



**WHPA Quarterly Joint Meeting of the  
Executive Committee, Council of Advisors, and Chairs  
February 15, 2017**

**Call to Order**

Mark Lowry (BBI COO) called the meeting to order at 12:05 p.m. PST.

**Roll Call – Attendance**

A quorum (eight or more) of the Executive Committee (EC) was present or represented by proxy.  
*To avoid repetition, the abbreviation for the name of the member organization will be used in the body of the minutes.*

Organization	First Name	Last Name	WHPA Category	Present/Absent
<b>Executive Committee</b>				
ACCA (Air Conditioning Contractors of America)	Don	Langston	Contractor (Nonresidential)	P
AHRI (Air-Conditioning, Heating, and Refrigeration Institute)	Garrett	McGuire	HVAC Manufacturer Association	P-has proxy for HARDI
ASHRAE	Ron	Jarnagin	Engineering Society	P
CEC (California Energy Commission)	Lea	Haro	Government (Other than CPUC)	P
CPUC (California Public Utilities Commission) Energy Division	Carmen	Best	CPUC 4 <sup>th</sup>	P
HARDI (Heating, Airconditioning & Refrigeration Distributors International)	Talbot	Gee	Distributor Association	assigned proxy to AHRI
IHACI (Institute of Heating and Air Conditioning Industries)	Bob	Wiseman	Contractor Association	P
JCEEP (Joint Committee on Energy and Environmental Policy) Western States Council	Dave	Dias	Organized Labor	P
NCI (National Comfort Institute)	Dominick	Guarino	Educator, Trainer	P
PG&E (Pacific Gas and Electric Company)	Jeanne	Duvall	California IOU	P
SCE (Southern California Edison)	Scott	Higa	California IOU	P
SDG&E (San Diego Gas & Electric)	Jeremy	Reefe	California IOU	P
SoCalGas (Southern California Gas Company)	Harvey	Bringas	California IOU	P
UA (United Association)	Don	Tanaka	Organized Labor	P
<b>Additional Council of Advisors</b>				
CALBO	Mark	Meyers	Codes & Standards (Association or Jurisdiction)	P
CCCCO (California Community Colleges Chancellors Office)	Jim	Caldwell	Educator, Trainer	P
EGIA (Electric & Gas Industries Association)	Andre	Christian	Contractor Association	P
PG&E (Pacific Gas and Electric Company)	Christian	Weber	California IOU	P
PHCC (Plumbing-Heating-Cooling Contractor National Association)	Chuck	White	Contractor Association	P
SDG&E (San Diego Gas & Electric)	Paul	Thomas	California IOU	P
US EPA	Chandler	von Schrader	Government (Other than CPUC)	P
<b>Additional Chairs</b>				
CALBO (Compliance Committee)	Bob	Barks	Codes & Standards (Association or Jurisdiction)	P
Indio Cooling & Heating Supply (EBEE Committee & EWG)	Tim	Mann	Distributor	P
NCI (CQI Committee)	Rob	Falke	Educator, Trainer	P
SCE (FDD Committee)	Sean	Gouw	California IOU	P
SynergyNexGen (EBEE Committee)	Barbara	Hernesman	Energy Efficiency Program Consultant	P

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WHPA Staff Support				
BBI (Facilitator)	Mark	Lowry	Energy Efficiency Program Consultant	P
BJGustavson Consulting (WebEx)	Bonnie	Gustavson	Other Stakeholder	P
BNB Consulting (Committee Support)	Bob	Sundberg	Energy Efficiency Program Consultant	P
Empowered Solutions (COA Support)	Shea	Dibble	Energy Efficiency Organization	P
Galawish Consulting (Committee Support)	Elsia	Galawish	Energy Efficiency Program Consultant	P
InfoPlast (Committee Support)	Wendy	Worrell	Other Stakeholder	P
Key SEO/Key Marketing Group (Scribe)	Judy	Johnson	Other Stakeholder	P
Opinion Dynamics (Presenter)	Ellen	Steiner	Energy Efficiency Program Consultant	P

**Agenda**

Topic	Discussion Leader
Roll Call	Bonnie Gustavson
Approval of January 18, 2017, EC Meeting Minutes	Mark Lowry
Approval of New Member Applications	Mark Lowry
EBEE Co-Chair – Tim Mann – Vote to Approve	Mark Lowry
WHPA Quarterly Report Highlights	Ellen Steiner
Industry Insights – Call to Action	Judy Johnson
CAEECC Update	Mark Lowry
Industry Perspectives – AHR Expo/ASHRAE Winter Meetings	Garrett McGuire, AHRI Ron Jarnagin, ASHRAE Don Langston, ACCA Rob Falke, NCI
New Business and Adjourn	Mark Lowry

**Approval of January 18, 2017, Meeting Minutes** – posted on WHPA website

**MOTION** made by Ron Jarnagin (ASHRAE) and seconded by Don Tanaka (UA) to approve the EC Meeting Minutes of January 18, 2017. All EC members present or represented by proxy voted in favor of passing the motion with one abstention cast by CPUC (Carmen Best). Motion **CARRIED**.

