



October 1, 2015

Vermont Green Real Estate Symposium to be Held October 29

The Vermont Green Home Alliance (VGHA) will host the state's first Green Real Estate Symposium on October 29 at Lake Morey Resort in Fairlee, VT. This event is designed for real estate professionals, home inspectors, appraisers, mortgage lenders and anyone interested in learning more about energy efficiency and renewable energy features for residential and commercial properties.

"Vermont has a strong reputation as an environmentally conscious state," said Isaac Chavez, CEO for Vermont Realtors®. "This symposium will focus on energy trends in the residential marketplace, building energy codes, new energy policies, energy performance and evaluation tools, and much more. Our goal is to help our industries work better with each other and with home owners on these important issues."

Symposium Overview

- Residential Green Evaluation Tools
- The Emerging High-Performance Home Market
- Vermont RBES/CBES and New Hampshire Energy Code
- Using Total Cost of Ownership in Finance and Sales
- What Will Fannie and Freddie Allow?
- Panel Discussion

"As energy is often the second highest cost of home ownership (other than the mortgage), we know that it is an important consideration for most households. With our trade association and business partners in the Vermont Green Home Alliance and our colleagues in NH, a system for voluntary sharing of third party verified energy information with real estate professionals and with sellers and buyers has been established," explained Jeff Gephart of Efficiency Vermont. "This Symposium is a great way to break out of the silos we've been operating in and to learn from nationally respected leaders and from each other how real estate professionals can use the energy information that's available now."

Registration for the symposium is \$100 and includes lunch. The symposium has been approved for 4 hours of continuing education for Realtors® and appraisers in Vermont and New Hampshire. The event will be held from 8am-5pm.

The Vermont Green Real Estate Symposium is presented by the Vermont Green Home Alliance in collaboration with the U.S. Department of Energy, Vermont Public Service Department, New Hampshire Office of Energy and Planning, New Hampshire electric and gas utilities and GDS Associates.

For more information, or to register, please visit www.vermontrealtors.com/greensymposium.

The Vermont Green Home Alliance is comprised of: Association of Vermont Credit Unions, Building for Social Responsibility, Efficiency Vermont, Energy Futures Group, Home Builders and Remodelers Association of Northern Vermont, Northern New England Real Estate Network, Passive House Alliance – Vermont Chapter, Vermont Association of Home Inspectors, Vermont Chapter of the Appraisal Institute, Vermont Energy Investment Corporation, Vermont Green Building Network, Vermont Housing Finance Agency, Vermont Realtors®, Vermont State Employees Credit Union.



Green Real Estate Symposium Sponsorship Opportunities!

The **Green Real Estate Symposium October 29, 2015** at the Lake Morey Resort in Fairlee, VT, is a first of its kind event bringing together real estate agents, appraisers, energy specialists, lenders, and underwriters from New Hampshire, Vermont, and beyond to learn how to serve the rapidly growing real estate market for residential and commercial high performance buildings (both new and upgraded existing buildings).

The Symposium is a project of the Vermont Green Home Alliance (VGHA) with support from Efficiency Vermont and the U.S. Department of Energy. VGHA is an alliance of trade associations and businesses dedicated to transforming the local real estate market so that sellers and buyers can identify and accurately value energy efficiency and green building benefits. The Vermont Realtors® is serving as the Symposium administrator. The VGHA is also collaborating in Vermont with the VT Public Service Department, and in New Hampshire with the NH Office of Energy and Planning, the NH electric and gas utilities, GDS Associates, and by the Northern New England Real Estate Network, the MLS operator for NH and VT.

The Green Real Estate Symposium offers appraisers and real estate agents state approved continuing education credits for most of the workshops and plenary sessions planned. VGHA and our partners believe that this Symposium should become an annual event, likely alternating between NH and VT. To ensure that outcome, presenters at this event have been selected who have highly distinguished themselves through their leadership in national and local efforts at real estate market transformation. Our presenters are also renowned as educators of real estate professionals.

Sponsors are being sought to help defray costs for the Symposium’s educational program. Opportunities include:

Sponsorship Level	Sponsorship Fee	Address Plenary Session		Logo in pre-Symposium Web Mktg	Logo in Symposium Materials	Plenary Sessions Rolling PowerPoint Logo & # slides	Table Top	Registration for # attendees
		Keynote	Panel Discussion					
Net Zero Energy (NZE)	\$4,000	X	X	X	X	8	X	4
Net Zero Ready (NZR)	\$2,000	X		X	X	4	X	2
Deep Energy Retrofit	\$500			X	X	2	X	1
Above Code	\$250					1	X	1

NZE includes addressing audience pre-Keynote & post-Panel (up to 5 minutes each), plus introduces Keynote

NZR includes addressing audience pre- Panel (up to 5 minutes), plus introduces Moderator & Panel

All levels: Rolling PowerPoint logo & # of slides in presentation are specific to individual sponsors

As real estate professionals, attendees at the Green Real Estate Symposium will become leaders positioned to better serve their clients as buildings transition from past performance norms to buildings that use far less energy while achieving a high standard of comfort and performance. Cost of ownership is more than principal, interest, taxes, and insurance. Attendees in October will understand that and will learn how to better recognize energy efficiency and the lack of it. They will be better able to counsel clients and know how and where to enlist help to their client’s benefit. These skills align them with your mission and we hope you will join us as a sponsor and ensure that Green Real Estate Symposium attendees understand your interest in this effort.

