



## WHPA HVAC Stakeholder Engagement Strategy Committee (HSES)

### Teleconference Summary Notes

Friday, November 17, 2017

*Scheduled for 2:00pm – 3:00pm PST*

#### Call to Order

The WHPA HVAC Stakeholder Engagement Strategy Committee (HSES) Co-Chair, Paul Thomas (SDG&E), called the meeting to order at 2:05 p.m. PST. The meeting was recorded for note purposes.

#### Roll Call

Wendy Worrell (WHPA Staff – InfoPlast) conducted roll call based on the current roster. As no voting panel has been assigned in favor of consensus voting, members are organized by voting eligibility status. 18 participants (or proxies) attended the meeting with a quorum (8+) of eligible members as indicated below:

P = Present at meeting A = Absent from meeting; if proxy has been assigned it will be noted below.				
Organization	First Name	Last Name	WHPA Category	Attendance
<b>Voting Eligible</b>				
ACCA (Air Conditioning Contractors of America)	Don	Langston	Contractor Association	P
AHRI (Air-Conditioning, Heating, and Refrigeration Institute)	Garrett	McGuire	Director, Government Relations	A
CALBO (California Building Officials)	Bob	Barks	Codes & Standards Official (Association or Jurisdiction)	P
CEC (California Energy Commission)	Lea	Haro	Government (Other than CPUC)	P
CPUC (California Public Utilities Commission) Energy Division	Peter	Biermayer	California PUC	P
Galawish Consulting Associates	Elsia	Galawish	Energy Efficiency Program Consultant	P
HARDI (Heating, Air Conditioning & Refrigeration Distributors International)	Talbot	Gee	Distributor Association	A
HVAC Excellence	Eugene	Silberstein	Certifying Body	A
IHACI (Institute of Heating and Air Conditioning Industries)	Bob	Wiseman	Contractor Association	P (Co-Chair)
Indio Cooling & Heating Supply	Tim	Mann	Distributor	A
JCEEP (Joint Committee on Energy and Environmental Policy)	David	Dias	Organized Labor	P
NCI (National Comfort Institute)	Mel	Johnson	Educator, Trainer	P
	Mark	Salavitch	California IOU	P
PG&E (Pacific Gas and Electric Company)	Christian	Weber	California IOU	P
	Scott	Higa	California IOU	A – Proxy to SDG&E
SDG&E (San Diego Gas & Electric Company)	Paul	Thomas	California IOU	P (Co-Chair) – Proxy for SDG&E
SoCalGas (Southern California Gas Company)	Harvey	Bringas	California IOU	A
SynergyNexGen	Barbara	Hernesman	Energy Efficiency Program Consultant	P
Transformative Wave	Joe	Schmutzler	Controls (Manufacturer or Distributor)	P
Tre'Laine Associates	Pepper	Hunziker	Energy Efficiency Program Consultant	P
<b>Voting Eligible (upon meeting attendance)</b>				
CPUC (California Public Utilities Commission) Energy Division	Justin	Hagler +	California PUC	P (NEW)
ICSC (International Council of Shopping Centers)	Keith	Walker	Owner/Facility/Property Management Association	A
SMUD (Sacramento Municipal Utility District)	Ravi	Patel	Public Owned Utility	A
<b>Guests</b>				
CPUC (California Public Utilities Commission) (Energy Division)	George	Tagnipes	California PUC	A
SDG&E (San Diego Gas & Electric Company)	Pedro	Ramirez	California IOU	A
<b>WHPA Staff</b>				
Better Buildings, Inc.	Mark	Lowry	Other Stakeholder	P (Legal Entity Facilitation)
InfoPlast	Wendy	Worrell	Other Stakeholder	P (Host/Scribe)

*\*\* Organization is Not a Member of the WHPA; + Individual is NOT Registered with the WHPA; (P) = Member Organization is Pending Approval from the WHPA Executive Committee.*

#### AGENDA

The following agenda was distributed to the WHPA HSES Committee roster by WHPA Staff prior to the meeting, along with meeting reference slides:



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PDT TIME	TOPIC	FACILITATOR
5 min. 9:00-9:05	Roll Call	Wendy Worrell
5 min. 9:05-9:10	Co-Chair's Opening Comments <ul style="list-style-type: none"> <li>Next Meeting per Previously Approved Schedule (Fri, Dec 8<sup>th</sup> from 9-10am PST)</li> </ul>	Bob Wiseman
5 min. 9:10-9:15	Chartering Committee Update	Dave Dias
45 min. 9:15-10:00	Continued Scoping Questions Discussion <ul style="list-style-type: none"> <li>Discussion Recap: Scoping Questions 1 - 4</li> <li>Open Questions for Decision</li> <li>New Discussion: Officers of the Corporation – Who Fills These Roles?</li> </ul>	Mark Lowry
by 10:00am	Adjournment	Paul Thomas