**Approval of New Member Applications**

**COMMENT** by Mark Lowry (BBI) – There are two new member applications. Background information was provided to EC members in advance of this meeting.

- Air Conditioning Guys, Inc.** (A Becerril Family Co.): Contractor (Residential) Category; Louis Fuentes, President (<http://www.acguysimperial.com/>)  
*Mr. Fuentes sent the following comment: As a current ACCA Board Member, I will be representing ACCA on EC and COA while Don Langston is leading ACCA in 2017. However, I will represent my own company, Air Conditioning Guys, Inc., on committees and working groups.*

**COMMENT** by Don Langston (ACCA) that Louis Fuentes will replace Don Langston as the ACCA voting member on the Executive Committee and the Council of Advisors.

2. **HVAC Rater Service:** Third Party Quality Assurance Provider Category; Greg Davis, Owner (<http://hvacrater.com/>)  
*From his application: I have been actively participating in the Compliance Committee representing USERA. However, since USERA providership is no longer a viable business, I wish to continue my association with WHPA representing my own company, HVAC Rater Service.*

**MOTION** made by Ron Jarnagin (ASHRAE) and seconded by Don Langston (ACCA) to approve the two new applicants as members of the WHPA. All EC members present or represented by proxy voted in favor of passing the motion. Motion **CARRIED**.

#### **EBEE Co-Chair – Tim Mann – Vote to Approve**

**COMMENT** by Mark Lowry (BBI) – Tim Mann (Indio Cooling and Heating Supply) has been selected as the Co-Chair of the EBEE Committee to replace Liz Yager (County of Sonoma). Tim will be co-chairing with Barbara Hernesman (Synergy NexGen).

**MOTION** made by Ron Jarnagin (ASHRAE) and seconded by Don Tanaka (UA) to approve the appointment of Tim Mann (Indio Cooling and Heating Supply) as the new Co-Chair of the EBEE Committee. All EC members present or represented by proxy voted in favor of passing the motion. Motion **CARRIED**.

#### **WHPA Quarterly Report Highlights – posted on WHPA website – 2016 Work Products are posted on the Work Products web page**

**PRESENTATION** by Ellen Steiner (Staff) – This is a review of the accomplishments of the WHPA during 2016.

Notable Accomplishments included:

- ✓ There were 17 total Work Products submitted for approval in 2016, including 11 EC-adopted Work Products, 3 interim Work Products, one webinar, one membership kit for all registrant organizations, and one charrette. This was the most number of Work Products completed in a one-year period.
- ✓ Expanded the sphere of influence by ACCA recognizing WHPA as a model of communication at the White House, and the DOE officially recognized the WHPA-adopted Work Product Roadmap to “Onboard and In-Field Fault Detection and Diagnostics.”
- ✓ Facilitated WHPA member organization input to CPUC comment periods related to policy and evaluation reports.
- ✓ Ensured that the industry voice was incorporated into the EBEE Action Plan through developing “Recommended Pathways to Implementation for EBEE Action Plan Sub-Strategies 1.5.1, 1.5.2, 1.5.3, 1.5.5, 3.3.1,” expanding the CEC’s HVAC related knowledge and enabling better understanding of how key areas are interrelated.
- ✓ Created an HVAC industry protocol that will establish a field performance scoring method that can be voluntarily implemented within the HVAC industry. Protocol shared with ASHRAE SPC 221 Committee.
- ✓ Developed Stakeholder Roadmap for Online Permitting of Residential HVAC Mechanical Change-Outs.

Operational Accomplishments included:

- ✓ 21 New Member Applications approved
- ✓ 17 E-Blasts sent with average open rate of 23%
- ✓ Implemented New Two-Year SMART Goal Process
- ✓ 156 official WHPA meetings held in 2016
- ✓ 5,428 total Volunteer Hours in 2016

**COMMENT** by Don Langston (ACCA) – There is a lot to be proud of for everyone who is volunteering their time.

**COMMENT** by Jeremy Reeve (SDG&E) – Thanks **TO** the WHPA Members **FROM** the California IOUs. The contributions of the WHPA have been very valuable to the utilities.

