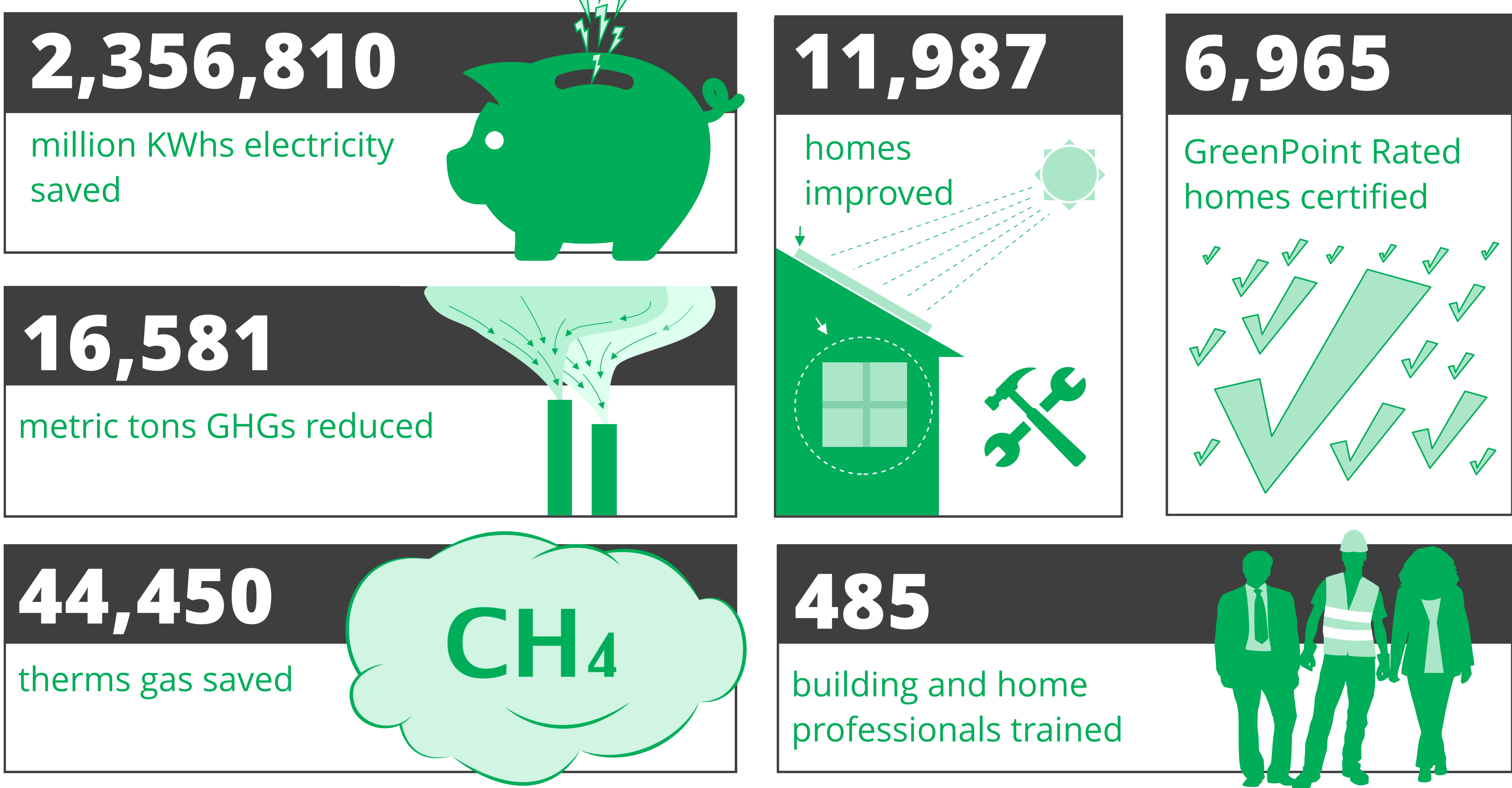


# Build It Green *Impacts* 2019

In 2019, Build It Green (BIG) transformed lives by making safe, healthy, efficient homes available to residents throughout California and beyond.



## GreenPoint RATED

GreenPoint Rated, with more than 70,000 homes certified, remains the country's most popular residential green certification to prove that a home is healthier, more comfortable, durable, and resource efficient.

**72**



**6,893**



**Electrified!**



GreenPoint Rated launched an all-electric pathway to include cutting-edge technologies to help the residential built environment achieve climate goals. Without gas appliances, a home no longer has a risk of carbon monoxide poisoning and can make the transition to 100% low-carbon options such as wind and solar.

### Existing Home Single Family (EHSF) Pilot Program

We piloted a realtor-driven model of EHSF in California to make sustainability standards more accessible and cost effective in existing homes. Agents were empowered to discuss features that increase the value of resource-efficient, community-friendly homes.

### National New Construction Multifamily Pilot

We took our new construction multifamily program national! Using the Home Energy Rating System (HERS) Index, we translated our proven GreenPoint Rated multifamily system to other states. As of year end, we have two out-of-state projects certified—in Texas and in Nevada. GreenPoint Rated is also recognized as a prerequisite for Fannie Mae's Green Certification financing.

## The Value of Green Home Labels

Energy and comfort upgrades don't always get the attention they deserve from homebuyers. In 2019, we trained over 400 real estate professionals to better communicate to buyers how green home labels like GreenPoint Rated translate to increased home value.

### Training in Numbers



## Energy Efficiency

Build It Green drives major energy savings in existing homes through innovative and impactful energy efficiency programs for our client Pacific Gas and Electric Company.

**Home Upgrade**  
Energy Upgrade California®

**517**

Whole-House Retrofits Completed

### Cool Savers

California's residential pay-for-performance program provided incentives based on actual metered energy savings.

**PG&E** AC Quality Care Rebate Program

**3,981**

Home AC Systems' Performance Improved

In October, Build It Green finalized the sale of its utility program implementation business to Franklin Energy, a Wisconsin-based provider of energy efficiency and grid optimization services.