**Co-Chair's Opening Comments**

Co-Chair Bob Wiseman (IHACI) thanked all for their time and reiterated the purpose of the Committee's efforts. He reported that it is accepted the IOUs will be a stakeholder going forward but not as the primary funder. He clarified that to date, the HSES Committee has concluded that the best path forward is for WHPA to become a non-profit organization to enable future sustainability for communication for the betterment of the HVAC industry including collaboration with the CEC and the CPUC. He noted that Mark Lowry is facilitating the transfer efforts through Better Buildings, Inc and that Dave Dias (JCEEP) is chairing the Chartering Committee efforts to work on the specifics of the scoping recommendations from the HSES Committee.

Co-Chair Paul Thomas (SDG&E) welcomed Justin Hagler as Steve Rickert's replacement at the CPUC's Energy Division. Paul offered Justin an opportunity to introduce himself.

- Justin Hagler (CPUC) reported that he "started a week or two ago" with the CPUC's HVAC Energy Efficiency Team. He is from integrated resource planning, with focus on transmission planning from the supply side. He noted that this is a "big change" but one in which he looks forward to learning as much as he can.
- Co-Chair Paul Thomas (SDG&E) confirmed that it is a good time to join for the conversation. He offered to help provide additional information as needed. He noted that WHPA includes committed volunteers from various HVAC related perspectives who are committed to stakeholder engagement in 2018 and beyond.

**Chartering Committee Update**

Chartering Committee Chair, Dave Dias (JCEEP) reported the following information ([meeting slide 4](#)):

**Chartering Committee Update**  
 Chartering Chair Dave Dias (JCEEP) – (5 min)

- ▶ **Initial Chartering Committee Planning Done**
  - Held meeting with Chartering Chair, HSES Co-Chairs & WHPA Staff
  - Discussed Interplay between HSES & Chartering Committees
  - Confirmed Deliverable Needs:
    - Incorporate HSES Committee Scoping Recommendations into Articles of Incorporation, Bylaws, etcetera as needed for Non-Profit Submission Package
    - Draft Content for Review Dec 8<sup>th</sup> by HSES Committee
    - Final Content for Review Dec 13<sup>th</sup> by Exec Committee
- ▶ **Roster Recruitment with Targeted List**
  - Roster Development in Final Stages
  - First Meeting Schedule in Process

  
WESTERN HVAC PERFORMANCE ALLIANCE



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Co-Chair Paul Thomas (SDG&E) thanked the launching Chartering Committee for their willingness to participate in such a quick turnaround time.

#### Scoping Questions Discussion

Mark Lowry (WHPA Staff – BBI) facilitated continued scoping question discussion based on [meeting slides](#) 5 – 11.

#### RECAP DISCUSSION

Mark Lowry (WHPA Staff – BBI) overviewed [meeting slides](#) 5-8, which recap the decisions and suggestions for scoping questions #1 thru #4 related to:

1. The purpose of WHPA going forward,
2. The member paradigm, including discussion of charitable contributions and funding considerations,
3. Lobbying and political action, and
4. The Executive Committee (EC) and Council of Advisors (COA) in relation to the forming Board of Directors.

Mark Lowry (WHPA Staff-BBI) noted the following points in relation to the above referenced slides:

- Ensuring meeting information was gained from and to stakeholders was agreed upon as a good focus for communication within WHPA.
- Mark had previously “thrown out” the question of whether WHPA should expand beyond HVAC and into refrigeration, which is something that needs further discussion.
- There was general agreement that membership should remain connected to the organization rather than to the individual.
- There was general agreement that the CEC and the CPUC provide great value to WHPA and should remain engaged without paying membership dues.
- WHPA often provides a safe-haven for multiple stakeholders who are often at odds with each other in the marketplace or otherwise could not communicate with each other without the neutrality of WHPA.
- There was suggestion to ensure that the current EC be contacted to determine willingness to participate at the level required for a Board of Directors.

#### OPEN QUESTIONS DISCUSSION

Mark Lowry (WHPA Staff – BBI) overviewed [meeting slides](#) 9-12, which clarify the open questions needing further discussion.

#### *Scoping Question #1: Purpose of WHPA Going Forward Discussion*

Mark Lowry (WHPA Staff – BBI) facilitated discussion related to the purpose of the WHPA going forward.

