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**Draft**

**MEMORANDUM OF UNDERSTANDING**

**Between**

**Lennar Corporation**

**and**

**Residential Energy Services Network, Inc.**

**Purpose**

Lennar and the Residential Energy Services Network (RESNET) enters into this Memorandum of Understanding (MOU) in order to promote the construction of energy efficient homes.

**Goal of Agreement**

The goal of this Memorandum of Understanding is to show consumers the value of a new home verses existing homes and, by labeling homes with a Home Energy Rating System Index (HERS).

It is the current intent of Lennar, under this agreement, to market the HERS Index on all homes in new projects.

The intent of this agreement is to raise consumers' knowledge of new home performance using the HERS Index.

It is expected that this agreement will serve as a model to other production builders that would have positive outcomes for consumers, RESNET and the new home industry.

**Terms and Conditions of the MOU**

The intent of this agreement is that Lennar will provide an energy label on every home that Lennar builds in new projects. The energy label will contain the RESNET HERS Index. Lennar's current HERS label is attached in Attachment A.

3.1 All homes constructed by Lennar will be tested and inspected by a RESNET rater following RESNET's standards, and provided with a HERS Index produced by a RESNET accredited rating software program.

#### Administration of the Agreement

4.1 Each *organization* agrees to identify a contact person(s) to monitor and assess implementation and application of the agreement within their *organization* and to address inquiries, disputes or questions arising from the implementation of the agreement.

4.2 Each *organization* agrees that this agreement is a dynamic and evolving instrument that may be amended with the consent of both *organizations*. The *organizations* agree to initiate periodic reviews of this agreement every year after 2011, and the operation of the agreement when such request is made by one of the organizations.

4.3 This memorandum of understanding shall be for an initial term expiring December 31, 2011. Thereafter this memorandum of understanding shall renew annually. Either *organization* may terminate this memorandum of understanding by giving the other party at least sixty (60) days prior written notice of such termination. Termination may be without cause and the neither party shall have any liability to the other as a result of such termination.

#### Signature of Organizations

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Lennar Corporation



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Steve Baden, Executive Director  
RESNET

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Date

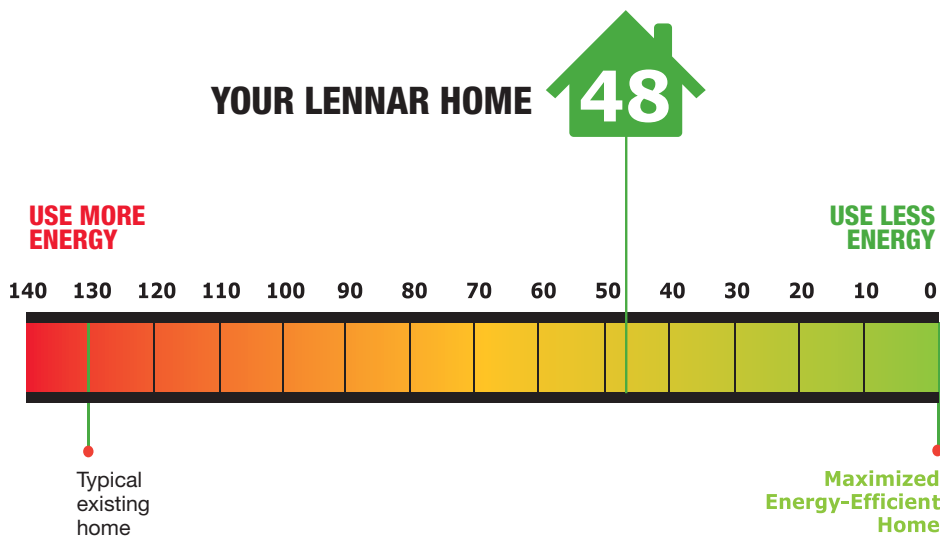
May 13, 2011

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Date

## Attachment A

# YES, IT'S INCLUDED! HOME ENERGY RATING SCALE



**ANNUAL SAVINGS**  
**\$500**

ESTIMATED ANNUAL GAS AND ELECTRIC BILL SAVINGS

Community Name • Plan Name

# LENNAR®

Estimated savings is based upon RESNET-approved software using assumptions about annual energy use solely from the heating and cooling systems, appliances and lighting that are included as standard with the home, and local energy utility rates available at the time the estimate is calculated. For more details on estimated electric bill savings, visit <http://www.resnet.us>. Energy calculations and claims are estimates only and were developed by third parties based upon the design of the home and the HERS Index and not specific testing of an individual home. Savings will vary due to actual construction, floor plan, occupancy, appliance usage, thermostat settings, weather conditions and orientation of the home. Seller provides no guarantee of savings that will be achieved by each homeowner. For additional details, including specific information about your favorite Lennar home, visit your nearest Lennar Welcome Home Center or contact us at [www.lennar.com](http://www.lennar.com). Copyright © 2011 Lennar Corporation. All rights reserved. Lennar and the Lennar logo are registered service marks or service marks of Lennar Corporation and/or its subsidiaries. 3/11



## Results of Electronic Ballot of RESNET Board of Directors on Authorizing the RESNET Executive Director to Enter into the Memorandum of Understanding with Ryland Homes May 13, 2011

***Shall the RESNET Board of Directors authorize the RESNET executive director to enter into the Memorandum of Understanding with Ryland Homes (Attachment A)?***

Yes (17)

No (0)

Abstain (0)

Not Voting (1)

Ben Adams  
Dave Bell  
Steve Byers  
Dennis Creech  
Brett Dillon  
Charles Eley  
Philip Fairey  
Andy Gordon  
Mark Jansen  
Lee O'Neal  
Bill Prindle  
Javier Ruiz  
Eurihea Speciale  
Orlo Stitt  
Greg Thomas  
Daran Wastchak  
Barb Yankie

David Goldstein

The RESNET executive director was authorized to enter into the Memorandum of Understanding.

