

March 23, 2009

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Director, Sustainable Energy Division
Public Utilities Commission
21 South Fruit Street, Suite 10
Concord, NH 03301

The Construction Institute of New Hampshire (CINH), the education arm of the Home Builders & Remodelers Association of New Hampshire (HBRANH), is pleased to submit this proposal for HBRANH's **Build Green NH® Program**.

Program Type

The Build Green NH® Program is affiliated with the National Association of Home Builders' National Green Building Program. It offers national verification and certification services to NH home builders, remodelers, and other industry professionals assuring home owners, buyers, and occupants that their homes meet the strict energy efficiency and environmental benchmarks in the ANSI¹ approved ICC-700-2008 National Green Building Standard™.

The Build Green NH® Program promotes “energy efficiency related work force training and development” and “education, outreach and information that promote energy efficiency and conservation” (Program types #3 and #10 in Puc 2604.01(c)). Builders, remodelers, and other building professionals who successfully complete Program courses and/or earn their Certified Green Professional™ (CGP) designation or Master CGP will help support many other energy efficiency and greenhouse gas emissions reductions initiatives set forth in PUC 2604.01(c).

Program Summary and Length of Program

The essential elements of the Build Green NH® Program are twofold:

1. Provide nationally recognized education to builders, remodelers, and other building professionals so that they can design, build, and remodel New Hampshire homes to meet the National Green Building Standard™ thereby significantly reducing energy consumption and greenhouse gas emissions generated within New Hampshire; and
2. Provide education to home owners, buyers and occupants, as well as municipalities and the real estate, appraisal and banking industries, about the benefits of homes that meet the National Green Building Standard™.

These two essential elements will be supported through nationally acclaimed training sessions for all building professionals, along with outreach and marketing to consumers, municipalities, and industries, as described in this proposal. The Program should run for a minimum of two years and could reasonably run for four years.

¹ ANSI stands for the American National Standards Institute.

Low Income Residential Customer Qualification

The Build Green NH® Program will serve all types of residential customers, including low income customers, by expanding the number of qualified professionals who know how to improve the energy efficiency of all homes and reduce their carbon footprint. These qualified professionals will increase the size of the workforce in NH that is ready and able to help implement low income Programs to reduce energy consumption and greenhouse gases. The Build Green NH® Program will also help educate low income customers about the benefits of homes that meet the National Green Building Standard™.

Identification of Applicant Organization and Authorized Negotiator

The applicant organization is the Construction Institute of New Hampshire (CINH), the education arm of the Home Builders & Remodelers Association of NH (HBRANH). HBRANH is a nonprofit trade association largely run by volunteers and with four full-time staff. CINH / HBRANH is a 501(c)(6) NH entity resgistered with the Secretary of State, and is an Equal Opportunity Employer. The organization and authorized negotiator is:

Kendall L. Buck, CAE Executive Vice President Home Builders & Remodelers Association of New Hampshire 119 Airport Road, Concord, NH 03301	Tel: (603) 228-0351 Fax: (603) 228-1877 Cell: (603) 608-6670 Email: kbuck@hbranh.com
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Identification of Subcontractors and Partners

CINH / HBRANH has identified the following key partners to-date: New Hampshire CORE Utilities, the ten local NH chapters of HBRANH, The Energy and Environmental Building Association, EnergyNorth Propane, Secondwind Water Systems, Ashwood Development Companies, Associates Concrete Coatings, Inc., Green Building Initiative, Queen City Remodeling, LLC, GDS Associates, and Keller Williams Realty-Metropolitan.

Projected Energy Savings and Projected Greenhouse Gas Emissions Reductions

The Build Green NH® Program will indirectly support significant energy savings and greenhouse gas emissions reductions in both the short- and long-term. In the short-run, as building professionals successfully complete the Program, they will immediately go to work installing energy efficiency measures in NH homes, which will produce savings over time. In the long term, the number of Certified Green Professionals™ will continue to grow, and the widespread use of their skills and knowledge will raise energy efficiency standards and result in market and industry transformation in home building and remodeling.

