standard for Residential Building Quality Assurance Related to Post-Installation Field Inspections**	Provides requirements for a residential building quality assurance inspection of relevant installed measures to confirm that the retrofit measures have been installed in accordance with the work scope and applicable standards for material, installation and application.	Undergoing public comment resolution toward approval as an ANSI standard
BPI-7100-S **Standard Classification of Residential Buildings Based on Building Science Principles ("The Taxonomy Standard")**	Defines a uniform set of terms, definitions and categories pertaining to residential buildings, including but not limited to, the physical characteristics of the building; the building's energy sources, consumption, and cost; the characteristics of the building's systems; ownership, financing, and management structures; occupancy categories, and types of available programs as they relate to the other categories. The scope of this standard will be restricted to buildings that have a minimum of one "unit" designed for residential use.	Working Group established, development on hold pending completion of other standards

A student checks out building science equipment with BPI partner Phil Hull of CHP Energy Solutions at the Washington, DC STEM festival.

Consumer Outreach

BPI is helping to build awareness and demand for home performance services by educating consumers about house-as-a-system building science and the value of home performance upgrades.

REMODELING HOME FOR LIFE PROJECT

In 2014 BPI teamed up with Hanley Wood and AARP to deliver an important message to seniors: aging in place is possible when a house can be remodeled to include home performance upgrades and age friendly designs.

BPI, AARP and others were sponsors of Hanley Woods' REMODELING Home For Life project, an online virtual home tour that showcases how to remodel a home to save money and live well throughout the retirement years. The project showcases the concepts of universal design, home performance and aging in place.

BPI provided key content bites for pop up boxes contained in the site's virtual home renderings specific to home performance issues. BPI also provided high-level content featured in the Home for Life resource center and a link to connect consumer visitors to the BPI GoldStar Contractor zip code search locator tool.

USA STEM FESTIVAL

In April, BPI participated in the 3rd USA Science & Engineering Festival Expo in Washington, DC. The event hosted more than 300,000 children and their families over three days at the Washington Convention Center. As the nation's largest science festival, the event was developed to ignite the next generation's interest in considering careers in science and engineering.

BPI and our partners, Community Housing Partners and Testo, demonstrated the science involved in using infrared camera equipment and house-as-a-system concepts using a model 'House of Pressure'.

The festival was free to families, inviting kids and adults to participate in more than 3,000 hands-on activities and see over 100 live stage performances.

GOOGLE ADWORDS CAMPAIGN

In 2014 BPI's advertising efforts focused primarily on raising consumer awareness of BPI contractors through Google Adwords pay per click text ads and image ads, which appear according to keyword searches by viewers. Average monthly page views of BPI's homeowner page increased more than 150 percent over 2013 page views, and average visitors to our contractor locator tool grew more than 90 percent during the same period.

In Memory of Jon Siemen

We dedicate this report to Jon Siemen, BPI's Technical Relations Representative and dear friend and colleague. Jon passed away in March 2015. He was an outstanding building scientist and representative of BPI in the field. His quick wit and sense of humor made all of us in the office laugh at some point each day. He will be dearly missed by all who came into contact with him.

BUILDING PERFORMANCE INSTITUTE, INC.

Saratoga Technology + Energy Park | 107 Hermes Road, Suite 210 | Malta, NY 12020
Phone: (518) 899-2727 or (877) 274-1274 | Fax: (518) 899-1622 or (866) 777-1274

WWW.BPI.ORG