



**WHPA Existing Buildings Energy Efficiency (EBEE) Action Plan Committee
Exploratory Working Group (EWG) Teleconference Summary Minutes
Thursday, March 3, 2016 (Scheduled for 9:00 – 10:00am PST)**

Call to Order

WHPA Staff (Wendy Worrell) called the meeting to order at 9:00 am PST.

Roll Call

The following 15 participants attended the meeting.

P = Present at meeting A = Absent from meeting; if proxy has been assigned it will be noted below. The EWG is the voting panel of the Existing Buildings Energy Efficiency Action Planning Committee.				
CEC Advisors				
CEC (California Energy Commission)	David	Ismailyan+	Government (Other than CPUC)	P
CEC (California Energy Commission)	Tom	Trimberger+	Government (Other than CPUC)	P
Exploratory Working Group Members (Voting)				
Butte County** (Voting Rights Upon WHPA Registration and EC Approval)	Nancy	Springer+	Government (Other than CPUC)	P (Last 23 min)
CalCERTS, Inc.	Susan	Davison	Certifying Body	P
CalCERTS, Inc.	Barbara	Hernesman	Certifying Body	P Co-Chair
Charles Segerstrom Consultant	Charles	Segerstrom	Industry Consultants	P
County of Sonoma – PACE	Liz	Yager	Government (Other than CPUC)	P
Honeywell ECC	Daniel	Jones	Controls (Manufacturer or Distributor)	P
Indio Cooling & Heating Supply	Tim	Mann	Distributor	P
Joule Assets	Dennis J	Quinn	Other Stakeholder	P (last 43 min)
PG&E (Pacific Gas and Electric Company)	Jeanne	Duvall	California IOU	P (Co-Chair)
Tre'Laine Associates	Pepper	Hunziker	Energy Efficiency Program Consultant	P
Valley Contractors Exchange	Kate	Leyden	Contractor Association	P
WHPA Staff				
CEES-Advisors	Carlos	Santamaria	Energy Efficiency Program Consultant	P
InfoPlast	Wendy	Worrell	Other Stakeholder	P (Host/Scribe)

** Organization is Not a Member of the WHPA; + Individual is NOT Registered with the WHPA; ^(P) after last name = Member/Registrant is Pending Approval from the WHPA Executive Committee

WHPA Staff announced Co-Chair recruitment of the following new EWG members:

1. Bob Helbing, President, Air-Tro
2. Tim Mann, Owner, Indio Cooling & Heating Supply
3. Nancy Springer, Building Division Manager, Butte County
4. Kate Leyden, Executive Director, Valley Contractors Exchange
5. Mike Schell, VP Marketing & Business Development, AirTest Technologies, Inc.

ACTION: WHPA Staff to remove Tara Becnel (SCE) from the active EWG roster due her changed role within SCE and pending maternity leave.

ACTION: WHPA Staff to send the updated EWG roster contact list to the EWG members.

Kate Leyden (Valley Contractors Exchange) provided a brief background. She is with the Builders Exchange Network in the Northwest area. They have been around over 100 years and are an association of commercial contractors. It is neutral ground for union and merit shop groups. They are known for hosting plans, but also provide training on how to bid work and focus on codes. They have been busy in the last 10 years. Kate joined WHPA a few years ago since it takes a village to “do this stuff and implement it” to get to a level playing field and achieve energy efficiency goals.

Tim Mann (Indio Cooling & Heating Supply) provided a brief background. His current employer is a small wholesaler/distributor of a variety of renewable products. He does some geothermal and some hybrid work with the State to make some energy efficiency progress, including pro generation and microgrid work. Tim looks forward to contributing knowledge toward existing building energy efficiency possibilities.

AGENDA

WHPA Staff email distributed the following agenda to the EWG roster prior to the meeting.



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- 1) **Roll Call** – WHPA Staff (5 min)
- 2) **Co-Chairs’ Opening Comments** – Chairs (5 min)
- 3) **Work Product II Worksheet Comments** – Chairs (35 min)
- 4) **Next Steps: 1.5.3** – Chairs (10 min)
- 5) **Wrap up and Adjournment** – WHPA Staff - (5 min)
 - a) Next Meeting Dates (from 9am – 10am Pacific Time):
 - i) March 17, 2016 (EBEE Committee)
 - ii) April 7, 2016 (EWG Only)
 - b) Recurring Future Meetings (from 9am – 10am Pacific Time)
 - i) 1st Thursday of Each Month (EWG Only)
 - ii) 3rd Thursday of Each Month (EBEE Committee)
 - c) Adjournment by 10:00am PST

Co-Chair’s Opening Comments

The meeting will focus on continued work on development of Work Product II: Pathways to Implementation.

