



## Western HVAC Performance Alliance Inc. (WHPA)

Physical Address: 29991 Canyon Hills Road, Suite 1709-303, Lake Elsinore, CA 92532

Mailing Address: 524 San Anselmo Avenue, Suite 109, San Anselmo, CA 94960

951-244-6400 • [info@whpa-inc.org](mailto:info@whpa-inc.org)

July 20, 2018

Susan Rivo  
Raab Associates, Ltd.  
118 South Street, #3A  
Boston, MA 02111

Dear Ms. Rivo,,

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### Letter of Intent to become a member of the California Energy Efficiency Coordinating Committee (CAEECC)

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**Name of Proposed Member organization:** Western HVAC Performance Alliance Inc. (WHPA)

**Lead Member:** Elsia Galawish, Executive Director

**Alternate Proxy:** Wendy Worrell, Assistant Director

**Interest:**

As an active participant in the heating, ventilation, air-conditioning and refrigeration (HVACR) arena in the State of California since 2009, the WHPA's members have participated and continue to participate in the activities of CAEECC. At this time, the WHPA would like to become a member so that CAEECC has a reliable, influential, and effective resource and subject matter experts from a broad-based community of HVACR stakeholders collaborating to transform the marketplace.

**Attendance to CAEECC Meetings:**

Elsia Galawish, WHPA Executive Director will attend all full CAEECC meetings in person. In the event Ms. Galawish cannot attend on occasion, a proxy from the organization will be sent. Ms. Galawish or proxy, if necessary, will also attend CAEECC Working Groups and Ad Hoc Workshops on topics of interest to WHPA. WHPA's representative agrees to abide by all the CAEECC roles & responsibilities for members and by CAEECC ground rules.

**Familiarity with CA's EE policies, including cost-effectiveness:**

WHPA was charged with assisting the CA IOUs in developing cost-effective HVACR program designs by having HVACR industry input. As a new nonprofit corporation, WHPA continues to work as a guiding light for California stakeholders to educate and drive present and future HVACR energy efficiency initiatives that benefit consumers, as evidenced by our work products (<http://performancealliance.org/WorkProducts/tabid/440/Default.aspx>). This includes facilitated communication and action as a broad and diverse stakeholder advisory group whose collective expertise informs the development and implementation of CA energy efficiency strategy, policy and programs.

In addition, Elsia Galawish is an economist with over twenty years of experience in the energy industry. She worked as a PG&E's in-house EM&V specialist for over 10 years, including being an expert witness during annual savings assessment proceedings and chairing the CA DSM Advisory Committee (CADMAC – pre-CALMAC). As a consultant, she worked closely with both PG&E and SCE's program managers in developing workpapers and cost-effective programs that can readily be evaluated. Overall, she has assisted with economic and energy forecasting, development of energy efficiency policy and evaluation protocols and managed process and impact evaluations for leading U.S. utilities and energy efficiency program administrators and regulators. See embedded resumé.



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E\_CV-Resume\_ElsiaG  
alawish.docx

### **Organization Info:** <http://whpa-inc.org/>

Western HVAC Performance Alliance Inc. (WHPA) is a California Nonprofit Public Benefit Corporation providing, conducting and promoting research and education focused on energy efficiency, environmental quality, and sustainability through the HVAC lens. The organization was initially founded in 2009 as the unincorporated entity known as the Western HVAC Performance Alliance in response to the portion of the California Energy Efficiency Strategic Plan (CEESP) that reads: "*An HVAC Advisory Group should be chartered to involve high-level HVAC industry stakeholders—such as manufacturers, distributors, and contractors—to coordinate industry sponsorship of and participation in HVAC strategies. Membership should also include other key players, such as the CPUC, Energy Commission, utilities, building owners/managers, consumers, and the Federal government.*"

WHPA's Officers, Board of Directors, Members, and Staff act as a broad and diverse stakeholder advisory group whose collective expertise informs the development and implementation of efficiency policy and programs focused on topics such as HVAC workforce education and training, HVAC system specifications, code compliance, proper installation, system commissioning, operation, service, and maintenance, plus emerging HVAC technologies, and has influenced activities of the California Energy Commission (CEC), the California Public Utilities Commission (CPUC), the California Investor Owned Utilities (IOUs), and other interested Parties.

