If you're having trouble viewing this email, you can see it online.

IGSHPA News
Keeping you in the Loop

Events

June 8, 2022 @ 11:30 ET- IGSHPA Town Hall
June 24, 2022 @ 11:30 ET- Dig Deeper Webinar
July 13, 2022 @ 11:30 ET- IGSHPA Town Hall
July 22, 2022@ 11:30 ET- Dig Deeper Webinar

STAY UP TO DATE ON OUR UPCOMING EVENTS WITH OUR NEW EVENTS PAGE ON OUR WEBSITE: https://igshpa.org/calendar/

Message from the Executive Director

Welcome to the May edition of the IGSHPA News!

Like April, IGSHPA had a number of new and renewing business memberships in May. Thank you! You will see an e-news at the beginning of June, announcing May memberships. You will likely see more e-mails from IGSHPA on membership and certification expiration notifications as we start to really take advantage of the great features our CRM software has to offer for keeping members up to date. Keep in mind that membership and certification are separate. So, if you have multiple certifications and a membership, you will see an e-mail for each one. We just added a new document to the
website, outlining memberships and certifications, which will hopefully explain how all this works. Click here to check it out.

Speaking of membership, there is a new upgrade option, just approved by the IGSHPA board of directors! Scroll down to check out the article below, "New Membership Upgrade", for more details on how to upgrade from individual memberships to a business membership.

In other news, we are continuing to see great progress from the training committee. The subcommittees have already started to meet and are working on the creation of modules to make training more accessible, less expensive and more pertinent to attendees. The first two modules will be a service tech module and an installation tech module. Both modules will concentrate on the inside of the installation (heat pump/inside piping). Both modules will carry NATE certification in the U.S. and HRAI certification in Canada. The revised CRD (Certified Residential Designer) training is also well on its way to completion. The "outside portion of the system" (we'll eventually come up with a new name!) subcommittee has started to meet to determine modules needed to update the Accredited Installer (AI) training for the ground loop installation (driller, trenching, fusion, etc.). It's exciting to see the commitment to IGSHPA and the industry by committee members!

The advocacy and marketing committees have also been working hard at creating more value for IGSHPA membership. Advocacy has been discussing topics that will unite state and provincial associations, helping us all provide consistent messaging. Marketing is working on the December conference, considering where IGSHPA goes in the future with membership levels, and having great success with new graphics, case studies, and content for members and state/provincial associations to use. We can't wait to see the results from advocacy and marketing!

Finally, if you haven't checked out the new business directory, click on "Business Directory" at the very top of the page at igshpa.org. The new business directory (a benefit of corporate or business memberships) adds a lot of functionality, including searches by products and services offered.

As the weather heats up outside, let us know how we can help your geothermal business "heat up" with suggestions for improving IGSHPA!

Sincerely,
Countdown to the Annual Conference!

Keep an eye on your Inbox for updates on the IGSHPA Annual Conference. December may seem like a long time away, but you'll want to start planning now to get the best pricing/location on hotel reservations and to block out your calendar for this event. The call for speakers is on the conference page at https://igshpa.org/conference2022/. Click on the purple button (“Submit a Speaker Abstract Here”) to complete the form by May 31.

Here's a checklist to prepare for the conference ...

- Register for the conference at https://igshpa.org/conference2022/.
- Make your hotel reservations at https://igshpa.org/conference2022/.
  IGSHPA is partnering with NGWA (National Groundwater Association) again this year. NGWA has secured special pricing at the Westgate hotel, which has a walkway to the convention center. Plus, it has a Monorail station if you want to visit The Las Vegas Strip.
- Register as an exhibitor at https://igshpa.org/conference2022/. Booth space in the IGSHPA pavilion is limited. Check out the exhibitors that have already reserved booth space at https://ngwa.confex.com/ngwa/gw22/exhibitorboothmap.cgi?time=123456789. The IGSHPA Pavilion is right at the entrance to the exhibit hall.

IGSHPA would like to recognize our newest and first Bronze level Conference Sponsor, Salas O'Brien!
See you in Las Vegas in December!