Co-Chair Jeanne Duvall reported that Tara Becnel (SCE) was moved to another group within SCE so she will no longer be able to act as part of the EWG. A new replacement Co-Chair for Jeanne Duvall is still being sought. Jeanne will remain as Co-Chair in the interim while also serving as WHPA Executive Committee Co-Chair.

Work Product II Worksheet Comments

The Co-Chairs confirmed that the meeting attendees had received and reviewed the following attachments:

1. March 3, 2016 Agenda
2. WHPA EBEE-EWG Work Product II Draft Worksheet 2-23-16

Co-Chair Barbara Hernesman (CalCERTS) asked “seasoned” EWG members to look from left to right on the WP11-2016 tab to ensure the chart formatting is what it should be.

Sub-Strategy 1.4 and the “Increase of Market Participation” column were discussed.

- Liz Yager (County of Sonoma) noted that her comments are from the customer point of view and that of being the property owner. She requested industry input if different information is needed. Liz interpreted the Strategy as being focus on the want for increased energy efficiency participation which has been a continued struggle. She also sees the contractor focus where contractors sit down with accountants to make the financial case.
- Susan Davison (CalCERTS) commented that she likes the focus on “who is this for”, particularly clarification of the market actors as was previously defined. For Sub-Strategy 1.4.1, the client would be the resident. For Sub-Strategy 1.4.2 the client would be an office building or nonRes. The column could specify multiple focuses. If this is the focus, what are the barriers? She indicated that this work product needs to be developed from the view of work done on the WP#1 tab in thinking of what are we doing and where are we going. The Goal on the left shows what we are trying to do. We need to stay focused on the goal.
- Liz Yager (County of Sonoma) noted a focus on installers and marketing tools for them to use as market actors for “Increase of Market Participation” for Sub-Strategy 1.4.
- Pepper Hunziker (Tre’Laine) commented that she liked inclusion of the market actors. She suggested detailing both who the audience is and who is responsible for the action item, in addition to adding columns for “Barriers” and for “Dependency”.
- **ACTION:** The Co-Chairs and WHPA Staff to determine how to best to integrate information from the gaps and barriers identified in WPI into the existing WP11 – 2016 structure.
- The Co-Chairs agreed that the “Increase of Market Participation” column will identify “who” and suggested that the focused population who will be affected by that would be the next column.
- Charles Segerstrom (Consultant) reminded of the need to drill down to the market actor being transformed so the focus on res vs nonRes is not missed.



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- **ADD:** New columns for “Market Actor” and for “Market Sector” where “R = Residential” and “NR = Nonresidential”.

There were comments on the informing guidance for the development of Work Product II.

- The Co-Chairs are meeting with CEC staff March 4, 2016 to further define the CEC preferred Strategies for focus so the Co-Chairs can bring feedback to the EWG for further review.
- WHPA Staff reported that the WHPA Executive Committee will decide overarching 2016 SMART Goals on March 9, 2015 and that those Goals will need to be reviewed for how they factor into the work product as well.

A Row 4 Example was presented and discussed.

- Liz Yager (County of Sonoma) provided suggested examples for Row 4 content:
 - “Increase of Market Participation” column: Need retrofit installers working in partnership with Raters for full service to building owners or building managers.
 - “Measurable EE Market Transformation” column: Conversion of ratings to actual projects.
 - “Cost Effectiveness and Affordability” column: Tools for return on investment of actual rating conversion to a project.
 - “Compliance Alignment Incentive Financing” column: There are no permits required for rating so there would be no compliance alignment. There may be incentives.
 - “Pathway to Implementation” column:
 - Leverage IOU and State Programs for rating marketing.
 - Installer training of the value of rating.
 - Local ordinance examples.
 - “Private and Public Partnership Opportunity” column: Introduction of required transition points for rating, such as transfer of ownership of property.
 - “Industry Collective Resources” column: Rating storage databases
- Liz Yager (County of Sonoma) questioned if the focus is on the cost effectiveness of the Strategy or the work completed in terms of energy efficiency.
- Co-Chair Barbara Hernesman (CalCERTS) understood it as being in terms of energy efficiency. Example: For an incentive in local government, contractors provide feedback when it is not working. Barbara asked if it is cost effective for the client to do that?
- Liz Yager (County of Sonoma) replied that it would be the cost effectiveness of the deliverable yielding the rating.
- WHPA Staff Subject Matter Expert Carlos Santamaria commented on the need to standardize to a commercial asset rating approach versus EnergyStar. The key questions are asking if it can take off and at what cost. He noted that the Department of Energy (DOE) has a number of resources for the approach without reinventing the wheel. He suggested that the Better Building Alliance Group would have information for integration into the Pathways.