**Industry Insights – Call to Action** – New web page “Industry Insights” posted on WHPA website  
<http://www.performancealliance.org/WHPAWorkProduct/HVACIndustryInsights/tabid/2616/Default.aspx>

**PRESENTATION** by Judy Johnson (Staff) – The Industry Insights project is a Goal 1 project of the Council of Advisors. The Goal is to “Represent the WHPA, its activities, and its Work Products by communicating this information through current member organizations and other companies to the HVAC market. This may be done through industry publications, newsletters, websites, etc.”

This project commenced in fall of 2016 with a discussion by the Council of Advisors and has resulted in a deliverable which is called Industry Insights.

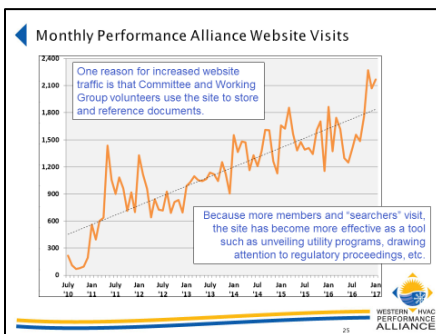
The Work Products in total represent tens of thousands of hours of volunteer hours by subject matter experts since 2010. The Work Products have information that are valuable to people nationally and globally. Each Work Product has been retitled with a more user-friendly description and a summary has been written. The Industry Insights have also been organized so that they can be easily viewed by topic category such as maintenance, installation, policy, commercial, residential, or other sorted criteria.

**COMMENT** by Dominick Guarino (NCI) – As Chair of the Council of Advisors, we think this is a fine Work Product that we strongly support.

**COMMENT** by Mark Lowry (BBI) – These Work Products, revised into a more user-friendly format, can get the Work Product content into the hands of many more people in California and elsewhere, making it easier for them to access and relate to the content wherever they are.

**COMMENT** by Carmen Best (CPUC) – This looks great. Thanks for making it accessible to a broader audience. Do we have access into the views of the website? It would be interesting next year when we do the year-end review to see if we get more hits to the website.

**RESPONSE** by Mark Lowry (BBI) – Great question. We were not able to show that information in Ellen’s PPT, but we do track the website viewership, look at those statistics monthly, and summarize the web viewership data in our monthly report. See PPT page 25 of Ellen’s PPT below as an example. You can view the entire “WHPA by the Numbers” Section posted on the website.



**RESPONSE** by Judy Johnson (Staff) – By using Google Analytics, we have access to every web page that is visited so we can respond to your questions.

### CAEECC Update

**COMMENT** by Mark Lowry (BBI) – The next formal CAEECC meeting is April 19. More information is available on their website at <http://www.caeecc.org/>.

### Industry Perspectives – AHR Expo/ASHRAE Winter Meetings – PPT posted on website

**INTRODUCTION** by Mark Lowry (BBI) – The AHR Expo and the ASHRAE Winter Meetings were held the end of January in Las Vegas. This was the largest ASHRAE meeting ever with 68,000 attendees from 50 states and 160 countries and more exhibit space than ever before. We have asked WHPA members who attended the Expo and ASHRAE Meetings to share their perspectives.

**PERSPECTIVE SHARED** by Garrett McGuire (AHRI) – This is the second record-breaking year for AHR Expo. Our industry is heavily regulated, so it will be interesting to see how things play out with the new administration and new Congress. In California, AB 1414 has impact to us. The Tringali Amendment with alternative refrigerants will have a major impact on building codes, and that is often state-by-state and locality-by-locality. We think California can be a leader in that front.

**PERSPECTIVE SHARED** by Ron Jarnagin (ASHRAE) – There were about 2,000 exhibiting companies, which was a record for ASHRAE Winter Meetings. 3,600 people attended the ASHRAE Meeting itself, which was a record. ASHRAE recently announced that they have a ton of technical material out there, and it’s not the easiest thing to find on the ASHRAE website. So they have launched a technology portal, and it makes information out of the research and technology sides of ASHRAE much easier to find than before. Also, past ASHRAE journal articles since 1997 are on the portal. Ron also announced that he prepares a report on WHPA that is provided to the ASHRAE president.