#### *Should focus be expanded from HVAC to HVACR (to add Refrigeration)?*

- Co-Chair Paul Thomas (SDG&E) suggested that focus remain on HVAC at this point with refrigeration added later.
- Mel Johnson (NCI) reported that he rechecked the Business Plan and the California Commercial End Use Surveys, which shows the Commercial Sector with refrigeration included at about 13%, cooling at 15%, and ventilation at 12%, in comparison to lighting, which is at 29%. Mel noted that if WHPA took on cooling, ventilation and refrigeration, “it would be about 40%, which is a lot more than lighting was”. He added that, “HVAC is enough for now, but we can’t ignore refrigeration in the future which needs to go forward.” He summarized that the importance of refrigeration to California goals should not be ignored, but that due to the quick turnaround for WHPA needs, refrigeration should not bog down the process at this point.
- Don Langston (ACCA) confirmed that from the efficiency standpoint most refrigerant systems are connected along refrigerant lines, more along mini split systems for air conditioning so there is not a lot of inefficiency built into air distribution.
- Pepper Hunziker (Tre’Laine) reported that she was thinking about the whole building performance piece and AB 758 that has been discussed in WHPA for a while. She noted that some of that discussion focused on the difficulty of “teasing out just the HVAC side” and trying to inform the document without having all the other stakeholders at that table. She asked if whole building performance should be put in the conversation with the larger piece of work, or if discussion should remain on HVACR.
- Bob Wiseman (IHACI) commented that personally “he would agree” as it is a different group of people. He reported that about 10% of his work as a contractor is refrigeration and that it does tend to bring out a different group of people “that we do not currently contact with”. At this point, he suggested not specifically including refrigeration. He noted that whole house directly affects HVAC, but that if the right people are not involved, it is difficult to properly discuss those issues. He clarified that all the appropriate stakeholders need to be included.



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- Don Langston (ACCA) commented that to meet existing Energy Savings goals, “we need to deal with” refrigeration, but he cited that he does not think the HSES Committee needs to transact much at this point other than to say that refrigeration should be concluded.
- Barbara Hernesman (SynergyNexGen) suggested that whole building should be included as it has been part of the discussion for a while now and that refrigeration is a part of that. She noted that the Community Colleges are also working on their curriculum development for 2018, which is on HVACR, so refrigeration should be included as much as possible to get to the whole building approach.
- Bob Barks (CALBO) reported that he spent 35 years doing “old style refrigeration”. He confirmed that there is a lot of segmentation in the refrigeration field (by market segment) so there are a lot of niche specialists. He noted that a benefit to bringing refrigeration people into WHPA is that they can “get down to the nuts and bolts of things” for special knowledge that can be valuable. He voiced agreement to bring them in but noted that thought needs to be given for when and how they should be brought in, so they feel they have a place at the table and can see where they fit.
- Joe Schmutzler (Transformative Wave) noted that refrigeration was a specific request from SCE in the past so it “definitely needs to be integrated sooner rather than later” and not “kept on the back burner too long”.

**DECISION:** There was general agreement that refrigeration should be included in WHPA’s future focus, but not at this time.

#### *Scoping Question #2: Maintain Member Paradigm Discussion*

Mark Lowry (WHPA Staff – BBI) facilitated discussion related to the member paradigm.

#### ***Should Regional Energy Networks (RENs) be added to the Membership Categories?***

- Co-Chair Bob Wiseman (IHACI) commented that RENs need to be involved but suggested letting the Chartering Committee focus on if RENs need to be their own category.
- Dave Dias (JCEEP and Chartering Committee Chair), and Co-Chair Paul Thomas (SDG&E) voiced agreement with Bob Wiseman’s suggestion.

**DECISION:** There was general agreement for the Chartering Committee to determine how to incorporate RENs into the WHPA membership categories.

#### ***Should Membership be kept at the Organization Level?***

- Mel Johnson (NCI) asked for clarification of the question.
- Mark Lowry (WHPA Staff-BBI) clarified that since its inception, WHPA membership has been at the level of the organization and not the individual. The organization then assigns individuals to represent it as a registered participant. In practical terms, a new member organization applies for membership and then the EC approves the entity. Once the entity is approved as a member organization, the entity can have as many participants as desired registered for automatic acceptance as representatives.
- Mel Johnson (NCI) voiced appreciation for the detailed clarification. He suggested that the Chartering Committee interface with that question, but asked for clarification if the question was being raised for further discussion about a tiered membership fee structure.
- Mark Lowry (WHPA Staff – BBI) clarified that the question was purely philosophical when first presented, but that it also applies to the suggestion for a tiered dues level. Mark further explained that the initial intention of the membership structure was that if the organization was speaking, it was representing a larger audience and a broader spectrum of people than membership focused on individuals. For example, ACCA represents a large number of members versus a small sampling of contractor voices.
- Co-Chair Bob Wiseman (IHACI) strongly encouraged keeping WHPA membership at the organization level.
- Bob Barks (CALBO) clarified that Board of Directors’ representation would be best at the organization level to address concerns about votes not getting stacked. He also suggested having a membership level for individuals, but noted that further detail and discussion could be handled through the Chartering Committee.
- Joe Schmutzler (Transformative Wave) commented that not knowing the legal issues related to various structures, he was willing to accept the consensus of the group.