Total Program Costs and GHGER Funds Requested

The proposed Build Green NH® Program is estimated to cost a total of \$255,544 over the minimum two year period. A total amount of \$178,169 in funding (69.7% of the total) is sought from the GHGER Fund, with quarterly payments from the Fund in the amount of \$25,453 over the two year period.

EXECUTIVE SUMMARY

New Hampshire currently faces a unique opportunity to become a leader in green residential building. The benefits include lower utility bills, more comfortable homes, lower CO₂ emissions, and a reduced environmental footprint. Building professionals and consumers are ready and willing to make improvements in energy efficiency and reductions in greenhouse gas emissions and other environmental impacts.

To seize this opportunity and its benefits, the state must increase the number of qualified green professionals who can actually perform the work, as well as increase awareness among residents, municipalities, realtors, appraisers, and bankers about the benefits of energy-efficient and environmentally-friendly homes. The Build Green NH[®] Program will help meet both of these critical needs.

The Build Green NH[®] Program is affiliated with the National Association of Home Builders' Green Building Program (NAHBGreen). The Program offers national verification and certification services to NH home builders and remodelers, providing assurance that single- and multi-family homes meet the strict efficiency and environmental benchmarks in the ANSI² approved ICC-700-2008 National Green Building Standard[™]. Homes that are designed and built to the Standard must incorporate a minimum number of features in: lot design, preparation and development; resource efficiency; energy efficiency; water efficiency; indoor environmental quality; and operation, maintenance, and building owner education. The more points accrued, the higher the score. To qualify for the minimum score "Bronze" using the performance path of the energy efficiency chapter of the Standard, a home must be at least 15% better than the 2006 IECC (ENERGY STAR[™] equivalent).

The first essential element of the Build Green NH[®] Program is to educate builders, remodelers, and other building professionals on how to design and build to the National Green Building Standard[™]. This educational process requires successfully completing step 1, and optional steps 2-5:

1. Completing the Introduction to the National Green Building Standard[™] course. This brand new curriculum will answer the biggest question among building professionals about green building – how do I get started? Professionals who complete this 1-day 8-hour introductory will be equipped to design, build, or remodel to the Standard.
2. Completing the Houses That Work course. The Energy and Environmental Building Association's "Houses That Work" course, approved by the USGBC³, is a 1-day 8-hour course that includes an exam. Program participants learn about the house as a system and ways to improve the performance, efficiency, durability, safety and health of homes. Attendees

² ANSI stands for the American National Standards Institute.

³ USGBC stands for the U.S. Green Building Council.

earn continuing education credits including 7 credits toward the NAHB's CGP designation. This course will be part of the curriculum of the HBRANH's annual Fall Education Conference.

3. Earning the NAHB's CGP⁴ Designation. The NAHB's educational arm, the NAHB University of Housing, offers CGP certification through its state and local affiliates. Certification entails a 2-day 16-hour technical course, as well as a 1-day 8-hour Business Management course, both of which include exams. CGP certified professionals are qualified to design and build to the National Green Building Standard™.
4. Earning the NAHB's Master CGP Designation. The NAHB is currently developing this Master designation, expected to be established by the summer of 2009. The course will include a 2-day 16-hour advanced technical course that includes an exam. Master CGP certified professionals will be qualified to design and build to the National Green Building Standard.
5. Earning the Building Performance Institute (BPI) Building Analyst Professional certification. The Building Performance Institute, Inc. (BPI) is a recognized global leader, supporting the development of a highly professional building performance industry through individual and organizational credentialing and a rigorous quality assurance Program. The Build Green NH® Program expects to partner with other organizations to promote and offer this training.