**ACTION** for WHPA Staff to pass along the information on the new ASHRAE portal to the WHPA Committees. The URL is <https://technologyportal.ashrae.org/>.

**PERSPECTIVE SHARED** by Don Langston (ACCA) – While I was not in attendance, I talked to the chair of the ASHRAE Committee for Standard 180. My concern is that there was not a quorum for the meeting and not as much could be done in that four-hour meeting. I brought this lack of broader participation up at the WHPA Commercial Quality Maintenance Committee (CQM) meeting yesterday. We need more contractor involvement on the ASHRAE Committee, and we also need other stakeholders because there are only a couple categories of stakeholders on the Committee. One thing being debated is, “Are repairs included in a maintenance contract?” Many contractors will say no and that they are handled on a time-and-materials basis. There was also discussion on fixed price – *I will do so many inspections per year at \$X per inspection* – that is reflected in Section 5 of the titles. There were discussions on the need for a user guide and various opinions on if a user manual is needed. I am vice-chair of the ASHRAE Standard 180 Committee. The next meeting will be in Long Beach, California, in June 2017. The goal of Chair Tom Paxon is to revise Standard 180 within two years.

**QUESTION** by Scott Higa (SCE) – The comments both of you, Ron and Don, show the challenges in making updates within ASHRAE. Based on what you observed in the Winter Conference, how do you see the Work Product that comes out of the WHPA CQM Standard 180 User Manual Working Group being incorporated into the ASHRAE Standard?

**RESPONSE** by Don Langston (ACCA) – We intend to continue the work on the Standard 180 User Manual within the WHPA Commercial Quality Maintenance Committee, and Ellen Steiner (Staff) has confirmed that the activity has been funded with Staff hours. Also, I think it is important to get more contractors on the ASHRAE Standard 180 Committee.

**PERSPECTIVE SHARED** by Rob Falke (NCI) (PPT posted on WHPA website) – The WHPA has a Working Group under Chair Peter Jacobs (BMI) that has developed information that has allowed ASHRAE to put together a proposed 221 Standard—a field evaluation and test method to measure and score the operating performance of an installed constant volume unitary HVAC system. We made a presentation at ASHRAE, two at the Expo, and all were standing room only. The results showed a test with a score +/- 13% accuracy.

**What Does Commercial Measured Performance Look Like Before Upgrades?**

<b>As Found Field Performance Scores</b>	
Installed Equipment Field Performance Score	<b>82%</b>
Installed Duct System Field Performance Score	<b>44%</b>
Installed System Field Performance Score	<b>56%</b>

**Measured Performance Improvements**

	As Found	After Upgrade	Improvement
Installed Equipment Field Performance Score	<b>82%</b>	<b>94%</b>	<b>12%</b>
Installed Duct System Field Performance Score	<b>44%</b>	<b>82%</b>	<b>38%</b>
Installed System Field Performance Score	<b>56%</b>	<b>88%</b>	<b>32%</b>

**COMMENT** by Rob Falke (NCI) – It’s pretty remarkable what this Standard has proposed and how it has been received. This has been invisible for decades. “If you see it, you can do something about it.” That is the objective of this committee.

**COMMENT** by Don Langston (ACCA) – As a contractor who has used this system for many years, we have tested more than 600 systems, we agree with what you say, and it is remarkable and eye-opening. This is exciting stuff!

**QUESTION** by Chandler von Schrader (EPA) – Is the data from commercial only?

**RESPONSE** by Rob Falke (NCI) – No, the data is a combination of both commercial and residential.

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**COMMENT** by Jeremy Reeve (SDG&E) – Nice work. Thank you.

**QUESTION** by Scott Higa (SCE) – Do you have an estimate on when ASHRAE will approve the Standards?

**RESPONSE** by Rob Falke (NCI) – the Committee is on schedule, so optimistically we hope that we will get an approval at the January 2018 ASHRAE Winter Meeting. Our Committee has received many comments on how quickly we are processing. We thank WHPA for their support in this work.

<b>New Business and Adjourn</b>
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**ANNOUNCEMENT** by Chandler von Schrader (EPA) – I am retiring and leaving the EPA effective March 1, 2017. However, I would like to stay on board with WHPA.

**ACTION** for Staff to help him re-register with the WHPA as a private entity.

The next Executive Committee Meeting is Wednesday, March 15, 2017, at noon Pacific Time.

The meeting adjourned at 2:08 p.m. PST.

*Notes by Judy Key Johnson*  
[judy@performancealliance.org](mailto:judy@performancealliance.org)