



### Tenaya Asan & Sue Harrison

SEMINAR: "BUILDING AND MARKETING GREEN HOMES WITH GREENPOINT RATED"



President of Daltile thanked everyone for coming and mentioned that Daltile has the biggest tile collection in Northern America. He thanked "Custom Building Products" for their support. He said, "Where the rubber meets the road, we'd like to be on the road with you!"

Daltile hosted wonderful food and drinks, for which Chapter President, Sherry Faure thanked them. Then she introduced the speakers, Tenaya Asan, Program Manager for Build It Green's GreenPoint Rated Program and her associate, Sue Harrison, CKD, CBD, GreenPoint Rater.



Joanne Stage, Shirley Gibbons, Greg Gibbons, Sherry Faure, Julia Arndt, Daltile Staff member

### Seminar Recap: "Building and Marketing Green Homes with GreenPoint Rated"

*Tenaya says, "Tie to the Benefits"...is the language to success!*

State policy decisions on Green Design will effect your changes. Homeowner needs to think... *Will Green make my family healthy?* In Seattle, Green Homes got sold on MLS pretty easily! How well those Green Homes did? Sales Price were 5-10% up, they sold faster, retained or increased values. In the down economy, people are more interested in Green. 70% people said that they were more apt to Green Homes.

Reasons to go Green...

- Operational cost savings for appliances
- Water Conservation
- Health – Controlling the Indoor Air Quality...*do we need to add more ventilation for a healthier environment?*
- Greater Resale value



Tenaya Asan with Judy Calderon

Raters depressurize the indoor area to check how much air infiltrates in. They also pressurize the ducts to see how much they leak. Ducts of new homes leak 30% air to attic and outside!

Consumers are getting savvy of policy changes, and Remodelers are feeling the pressure. AB32, Assembly Bill in the State of CA in 2006, stated that CA will reduce Green house gases by 2020, by various means, in transportation, homes, etc. City would target not just the buildings but homes as well. CPUC strategic plan calls for new net zero energy home construction by 2020.

Upgrading Existing homes in CA...what does that mean?...

- AB811 – Financing District: Berkeley forced program, decided to push energy efficiency, is a funding mechanism to put solar panels, payback on property taxes. The payback continues with next owner as well! All cities are likely to adopt this.
- EE Mortgages: Give Utility rebates for updating appliances.
- HUD – NSP Programs: HUD encourages guarantees to use NSP funds to strategically incorporate Green building.

*Why Green Homes? Is a home Green just by having Solar Panels? ...not really, it might still be an energy hog! It is important to designate a home with Solar Panels to be a “Home with a Green Feature” rather than being a “Green Home”!*

“Green Home” is rated on the following five categories ... (more green a home, higher the points)

- Energy Efficiency
- Water Efficiency
- IAQ
- Resource Conservation
- Community Design – Orientation of the house

*“Green Building” is “Whole Systems” approach to be healthier. Learning it is an ongoing process! Air pollutants are much higher inside the house than outside, because of all the products we use! Buildings use 50% of our energy. Benefit of lower operating costs of Green homes is... much healthier and happy client, and more customer referrals!!*

*When we do Green Homes, we have to be credible. So, tie to a program that has credibility!*

*“GreenPoint Rated” is a consumer rated program, just like “Energy Star Label” rates appliances, and “Organic Label” rates organic food. A home with a GreenPoint Rated label by “Build It Green” is a more Green home. The label gives criteria that a professional can tie into. The calculation helps people to gauge how green the home is. This program is regularly developed and reviewed! GreenPoint rating for Low-Flush toilets is based on 1.2gal/min, which is much lower than the federal recommended of 1.6gal/min. GreenPoint Rating is an independent verification by third party raters...the inspector comes to your house, and you get labeled if you fulfill the minimum # of points. GreenPoint rating is now also available for existing homes, if you build it for accessibility. If you do not want the whole house to be rated, but just “Elements” like the kitchen, then a Part-Label can be given. *Can we do just those little things to make a home better!**

GreenPoint Rating is a two-tier program:

- One for small remodels or “Elements”
- Second for Comprehensive Whole House

Minimum # of points for Elements is 25 to be GreenPoint Rated. Minimum in each category:

EE – 8

IAQ – 2

Resource Conservation – 2

Water Conservation – 4

Suggestions you can make to a homeowner:

- Close ducts while a contractor is working in your house
- Have a CO alarm. With a new exhaust fan which blows all air out, depressurizes the house and fumes are sucked back right in! So have a CO alarm.
- Car turned on in garage creates unhealthy fumes
- Have the exhaust fan on timer.