The second essential element of the Build Green NH® Program is to provide education to home owners, buyers and occupants, as well as municipalities and the real estate, appraisal and banking industries, about the benefits of homes that meet the National Green Building Standards™. This education, outreach and marketing effort will require:

1. Comprehensive Website. – CINH / HBRANH has developed a preliminary website for the Build Green NH® Program while it develops a more comprehensive website that is scheduled to be launched on April 13, 2009.
2. Educational Materials. – Educational materials targeted at each type of consumer (i.e., resident, municipality, realtor, appraiser, banker) will be developed and disseminated through channels to be identified. Low-cost and no-cost opportunities will be relied upon to the greatest extent possible, including partnerships with community Programs, advocacy groups, and trade associations
3. Developing Branding Campaigns. – Branding campaigns that are tailored to different regions of the state will be developed to maximize outreach.

These two essential elements of the Program should run for a minimum of two years and could reasonably run for four years. The Introductory course will be offered six times a year, the CGP designation course will be offered quarterly, Houses That Work will be offered during the association's annual Fall Education Conference, and the Master CGP course will be offered twice a year once development of the Program is complete. Consumer education and outreach will be ongoing.

⁴ CGP stands for Certified Green Professional.

The proposed Build Green NH® Program is estimated to cost a total of \$255,544 over the minimum two year period. A total amount of \$178,169 in funding is sought from the GHGER Fund, with quarterly payments from the Fund in the amount of \$25,453 over the two year period.

CINH / HBRANH has identified the following key partners to-date. Together, these parties are committed to covering \$37,460 of the total cost over the two year period through cash and in-kind contributions:

- New Hampshire CORE Utilities - estimated \$1,400 (in-kind).
- The Energy and Environmental Building Association - \$4,000.
- Build Green NH sponsoring organizations - \$7,500.
 - EnergyNorth Propane
 - Secondwind Water Systems
 - Ashwood Development Companies
 - Associates Concrete Coatings, Inc.
 - Green Building Initiative
 - Queen City Remodeling, LLC
 - Keller Williams Realty-Metropolitan
- The ten local NH chapters of HBRANH – estimated \$5,000 (in-kind).
- HBRANH staff time and Build Green NH website - \$10,098 in 2009 and \$9,464 in 2010 (in-kind).

PROPOSED WORK SCOPE AND SCHEDULE

This proposal will expand the existing, and successful, Build Green NH® Program administered by the Construction Institute of New Hampshire, the education arm of the Home Builders & Remodelers Association of New Hampshire. Successful implementation of this Program will meet the critical need to educate the building community and consumers in New Hampshire concerning green building techniques and energy efficient construction.

In order to accomplish the goals of this Program, the HBRANH proposes to add one full time professional staff, the Build Green NH Program Manager (Program Manager). The Program Manager will work under the direct supervision of the association's Executive Vice President and will work with the volunteers who comprise the Construction Institute of New Hampshire, as well as the Build Green NH Steering Committee established by this association, to accomplish the following:

1. Expand the educational curriculum as described above to develop the Introduction to the National Green Building Standard™ course. It is expected that this will be accomplished within one month of filling this position and no later than May 15, 2009.
2. Expand marketing of the Build Green NH educational curriculum beyond the membership of the Home Builders & Remodelers Association of New Hampshire.

3. Expand on existing relationships with other stakeholders offering industry education on energy efficient construction and green building techniques.
4. Set up and run the complete series of educational courses tentatively as noted below. This includes arranging classroom locations, securing of approved instructors, obtaining course materials from the National Association of Home Builders (NAHB), direct promotion of events, securing of registrations, staffing events, monitoring tests, transmitting test results to NAHB, and maintaining records of participants.
5. Maintain and update the new Build Green NH[®] website (www.buildgreennh.info) that is scheduled to be launched on April 13th. This website will include additional on-line technical training modules that consist of:
 - a. Construction Basics
 - b. Green Building Basics that include:
 - i. Green Building Overview
 - ii. Energy Basics
 - iii. Water and Moisture Management
 - iv. Windows
 - v. HVAC System Overview
 - vi. Indoor Air Quality
 - vii. Energy Efficient Homes
 - viii. Water Efficiency

Proposed curriculum schedule.

