Events

Oct. 4, 2021: IGSHPA Certified GeoExchange Designer Online Training

Oct. 13, 2021: IGSHPA Town Hall

Oct. 22, 2021: Dig Deeper Webinar with Ed Lohrenz


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Message from the Chairperson

The air is getting cooler, heat pumps are getting ready to switch, or have already switched to heating, and there are customers across the country that are thrilled with the ease this technology meets their heating needs. This is wonderful! And this wonderful view on the technology we are so passionate about needs to be shared. Talk to your customers, get a testimonial. Or follow up with a customer from 1 year ago, 5 years ago, 10 years ago, 30 years ago and ask how things are going. Take 10 minutes out of your week to get feedback on a geothermal system that you were a part of, and use that to start another conversation - with a new customer. Take that feedback, ask them for permission to share that, and then do just that - share it. Share that information on your social media accounts, share that information on your website, share that information with that sales visit you have this week. We as an industry have an incredible message to share - what we do is just awesome!
I challenge each member that reads this email to spend just 10 minutes a week to try to share about geothermal - whether it's getting a testimonial, or looking at who your utilities are in your state and share a link to the town hall from either CK Energy or Eversource (or both) and encourage them to start a conversation about geothermal. If even 100 people spend 10 minutes, think of the impact we can make, the message we can get out. If you need more ideas, or even want to talk about how we can continue to share our message, feel free to reach out to me via email, klull@igshpa.org.

I want to thank Scott Musgrave from Orca Energy for talking with us in our September Town Hall! Learning about the model that allows companies like Orca to provide 3rd party financing to developers was great! I can't wait to hear more about it in Nashville this December. Speaking of which, we should be releasing the agenda soon! Stay tuned, but you can register to attend today at our website, www.igshpa.org.

Lastly, I want to share my excitement regarding the announcement of Jeff Hammond as our new executive director. The board and I couldn't be more excited about Jeff coming on board. His knowledge and experience will bring even more enthusiasm to our industry, whether it's helping create new training programs, updating existing training programs or to be the representative of geothermal in a growing number of organizations. Jeff's passion is infectious and I can't wait to see where we go from here.

Thank you to all of our members, we wouldn't be here without you.

Sincerely,

Kortney Lull
Chairperson, Board of Directors
Calling all speakers! We are looking for speakers for our conference! We couldn't be more excited to get everyone back together, and are looking for topics that will educate and inspire the attendees. If you have a topic or presentation that you think would fit that description, please contact us at info@igshpa.org. Or even if you have a speaker or topic that you've heard presented on in the past, please send that information along too. Speaking opportunities at the conference are limited, so make sure that you send your information in early!
Registration is open for the IGSHPA/NGWA joint conference in Nashville, Dec. 14-16! We have exhibitor and sponsorship opportunities available as well! Head over to our website to reserve your spot and get more information: https://igshpa.org/conference2021/ We will see you in Nashville!

June 2021 renewals are happening now! IGSHPA is still waving CEU's for those renewing within 2 years of their expiration. Use our Square Site to get your membership and certifications renewed here: igshpa.square.site Please contact us at info@igshpa.org if you have any questions.
October Virtual Town Hall

During the IGSHPA September Town Hall, you heard from Scott Musgrave with ORCA Energy about utilizing a 3rd party ownership model to ensure that your project gets the maximum benefit for meeting the increasingly more strict environmental and sustainability requirements put on projects. If you missed September's Town Hall you can watch it on our YouTube channel here: https://www.youtube.com/watch?v=H2Ha8GDzZbw. Scott will be going more in depth on this topic at our Conference in Nashville, you will not want to miss it!

For our October Town Hall, Terry Proffer will be speaking to us about the importance of proper commissioning with our new Executive Director, Jeff Hammond, moderating. Forensics for problematic GSHP installations is no different than for other types of mechanical systems in that the fundamentals and perspective of the entire basis of design need to be understood before diagnostic efforts can begin. However, specific differences unique to GSHP systems must also be accounted for including the ground heat exchanger, controls sequence of operation compatibility for extended range heat pumps, and impacts typically not as significant to other system types but more sensitive for heat pump applications. Using basic evaluation procedures, root causes of problems may be identified, sometimes resulting in simple and cost effective corrections. This presentation will describe several problematic examples encountered for commercial and institutional installations, ranging from underperforming to catastrophic system failures, identification of issues, and best solutions determined to rectify same.

