

- ## Historical perspective
- 1992-96 dramatic changes going on in delivery of weatherization services
 - OC staff in hot pursuit of knowledge, applying what we were learning in the field and sharing with others
 - State recognizes need for regular training for the 26 weatherization providers.
 - 1997 Peer circuit rider contract

- ## BPC Guiding Principles
- Provide services to all area residents and generate income to support low income programs
 - Provide a safe building environment
 - Provide a healthy building environment
 - Add durability and longevity to the life of a building
 - Reduce energy consumption within the community

- ## Why we do it
- Allows us to build capacity
 - Non federal income
 - More learning and training opportunities
 - Wider range of work
 - Interesting
 - Need to improve what is being done

- ## Fee for service
- Training
 - Healthy Home IAQ
 - Design Build Consulting
 - Housing Quality Standard (HQS) inspections
 - Lead Risk Assessments
 - Building Performance Institute (BPI)
 - Spray cellulose new construction
 - Sealed crawlspace with rodent exclusion

Who Calls us?

- Uncomfortable people
- People with health and IAQ concerns
- People who want to build energy eff.
- High energy users

BPC Bumps

- Trade shows
- Time of sale home inspections
- Maintaining a technically trained crew that can respond to opportunity
- Competing in the insulating trade

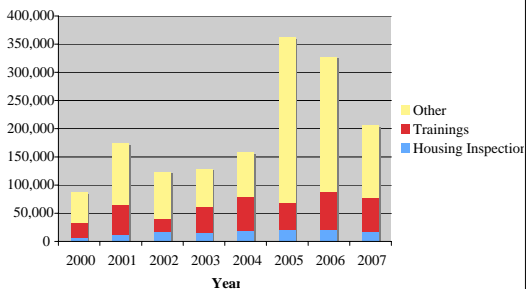
Value added

- Technically trained crews understand pressures and air sealing
- Promote cellulose insulation on performance, high recycled content and low embodied energy content
- Detail oriented
- Performance matters
- Quality Assurance

BPC Revenue Summary

Year	External Sales	Trainings	BHA	Other	Description of unique pro
2000	86,478.39	25,775.32	7,100.00	53,603.07	
2001	174,244.80	53,365.94	11,700.00	109,178.85	RSE Woodstove
2002	122,995.14	22,308.96	17,425.00	83,261.14	RSE Woodstove
2003	128,680.54	47,165.40	15,260.00	66,255.14	
2004	158,051.28	60,920.28	18,240.00	78,891.00	Inspection Checklist
2005	362,324.26	47,701.03	20,280.00	294,343.03	ICAP Wx / Tablet PCs / Wx
2006	327,833.91	68,869.75	19,680.00	239,284.16	Conoco Phillips Woodstove
2007	205,887.46	58,867.20	18,190.00	128,830.20	Wx Specs

BPC Revenue Sources & Amo



The essential separation

- Set up clear systems of accounting and documentation that clearly separates your fee for service work from your work using federal and state funds.
- Purchase all tools, vehicles with non-federal funds