Introduction to the National Green Building Standard™

2009 – May, July, September, November

2010 – January, March, May, July, September, November

Houses That Work

2009 – Scheduled as part of the annual Fall Education Conference October 21st through 23rd.

2010 – Scheduled as part of the annual Fall Education Conference – date to be determined.

Certified Green Professional (CGP) designation course.

2009 – Scheduled for April 7th and 8th. Targeted for July and October 21st and 22nd as part of the annual Fall Education Conference.

2010 – Quarterly.

Consumer education and outreach will be ongoing.

Program Partners

- A. New Hampshire CORE Utilities have been identified as partners of the Build Green NH® Program and will be providing periodic use of training facilities for instruction. They will also be seeking to provide accredited verifiers to inspect the homes submitted for the National Green Building Standard certification and promoting the Build Green NH® Program to building and remodeling contractors that they have existing relationships with through the CORE Programs.
- B. The Build Green NH® Program will also be supported by the HBRANH's existing administrative staff who will be responsible for assisting the Program Manager with financial accounting and support materials development.
- C. The Build Green NH® Program will be promoted through the ten local Home Builders Associations in New Hampshire that are affiliated with the HBRANH which will assist in grassroots marketing of the Program.
- D. The National Association of Home Builders (NAHB).
- E. The NAHB Research Center, an ANSI Accredited Standards Developer, and developers of the National Green Building Standard™ provides the online scoring functionality for builders seeking the certification for their projects and provides technical and Program assistance to the Build Green NH® Program.
- F. Key partners identified on Page 5 of this proposal.

Project Oversight, Quality Assurance Measures, and Financial Management

The Program oversight will be the responsibility of the Program Manager, with assistance from the HBRANH Executive Vice President and the Build Green NH® Steering Committee that consists of volunteer members of the Home Builders & Remodelers Association of New Hampshire who have considerable experience with the issues involved. (Please refer to resumes.)

Quality Assurance Measures will be controlled by 1) detailed classroom attendance record keeping already in place for all classes that are offered by the association, 2) the built-in testing requirements of the Certified Green Professional (CGP) course, and 3) automatic notification to the HBRANH of all new home and renovated home projects in New Hampshire that are certified by the NAHB Research Center to the National Green Building Standard™.

Financial management and reporting will be done by the existing HBRANH Finance Manager who daily manages the finances of a multitude of Programs for the association. (Please refer to resumes.)

PROJECT BENEFITS

The Build Green NH® Program's two-pronged educational approach is expected to achieve qualitative and quantitative benefits in each of nine areas:

- Reduce greenhouse gas emissions from all fuels used to provide electricity, heating and cooling in NH;
- Be cost-effective;
- Reduce NH's peak electric load;
- Promote market and industry transformation;
- Promote innovative technologies;
- Promote economic development;
- Promote energy cost savings;
- Promote collaboration and provide useful information for future Program evaluation and improvement; and
- Otherwise be consistent with the public interest and the purpose of RSA 125-O:19.

CINH / HBRANH estimates that each year approximately 200 building professionals in NH could participate in the Introductory course, 50 in the Houses That Work course, 120 in the CGP course, and 30 in the Master CGP course. Building professionals who complete any of these courses will be qualified to design, build, and remodel homes to the National Green Building Standard™.

Homes that are designed and built to the Standard must incorporate a minimum number of features in: energy, water, and resource efficiency, lot and site development, indoor environmental quality, and home owner education. The more points accrued, the higher the certification level attained.

Rating	Minimum Total Points Required	% Better than 2006 IECC (Performance Path Method)
Bronze	222	Approx. 15%
Silver	406	Approx. 35%
Gold	558	Approx. 50%
Emerald	697	Approx. 60%

The built environment has a profound impact on our natural environment, economy, health, and productivity.

