

Annual Impact Report



**Building
Performance
Institute**

2024
EDITION



VISION

All homes are comfortable, healthy, safe, durable, and energy efficient.

MISSION

BPI provides quality standards and credentials for evaluating and upgrading the performance of homes.

INTRODUCTION

The Building Performance Institute is proud to share our 2024 Annual Impact Report—a reflection of the progress, partnerships, and purpose that defined the past year. As demand continues to rise for energy-efficient and high-performing homes, BPI remains committed to developing the standards and credentials that support a skilled, trusted workforce. From improving home comfort and safety to supporting cost-effective energy upgrades, the home performance industry is playing a vital role in strengthening communities and expanding career opportunities across the country.

This report highlights the achievements of the past year, including growth in certifications and certificates of knowledge, expanded technical leadership, key collaborations, and ongoing support for contractors, training providers, and programs across the country. It also recognizes the many individuals and organizations who contribute to our work—volunteers, test centers, proctors, and partners—whose efforts ensure quality, consistency, and impact.

Together, we are helping make homes across America healthier, safer, more comfortable, and more energy efficient. Thank you for being part of this important work.



MESSAGES FROM LEADERSHIP



Amanda Hatherly
Chief Executive Officer

This past year marked an important transition for BPI, as longtime CEO Larry Zarker retired after 16 years of dedicated service. I stepped into the role with deep respect for Larry's legacy and a strong commitment to building on BPI's foundation of quality, integrity, and impact.

We saw significant growth in both certifications and certificates of knowledge, a reflection of the industry's increasing need for qualified professionals in home performance, electrification, and weatherization. To support this momentum, we welcomed four new members to the technical team: Kevin Powell as Technical Director, Daniela Freeman as Manager of Standards and Bland Newman and Jonathan (Casey) Smith as Technical Relations Representatives. Their expertise is already helping BPI strengthen and expand its technical leadership.

I'm deeply grateful to the BPI Board of Directors for their guidance through this period of change, and to our staff, partners, and credential holders who continue to advance our shared mission. Together, we are helping shape the future of healthy, energy-efficient housing—one credential, one standard, and one home at a time.



Keith Kinch
Board Chair

Looking ahead, I am confident that we are well-positioned for continued success. We have a strong leadership team, a talented and dedicated workforce, and a clear strategic plan that is focused on delivering long-term value to our stakeholders. The Board will continue to support management in executing our strategic plan, providing guidance and oversight, while ensuring that we remain agile and responsive to the changing needs of our customers and the marketplace.

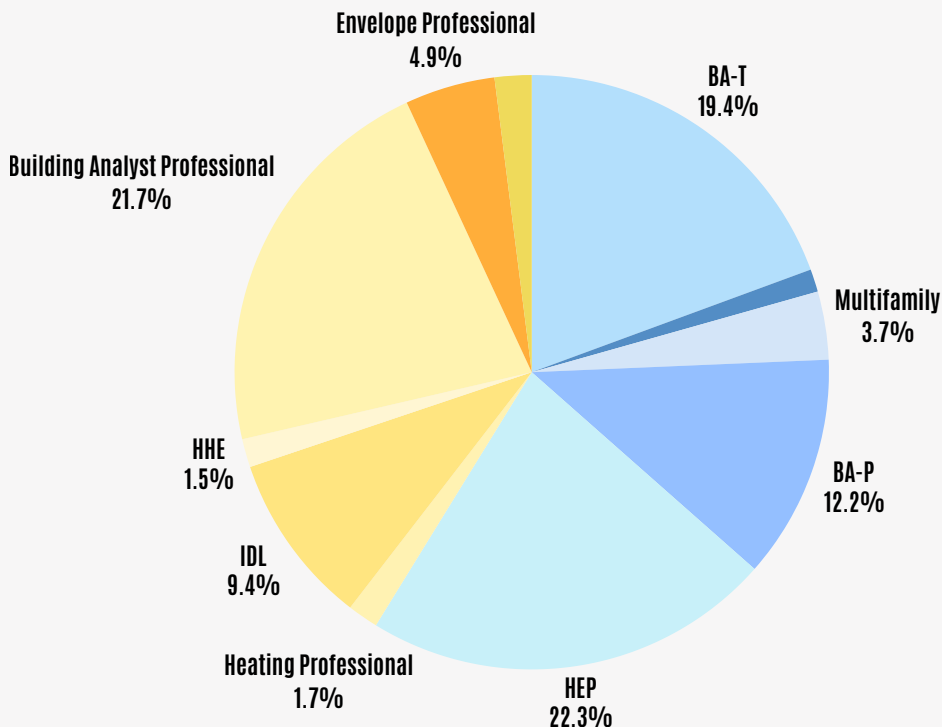
To our funders, sponsors, partners, and project teams – I want to express my deepest gratitude for your unwavering investment and your steadfast commitment to BPI. Your support has been instrumental in our success, and we are proud to have you as our partners. We look forward to continuing to work together to achieve our shared goals and to make a positive impact on the world.