**Update from GeoExchange**

*Negotiations on Reconciliation Package Continue Behind the Scenes*

Despite little attention in the press, negotiations between the White House and Sen. Joe Manchin have continued behind the scenes in recent weeks. The latest intel suggests that they are nearing a compromise framework and hopes are that they’ll return from the Memorial Day recess and begin work in earnest on the package.

Meanwhile, members of Congress continue to push for support of heat pumps. Sen. Amy Klobuchar recently introduced S. 4139, the Heating Efficiency and Affordability through Tax Relief Act which would award tax credits to manufacturers of high-efficiency heat pumps. The bill includes provisions for geothermal heat pump manufacturers. Sen. Klobuchar is also in the process of drafting a bill aimed specifically at increasing market penetration of district-scale geothermal systems. A number of other legislative initiatives have been introduced in recent weeks that would help the geo industry.

If you have questions about the reconciliation process or any pending legislation in Congress, please don’t hesitate to reach out via info@geoexchange.org. Thanks for your continued support!
Virtual Town Halls

Last month we heard from IGSHPA's Executive Director, Jeff Hammond, who presented the technical portion of *Residential Geothermal Application: How Does it Compare to Conventional?* To watch the recording of this presentation go [here](#).

On June 8, Rob Derksen of Michigan Energy Services will be presenting Part 2 - the Sales/Pricing portion of our Two-Part Series — *Residential Geothermal Application: How Does it Compare to Conventional?*
In 1998 Rob joined Michigan Energy Services as a Co-owner and developed the business into one of the largest Geothermal installers in the country. To date Michigan Energy Services has been involved in over 4000 geothermal installations across Michigan.

In 2017 Rob started D4 Consulting to develop a much-needed software package, EnerSketch Pro, that simplifies the design and sales process for HVAC systems to help contractors more quickly complete their quotes, deliver onsite proposals in a single visit and provide the ability to offer Geothermal and other HVAC system options for comparison to homeowners.

Rob has a passion for education based selling, which requires a clear understanding a customer’s wants, needs and goals and then applying the right products to the customer’s criteria and allowing them to choose what is the right fit for them.

To register for this Town Hall go here.

Please submit recommendations for topics that you would like to learn more about or an abstract of a topic that you would like to present to info@igspha.org.

New Membership Upgrade!

To recognize our members' dedication to IGSHPA and the industry, members now have the ability to convert multiple individual memberships to a business membership. For example, if a heating/cooling contractor or ground loop installer has three employees with individual memberships, the company may convert those three memberships into a single business membership simply by paying the difference. The employees of the business have IGSHPA membership through the company after the upgrade as long as they are still employed by the company. Individuals still need to maintain their certifications separately. There are many business membership benefits, including listing in the business directory on the IGSHPA website, an additional vote in elections, conference/exhibitor discounts, recognition in IGSHPA communications, and much more! Check out the latest upgrade option on the membership page!
More News and Events


June 14-16, 2022: HRAI-IGSHPA Accredited Installer Course Online
HRAI’s new Accredited Geothermal Installer course draws from the International Ground Source Heat Pump Association – perfect for HVAC system installers who want to install geothermal heat pump systems! To register and for more information go here.

June 24, 2022 @ 11:30 ET : Dig Deeper Webinar Designing Hydronic Heat Pump Systems for Success: Piping, designing, setup of the equipment and how to control it, presented by Michael Ridler from Eden Energy. Register here.

July 13, 2022 @ 11:30 ET : IGSHPA Virtual Town Hall Geothermal and Solar: Complimentary Technologies for Attaining Net Zero presented by Roshan Revankar of Melink ZERO. Register here.

July 22, 2022 @ 11:30 ET : Dig Deeper Webinar White paper on expansion tanks for geothermal systems presented by Tom Wyer from Geo-Flo. Register here.

Do you have an industry event that we should know about? Submit your event to info@igshpa.org and we will add it to the Events Page on our website and highlight it in our next Monthly Newsletter.

Our mailing address is: