



## **GEO 101 Training for Cooperative Employees**

GEO 101 is a training program specifically designed to educate cooperative employees on the basics of geothermal heating and cooling technologies and the reason why it is so beneficial to both the cooperative and its membership.

### **Training Overview**

**Lesson 1:** participants learn an overview of basic electrical components for electricity, formulas used, and calculating service demand as applicable to consumer HVAC systems.

**Lesson 2:** Participants learn about GHP common names, history, the basic principles of GHP operation, system components, and HVAC system operating costs.

**Lesson 3:** Provides the requirements needed and the design standards required when sizing geothermal heat pumps.

**Lesson 4:** Focuses on why to promote geothermal heat pumps to consumers and their benefits to electric utilities as a top renewable energy choice.

**Lesson 5:** Participants learn about marketing to candidates, application opportunities, incentive rewards and the importance of communications to grow the local market.

**Lesson 6:** Offers a discussion regarding a Geothermal Heat Pump Rebate Program, key program documentation requirements and the importance of verifying proper equipment design, installation, and related Design Standards.

**Lesson 7:** This lesson plan is optional. Participants learn about thermal energy, heat transfer, ventilation, construction materials, construction design, and the benefits of Smart Controls.

### **Target Audience:**

- Customer Service Representatives
- Communication Specialists
- Energy Efficiency Specialists
- Energy Advisors
- General Staff and Management
- Marketing Specialists
- Member Service Advisors,
- Member Service Management
- \*Anybody in the cooperative that may engage with a member and be asked questions about GHP technology

### **Course Length**

- The course is designed to take approximately 6 ½ hours, including breaks.

Contact Jeremiah Strode at [jeremiah@geoexchange.org](mailto:jeremiah@geoexchange.org) for more information.