OUR CERTIFICATIONS

Certifications are the backbone of a qualified, trusted home performance workforce. They validate the knowledge, skills, and commitment professionals bring to making homes safer, healthier, and more energy efficient. BPI certifications are widely recognized as a mark of quality—giving homeowners, contractors, and program administrators confidence in the work being done. In 2024 alone, 6,441 certifications were earned, bringing the total number of active BPI Certifications to 18,144. This growing community reflects the industry's dedication to excellence and the vital role certification plays in building a stronger, more resilient workforce.

Find out more information [about our certifications here.](#)

TOTAL ACTIVE CERTIFICATIONS: 18,144



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As a contractor in any industry, customer-trusted and verifiable training and certification is invaluable to creating strong and trusting relationships with clients. BPI certifications are the gold standard in home performance such that any non-BPI certified company or individual in our industry stands out for its lack.

Katie Consales

CMC Energy



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BPI credentials are highly sought after. They are required to participate as contractors in numerous utility, municipal, state, and federal weatherization programs. Employing BPI-certified individuals has led our organization to experience an increase in revenue and demonstrates our professionalism to customers.

Brynn C. Cooksey Sr.

Founder of HVAC U

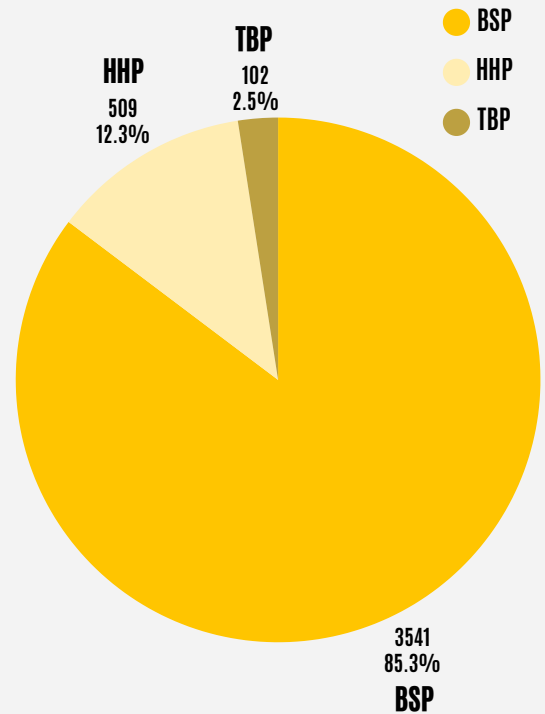
OUR CERTIFICATES

BPI Certificates of Knowledge serve as important stepping stones into the home performance industry. They provide individuals with a strong foundation in essential concepts—helping new entrants, career changers, and existing workers build the skills and confidence needed to grow their careers. Certificates demonstrate a commitment to learning and quality early in a professional’s journey, making them valuable tools for employers, educators, and workforce programs alike.

By offering accessible, targeted knowledge pathways, BPI Certificates are helping to expand the talent pipeline and prepare the next generation of workers to meet the demands of an evolving industry.

In 2024 BPI issued 4,152 Certificate of Knowledge to successful candidates. This included the Building Science Principles, Healthy Housing Principles and the new Total Building Performance Certificate.

