

# Setting Fees for Volume Home Builders For the LEED for Homes Program

## Purpose

The document is a guide for understanding the USGBC registration and certification fees under the LEED for Homes Program.

Project teams must select a LEED for Homes Provider, and provide all necessary information to the Provider to make this determination.

At the time of registration, a LEED for Homes Provider bears responsibility for defining the “project”, as well as the related registration and certification fees.

Example registration and certification fees are provided below.

## Scope

This guidance document is for volume builders of single-family homes. This document does not apply to multi-family buildings. Separate guidance is available for multifamily projects.

## Terminology

There are two terms that are significant with respect to LEED for Homes pricing: **project** and **model**.

A **project** is defined as a set of homes that meet the following conditions:

- One builder is responsible for the entire project.
- The entire project is registered at the same time. Homes within the project may be certified at different times (i.e., as they are completed). This includes a development of homes that will be constructed in phases.
- The entire project is located in one development or one community.
- The entire project is planned (at the time of registration) to be built with one primary subcontractor crew for each trade.

Each project may include multiple **models**, where a model is defined as an archetype for a set of homes that meet the following conditions:

- All homes are part of the same project.
- One project checklist can be used to describe every home. This project checklist must represent the worst case, such that every home grouped under the same model will meet or exceed every aspect of the project checklist. The worst case approach is described in Attachment A to this document.

## USGBC Fees

The following table describes the LEED for Homes fees.

<b>Registration</b>	<b>Fee per unit (based on # of units below)</b>				
	<b>1-9</b>	<b>10-24</b>	<b>25-49</b>	<b>50-99</b>	<b>≥ 100</b>
<i>Members</i>	\$150	\$125	\$100	\$75	\$50
<i>Non-Members</i>	\$225	\$200	\$175	\$150	\$125
<b>Certification</b>	<b>Total fee</b>				
<i>Members</i>	\$175 per unique model + \$50 per unit				
<i>Non-Members</i>	\$225 per unique model + \$75 per unit				

## Example Scenarios

The following scenarios illustrate how to apply these fees. It is assumed in all scenarios below that at least one member of the project team is a USGBC member.

### **Scenario 1**

The project includes 40 homes. All 40 homes are constructed identically and submitted for certification in two phases.

Number of Registered Homes:	40
Number of Models:	1 (all are identical)
Registration Fee:	
Total	\$4,000 (\$100 x 40 homes)
Avg. per home	\$100
Certification Fee:	
Total:	\$ 2,175 (\$175 x 1 + \$50 x 40 homes)
Avg. per home	\$54

### **Scenario 2**

The project includes 60 homes. The builder plans to offer 4 different options to the homebuyer: Option A is an add-on that will increase the square footage; Option B is a special water-efficient landscape package; Option C is a high-efficiency lighting and appliance package.

Based on customer preferences, the builder ends up with 5 different types of homes built: 29 standard homes, 10 homes with Option A, 10 homes with Option B, 10 homes with Option C, and 1 home with both Options B and C.

Number of Registered Homes:	60
Number of Models:	5 (standard, w/A, w/B, w/C, w/B&C)
Registration Fee:	
Total	\$4,500 (\$75 x 60)
Avg. per home	\$75
Certification Fee:	
Total:	\$ 3,875 (\$175 x 5 + \$50 x 60)
Avg. per home	\$65

### **Scenario 3**

The same builder from Scenario 2 is building a new subdivision with 100 homes. The builder plans to offer the same 4 options to the homebuyer. However, in this subdivision the builder chooses to use the worst-case approach.

Based on an analysis by the project team, a checklist of measures is identified such that every home, regardless of the options chosen, will be able to use that same checklist and still earn Silver certification. Homes with Options B and C are not given credit in for their special features, but the builder prefers to avoid the verification hassle.

Based on customer preferences, the builder ends up with 5 different types of homes built: 30 standard homes, 20 homes with Option A, 20 homes with Option B, 20 homes with Option C, and 10 homes with both Options B and C.