To become a sponsor please contact: Jeff at (800) 893-1997 or Helen at (802) 229-0513 ext. 4

Vermont Green Home Alliance

- Association of Vermont Credit Unions
- Building for Social Responsibility
- Efficiency Vermont
- Energy Futures Group
- Home Builders & Remodelers Association of Northern Vermont
- Northern New England Real Estate Network
- Passive House Alliance – Vermont Chapter
- Vermont Association of Professional Home Inspectors
- Vermont Chapter of the Appraisal Institute
- Vermont Energy Investment Corporation
- Vermont Green Building Network
- Vermont Housing Finance Agency
- Vermont Realtors
- VSECU – a credit union serving all Vermonters

Speakers (in order of appearance)

Liz Gamache is the Director of Efficiency Vermont. She also served as Manager of Corporate Services for Vermont Electric Cooperative. She was twice-elected to serve as Mayor of the City of St. Albans, VT.

Isaac Chavez is the Chief Executive Officer for Vermont Realtors®. Isaac also served as the CEO for the Las Cruces Association of Realtors® and as the association's Government and Public Affairs Director. He holds numerous NAR Designations, including the EcoBroker Designation.

Laura Stukel is a Realtor® with L.W. Reedy Real Estate in Elmhurst, IL. Laura is also authoring NAR's Green MLS Technical Implementation Guide, and is a consultant to Elevate Chicago.

Sandra Adomatis is a national speaker on the topic of Green and Energy Efficient House Values. She is the Author of Residential Green Valuation Tools and owner of Adomatis Appraisal Service of Punta Gorda, FL.

Bruce Bennett is a project manager with GDS Associates, specializing in residential energy efficiency. He is a RESNET-accredited and certified home energy rating provider.

Craig Foley is Chief of Energy Solutions for RE/MAX Leading Edge and Co-Founder of inCharge Energy. Craig serves as an Advisory Board member of the NAR Green Resource Council.

Kerry Langley is a Loan Originator for Primelending and has been a mortgage banker for more than 30 years. He focuses on new construction and renovation financing.

Chad Jacobson is the Director of Operations at the New England Real Estate Network. He was 2014 Realtor® of the Year for the Northwestern Vermont Board of Realtors® and for Vermont Realtors®.

Meg Willeke is the Director of Marketing and Communications for the New England Real Estate Network.

Liz Tewksbury is the Project Coordinator for the New England Real Estate Network.

Jeff Gephart is a Vermont Certified Advanced Energy Auditor. He is President and Co-Founder of Vermontwise Energy Services of Rochester, VT. Under contract to Efficiency Vermont, he is responsible for many of the implementation services performed within Efficiency Vermont's Residential New Construction Service.



2015 GREEN
Real Estate Symposium



Appraising, Selling &
Financing Buildings
with Energy Efficient
& Renewable Energy
Features

October 29, 2015
Lake Morey Resort
Fairlee, VT

Presented by
Vermont Green Home Alliance

GREEN SYMPOSIUM AGENDA

8am	Registration & Breakfast	12:30pm	Lunch
9am	Welcome	Lakeside Dining Room	Isaac Chavez Chad Jacobson
Terrace Ballroom	Liz Gamache Isaac Chavez	1:30pm	Breakout Workshops
	Keynote Laura Stukel <i>Getting to the Heart of the Transaction - For Today's Consumer</i>	Terrace Ballroom	What Will Fannie & Freddie Allow? Sandra Adomatis
10am	Break	Lakeside West	New Hampshire Energy Code Bruce Bennett
10:30am	Breakout Workshops	Lakeside East	Realty's New Reality Craig Foley
Terrace Ballroom	Residential Green Evaluation Tools Sandra Adomatis	Morey Room	Using Total Cost of Ownership (TCO) in Mortgage Sales Kerry Langley
Lakeside West	Vermont Energy Code Bruce Bennett	3:30pm	Break
Morey Room	Realty's New Reality Craig Foley	4pm	NEREN MLS Green Fields & Other Features Involving High Performance Homes Meg Willeke & Liz Tewksbury
Waterlot	Using Total Cost of Ownership (TCO) in Mortgage Sales Kerry Langley	4:15pm	Closing Panel Moderator: Jeff Gephart Panelists: Sandra Adomatis, Craig Foley, Kerry Langley, Laura Stukel & Meg Willeke
		Terrace Ballroom	Adjourn
		5:15pm	