2024 CERTIFICATE PROGRAMS



At Energy Circle, earning the Building Science Principles certificate is a *requirement* for every new employee. It’s a fast, effective way to ground our team in building science and home performance—and it shows. When we tell prospective clients that every staff member holds a BSP certificate, it immediately sets us apart. It’s a clear sign of our commitment to industry expertise and the success of high-performance contractors.

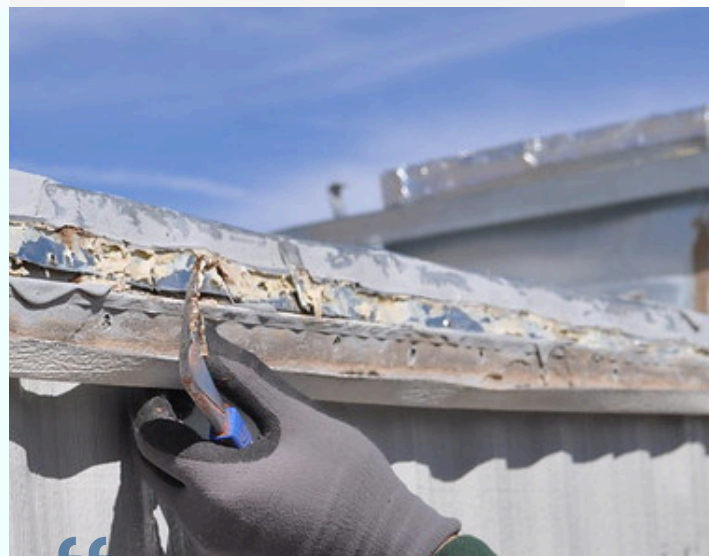
Peter Troast
Energy Circle

New in 2024:

TOTAL BUILDING PERFORMANCE CERTIFICATE OF KNOWLEDGE

Launched in 2024, the Total Building Performance Certificate of Knowledge was developed through a collaboration between Northeast Energy Efficiency Partnerships (NEEP), Energy Futures Group (EFG), Building Performance Institute (BPI), and the Building Performance Association (BPA). This new certificate validates a professional’s ability to plan and design deep energy retrofit projects—covering the full scope of residential project management from initial work scope development through design, verification, and final reporting.

Find out more information [about our Certificates here](#).



I would highly recommend this certificate to anyone looking to expand their knowledge of building performance. It provides valuable insights into whole-building efficiency, enhances professional credibility, and opens new opportunities for career growth and trust-building.

Brenda Flores
Snug Home

TEST CENTERS & PROCTORS

BPI's network of Test Centers and Proctors plays a vital role in upholding quality and professionalism in the home performance industry. These dedicated partners are on the front lines of workforce development—ensuring that every candidate is tested fairly, consistently, and to the highest standards. Whether in person or online, proctors create a supportive testing environment that reflects the rigor and reliability of BPI credentials. We closed out 2024 with 111 active Test Centers and 297 approved Proctors across the country—a strong, growing foundation for expanding access to certification and helping more individuals enter and advance in this critical field.

BPI's network of Test Centers are located around the country and operate as independent businesses. These local partners are essential in making credentialing accessible nationwide.

BPI Test Centers uphold values of consistency, fairness, and impartiality in training and testing to ensure a qualified home performance workforce. Their work helps maintain the integrity of our certifications and strengthens the pipeline of skilled professionals improving the health, safety, and energy efficiency of homes across the country.

Find out more information [about our Test Centers here](#).



Being a BPI test center is essential for helping personnel achieve the high standard of professionalism our industry requires and that they deserve.

Aaron Mugas

Montana Weatherization Training Center



NYSWDA and BPI share a close, collaborative partnership rooted in a common mission: to ensure the successful certification of candidates through curriculum aligned with BPI standards. As an active BPI Test Center, NYSWDA is committed to educating students in energy-efficient work practices while emphasizing the critical importance of health and safety. Our goal is to equip professionals not only with technical proficiency but also with the knowledge to protect and enhance the well-being of the clients they serve.

