

**RESNET**<sup>®</sup>  
RESIDENTIAL ENERGY SERVICES NETWORK

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Conference  
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# From Modeled to Move In The Critical Relationship Between Rater and Builder

A Panel Discussion Between Builders and Their Rater Partners



# The Critical Relationship Between Builder And Rater

Tadashi Shiga and Anthony Maschmedt

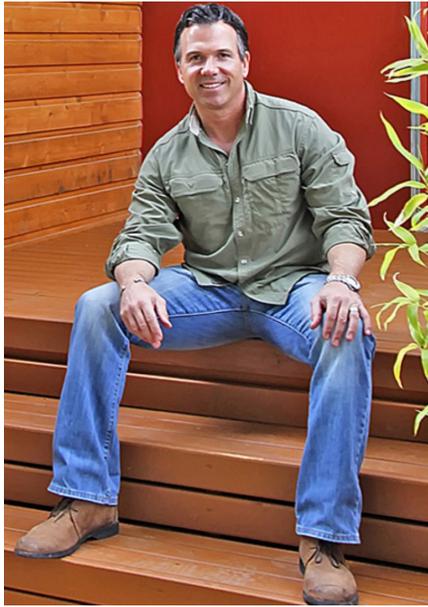




## Who we are: Tadashi and Evergreen Certified



- ▶ Owner of Evergreen Certified and Ekovate, working with 250 builders and over 400 active projects
- ▶ Real Estate Broker for 30 years
- ▶ Certified Seattle's first PHIUS+ Single family, townhome, and multifamily projects
- ▶ Master Builder Association Green Hammer Award Private Sector Advocate 2013 & 2018



## Who we are: Anthony and Dwell Development



- ▶ Since 2005, specialize in Design and Building of high-performance, modern homes
- ▶ Green Builder Home of the Year (2015, 2018)
- ▶ U.S Department of Energy Housing Innovation Award (2013, 2015-2019)
- ▶ Builder's Choice & Custom Home Design Award (2018)

# History of Dwell Development and Evergreen Certified

2008- Paul Hasegawa DDS



2009-2016 - Rainier vista SHA



2013-Columbia City Reclaimed Modern



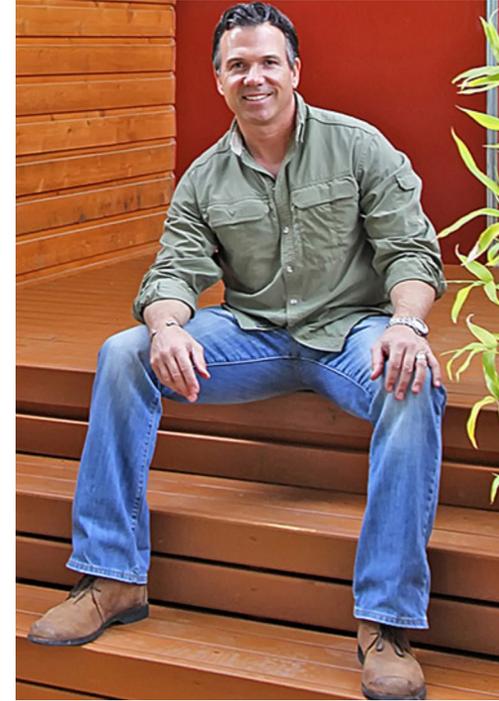
2009 - Judkins Park



2011-Columbia City Passive House



2015-Emerald Star





# Rater – Builder Relationship

EnergyLogic & Thrive Homes

# Business Models and Relationship

## Mirror Image Companies

- Deep commitment to Mission
- Equally deep commitment to Culture
- Core value consistency



# How our Relationship Creates Consistent Process and Better Results

The Saga of Getting HVAC "right"

- Design → Install → Inspect

By pushing each other with respect...

We get better together

Virtuous circle extends to:

Trades | Software | Code



# Partnership as Innovation Platform

## Project in Play

- 16 Homes
- 16 Sets of specs
- 16 X possible issues

“The successful discovery of what hasn’t worked.”

-Tobi Luetke



# Partnership as Innovation Platform

Exploring what more we can do for Thrive:

- Single Point of Contact?
- Technology Partner
- Homebuyer and Homeowner facing



# Rater & Builder Perspective on Relationship

It's just a cuddle puddle  
really.

Seriously though, mutual  
admiration and respect.

Deep integration into  
Operations

Never, ever taken for  
granted!



# About EnergyLogic

Berthoud, Colorado-based EnergyLogic is a software and building consulting company that has provided expert resources, education and support to new home builders and energy raters involved in the construction of high-performance homes since 2006.



# The Rater – Builder Relationship

Geoff Ferrell & Justin Erickson

 **MANDALAY HOMES**

**E3 Energy** A Building Science Company

# E3 Energy

A Building  
Science  
Company



Justin Erickson  
President

- Headquartered in Flagstaff Arizona
- 7 Times Awards the EPA Indoor airPLUS Award for Rater Excellence
- 2017 EPA Energy Star Partner of the Year
- Providing ratings for HERS, EPA Energy Star program, EPA Indoor airPLUS program, DOE Zero Energy Ready Home program, Green Rater - LEED for Homes program and NGBS Green Certified

# MANDALAY HOMES



Geoff Ferrell  
Chief Technology Officer

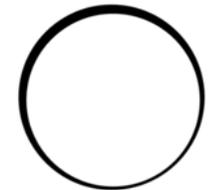
- Headquartered in Prescott Arizona
- 10x DOE Housing Innovation Award Recipients
- 5x EPA Indoor airPLUS Award Recipients
- EPA Energy Star Partner of the year 2017-2019
- Hive Award for Innovation 2017 & 2018
- Produce approx 250 High Performance Home Throughout Arizona Annually

# Partnerships to Success

How Do We Do This Crazy Stuff

- Innovation Platform
- Leveraging Accreditation
- Willingness to Break Things
- Take Advantage of Existing Knowledge and Best Practices
- Relationship Building

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MANDALAY  
HOMES

# Ratings Used at Mandalay



## About the Relationship

- E3 Energy has grown over the years to include a team of very talented specialists
- Consistent points of contact to handle all the builders needs over the phone, in the field, or in office
- Passion and expertise at every level makes for an extremely efficient and effective relationship



# Questions