Terry Proffer has been involved in the GSHP industry since 1992, after a career as a petroleum geologist starting in 1979 after graduating with a geology degree in 1978 from Sul Ross State University, Alpine, Texas. He has designed closed loop ground heat exchangers for small residential applications to facilities exceeding 350,000 ft² of conditioned space, including various commercial, institutional and military projects. Terry is the manager for Major Geothermal of Wheat Ridge, Colorado, a firm specializing in the design of closed loop ground heat exchangers, thermal conductivity testing, installation quality assurance, functional testing, and GSHP system forensics.
To register for this FREE event, use the link below:
https://us06web.zoom.us/meeting/register/tZ0kcuutrDkuG9VccjSp0gBKPAF9SwoDsKvM
Meet the Marketing Committee

IGSHPA Vice President, Tim Wright and Marketing Committee Chairman, Darrin Beller have gathered members from all over the geothermal industry to serve on the IGSHPA Marketing Committee. Each month we will be introducing you to the incredible members that make up our Marketing Committee.

Carley Fletcher

Carley Fletcher is an experienced creative marketer focusing on international development and sustainability. Relatively new to the geothermal industry, Carley’s focus is to help create engaging and informational, marketing strategies through storytelling, social selling, and branding for Enertech Global. Carley is primarily responsible for executing digital marketing strategies, event planning and management, and product marketing.
“I’m very excited to attend IGSHPA 2021 conference this year! I think the geothermal industry has a bright future, and I want to share our technology to help transform renewable energy and its future. I hope you can attend this conference so we can come together as a shared industry to learn, collaborate, and grow! See you in Nashville!”

~ Carley

Steve Koep

Steve Koep is the founder of the Beneficial Electrification League (BEL) and an independent Beneficial Electrification Ambassador. With specific expertise and experience in the evolving Electric Water Heating, Demand Response, Renewable Storage and Beneficial Electrification (BE) markets, Steve has over 25 years of experience working with the electric utility industry to develop new opportunities for leading-edge electrification, energy efficiency and clean energy technologies.
“From single-family homes to entire housing developments to geo micro-districts, today’s ground-source heat pump (GSHP) technology is one of the most impactful and scalable ‘beneficial electrification’ (BE) options available. As the nation moves to decarbonize both new and existing buildings, GSHP technology is uniquely positioned as the most efficient and effective infrastructure choice for all-electric space conditioning and water heating. Electric utilities, whether member-owned, publicly-owned or investor-owned, are embracing this opportunity to build out the country’s electric HVAC infrastructure for the sustainable clean-energy future.

IGSHPA is prepared to assist and support electric utilities in this effort and we invite electric utilities from North America and around the world to join us in Nashville for IGSHPA 2021. See you there!” —Steve
Richard Lay

As with all the team members that make up the IGSHPA Marketing Committee, Richard wears many hats. He is the owner and President of North American Geothermal, Virginia’s largest “geothermal only” residential installation company. He is the founder and current president of the Virginia Geothermal Heat Pump Association, a member-driven organization committed to the growth of the geothermal market in the Commonwealth. And he has spent many hours on Capitol Hill fighting for the industry in the halls of Congress, an effort which has resulted in reinstatement and extension of federal tax credits. Richard’s passion for the industry and the technology is unparalleled and he is excited to be lending his expertise to IGSHPA.

“I love what I do everyday, Geothermal has so much to offer. We are a shovel ready answer to so many of the issues facing our nation and the world. ” ~Richard
IGSHPA would like to highlight news and views from our friends and partners at state geothermal associations. This month, we are happy to provide an update from New York Geothermal Energy Organization.

NY-GEO added four new board members in July to reload its stock of expertise and energy at a time when the electrification of buildings is becoming a key priority in New York’s greenhouse gas reduction strategies. The new board members are:

- **Kathy Hannun** is President and Cofounder of Dandelion Energy, a leading geothermal heat pump installer.
- **Venetia Lannon** is Vice President – Environmental Health and Safety at Con Edison. She was formerly the Deputy Secretary for the Environment under Governor Cuomo from 2016 to 2019, and was the New York City Regional Director of the NYS Department of Environmental Conservation (DEC) from 2011 to 2016.
- **Amanda Schneck** is the Senior Territory Manager at WaterFurnace International for New York and the New England States. She provides WaterFurnace Dealers with sales, marketing, and training support.
- **Samara Swanston** – is Legislative Counsel to the Environmental Protection Committee of the New York City Council, has been engaged in the practice of Environmental Law for more than twenty-five years and is also a Visiting Professor at the Pratt Institute Graduate School for Urban Planning and the Environment.