In the United States alone, buildings account for⁵:

- 72% of electricity consumption,
- 39% of energy use,
- 38% of all carbon dioxide (CO₂) emissions,
- 40% of raw materials use,
- 30% of waste output (136 million tons annually), and

⁵ Per U.S. Green Building Council

- 14% of potable water consumption.

The Build Green NH[®] Program expects to place heavy emphasis on training the remodeling industry due to the fact that New Hampshire has one of the oldest existing housing stocks in the United States and significant energy savings and significant reductions in greenhouse gas emissions can be realized. The National Green Building Standard™ is innovative with regards to remodeling. The “greening” of the existing housing stock can have a significant influence on the total environmental impact of buildings as the state considers real and effective climate change actions. While predicting precise benefits relative to savings in energy and reductions in greenhouse gas emissions is difficult due to the unknown level of certification (Bronze, Silver, Gold, Emerald), occupant behavior, and long-term owner maintenance, the following are generally accepted outcomes⁶:

- A. **Energy:** Homes certified to the Standard are 15-60% more energy-efficient than comparable new homes, which also means that they’re 30-75% more energy-efficient than homes built just a decade ago. Depending on your locality, this could translate into annual utility savings of \$200-\$3,000 a year or more depending on whether renewable sources are included.
- B. **Greenhouse Gas:** The estimated energy savings from increased energy-efficiency also translates directly to greenhouse gas reductions. A Standard-certified home could avoid a minimum of 4,500 pounds of GHG emissions per home.
- C. **Waste:** The average home construction produces 2 tons of waste. A green home can produce less waste (about 25% less) and divert most of the remainder of what is produced from landfills into recycling, deconstruction, and other re-usable alternatives.
- D. **Water:** A certified green home could use 25-50% less water than a comparable home.

The Build Green NH[®] Program will directly promote workforce training and development as well as economic development. Building professionals will learn new skills and knowledge that will increase their employability. Building professionals trained on the new Standard will be qualified to help support other statewide initiatives such as energy audits; weatherization; integration of passive solar heating and ventilation; building energy code compliance; electrical and thermal efficiency; and highly efficient and affordable housing. The widespread use of these professionals’ skills and knowledge with respect to weatherization, energy efficiency, and green building practices will raise energy efficiency standards, reduce the carbon footprint of homes, and transform the home building and remodeling industry.

Consumers need a credible and verifiable Program when considering building new or renovating their existing home and choosing to save energy and reduce their carbon footprint. By reaching out to consumers through a public relations campaign and informing them about the National Green Building Standard™ and the skills and knowledge that professional

⁶ Figures provided by the National Association of Home Builders.

contractors, remodelers, and suppliers have as a result of the Build Green NH® Program, they will have assurances of meeting their goals.

MEASUREMENT AND VERIFICATION

As green building grows in popularity, so does the scrutiny of green home certifications.

One key element of National Green Building Standard™ is the green home certification Program, which is administered by the NAHB Research Center. The Research Center will accredit home certification Program verifiers and act as the sole home certifying body for the National Green Building Program.

All homes certified as part of National Green Building Program will be measured against the best existing definition of green and sustainable home construction. The certification Program is based on the ICC 700-2008 National Green Building Standard™. The Standard includes provisions that define green attributes for developments, multi-unit dwellings, remodeling projects, additions and single-family homes.

There are four green home certification levels available in the National Green Building Standard™ – Bronze, Silver, Gold, and Emerald. The green levels and certifications address key green construction areas including – Lot & Site Development, Resource Efficiency, Energy Efficiency, Water Efficiency, Indoor Environmental Quality, and Homeowner Education.

In addition to the online project scoring process that must be performed by the applicant (builder, developer, or remodeler), detailed onsite verification is done by accredited verifiers and reports are sent to the NAHB Research Center who issues the certification.