ADD: An “Informing Documents” column should be added as historical reference to capture case studies, WHPA work products, etc. This is separate from the “Industry Collective Resources” column.

ADD: A column for “WPI” that has checks or no checks to clarify if the information was already reviewed in WPI should be added.

The “Private and Public Partnership Opportunity” column was discussed.

- Tim Mann (Indo H&C Supply) asked if the private and public partnership opportunity included investors.
- Co-Chair Barbara Hernesman (CalCERTS) answered that when thinking of the pathways to implementation, the hope is to let the CEC think the bucket of information could be useful to them. If we know there is a bucket of folks that would make an implementation happen, then indicate it, such as PACE, HERO, etc.



**WHPA Existing Buildings Energy Efficiency (EBEE) Action Plan Committee
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There was discussion about the potential need for a “Funding Opportunity” column.

- Pepper Hunziker (Tre’Laine) asked if there should be a separate column detailing potential funding streams to support the effort.
- Co-Chair Barbara Hernesman (CalCERTS) believed there was a need. She commented that if there are five (5) pools of funding and a piece is taken for whatever is suggested for the pathway for implementation for a Strategy, it makes sense to let the CEC know what already exists so it can be a collective effort.
- WHPA Staff Subject Matter Expert Carlos Santamaria suggested naming a column: “Funding Opportunity”.
- Pepper Hunziker (Tre’Laine) suggested including programs that are already working with funding programs.
- Tim Mann (Indo H&C Supply) noted that if an apartment complex or commercial building has the ultimate goal of energy efficiency, hopefully the owner would encourage the people in the complex or building to participate for incentives. Tim believes funding is there.
- **ADD:** Separate column for “Funding Opportunities”.

There was discussion about cross cutting focuses.

- Pepper Hunziker (Tre’Laine) asked if it was relevant to plug in cross cutting focuses, while acknowledging that it would result in a very large spreadsheet. She noted that a contractor, for example, might want to know all the programs they can interact with to potentiate energy savings to see how they work together.
- Co-Chair Barbara Hernesman (CalCERTS) suggested that information could be included in the “Industry Collective Resources” column. She also noted that it will be more focused once the list of Strategies “to tackle” is finalized so that it can be pared down to an achievable task. The prioritization process is still in process so the column headings may change based on the Strategies selected.
- Pepper Hunziker (Tre’Laine) noted she liked the exercise being done.
- Tom Trimberger (CEC) noted that the CEC is interested in continuing collaboration to see how they can look at the whole universe and then work down to more manageable tasks.
- Tim Mann (Indio C&H Supply) noted that melding technologies together (like HVAC and microgrid, for example) would be ideal for the greater good.

ACTION: EWG members to send their suggestions to WHPA Staff.

The Co-Chairs reminded that the work product focus is to steer the pathway to implementation.

The “Measurable EE Market Transformation” column was discussed.

- Pepper Hunziker (Tre’Laine) asked if “Measurable EE Market Transformation” is something that is measured by metrics.
- Co-Chair Jeanne Duvall (PG&E) felt it would look different for each Strategy noting that these are recommendations to the CEC’s Existing Buildings Energy Efficiency Action Plan (EBEE-AP). The list of columns was put together to try to get as much needed information as possible. She indicated that it may be determined that a specific Strategy needs an additional column as “we go along”. Sometimes measurement will be quantitative and sometimes qualitative.
- Co-Chair Jeanne Duvall (PG&E) agreed with Pepper Hunziker’s (Tre’Laine) suggestion to include the suggested measures from existing work. Jeanne added the importance of also including work done from other Committees.
- Co-Chair Barbara Hernesman (CalCERTS) noted known IOU Program information should also be included.
- Pepper Hunziker (Tre’Laine) suggested separating “Market Transformation” and “Energy Efficiency” into two columns.
- WHPA Staff Subject Matter Expert Carlos Santamaria noted that separating for that would be more granular with lots of categories and would be quite involved.
- Pepper Hunziker (Tre’Laine) noted that market transformation from the IOU’s perspective would be (LISTEN)
- **GUIDANCE:** Overall guidance was to look through the detail lens and then provide notation for the perspective lens.



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- **CHANGE:** Column the “Measurable EE Market Transformation” column heading to “Measurable EE and Market Transformation”.

The “Compliance Alignment Incentive Financing” column was discussed.