NY-GEO has been active advocating for installers to streamline processes and reduce payment delays with the state’s Joint Management Committee that is
running New York’s Clean Heat program. New York has recently seen geothermal incentive level increases for utilities Con Edison (up to $6,500 per ton in gas constrained areas) and National Grid ($1950 per ton until November 30th). NY-GEO continues to participate in utility rate cases where slow but steady progress is being made to reduce reliance on gas for heating in New York State. A recent case settlement included retaining a Geothermal Rate Impact Credit (GRIC) of $200 per year for customers on their electric bills in partial recognition of geothermal’s positive impacts on the electrical grid.

New York has mandated a 40% reduction in greenhouse gas emissions by 2030 and an 85% reduction by 2020. A Climate Action Council (CAC) has been established to develop a program for meeting those mandates. NY-GEO Executive Director Bill Nowak was appointed to the Energy Efficiency and Housing Advisory Panel to the CAC. This Spring the Panel forwarded their recommendations to the CAC, which included an end to fossil fuels in single family new construction by 2025.

The organization continues to plan for its March 23rd and 24th 2022 in-person conference and has been running series of well-attended weekly webinars (https://ny-geo.org/pages/2021-speaker-series-schedule). September’s sessions include a 3-part Geothermal Design series with CEU credits from Lisa Meline of Meline Engineering. NY-GEO continues to publish Just In!, its weekly new briefs for members (https://ny-geo.org/collections/ny-geo-membership) that is chock full of relevant industry and climate news along with events and job listings. A searchable archive has recently been established where editions of the briefs are published a week after they’ve been made available on an exclusive basis to members.

More News & Events

IGSHPA Certified GeoExchange Designer Online Training Course from October 4 - December 6, 2021
Monday lunchtime for 10 weeks - 12:00 - 1:30 pm ET
(11:00 am - 12:30 pm CT, 9:00 am - 10:30 am PT)
This online CGD course is identical to the 3-day classroom course. The only difference is the course is available in the comfort of your home or office and is available at a time it won't cut into your office productivity. Since the course is live and interactive, you have the opportunity to ask questions when the course is presented or by calling or emailing the instructor between sessions. Courses will be recorded for participant review. To register go [here](#).

**Dig Deeper Webinar with Ed Lohrenz- A Deeper Look Into Commercial Design**  
**October 22, @ 11:30 ET**

Ed Lohrenz from GEOptimize and Tom Wyer of Geo-Flo Corporation. will be giving a joint presentation giving us a deeper look into commercial design. The presentation will discuss commercial geothermal loopfield configurations and pumping. To register for this FREE webinar use the link below:

[https://us06web.zoom.us/meeting/register/tZAvdOutqz0vEtF-415Sv2bwLTXssvIn-Dl1](https://us06web.zoom.us/meeting/register/tZAvdOutqz0vEtF-415Sv2bwLTXssvIn-Dl1)

**California Geo: Ground Source Heat Pump Design Course for Building Professionals Module 1 – Overview of Ground Source Heat Pump Systems**  
**October 21 @ 11:00 am - 2:00 pm CT**

**GSHP Design** is a 9-hour course (covered in three 3-hour modules) and is an update of last year’s course for Architects, Engineers, Designers, Contractors, Building Owners and Developers, and those mechanical contractors who want to consider adding a geo-side to their business. The three modules can be purchased independently of one another or group-purchased at a discount. Participants will be given free design software that is used in the course.

**Module 1: Overview of Ground-Source Heat Pump (GSHP) Systems**  
**Thursday, October 21st 2021 (9am -to- Noon, PDT)**

*Overview of system components and types of ground heat exchangers, site characterization, thermal properties testing, and pipe fusion demonstration.*  
**Instructors Steve Kavanaugh and Chad Martin**

Go to [https://www.californiageo.org/ground-source-heat-pump-design-course-2-for-building-professionals/](https://www.californiageo.org/ground-source-heat-pump-design-course-2-for-building-professionals/) for pricing and registration
California Geo Town Hall- The Underground featuring Corey Chinn, “Practical Net Zero – GSHPS as a Cornerstone for Success”

October 27 @ 2:00 pm - 3:00 pm CT

CaliforniaGeo is pleased to offer a series of online regular meetings we call The Underground for registered participants. Our productions will be offered using our Zoom platform, lasting approximately one hour, Noon-to-1pm Pacific Time. The topic may be an issue, a technique, or a technology—or how certain policies and regulations may affect those.

They will feature a host and presenter, or a panel of two-to-three who will make a short presentation on the subject and then take live or chat-based questions from the audience. These will be free for CaliforniaGeo professional and affiliate members, and $10 for others. Membership will be verified after registration before access is provided.

Participation is limited.

Corey will share the design, engineering, and performance of Josephine Commons, a Boulder County, Colorado public housing project. Geothermal heat pumps were used to gain net zero performance.