Program performance and verification of the stated goals in this program will be accomplished by 1) the number of students who complete and pass the testing requirements of the Certified Green Professional (CGP) course, 2) reporting of the number all new home and renovated home projects in New Hampshire that are certified by the NAHB Research Center to the National Green Building Standard™, and 3) the number of students who participate in each of the classes offered by the program.

BUDGET

In order to achieve the goals of set forth in this proposal to educate builders, remodelers, and other building professionals on how to design and build to the National Green Building Standard™ it is necessary to expand the current Build Green NH® Program that has been established by the Home Builders & Remodelers Association of New Hampshire. This proposal will allow the addition of a full time staff person to expand and administer the Program and its education courses. As importantly, this proposal seeks funding for a state-wide marketing Program to reach building industry professionals who are not members of this association.

Program Generated Income/Expenses

The proposed Build Green NH® Program is estimated to cost a total of \$255,544 over the minimum two year period with a total amount of \$178,169 in funding being sought from the GHGER Fund.

This Program is education-based with students paying course registration fees to attend the various classes of their choosing. These student fees will help in providing financial support for the overall Build Green NH® Program and could lead to it becoming self supporting in the future.

Fee income for education courses, per student, will vary according to class type as follows.

- Introduction to the National Green Building Standard™ - \$50.00.
- Certified Green Professional (CGP) two day course - \$410.
- Houses That Work - \$125.00.

Fee income, estimated to total \$79,111 and identified as **Education Program Income** on the attached budget worksheet, is distributed across the calendar as outlined elsewhere in this proposal.

Associated education expenses include the following:

- Introduction to the National Green Building Standard™ - This one day course is expected to be developed and taught by volunteers from the association's Build Green NH® Steering Committee with small allowances made for travel reimbursement fees, Program materials, and facility fees (when not donated by Program partners).
- Certified Green Professional (CGP) two day course –
 - Certified instructor fees averaging \$1,500 per two day course.
 - Travel costs from out of state – Average \$400 per instructor.
 - Facility fees – Provided by Program partners.
 - Licensing fees, per student, to the National Association of Home Builders - \$70.00.
- Houses that Work –
 - Program fee to The Energy and Environmental Building Association (EEBA) - \$6,500. Note: The EEBA, through its national partners

underwrites this Program at a level of \$2,000 which is included on the attached budget worksheet under **Partners In-Kind Contributions**.

- Facility costs - \$1,000.

Student Scholarship Program

A critical element of this proposal is to offer scholarships, or student reimbursements, for professionals attending the Certified Green Professional or Houses that Work Programs. Underwriting the course fees in today's challenging economic environment should encourage more attendees and assist in training the home building and remodeling workforce to build more energy efficient and environmentally responsible buildings in New Hampshire

The total amount of scholarships that will be granted, over the two year Program, is budgeted at \$15,200 and is included on the attached budget worksheet under **Education Program Scholarships**.

Build Green NH® Program Manager

This proposal includes funds to hire a full time Build Green NH® Program Manager who will have the responsibility to expand, administer, and market the full schedule of education Programs proposed.

The Program Manager will be an employee of the Home Builders & Remodelers Association of New Hampshire and be directly supervised by the association's Executive Vice President with clerical and financial accounting assistance provided by (in-kind contribution) the HBRANH's existing staff. The Program Manager will also be overseen by a Steering Committee consisting of experienced and qualified professionals in the industry (refer to resumes).

The base salary for the Program Manager will be \$55,000 per year. This is based on the association's experience as a leading trade association in New Hampshire with long time staff, review of average New Hampshire salary for comparable positions, and data from the Association Compensation and Benefits Study from the American Society of Association Executives. This item is shown on the attached budget worksheet under Salaries & Wages.

Labor overhead is based on the associations published Personnel Policies, Practices & Procedures and appropriate federal and state payroll taxes. Fringe benefits include fully paid health/dental/vision insurance, paid sick days, paid vacation, and paid life insurance. Fringe benefits are \$12,704, 23% of base annual payroll.

