



Thank you for taking the time to complete EcoFutures' Needs Questionnaire. This is the first step to retrofitting your home for high-performance and aesthetics as easily and enjoyably as possible.

Please complete every section of the questionnaire to the best of your knowledge. Please also ensure all decision-makers participate in this process. Experience has shown us that a completed questionnaire will save you significant time and headaches down the road, as we are able to better serve your needs.

Our goal in asking you to answer these key questions is to understand your wants, needs, abilities and motivations so we can be sure to guarantee you the best possible process from the very first meeting with you.

So take your time and have fun telling us about your dream retrofitted home!

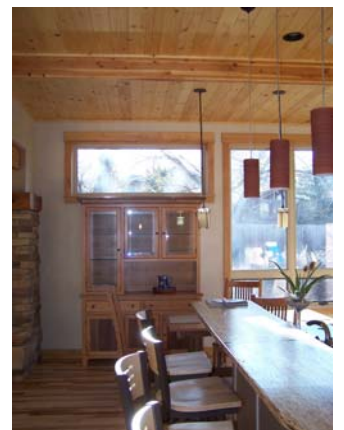
Thanks for your consideration,

A handwritten signature in black ink, appearing to read "K.K.", followed by a long horizontal line.

Kim Knickerbocker, Client Services
EcoFutures, Inc.

A handwritten signature in black ink, appearing to read "Eric L. Doub".

Eric L. Doub, President & CEO
EcoFutures, Inc.



**Needs Questionnaire
High-Performance Retrofit**



CONTACT INFORMATION

Decision Maker 1

Decision Maker 2

First Name _____
Last Name _____
Work Phone _____
Cell Phone _____
Email _____

First Name _____
Last Name _____
Work Phone _____
Cell Phone _____
Email _____

Current Address

Address _____
City _____ State _____ Zip Code _____
Home Phone _____ Home Fax _____

Please tell us how you first heard about Ecofutures.

- Personal contact (friend, family, neighbor)
- Professional contact (colleague, service provider)
- Past/Current Client of Ecofutures
- Home Tour
- Website
- Presentation
- News Story
- Advertisement
- E-Newsletter
- Social Networking (Twitter, Facebook, etc.)
- Blog
- Other _____

BASIC PROJECT INFORMATION

Project Address (if different than current):

Address _____
City _____ State _____ Zip Code _____

Briefly tell us about your project goals & needs:

What is the current size of your home? _____ Square Feet (SF)

Do you want to add on to your home?

- Yes
- No



Needs Questionnaire

High-Performance Retrofit

If yes, how much square footage do you want to add? _____ SF

Please explain the features or rooms you'd like to add: _____

How long have you owned your home? _____

Who is the realtor that helped you purchase the home? _____

How would you rate the overall condition of your home?

- Poor
- Fair
- Good
- Excellent
- Not Sure

Please briefly explain your rating: _____

Will your retrofit feature renewable energy technologies?

- Yes
- No
- Not Sure

If yes, please indicate which renewable energy technologies you plan to integrate?

- Solar Electric (Photovoltaic)
- Solar Thermal
- Geothermal
- Passive Solar
- Other: _____

Will your retrofit feature advanced comfort systems?

- Yes
- No
- Not Sure

If yes, briefly describe the systems you want: _____

Will your retrofit feature green and healthy materials?

- Yes
- No
- Not Sure

If yes, briefly describe the materials you want: _____



Have you had an energy audit performed on your home within the last 2 years?

- Yes*
- No

*If yes, please attach a copy of the audit report with your returned questionnaire.

Please list any other questions or overriding concerns that you would like Ecofutures to address at this point in the process.

NEEDS & PRIORITIES

What are your three absolute must-haves in your retrofit?

- 1. _____
- 2. _____
- 3. _____

What style (architectural/design) of retrofit did you have in mind? Why?

Why are the must-haves and style of the retrofit important to you?

BUDGET CONSIDERATIONS

What is your estimated budget range? \$ _____ to \$ _____

How did you decide on your budget range?



Do you have a price per square foot cost expectation? If yes, what is it? How did you determine this number? _____

Would you be willing to go above your estimated budget to achieve your ideal home, if necessary?

- Yes
- No
- Maybe

How will you be financing the design and construction of your retrofit?

- Cash or liquidated assets
- Construction loan
- Financial assistance from another individual
- Other

If financing, have you met with a lender and been pre-approved for a loan?

- Yes
- Not yet
- In process

TIMING CONSIDERATIONS

How long have you been considering retrofitting your home? _____

Have you selected a designer/architect to complete plans for your retrofit?

- Yes
- Not yet
- We don't plan to use a designer/architect

If yes, please list the name of your architect or design firm. _____

Do you already have 100% completed design plans with your designer/architect?

- Yes
- No

Do you plan to have your builder participate in the design process OR review 100% complete plans to ensure the retrofit can be built for high-performance?

- Yes
- No
- Not sure

What other steps have you already taken in the design process? _____



How soon would you like to begin construction? _____

How soon would you like construction to be completed? _____

Why is this timeframe important? _____

How would your plans be affected if your retrofit was completed earlier or later? _____

EXPECTATIONS

Please rank, in order, the factors most important to you in selecting a builder.

1 = Most Important 10 = Least Important

- | | |
|------------------------------|---|
| ____ Reputation & Experience | ____ Energy Efficiency & Carbon Reduction |
| ____ Quality & Durability | ____ Indoor Environmental Quality |
| ____ Comfort | ____ Aesthetics |
| ____ Value | ____ Ability to Stay On Budget |
| ____ Honesty & Candor | ____ Ability to Stay On Schedule |

Do you have experience working with a builder to remodel or build a home?

- Yes
- No

If yes, please list the name of the builder. _____

If you've had any bad experiences with a builder in the past, briefly describe the issues and how you would change things for a better outcome. _____

Are you interviewing other builders? If yes, whom? _____

If you have interviewed other builders, what have you liked or disliked about them? _____

How will you know that a builder is the right fit for your project? _____



Needs Questionnaire High-Performance Retrofit

If you found the right builder today, what would you do? _____

THANK YOU!

Please return this questionnaire to Ecofutures in one of the following ways:

- Mail to:
Attn: Kim Knickerbocker
Ecofutures, Inc.
1025 Rosewood Avenue
Suite 204
Boulder, Colorado 80304
 - Scan and email to: kimk@ecofuturesbuilding.com
 - Fax to: (303) 415-9332
- *Remember to include a copy of your energy audit report, if applicable.***