Andy Stone, Executive Director

New York State Weatherization Directors Association

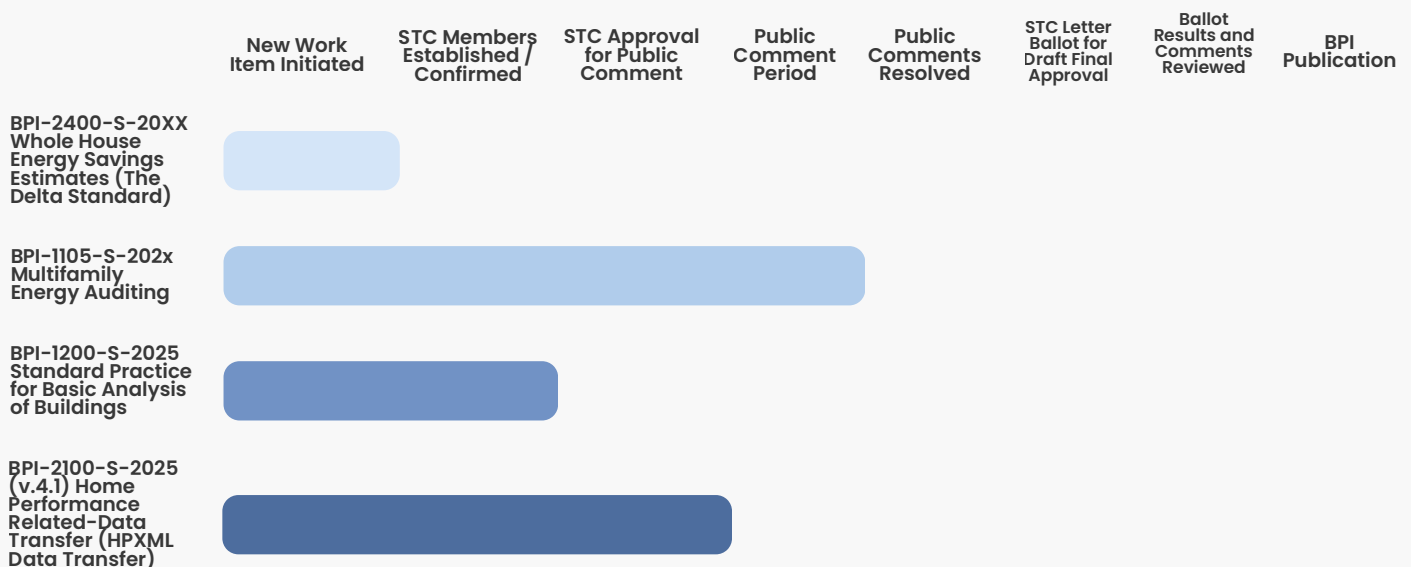
STANDARDS DEVELOPMENT & REVIEW

BPI standards are the foundation of quality, consistency, and trust in the home performance industry. We develop standards through a rigorous, transparent process that ensures they reflect real-world practices, evolving technologies, and the needs of professionals and homeowners alike. As an ANSI-accredited Standards Development Organization, BPI follows the American National Standards Institute's consensus-based process—convening a balance of diverse stakeholders, including contractors, building scientists, utilities, and government agencies. This inclusive approach ensures our standards are technically sound, impartial, and widely respected.

ANSI-approved standards give programs, jurisdictions, and professionals a clear framework for quality work. They also support training, certification, and workforce development by defining what “good” looks like in practice. By advancing nationally recognized standards, BPI helps raise the bar for performance across the country—supporting healthier homes, lower energy costs, and a more resilient industry.

For more information about our standards, [click here](#).

2024 STANDARDS DEVELOPMENT PROGRESS



SUBJECT MATTER EXPERTS & STANDARDS TECHNICAL COMMITTEE MEMBERS

BPI extends our deepest thanks to the dedicated professionals who volunteer their time and expertise on our standards technical committees and as subject matter experts. These individuals bring invaluable insight from the field—shaping standards, credentials, and tools that reflect the real-world needs of the home performance industry.

Your contributions ensure our work remains grounded, technically sound, and relevant. Whether reviewing draft documents, providing feedback, or participating in working groups, your input helps elevate the quality of work being performed in homes across the country. We're proud to work alongside such a passionate and skilled community of practitioners, educators, researchers, and advocates. Your commitment to the industry's growth and integrity is what makes BPI's mission possible.