- Susan Davison (CalCERTS) requested that the “Compliance Alignment Incentive Financing” column remove the word “Incentive” so the focus is not perceived as only on rebates.
- Pepper Hunziker (Tre’Laine) suggested putting a separate column for “Incentives/Rebates” since that is a focus for the IOUs.
- Susan Davison (CalCERTS) noted that the comments should clarify in parenthesis what market segment or market actor is being discussed in the comment.
- Co-Chair Jeanne Duvall (PG&E) suggested that the IOU’s did not “need to be called out” specifically since it is a California plan. For example, if Sub-Strategy 1.4 is a permit issue, how does the permitting issue work if they aren’t compliant? She confirmed that the wording is important but cautioned calling out a particular group.
- Pepper Hunziker (Tre’Laine) agreed that it goes back to identifying the market actor and activities.
- **POST MEETING DIRECTION** from Susan Davison (CalCERTS) per Co-Chair Barbara Hernesman (CalCERTS): The “Compliance Alignment Incentive Financing” column should be updated to read “Compliance Alignment and Incentive Financing”.

The Co-Chairs reminded that the idea is for each EWG participant to bring their perspective with the focus on the industry overall from the HVAC lens.

GUIDANCE: The Co-Chairs reported that work product development needs to always include the thought of how this will affect the HVAC market and all who “play” in that market for HVAC energy savings. In the end, to ensure work development is kept “on the real issues”, it is important to remember that the Work Product will go to the WHPA Executive Committee who will look at “how it relates to HVAC”.

Next Steps: 1.5.3

This item was not directly reviewed.

Wrap Up

WHPA Staff clarified that all future meetings are planned for 9am – 10am Pacific Time. The March 17, 2016 meeting will be with the full Existing Buildings “Community” Committee. The April 7, 2016 meeting will be the EWG only. Additional EWG meetings will recur on the first Thursday of each month. Additional Existing Buildings “Community” Committee meetings will recur on the third Thursday of each month. Additional work will be handled by phone and email between meetings so the focus of future meetings can be on review of updated work product.

ACTION: WHPA Staff to send out March 17, 2016 EBEE and April 7, 2016 EWG meeting notices.

WHPA Staff noted that the Committee’s webpage will be regularly updated for meeting recordings and notes but that additional page content will also be updated toward the end of March following the WHPA Executive Committee’s final decision on the 2016 SMART Goals.

Adjournment

WHPA Staff (Wendy Worrell) adjourned the meeting at 10:01 am PST.

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Summary of Action Items and Key Decisions (from above discussion)



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ACTION ITEMS

- **ACTION:** WHPA Staff to remove Tara Becnel (SCE) from the active EWG roster due her changed role within SCE and pending maternity leave. (DONE – moved to “Leave of Absence” category thru July, 2016 per email comments received from Tara Becnel post meeting on 3/3/16.)
- **ACTION:** WHPA Staff to send the updated EWG roster contact list to the EWG members. (IN PROCESS - pending roster status confirmation communications)
- **ACTION:** The Co-Chairs and WHPA Staff to determine how to best to integrate information from the gaps and barriers identified in WPI into the existing WPPI – 2016 structure. (IN PROCESS – following Co-Chair meeting with CEC reps)
- **ACTION:** EWG members to send their suggestions to WHPA Staff.
- **ACTION:** WHPA Staff to send out March 17, 2016 EBEE and April 7, 2016 EWG meeting notices. (IN PROCESS – March 17th notice sent, April 7th pending EWG roster finalization)

GUIDANCE

- **GUIDANCE:** Overall guidance was to look through the detail lens and then provide notation for the perspective lens.
- **GUIDANCE:** The Co-Chairs reported that work product development needs to always include the thought of how this will affect the HVAC market and all who “play” in that market for HVAC energy savings. In the end, to ensure work development is kept “on the real issues”, it is important to remember that the Work Product will go to the WHPA Executive Committee who will look at “how it relates to HVAC”.

WPPI-2016 TAB UPDATES

- **ADD:** New columns for “Market Actor” and for “Sector” where “R = Residential” and “NR = Nonresidential”. (DONE)
- **ADD:** An “Informing Documents” column should be added as historical reference to capture case studies, WHPA work products, etc. This is separate from the “Industry Collective Resources” column. (DONE)
- **ADD:** Column for WPI that has checks or no checks to clarify if the information was already reviewed in WPI. (DONE)
- **ADD:** A column for “WPI” that has checks or no checks to clarify if the information was already reviewed in WPI should be added.
- **ADD:** Separate column for “Funding Opportunities”. (DONE)
- **CHANGE:** Column the “Measurable EE Market Transformation” column heading to “Measurable EE and Market Transformation”. (DONE)
- **POST MEETING DIRECTION** from Susan Davison (CalCERTS) per Co-Chair Barbara Hernesman (CalCERTS): The “Compliance Alignment Incentive Financing” column should be updated to read “Compliance Alignment and Incentive Financing”. (DONE)