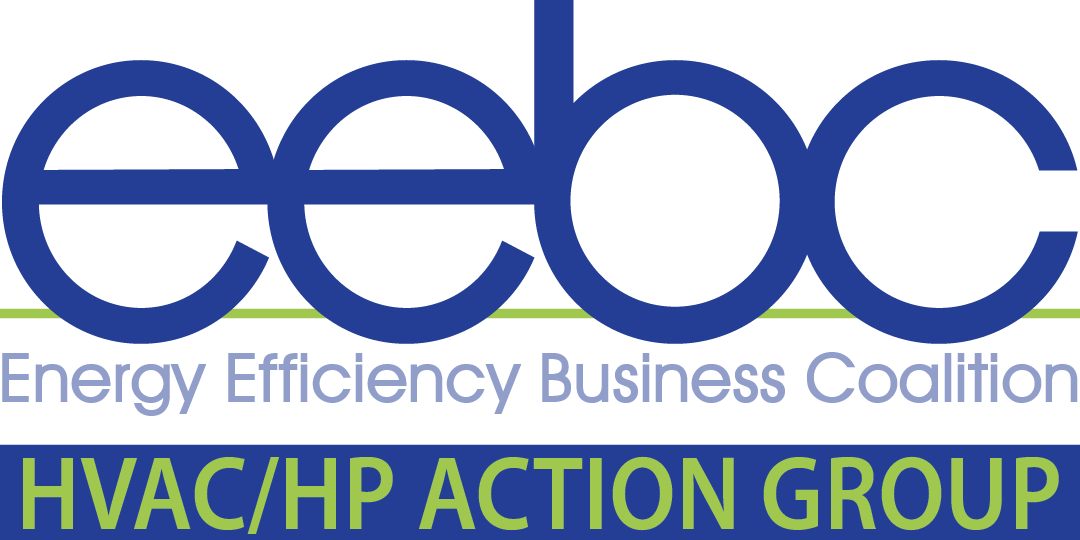
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**Mobilizing the HVAC/HP Supply Chain Together by 2030**

Distributors, Manufacturers, & Industry Stakeholders

**The mission of the HVAC/HP Action Group is to work together to accelerate and transition HVAC & HP sales   
by taking advantage of the market development happening in Colorado to reach shared utility, cities, and**

**state electric and carbon-free goals by 2030**

**4th MEETING | February 3, 2022| 3-4:00 pm**

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**AGENDA |** [**VIDEO RECORDING & PPT PRESENTATION**](https://eebco.org/hvac-hp-action-group/HVACHP0203)

**Welcome |** Patricia Rothwell, Executive Director, EEBC

**| Anti-Trust Review**

**| Introductions | Co-chairs Interest**

**| Basis for Strategies**

* Colorado Energy Office Barriers to Acceleration Findings | [PPT Slides](https://eebco.org/resources/Documents/POLICY%20ACTION%20COMMITTEE/HVACHP%20ACTION%20GROUP/CEO%20-%20Finding%20Excerpt%20-%20HP%20Acceleratioin%20Report_v1_10.14.21.pptx)
* BELCO MEETING | [PPT Slides](https://eebco.org/resources/Documents/POLICY%20ACTION%20COMMITTEE/HVACHP%20ACTION%20GROUP/BEL-CO%20Preview_%203%20slides_A%20HP%20Conversation%20Mtg_v1_10.14.21.pptx)

**| PRIORITIES | TOPICS | OPEN FORUM**

**#1** Regulatory Policy Work in 2022

* Identify Market Issues to Advocate
* PR: Influence Xcel Strategic Issues
* Electric and Gas DSM Rebate goals, starting in July
* Use Xcel Work to influence other utilities

**OPEN FORUM/DISCUSSION OF IDEAS**

Rob Foley: ADDRESS SPLIT INCENTIVE | Unlike in single-family where the person who installs a heat pump will benefit, in multi-family the person who puts it in will not benefit, so we need much more incentives to get multifamily owners to adopt beneficial electrification.

Steve Morgan: LOOK AT DUAL FUEL SYSTEMS | From the perspective of an engineer in the field, we need more push for dual fuel systems. Until our grid is electrified, fossil-based fuels can be more carbon efficient during periods of the year.

OTHERS AGREE:

* If we want heat pump adoption, best way we will get is to provide comfort level with redundancy
* Also, the cost is more incremental if you put in a heat pump with a furnace and down the line you can replace it with a whole system.
* Hybrid is more applicable to commercial sector where ability to put on solar panels to offset use is often not available

Bill with Helio Home: We are an electrification company. More clients are motivated by homeowners who want to go electric and don’t want to use more gas. If I can put on solar, I am not installing more gas.

Matt Baker: While we can envision an all- electric heat pump, dual fuel is an important transition model offering peace of mind for contractors and dealers and those living in extreme climate. We are behind the dual approach.

Sean from Mitsubishi: This is a transition strategy. We can easily upgrade air conditioning to a heat pump model. We need to be rowing in the right direction and avoiding putting material in the market with a 20-year lifespan when removing co2 is a major concern.

PR: There is a place for both

Denise Grimm: With PACE working with businesses, the number one factor is property managers passing on the burden to the tenant and people getting priced out. Its changing who can stay in buildings.

Discussion of need for homeowner education about heat pumps, ie one worked in 22Degrees below weather in Salida.

* EER Rating [Energy Efficiency Ratio] for HP’s
* Impacts Manufacturer/Distributor Equipment Eligibility

Utility Rule Makers – Identify who to Influence

In the last DSM plan, major manufacturers put together business cases for how to change ratings and incorporate them into rebates.

* Big issues: products are not rated the same and the way they are tested is not always the same.
* EER ratings are different for ground source vs. air source heat pumps.
* May be legislation prohibiting kinds of refrigerant
* A consensus to create a smaller working group to really dive into this topic

**#2** Manufacturers Set Meetings with its Distributor(s) to Engage and Invite Dealers to Feb. 17th, 3pm Meeting Kick-off

**#3** Hockey Stick Forecast

* Identify Framework & Criteria for 2022-2030
* Some discussion that a “tipping point’’ is already happening. Little time left for discussion of this

**| Next Steps**

**| Meeting Dates — 2nd THURSDAY of the Month: March 3, 2022**

**| Close Meeting**

**CHATBOX**

00:10:53 Constance Neuber: https://www.eebco.org/hvac-hp-action-group

00:34:46 Stu Cummings (he/him): Doesn't Sweep advocate dual fuel?

01:15:45 Stu Cummings (he/him): thanks!

01:16:30 Shawn LeMons (Mitsubishi HVAC): The heat pump numbers come from here…

https://www.ahrinet.org/resources/statistics/historical-data/central-air-conditioners-and-air-source-heat-pumps And the furnace numbers come from here…https://www.ahrinet.org/resources/statistics/historical-data/furnaces-historical-data

01:17:39 Stu Cummings (he/him): 350Colorado can be of help. We're working several energy bills. EEBC and 350's goals are pretty much in sync. Can we help?