



**Goal 2: Commercial Quality Installation Committee Meeting Minutes
Friday, October 20, 2017**

WHPA Code of Conduct: Please note that all participants of all Western HVAC Performance Alliance (WHPA) meetings, committees, working groups, and ad hoc groups shall adhere to the WHPA Code of Conduct: <http://www.performancealliance.org/Home/CodeofConduct/tabid/205/Default.aspx>.

Welcome

The meeting was called to order at 10:04 a.m. PDT by Chair Rob Falke (NCI).

Roll Call and Approve October 6, 2017, Meeting Minutes

Organization	First Name	Last Name	WHPA Category	P=Present
Voting Members				
Air-Tro	Bob	Helbing	Contractor (Nonresidential)	P (not on WebEx)
All Pro Plumbing Heating and Air	Michael	Greany	Contractor (Nonresidential)	P
BMI (BuildingMetrics Inc.)	Pete	Jacobs	Energy Efficiency Program Consultant	P
Cumming Corporation	Brian	Mauleon	Energy Efficiency Program Consultant	A
Green Link Mechanical	Jerry	Hernandez	Contractor (Nonresidential)	P
NCI (National Comfort Institute)	Rob (Chair)	Falke	Educator, Trainer	P
SCE (Southern California Edison)	Sean	Gouw	California IOU	A
Tre'Laine Associates	Pepper	Hunziker	Energy Efficiency Program Consultant	P
Non-Voting Members				
AMS (American Mechanical Services)	Marc	Pickett	Contractor (Nonresidential)	A
Lincus-Solaris	Cristalle	Mauleon	Energy Efficiency Program Consultant	P
NCI (National Comfort Institute)	Ben	Lipscomb	Educator, Trainer	P
SCE (Southern California Edison)	Scott	Higa	California IOU	P
Staff				
BJGustavson Consulting (WebEx)	Bonnie	Gustavson	Other Stakeholder	P
Galawish Consulting Associates (Staff Support)	Elsia	Galawish	Energy Efficiency Program Consultant	P

There was a quorum for approval of the October 6, 2017, meeting minutes. Rob Falke (NCI) made a motion to approve the meeting minutes and Jerry Hernandez (Green Link Mechanical) seconded the motion. All voting members present or represented by proxy voted aye and there were no nays or abstentions. The meeting minutes were approved.



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Review Agenda

Chair Rob Falke (NCI) reviewed the agenda.

AGENDA TOPICS	DISCUSSION LEADER
Welcome	Rob Falke
Roll Call and Approve October 6, 2017, Meeting Minutes	Bonnie Gustavson
Review Agenda	Rob Falke
Introduce Pre-Final Draft of “Taking AB 802 into the Field” Work Paper	Rob Falke
Discuss Draft of “Taking AB 802 into the Field” Work Paper <ul style="list-style-type: none"> • Invite Final Edits – due Wednesday 10/25/17 by 8pm PDT • Final Draft Email Vote on 10/27/17 • Final Version of “Taking AB 802 into the Field” Work Paper to be Submitted to the EC on 10/30/17 	Pete Jacobs/Ben Lipscomb
Status of 2017 Incomplete Goals	Rob Falke
WHPA EC and HSES Updates	Scott Higa
Future of CQI Committee / Closing Comments	Rob Falke
Action Items and Adjournment	Rob Falke

Introduce Pre-Final Draft of “Taking AB 802 into the Field” Work Paper

Rob Falke (NCI) – Incorporated all the feedback from the 10/2/17 meeting and sent a copy of the Work Paper out for review on 10/19/17. The focus of this meeting today is to review the final draft of Goal 2 Work Product “Taking AB 802 into the Field” and to gather final inputs from members. The goal of this paper is to look at AB 802 (verify savings at the meter) and to detail what occurs when activities get to the transaction level—when customer and contractor decide which energy upgrades to install. AB 802 will change things—activities will be more customized. I appreciate the different perspectives from across the industry on what will happen at the customer-contractor level. The Work Paper has been simplified so that all stakeholders—regulators, implementers, IOU staff, contractors, technicians, sales personnel—can understand the potential obstacles and needs facing consumers and contractors that may impede implementation of AB 802. The Work Paper also identifies solutions for engaging HVAC consumers and their contractors with requirements of AB 802 at the field level (how to make it happen).

Steve Granados (LAUSD) – I compliment the Committee on the work completed so far on this Work Paper. I have done some research on bin-and-weather data that produced scatter charts to identify where energy consumption is used. From what I have observed in the field, it is possible to see savings at the meter. For example, using ASHRAE/ACCA 180 Standard, the contractor informed him of his system problems; and through maintenance of unit, the contractor was able to see savings at the meter. It is important, however, to educate the customer about the importance of maintaining their units/systems (maintenance history) and how this can save them money.

Pete Jacobs (BMI) – What was the % savings after work was done at the schools?



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Steve Granados (LAUSD) – I can send that information if you send me an email request (steve.granados@lausd.net). Also note, the first line of a *sale* presents an opportunity to provide a customer with information about the condition of the unit and/or system.

Discuss Draft of “Taking AB 802 into the Field” Work Paper

Overview:

Ben Lipscomb (NCI) – A preliminary draft Work Paper was provided to the Committee in the first quarter of 2017, and it was placed on the *back burner* as the Committee tackled other urgent goals. The Work Paper was revisited a few months ago, and there was a need to reorganize the content. There were originally 8-10 obstacles, not organized in any fashion, which were divided into 3 sections:

1. Contractor Implementation of HVAC in the Field and How that Relates to AB 802
 2. Education and Training Workforce and Needs that AB 802 Creates or Reinforces When It Comes to Workforce Education and Training
 3. Utility Program Design and Savings that Deal with More of the Regulatory Side and How to Actually Claim Savings via IOU Programs and What Types of Programs May Best be Suited for an AB 802 Meter-Based Approach
- Task Groups (TGs) were created to tackle each of the above area with 2-4 persons on each TG. Over a three-week period, the TGs received lots of input and finalized a more organized draft that is being discussed today.

Changes made to the work paper since 10/2/2017:

Pete Jacobs (BMI) – One of the changes involved clarification of the role of AB 802 and program design—AB 802 does not mandate that all programs be done according to normalized meter energy consumption (NMEC) analysis, but it opens up the avenue for those types of programs to be designed and implemented. The other fairly important part of AB 802 states that in order to implement metered-based savings programs and pay-for-performance programs (PFP), we have to accept the existing conditions as the baseline for estimating savings. That is really the highlight of AB 802. It does provide an opportunity to try some new program designs, but the old program designs are still allowable under existing rules. This expands the pallet in terms of the types of programs that can be offered. Furthermore, AB 802 made a provision for some pilots, and there is a pilot in the process of being designed and implemented utilizing the NMEC and PFP design and “try it out.” Bottom line: AB 802 provides an opportunity to design programs but does not prescribe that all programs have to be designed in this way.

Rob Falke (NCI) – Seems that even as we draft this paper, there have been lots of different ideas about how AB 802 is to be implemented. I question whether there is a chance that AB 802 implementation may morph so far off from what we are doing that it might not be pertinent in the future.

Pete Jacobs (BMI) – I do not think so. The strategy laid out was to test concepts via the pilot programs referred to as High Opportunity Performance Programs (HOPPs). The intent is to see what we learn from those pilots. If they roll out and work as designed, then I don’t see any big changes coming down the road.

Scott Higa (SCE) – The comments and Work Paper activities done to date are beneficial in informing stakeholders how to implement the AB 802 metering-based approach in the future. Pete Jacobs (BMI) mentioned that we are implementing pilots to gain experience and learn from them. To Rob Falke’s (NCI) question, things could be very different from the pilot, but the NMEC approach is another avenue for the IOUs to claim savings. Basically, what we are doing today will help inform the future—inclusive of many different approaches and what is being piloted.



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Rob Falke (NCI) – The focus of this Committee is about performance. It is clear that performance is the solution for where AB 802 should be heading with the industry. The work this Committee has completed—a new definition of an efficient installation—and of BMI’s Pete Jacobs’ FDS WG are laying the foundation for AB 802 if it goes in the direction that they hope it goes. This Committee is leaving a legacy for industry and IOUs that hopefully will be accessible in the industry and usable for years. This Work Product is part of this transformation.

Ben Lipscomb (NCI) – The theme of the Work Paper that stands out is that the meter-based approach that AB 802 makes possible introduces a new level of accountability into the IOUs’ programs that was not there before. Rather than relying on deemed savings estimates when transacting with customers, contractors, implementers, and IOUs and seeing how it *comes out in the wash* in EM&V two years down the road, we have to claim savings based on metered data. In order for all parties in the process to be rewarded, the savings actually have to show up at the meter. With this new level of accountability, there are a number challenges and risks associated with it. In the Work Paper, we try to address those challenges and risks from the perspective of all stakeholders.

Pete Jacobs (BMI) – The Work Paper points out some important issues in terms of self-process and what motivates people. The level of accountability introduced through pay-for-performance sets the right signals for customers to do the right thing—to make energy efficient decisions; however, we need to recognize that customers cannot wait for the metered savings results to come in to get paid. The Work Paper really points out some important realities in terms of how those transactions should be conducted moving forward.

Rob Falke (NCI) – What is interesting is that these are realities whether the regulators, IOUs, implementers, or contractors pick up on them. These realities have to be dealt with and addressed because in the field these realities are quite obvious when contractors are transacting with the customers. If these are not addressed, they can hurt the long-term chances of AB 802 success.

Summary:

Ben Lipscomb (NCI) – Encouraged the team to review the final draft version and send comments on how the Work Paper can be improved in the time we have left. He noticed that an introductory paragraph (what the section covers) is missing from the “Education and Contractor” Section. Pepper Hunziker (Tre’Laine) and Rob Falke (NCI) will work on this by Tuesday, 10/24/17.

Status of 2017 Incomplete Goals

Rob Falke (NCI) – The following Committee Goal 4 was not addressed given the limited time available to the group: *As performance-based data becomes available from performance-based field assessment and measurement efforts across the state, gather and publish summary data consistent with the Standardized Field Data Specification documenting the typical field performance of HVAC systems by 12/21/17.* If this group continues in the future, there will be a new direction and goals to follow.

Pete Jacobs (BMI) – The CQI FDS Working Group will fulfill all its goals set for 2017. Data Specs and White Paper on calculations, procedures, and best practices for instrumentation will be wrapped up by 10/31/17. CQI Committee members are invited to participate in the CQI FDS WG final meeting on 10/23/17 to discuss best practices for air flow measurements and overall uncertainty. Thanks to everyone for your participation in helping accomplish his Working Group’s goals. Bonnie Gustavson (Staff) will send invites to the 10/23/17 WG Meeting to Scott Higa (SCE), Cristalle Mauleon (Lincus-Solaris), Michael Greany (All Pro), and Jerry Hernandez (Green Link Mechanical).



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WHPA EC and HSES Updates

Scott Higa (SCE) – The focus of the recently formed HVAC Stakeholder Engagement Strategy (HSES) Committee, co-chaired by Paul Thomas (SDG&E) and Bob Wiseman (IHACI), is to assess the current and future direction of WHPA from a vision and structural stand point. The timeline is very constrained due to contractual restrictions because the facilitator's (BBI's) contract ends December 31, 2017. WHPA as an organization itself is not necessarily funded by the IOUs. However, the facilitator has been funded by the IOUs to coordinate activities and outreach to the industry to get WHPA functional. Due to the end of the facilitator's contract by the end of 2017, HSES was created to try to fast track actions on next steps to see what members would like to see going forward in terms of WHPA function. Some of the overarching themes include:

1. Consistent desire by the stakeholders to continue to have communications and engagement between all stakeholders—industry, IOUs, and regulators.
2. Continued fostering of opportunities as a collective group to come together.
3. Common view point on value of the WHPA. Members did not see another organization out there that brought such a diverse group of stakeholders into one place and have conversations on improving the HVAC industry.

As a result of all the feedback, HSES submitted a proposal to the EC to consider the restructure of the WHPA into a more official entity. One of the options was a non-profit so it can continue going forward in a self-sustaining role rather than continue depending on the IOUs solely to continue its activities.

There are certain advantages to having the WHPA as a non-profit organization, particularly being funded by memberships similar to other non-profit organizations self-funded through memberships. The IOUs expressed interest in providing the initial support to get the potential non-profit entity established and Paul Thomas (SDG&E) has been driving this.

HSES is looking at the current WHPA facilitator, BBI, to spearhead the non-profit approach. One approach being considered is to have Mark Lowry (BBI COO) drive the transition to the restructuring of the WHPA to a non-profit entity. This was approved by the EC on 10/18/17. Basically, the intent is to have established a means for the WHPA to move forward and continue in 2018.

There was also a vote to reopen the WHPA Charter Committee to assess what changes and limits to the Charter will be needed in order to get to the restructuring non-profit framework. Activities are occurring rather quickly to ensure a seamless transition so the WHPA can continue next year.

Future of the CQI Committee / Closing Comments

Rob Falke (NCI) – There is uncertainty about the future of this Committee and whether it will continue. I thank everyone for their years of volunteered service to the Committee and look forward to what the future brings for the WHPA. We are each fortunate enough in our jobs to be able to provide service without pay—it is very rewarding. So far, the benefit of this Committee has been the relationships established with everyone—sharing ideas, etc. The CQI Committee has been a very contributing Committee, and I am grateful for the work the Committee has completed. Regardless of what happens, I advise everyone to maintain the personal relationships that have been established, since our paths may cross in the future. I greatly appreciate the contributions of each Committee member.

Finally, Rob Falke (NCI) reminded everyone to vote on 10/25/17 on the final draft Work Paper.



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Action Items and Adjournment

ACTION ITEMS:

- Bonnie Gustavson (Staff) will send invites to Scott Higa (SCE), Cristalle Mauleon (Lincus-Solaris), Michael Greany (All Pro), and Jerry Hernandez (Green Link Mechanical). **Completed**
- Pepper Hunziker (Tre'Laine) and Rob Falke (NCI) will work on the introduction (what the section covers) to the "Education and Contractor" Section of the Work Paper by 10/24/17.
- All Members: Final comments on Work Paper due 8 PM PDT on 10/25/17.
- Email vote to be sent on 10/27/17 to members.
- Final version of "Taking AB 802 into the Field" Work Paper will be submitted to WHPA facilitator on 10/30/17.

Final Meeting of the CQI Committee for 2017 adjourned at 10:50 a.m. PDT.

Submitted by Elsia Galawish, WHPA Staff
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