Go here to register: https://www.californiageo.org/the-underground-session-1-registration-6-16-21/

California Geo-Ground Source Heat Pump Design Course for Building Professionals Module 2 – Design of Ground Source Heat Pump Systems

October 28 @ 11:00 am - 2:00 pm CT

GSHP Design is a 9-hour course (covered in three 3-hour modules) and is an update of last year’s course for Architects, Engineers, Designers, Contractors, Building Owners and Developers, and those mechanical contractors who want to consider adding a geo-side to their business. The three modules can be purchased independently of one another or group-purchased at a discount. Participants will be given free design software that is used in the course.
Module 2: Design of Ground Source Heat Pump Systems

Thursday, October 28th 2021 (9am -to- Noon, PDT)

Thirteen-step design process, including instruction using provided software for Ground Heat Exchanger Sizing, Pump Calculations, AHRI test data corrections to design conditions, and more. Design for closed-loop vertical ground heat exchanger and closed-loop surface water heat exchanger connected to a commercial building. It is assumed that the attendee has gone through Module 1 or already has a basic understanding of GSHPs. Instructor Steve Kavanaugh.

Go to https://www.californiageo.org/ground-source-heat-pump-design-course-2-for-building-professionals/ for pricing and registration.

California Geo- Ground Source Heat Pump Design Course for Building Professionals Module 3 – Ground Source Heat Pumps: Special Topics

November 4 @ 11:00 am - 2:00 pm CT

GSHP Design is a 9-hour course (covered in three 3-hour modules) and is an update of last year’s course for Architects, Engineers, Designers, Contractors, Building Owners and Developers, and those mechanical contractors who want to consider adding a geo-side to their business. The three modules can be purchased independently of one another or group-purchased at a discount. Participants will be given free design software that is used in the course.

Module 3: Ground Source Heat Pump Systems: Special Topics

Thursday, November 4th 2021 (9am -to- Noon, PDT)

Design of surface water systems, and design considerations for cold v. warm regions. It is recommended that attendees participate in the previous modules; however, it is not mandatory. Module 3 provides information on current codes and standards as they apply to ground-source heat pumps systems and information on additional resources for design and construction. Instructors Steve Kavanaugh and Lisa Meline.

Go to https://www.californiageo.org/ground-source-heat-pump-design-course-2-
UPDATE from GeoExchange

Congress Moves Forward with Reconciliation

IGSHPA's partner, the Geothermal Exchange Organization (GEO), continues its advocacy work in Washington, D.C. On September 15, the House Ways and Means Committee voted to approve its portion of the Build Back Better reconciliation bill. After two years of hard work on the part of GEO and its partners on Capitol Hill, major provisions affecting the geothermal heat pump industry (GHP) were included in the package.

The Ways and Means language contains 12 year extensions for both residential and commercial GHP installations. Additionally, the bill increases the commercial credit from 10% to 30% in parity with solar. This provision would have a significant impact on the market and drive adoption of third-party ownership models.

House Speaker Nancy Pelosi has set a vote on the Build Back Back package, the Bipartisan Infrastructure Framework, and a budgetary continuing resolution for September 30.

GEO is deeply involved in the ongoing deliberations and discussions on Capitol Hill and continues to press for strong support of the geothermal industry. If you have any questions about GEO's efforts in Washington, please reach out to info@geoexchange.org.

Announcements

Training Committee
The Training Committee has been meeting regularly to discuss revisions to existing curriculum and plan for future courses. There are planned updates to the Accredited
Installer course and implementation of the Certified Residential Designer course. For any questions about the work of the training committee, please send your inquiry to info@igshpa.org.

**We Need You!**
If you are willing to volunteer your time to continue to promote our industry, we are looking for your help! Please contact us at info@igshpa.org with your interest in volunteering. Please also keep your eye out for any opportunities on our website and social media feeds!

**Membership Survey**
If you have not completed the IGSHPA Membership Interests Survey, please do so at [https://forms.gle/pWyy2YbmnDnHzzf7](https://forms.gle/pWyy2YbmnDnHzzf7)

**Town Hall Topics**
We will be hosting Town Hall with Seminar events every month and welcome your suggestions for topics you’d like to hear more information on. Suggestions we have received to date include:

- Overview of the individual training classes offered by IGSHPA
- The benefits of geothermal, including lower maintenance, indoor air quality, etc.
- Commercial building, K-12 & mixed-use building case studies
- Financing options (ESCO's, PACE, bonds, etc.)
- The process of getting started on a geothermal project (feasibility, when to do a TC test, etc)
At the February Town Hall meeting, the IGSHPA Board presented a working version of its joint Vision and Mission Statement with GeoExchange. If you have thoughts or comments on this statement, please reach out, we would love to get your input.