If you would like to apply to become a committee member or SME, please reach out to standards@bpi.org.

GOLDSTAR CONTRACTORS

Our 303 GoldStar Contractors represent a commitment to quality, accountability, and continuous improvement in the home performance industry. Participation in the program offers valuable benefits, including access to technical resources, marketing support, and recognition that sets contractors apart in a competitive market. Most importantly, it signals to homeowners and program partners that the contractor is committed to doing the job right—the first time, every time. We're proud to support this growing network of trusted professionals.

Find out more information about [becoming a Gold Star Contractor here](#).



Participating in the BPI GoldStar contractor program has provided us access to utility incentives in our region. Additionally, having trained employees in basic building science through BPI, we have satisfied customers with lower energy bills and improved comfort. The access to BPI webinars has helped me run my business more efficiently.

Jerritt Gluck
Founder & CEO



SPECIAL PROJECTS

Recruitment Toolkit for ENERGY EFFICIENCY & HVAC CAREERS

In 2024, BPI partnered with the U.S. Partnership for Education for Sustainable Development to develop a comprehensive recruitment toolkit, Recruiting Employees and Students for Residential Building Energy Efficiency & HVAC Heat Pumps. Funded by the U.S. Department of Energy through the Pacific Northwest National Laboratory (PNNL), this resource was created to address the growing workforce gap in the residential energy efficiency and HVAC sectors.

The toolkit is designed for employers, career advisors, educators, manufacturers, and contractors to support recruitment efforts for new and transitioning workers. It provides customizable outreach materials, tactical strategies, and messaging tips to attract students, career changers, and existing workers into high-demand roles such as HVAC technicians, home performance professionals, and heat pump installers. With robust federal incentives boosting demand, this toolkit equips stakeholders with the tools needed to build a strong, future-ready workforce.

Click [here to access](#) the toolkit.

IREC Green WORKFORCE CONNECT

In 2024 BPI staff continued working with the Interstate Renewable Energy Council (IREC) and other organizations in support of Green Workforce Connect. By the end of 2024, Green Workforce Connect expanded nationwide and connected users with 127 local weatherization agencies across nine states, with intentions to increase its reach throughout 2025 and into the future.

The Green Workforce Connect Tool brings visibility to the career and contracting opportunities in the Weatherization Assistance Program, connecting job seekers and contractors with prospects in their local communities.

BPI participated in webinars and provided marketing support to grow awareness of the tool, its ease of use, and its many resources, some of which include connecting to employers who are hiring, finding training and apprenticeship programs, getting career tips, access to success stories, and the ability to explore building careers in home performance.

Find more information about [Green Workforce Connect here](#).

FUTURE OUTLOOK

As the home performance and electrification industries continue to evolve, BPI remains committed to supporting a high-quality, well-prepared workforce. In the coming year, we will expand our suite of Certificates of Knowledge to meet emerging needs—offering accessible, foundational credentials that help new and existing workers grow their skills and confidence. We'll also continue to strengthen our collaborations with key partners, including utilities, training providers, state energy offices, manufacturers, and national organizations. These partnerships are essential to driving innovation, aligning standards with real-world practices, and ensuring the workforce keeps pace with rapid industry change.

We are grateful to the many stakeholders who contribute their time, expertise, and support to this shared mission. Whether you are a Board member, test center, proctor, contractor, educator, or program administrator, your work helps us build a stronger future for homes, families, and communities. Together, we're shaping a workforce that's ready for what's next.

A Dedication to **LARRY ZARKER**



BPI extends our deepest gratitude to Larry Zarker, who retired in 2024 after 16 years of outstanding leadership as CEO. Under Larry's guidance, BPI grew into a nationally recognized leader in building science standards and workforce credentialing. His commitment to quality, fairness, and the advancement of the home performance industry helped shape not only BPI's trajectory, but the careers of thousands of professionals across the country. Larry's vision and dedication leave a lasting legacy that continues to inspire our work today. We thank him for his years of service, leadership, and tireless advocacy for better, healthier homes for all.