Advertising and Marketing

A major component of this proposal includes the development and implementation of a marketing plan to reach out to the home builders, remodelers, and other industry professionals

in the state and encourage attendance in the offered courses. The HBRANH already communicates with its own membership, however, the need for marketing outside of the membership is critical to this Program's success.

The marketing plan projected expenses of \$36,000 are included on the attached budget worksheet under **Advertising & Marketing** that will include the following.

Print collateral:

Print advertising:

TV:

Radio:

Social Media Networking:

Direct Mail Campaigns:

Networking Opportunities:

Applicant and Partners In-Kind Contributions

CINH / HBRANH have identified the following key partners to-date. Together, these parties are committed to covering \$37,460 of the total cost through cash and in-kind contributions as shown on the attached budget worksheet under **Build Green Program Sponsors, Applicant In-Kind Contribution, and Partners In-Kind Contributions**.

- New Hampshire CORE Utilities - estimated \$1,400 in-kind contributions for providing training facilities on a quarterly basis for classes to take place.
- The Energy and Environmental Building Association - \$4,000 (\$2,000 per year). The EEBA, through its national partners underwrites this Program at a level of \$2,000 per year.
- Build Green NH sponsoring organizations. The existing Program has received \$10,000 in sponsorships for the current Program year and \$7,500 remains for 2009.
- The ten local NH chapters of HBRANH – estimated \$5,000 (in-kind) for advertising and promoting the Build Green NH® Program in its own newsletters at its own local membership meetings.
- HBRANH in-kind contribution - staff time and Build Green NH website - \$10,098 in 2009 which includes \$3,000 for development of the website, and \$9,464 in 2010 for staff support. Staff support includes time allotted for the Executive Vice President, the Finance Manager, and Executive Assistant. All time will be tracked but not charged to the Program.

Due to the interest in the National Green Building Standard™ and the Build Green NH® Program it is fully expected that additional sources of funds (grants and/or sponsorships) will be identified throughout the duration of the first two years of the Program.

APPLICANT QUALIFICATIONS

The Home Builders & Remodelers Association of New Hampshire (HBRANH) is the state's largest trade association for the residential development, building, and remodeling industry. The HBRANH is comprised of ten "local" associations strategically located throughout New Hampshire - Concord, Connecticut Valley, Lakes Region, Manchester, Nashua, North Country, Seacoast, Southern, Southwestern and White Mountain. With a combined membership of just under one thousand companies, employing over 40,000 New Hampshire citizens, every aspect of the building industry is represented in the Association.

The association, chartered in 1961, is an affiliate of the National Association of Home Builders, Washington, DC.

The association is the leading provider of continuing education to the building community in New Hampshire and has, over the past three years, seen more and more professionals entering into classes to earn national certifications and generally better themselves and their businesses.

The emergence of the green building movement recently resulted in the establishment of the Build Green NH® Program which is overseen by a Steering Committee consisting of experienced and qualified professionals in the industry. Brief resumes of the Steering Committee are included at the end of this proposal.

The Program oversight will be the responsibility of the HBRANH Executive Vice President, Kendall L. Buck, CAE who has over thirty years experience in the building industry and with management of home builders associations.

This proposal includes a request for funding to allow this non-profit trade association to hire a full time Build Green NH® Program manager who will be expected to have expertise in the construction industry, marketing, and public relations. A job description will be written to spell out the specific, and measurable, duties for this individual.

Also, with the encouragement and support of the New Hampshire CORE Utilities, the expertise and experience of their respective staff will be instrumental in the success of this Program.

The CINH / HBRANH greatly appreciate the Public Utilities Commission's consideration of this proposal. We would be happy to answer any questions the Commission may have or to supply any additional information that may be helpful in evaluating this proposal.

Sincerely yours,



Kendall L. Buck, CAE
Executive Vice President
HBRANH