On resources side what we can do...

- Use tongue and groove materials
- Have shut-off device on gas, activated during earthquakes
- Recycle cardboard after buying appliances
- Use on demand recirculating water pump. Tankless water heater might use more water if using recirculating water pump, so that will not work. It will not save water and will take longer to operate.

Visit the website of “Build It Green” to know more about the “GreenPoint Rated” program!

***“Reduce your costs, have integrity, become educated!!”***

Sue Harrison, CKD, CBD, introduced herself as a GreenPoint Rater.

She said, *“My main aim is to help you upsell! Some of the Green products that I would like to highlight are...”*

- **Mono Coat**: Is a Custom Cabinet shop, uses oil based finish in 35 colors. They use a one coat application which both colors and finishes. This can be finished in 10 minutes! The finish is water resistant, and can be used for rustic as well as modern applications. It adheres only to raw wood, so cannot be recoated on finished surfaces. They have to be sanded first before application.
- **Induction cooktops**: Works with magnetism and is instant off. Benefits are that 90% of the energy goes into food as opposed to 40% by gas. The surface also stays cool to touch, so is safe.
- **Spot Refrigeration**: Use refrigeration only when needed. Like a small refrigerator in the bar. Glass front wine refrigerators are inefficient because of all the energy they dissipate through glass.
- **LED Lights**: New LED Lights are fully dimmable and color is good. They are twice as expensive as fluorescents.
- **Sun-tunnels**: Daylighting with sun-tunnels can save energy. Sun-tunnels can have LED Lights for night-time use.
- **Insulation**: The upside of fiberglass insulation is that it is cheap, but the downside is that it is an irritant to skin and lungs. Recycled blue jeans is a newer, Greener product. It does not leave any gaps, has a spring-back quality and is not an irritant. Blue jeans works for Kitchen and Baths as well! Spray-foam insulation can be used in wall cavities and attics. 1/8”sprayed foam expands in crawl space and adds 300% shear strength. It does not allow any moisture to go up. Spray-foam is more expensive, but creates a conditioned attic, and heating system can be downsized.



- **Radiant Barrier:** A tin foil is stapled under rafters during re-roofing, this lowers heat transmission by reflectance.
- **Plumbing:** Insulate pipes well, as there can be heat losses from heater to bathroom. 2% of the water on earth is drinkable. Our goal is to leave less waste water.
- **On Demand Pump:** Is a water saving feature, not an energy saving feature. It can go easily under the sink.
- **PEX Piping:** Is used more for whole house remodels rather than part remodels. PEX Piping is color coded, Blue pipes used for cold lines, and red for hot. Benefits of PEX are that they can be used as a home run, dedicated plumbing to appliances. They have a thin dia., so water gets faster without wasting energy down the line. There are diagrams on Build It Green website on PEX piping that you can refer to.
- **Solar Electric and Thermal:** Solar Electric and Solar Hot Water are two different things. In Solar Electric, sun loosens the electrons, due to which DC current is created. An inverter converts this DC current to AC, which is then supplied to home. Whereas, Solar Hot Water is installed on the roof, to which water comes from the Water Heater. Solar energy adds heat in the tank. You get 30% of tax credit for installing a Solar Water Heater.

*“This is a learning curve that is coming along!”*

For a complete checklist required for GreenPoint Rating, go to the Built-It-Green website. Also on the website is information on how to become a Certified Green Building Professional, CGBP, and information on the upcoming GreenPoint Showcase tour: <http://www.builditgreen.org/>

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