# Attachment A

## Draft

### **MEMORANDUM OF UNDERSTANDING**

Between

Structural Insulated Panel Association

and

Residential Energy Services Network

#### 1.0 Purpose

The Structural Insulated Panel Association (SIPA) and the Residential Energy Services Network (RESNET) enters into this Memorandum of Understanding (MOU) in order to promote the improvement of home energy performance in the United States. It spells out how the two organizations will cooperate to meet this goal while assisting the growth of both organizations and their membership.

#### 2.0 Goal of the Agreement

The goal of this MOU is to lay a framework of a long, mutually beneficial relationship between SIPA and RESNET.

#### 3.0 Terms and Conditions of MOU

The following are the areas where SIPA and RESNET agree to cooperate:

- 3.1 SIPA Presence at the 2012 RESNET Building Performance Conference – RESNET will comp SIPA a booth at its trade show at the 2012 RESNET

Conference. RESNET will also schedule a one and half hour break out session for SIPA to present on SIP-related topics relevant to conference attendees.

3.2 RESNET Presence at the 2012 SIPA Annual Meeting & Conference – SIPA will comp RESNET with exhibit space at the 2012 SIPA Annual Meeting & Conference trade show and will be offered one half hour presentation on the meeting agenda.

3.3 Having SIPA Representative Serve on RESNET Technical Committee's Insulation Industry Advisory Council – RESNET has formed an Insulation Industry Advisory Council to its Technical Committee. This committee will recommend proposed amendments to the RESNET technical standard as well as review proposal from the Technical Committee dealing with insulation issues.

3.4 SIPA will Communicate Opportunities to be designated by RESNET as an EnergySmart Contractor to its Members – RESNET will work with in drafting a marketing piece introducing the RESNET EnergySmart Contractor designation. SIPA will assist is distributing the information to its members.

3.6 Collaboration on Advocating Federal Incentives for Energy-Efficient Construction– SIPA, RESNET and other groups will participate in an industry coalition for the advancement of tax incentives for new energy-efficient construction and energy-efficient retrofits for both homes and commercial buildings, such as the Advanced Energy Tax Incentives Act, HOME STAR, and others.

#### 4 Administration of the Agreement

4.1 Each **organization** agrees to identify a contact person(s) to monitor and

assess implementation and application of the agreement within their **organization** and to address inquiries, disputes or questions arising from the implementation of the agreement.

4.2 Each **organization** agrees that this agreement is a dynamic and evolving instrument that may be amended with the consent of both **organizations**. The **organizations** agree to initiate periodic reviews of this agreement every year after 2011, and the operation of the agreement when such request is made by one of the **organizations**.

4.3 Each **organization** agrees to give written notice to the other of its intent to withdraw from this agreement at least ninety (90) days before the **organization** withdraws.

5. **Signature of Organizations**

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SIPA

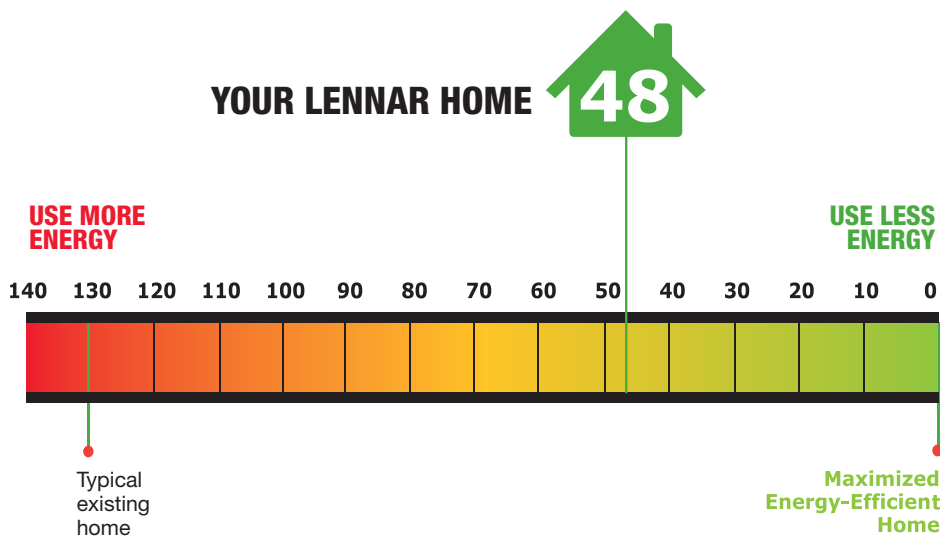
\_\_\_\_\_  
Date

\_\_\_\_\_  
RESNET

\_\_\_\_\_  
Date



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Community Name • Plan Name

# LENNAR®

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