**DECISION:** There was general agreement for WHPA to remain member organization driven.

#### ***Should a Tiered Membership Fee Structure be established?***



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This question was skipped.

***What type of Non-Profit Structure should be pursued?***

This question was skipped.

**ACTION:** WHPA Staff to include discussion about the concepts of a tiered membership fee structure and the type of non-profit structure to pursue on the next meeting agenda.

***What other Funding Sources are possible and/or should be pursued? Should Charitable Contributions be a possibility?***

- Mel Johnson (NCI) commented that this is a tough question to answer given the limited meeting time, but noted that it is important to keep neutrality. He suggested putting it in a parking lot and coming back to it, unless Mark Lowry (WHPA Staff – BBI) felt a decision needed to be expedited.
- Mark Lowry (WHPA Staff – BBI) replied that it could be put in a parking lot but “not for too long”.
- Co-Chair Paul Thomas (SDG&E) commented that neutrality within WHPA should stay as the primary focus, but suggested that if there is a way to secure grants it would be helpful.
- Based on her experience, Barbara Hernesman (SynergyNexGen) suggested that WHPA could have both Nonprofit 501(c)(3) and 501(c)(6) status, but noted that the information needs to be laid out for a healthy discussion and to clarify what funding opportunities could be explored.
- Mel Johnson (NCI) suggested that a couple of different scenarios should be operationalized to see who could be involved, but left how to do that up to WHPA Staff to determine how best to do that through the Committees.
- Barbara Hernesman (SynergyNexGen) reported that sometimes each member organization’s own membership counts are factored in for grant applications in some senses.
- Co-Chair Paul Thomas (SDG&E) cautioned that time limitations would not allow for all to become knowledgeable in all facets of non-profit types, and stated that the HSES Committee needs to be remain focused on the core elements and then have the Chartering Committee focus more on the specifics of this.
- Barbara Hernesman (SynergyNexGen) voiced agreement that the Chartering Committee should work out the information and then bring it back to the HSES Committee for review and clarification.
- Mel Johnson (NCI) confirmed understanding of the need to expedite things, but cautioned that it is important to understand the information and potential impacts of the critical decisions for more certainty.

**DECISION:** There was general agreement that the relevant types of non-profit structures, such as 501(c)(3) and 501(c)(6), be “operationalized to see who could be involved” to help clarify the funding sources that can be explored. *(It is expected that the Chartering Committee will develop this with WHPA Staff assistance and then bring the information to the HSES Committee for review.)*

**SCOPING QUESTION #4: BOARD OF DIRECTORS DISCUSSION**

This was not discussed due to time limitations.

**SCOPING QUESTION #5: OFFICERS OF THE CORPORATION**

This was not discussed due to time limitations.

**ACTION:** WHPA Staff to include the Board of Directors and Officer of the Corporation Scoping Discussion on the next HSES Committee meeting agenda.

**Adjournment**

Mark Lowry (WHPA Staff – BBI) reminded that draft documents need to be ready to go to the EC on December 13<sup>th</sup> and asked if the HSES could meet on December 1, 2017 from 9:00am - 10:00am PST in addition to the previously scheduled December 8, 2017 meeting from 9:00am – 10:00am PST. All on the meeting call voiced agreement.

**ACTION:** WHPA Staff to send a calendar notice for a December 1, 2017 from 9-10am PST HSES Committee meeting.

Co-Chair Paul Thomas (SDG&E) adjourned the meeting at 3:00 p.m. PST.

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

**ACTION ITEMS**

- **ACTION:** WHPA Staff to include discussion about the concepts of a tiered membership fee structure and the type of non-profit structure to pursue on the next meeting agenda. (DONE)
- **ACTION:** WHPA Staff to include the Board of Directors and Officer of the Corporation Scoping Discussion on the next HSES Committee meeting agenda. (DONE)
- **ACTION:** WHPA Staff to send a calendar notice for a December 1, 2017 from 9-10am PST HSES Committee meeting. (DONE)

**KEY DECISIONS**

- **DECISION:** There was general agreement that refrigeration should be included in WHPA's future focus, but not at this time.
- **DECISION:** There was general agreement for the Chartering Committee to determine how to incorporate RENs into the WHPA membership categories.
- **DECISION:** There was general agreement for WHPA to remain member organization driven.
- **DECISION:** There was general agreement that the relevant types of non-profit structures, such as 501(c)(3) and 501(c)(6), be "operationalized to see who could be involved" to help clarify the funding sources that can be explored. *(It is expected that the Chartering Committee will develop this with WHPA Staff assistance and then bring the information to the HSES Committee for review.)*