### **Lead and Alternate Info:**

**Elsia Galawish** (WHPA Executive Director) has over twenty-five years of experience in the energy industry, holds a Master of Economics degree from Temple University and is a member of the Association of Energy Service Professionals and the Western Economics Association. She assists with economic and energy forecasting, Utilities' HVAC program design and refinement in conjunction with energy efficiency policy and evaluation protocols and has facilitated various HVAC committees for two industry groups and for leading U.S. utilities and energy efficiency program administrators and regulators. Her expertise includes excellent management and cross-functional leadership of multiple projects and teams. She is known to work effectively in a high-volume, regulatory deadline-oriented environment. Most recently, Ms. Galawish has been charged with overseeing the WHPA's development into a sustainable California Nonprofit Public Benefit Corporation. Previously within WHPA, Ms. Galawish provided subject matter expert group support/facilitation to the Onboard/In- Field Fault Detection and Diagnostics (FDD) Committee focused on providing industry leadership and direction to ensure wider implementation of FDD in residential and small nonresidential HVAC equipment; the Commercial Quality Installation (CQI) Committee focused on improving the effectiveness and expansion of IOU/municipal commercial quality installation (CQI) programs with a goal of developing a CQI concept that can be accepted and implemented by the HVAC industry; the Residential Quality Installation (RQI) Committee which, after tackling each key barrier to adoption of RQI with increased state agency, IOU and industry collaboration, made recommendations to operationalize the ACCA Standards 5 and 9 (Quality Installation and Performance Verification) within California IOUs and other state-wide municipal utilities RQI energy efficiency programs; the CQI Standardized Field Data Spec and Performance Evaluation Method Working Group which developed a standardized field data specification for HVAC installation and maintenance programs to be used to define and standardize field data collected by program contractors; and Secretary of the ASHRAE 221P Standards Development Committee.

**Wendy Worrell** (WHPA Assistant Director) is a resourceful, analytical and energetic Administrative Operations leader with experience gained in a variety of California industries ranging from energy efficiency to real estate. She has demonstrated ability to keep others informed of work progress and timetables through clear documentation and communications. Ms. Worrell has helped facilitate startups; created and enforced organizational policies and



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procedures; facilitated event planning and execution; improved processes thru technology; engaged with a diverse cross-section of stakeholders working collectively to achieve goals; performed extensive research, analysis, reporting and work product development; and managed general administrative duties. In her current role as WHPA's Assistant Director Ms. Worrell actively engages with diverse stakeholder membership encompassing industry/consumer/educational organizations, local/state/federal governmental agencies, energy providers/program administrators, and direct supply chain/market actor/end users. She also directly supports activities of the organization's Board of Directors and its Officers (Executive Committee). In her prior role, she was primary Staff supporting multiple WHPA Committee/Working Group (WG) Chairs to achieve progress toward the goals of the California Energy Efficiency Strategic Plan (CEESP). This included ensuring Committee/WG adherence to WHPA Charter requirements, meeting coordination and facilitation, agenda development, teleconference and webinar recording, live scribe and minutes generation, information dissemination, roster maintenance, goals/work product development and summary reporting, in-person leadership meeting administrative coordination and onsite management, plus special projects. Subject matter expert group support/facilitation has concentrated on WHPA's active transition to legal entity status through both HVAC Stakeholder Engagement Strategy and Chartering activities; the Existing Buildings Energy Efficiency Action Plan (EBEE) and In-Person EBEE Charrette coordination; Compliance and Online Permitting; Workforce Education and Training

Elsia Galawish

Executive Director

*Western HVAC Performance Alliance Inc. (WHPA)*

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