



Electric & Gas Industries Association

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HARDI and EGIA Enter into Mutually Beneficial Partnership to Strengthen Two-Step HVACR Growth

FOR IMMEDIATE RELEASE

Sacramento, CA, March 13, 2023– Together, Electric & Gas Industries Association (EGIA) and Heating, Air-conditioning & Refrigeration Distributors International (HARDI) announce a mutually beneficial partnership with the express goals of strengthening the relationship between the associations and promoting profitable, high-quality two-step growth in the North American HVACR industry.

For decades, the two associations have served the HVACR industry in different capacities; HARDI being focused on serving wholesale distribution companies, and EGIA primarily serving a contractor constituency. “The decision to enter into a formal partnership will help unify efforts previously being made independently by each association into targeted and cohesive strategies designed to deliver enhanced energy efficiency services and training to contractors, distributors and manufacturers,” said Talbot Gee, HARDI CEO.

The goals of the partnership, designed to have the greatest positive impact on contractors, distributors and the general public, are as follows:

- Advocacy for mutually-beneficial incentive programs for the products the memberships sell and install
- Successful execution of mutually-beneficial incentive programs for the products the memberships sell and install
- Growth in contractor utilization and effectiveness of consumer financing programs
- Increasing the number of high-performing contractor businesses and the growth of those high performing contracting businesses
- Ensuring contractors are prepared to take advantage of billions in grants, incentives and rebate funds available in the marketplace beginning in late 2023

Bruce Matulich, EGIA CEO explains the anticipated impact in terms of aligning advocacy efforts, “As HVACR incentives and regulation policy become increasingly complex to navigate, a collaboration of our respective Government Affairs teams will positively influence the use and distribution of IRA incentive funding; allow us to maximize advocacy through the regulatory process ; and optimize our participation in advisory meetings regarding IRA program design and implementation with State Energy offices.”

As the partnership evolves, the associations will explore ways to mutually enhance participation for their respective membership bases’ involvement in talent and training programs. Furthermore, efforts will be

made to encourage a blending of membership attendance at the respective associations' events to drive awareness, education and success for the goals outlined in the Memorandum of Understanding.

EGIA will host EPIC2023, its largest educational conference of the year, in Las Vegas, March 16-17 at Caesars Palace. HARDI is a sponsor of the event and will have staff in attendance as the two associations prepare to spread awareness about the partnership.

For questions or further information, please contact Allison Greene (HARDI) at agreene@hardinet.org or Lucas Ehrbar (EGIA) at lehrbar@egia.org.

About the Electric & Gas Industries Association (EGIA)

EGIA is a nonprofit organization that empowers home services contractors to get the most out of their businesses through industry-leading training, financing and marketplace solutions. Its Contractor University offers access to the industry's most recognized educators, who deliver innovative keys to success through online training systems, in-person workshops, conferences and webinars. EGIA is also a recognized leader in delivering sponsored demand management and resource efficiency services on behalf of electric, gas and water utilities and municipalities. These services include financing; rebate program administration and rebate processing; contractor network management, training and certification; and sales channel development and support. OPTIMUS Financing, which has facilitated financing for 450,000+ residential and business projects valued at over \$8 billion, provides contractors with a best-in-class suite of financing options. Contractor Marketplace brings together some of the most in-demand vendors and products in the industry at exclusive pricing. Learn more at www.EGIA.org.

ABOUT HARDI

HARDI (Heating, Air-conditioning and Refrigeration Distributors International) is the single voice of wholesale distribution within the HVACR industry. HARDI members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts and supplies. HARDI Distributor members serve installation and service/replacement contractors in residential and commercial markets, as well as commercial/industrial and institutional maintenance staffs. HARDI proudly represents more than 460 distributor members representing more than 5,000 branch locations, and close to 500 suppliers, manufacturer representatives and service vendors.