Number of Registered Homes:	100
Number of Models:	1 (worst-case)
Registration Fee:	
Total	\$5,000 (\$50 x 100)
Avg. per home	\$50
Certification Fee:	
Total:	\$ 5,175 (\$175 x 1 + \$50 x 100)
Avg. per home	\$52

### **Scenario 4**

The same builder from Scenarios 2 and 3 is building another new subdivision with 100 homes. The builder plans to offer the same 4 options to the homebuyer. This time, the builder really wants to pursue Gold certification where possible. With some additional measures, the project team is able to assemble a worst-case checklist so the standard home and any homes with Options B or C will earn Gold certification. However, because the certification threshold is higher for homes with Option A (due to their size), the builder decides that homes with Option A will only meet Silver certification.

Based on customer preferences, the builder ends up with 5 different types of homes built: 30 standard homes, 20 homes with Option A, 20 homes with Option B, 20 homes with Option C, and 10 homes with both Options B and C.

Number of Registered Homes:	100
Number of Models:	2 (worst-case and w/A)
Registration Fee:	
Total	\$5,000 (\$50 x 100)
Avg. per home	\$50
Certification Fee:	
Total:	\$5,350 (\$175 x 2 + \$50 x 100)
Avg. per home	\$54

# **Attachment A**

## **Explanation of the Worst Case Approach**

The “worst-case” approach is a methodology for defining a model that is used to represent a group of homes that are similar but have some minor differences.

The worst-case approach means that all homes included in the project will perform at least at the level verified in the submittal package. In most cases, many of the homes will actually outperform (i.e. have earned more points) the worst-case project checklist.

### **Frequently Asked Questions**

1. What happens if some of the homes included in a defined worst-case model have LEED for Homes features that exceed the performance of the worst case home?

Homes with improved LEED for Homes performance features are allowed, but they do not get additional credit for these upgrades. If the project team wants to achieve credit for these additional features, the home must be certified as a separate model.

2. How is HVAC equipment sizing (via Manual J) to be addressed using the worst-case approach?

Homes with different sizes and orientations are allowed to use the worst-case approach, but the HVAC equipment in each home must be properly sized.

3. How is the durability inspection checklist to be addressed using the worst-case approach?

A single durability checklist can be used for each home included in a model that has been defined using the worst-case approach.

4. How are Accountability Forms to be addressed using the worst-case approach? Are multiple crews allowed - thereby requiring multiple sets of Accountability Forms to be used?

A single set of Accountability Forms may be used if the same trades are used throughout the project, or if the builder signs the Accountability Forms. Multiple trades may be used (i.e., multiple sets of trades participated in the building of the project), in which case multiple sets of Accountability Forms may be needed.

## Certification Using the Worst Case Home

The examples below illustrate the definition of a worst-case home. The examples below are representative, but a range of scenarios is possible; there may be only one of each home type (e.g., 1 of Home A and 1 of Home B), or many homes of each of these 2 home type (e.g., 30 of Home A, and 30 of Home B).

### Example 1

A builder is planning 2 types of homes, Home A and Home B. The homes are similar except that one has an energy efficiency upgrade package. Example LEED for Homes scores for these homes are presented in the Exhibit below.

Home	Home A	Home B
LEED for Homes Points Achieved	45	60
Certification Threshold	Certified	Silver

Note that Home A is the worst case home, or has the lowest LEED Homes Score.

Using the worst-case approach to defining a model for a project, a single submittal package (or set of specifications) may be used for both homes - based on Home A. Under the worst case approach, Home B is treated as the same model as Home A, and is assigned the same LEED for Homes Score as Home A (i.e., 45 points), and a “certified” rating.

If Home B was treated as a separate project, it would receive the full 60 points as its LEED for Homes score, and a “silver” rating.

### Example 2

A builder is planning 2 types of homes, Home A and Home B. The homes are identical, except that one home is larger. Example LEED for Homes scores for these homes are presented in the Exhibit below

Home	Home A	Home B
LEED Points Achieved	52	52
Adjustment to Award Thresholds, based on HSA*	+3	+6
Certification Threshold	48	51
Exceeds Threshold by...	4	1

Note: \* HSA = Home size adjuster

Note that Home A is the worst case home, or has the lowest effective LEED Homes Score.

Again, using the worst case approach to defining a model for a project, a single submittal package (or set of specifications) is to be used for both homes - based on Home B. Under the worst case approach, Home A is treated as the same model as Home B, and is assigned the same LEED for Homes certification threshold as Home B (i.e., 52 points).

If Home A was treated as a separate project, it would have a certification threshold of 48 points and exceed this by 4 points.