



In our young and dynamic industry, rules are still being written, business models are still developing, and opportunities abound. Knowledge and industry visibility are critical elements to succeed and thrive in this environment. Join us in helping shape this industry through your participation with an Efficiency First committee.

As a committee member, you become a critical player in helping to build the home performance industry while keeping your company at the forefront of the information flow. Participation gives you direct access to key players, market insights and success stories across the industry. Knowing the market, its challenges and uncovered opportunities will help you grow your business and help us all drive this industry forward.

Business Model Committee:

The Efficiency First Business Model Committee is comprised of industry professionals with visibility into the home performance workforce development efforts. Members include nearly a dozen contractors.

As a committee member you will take a leadership role in developing and sharing industry best practices. Specifically, this committee will give attention to:

- How contractors can better prepare their business: hiring forms, sales pitches, employee manuals, acquiring assurance, etc.
- Effective strategies for scaling the industry to meet future demand
- How public policy can leverage private investment to jump-start a sustainable market
- Establishing and upholding strong industry standards
- Facilitating collaboration between auditors and contractors
- Working on utility data access and understanding
- Assisting contractors in preparing for new government programs i.e. PACE, HOME STAR, etc.
- Adapting to new technologies, business models and regulatory environments

Committee Membership:

As a member, you are expected to contribute. At a minimum, you will participate in monthly conference calls with other committee members and industry leaders. You may be called on to help research specific market needs or to assist in producing best practices documents. The workload will vary from several hours a month to several hours a week, depending on the needs of the committee.

In return, you can expect to have full visibility into the information flow from all the best practices committee and access to resources in advance of the full Efficiency First membership. Volunteer participation is what drives our organization, and we strive to make this a rewarding effort for everyone involved.

Current Committee Chair: Damian Hodkinson, True Energy Solutions (NY)