

Proceeding: A.22-03-
Exhibit No.: 3C-REN-03
Date: March 4, 2022
Witness(es): Tellez, Alejandra

3C-REN

TESTIMONY APPENDICES

APPENDIX A – STATEMENTS OF QUALIFICATION

APPENDIX B – APPLICATION ATTACHMENT TABLES

APPENDIX C – SUPPLEMENTAL BUDGET INFORMATION NARRATIVE

APPENDIX D – EQUITY METRICS REPORT

APPENDIX E – MARKET SUPPORT METRICS REPORT

APPENDIX F – MARKET SUPPORT AND EQUITY METRICS

APPENDIX A
STATEMENTS OF QUALIFICATION

STATEMENT OF QUALIFICATIONS OF ALEJANDRA TÉLLEZ

PORTFOLIO OVERVIEW AND STRATEGY

800 South Victoria Avenue, Ventura CA 93001

Description of responsibilities

I am the Sustainability Officer for the County of Ventura. In that role I have served as 3C-REN's administrative lead since it was launched in 2019. I am one of the directors responsible for oversight of 3C-REN's portfolio of energy efficiency programs, preparation of regulatory filings, and supervision of development and implementation of reporting and compliance, evaluation, verification and measurement activities and collaborations with Southern California Gas Company, Southern California Edison Company, and Pacific Gas and Electric Company. I have been a California Energy Efficiency Coordinating Committee (CAEECC) member since 3C-REN was approved.

I oversee the Sustainability Division for the County of Ventura, which supports the Board of Supervisor's commitment to reducing greenhouse gas emissions as well as efforts to improve environmental performance. I am the chair of the Ventura County Sustainability Committee, whose purpose is to promote environmental stewardship in County operations. The committee considers the impacts on sustainability associated with County practices, evaluates sustainability initiatives qualitatively and quantitatively, promotes sustainability among all County departments, agencies, and business partners, publicly shares sustainability efforts and works to continually improve sustainability as aligned with the County's Service Excellence Program and Strategic Plan.

In addition, I have oversight responsibilities for Ventura County Regional Energy Alliance (VCREA), the County's local energy efficiency clearinghouse, which offers a website, training seminars, and technical project support and energy planning for local stakeholders.

Summary of educational and professional background

I have been an employee of the County of Ventura for 18 years (April 2003- Current).

Master of Public Policy Administration, California Lutheran University (June 2012).

Bachelors of Arts in Business Administration, Mount St. Mary's University (May 2002).

STATEMENT OF QUALIFICATIONS OF APRIL PRICE

RESIDENTIAL SECTOR – SINGLE FAMILY

123 East Anapamu Street, Second Floor, Santa Barbara, California 93101.

Description of responsibilities

I am an Energy Portfolio Manager with the County of Santa Barbara. In this position, I conduct Santa Barbara County specific work, but also serve as an employee of the Tri County Regional Energy Network (3C-REN).

In my work with 3C-REN relevant to this filing, I am the program manager for the single-family program, managing program strategy and design, implementer, and budget for the Population NMEC based program that focuses on hard to reach single family buildings to achieve metered energy savings.

Summary of educational and professional background

Santa Barbara County/3C-REN, 2021 to present.

Prior to that I worked for Community Environmental Council for six years, where I managed residential energy programs, implemented grant funded clean tech focused work, and administered a local government partnership.

Masters in Environmental Science and Management, University of California, Santa Barbara.

Bachelor of Biology, University of California, Santa Cruz.

STATEMENT OF QUALIFICATIONS OF ASHLEY WATKINS

CROSSCUTTING and COMMERCIAL SECTORS

123 East Anapamu Street, Second Floor, Santa Barbara, CA 93101

Description of responsibilities

I am the Division Chief for the County of Santa Barbara's Sustainability Division, where I work with internal and external stakeholders to develop climate related policy, programs and projects. I am also a Co-Director with the Tri-County Regional Energy Network (3C-REN), in which I am responsible for creating portfolio-level strategy and overall 3C-REN prioritization; establishing and managing portfolio-level budgets; addressing and resolving high-level programmatic issues such as program design, branding and marketing, strategy, procurement, and consulting support; and drafting and responding to California Public Utilities Commission regulatory filings.

I focus on programs that serve the residential, commercial and public sectors. I have strong experience working with public agencies and businesses given my role at the County and on the development and implementation of the local Green Business Program. I led development of a commercial market characterization study and currently work on a program that provides technical assistance to public agencies and commercial property owners. Along with my Co-Directors, I am also responsible for efforts to educate 3C-REN staff on equity issues and infuse equity into program planning and implementation.

Summary of educational and professional background

I have more than 15 years of experience developing and managing local, state and federal energy efficiency and renewable energy programs. I have been with the County of Santa Barbara since 2012 and with 3C-REN since its inception in 2017.

Prior to that, I worked for Ecology Action from 2011-2012 as Central Coast Regional Program Manager for the statewide Energy Upgrade California Program directing program staff and developing outreach strategies to property owners, contractors and other key stakeholders.

I served as Manager of Education and Training Programs for the Center for Sustainable Energy, from 2003-2011 where I was responsible for identifying workforce needs, developing educational trainings and obtaining grant funding for workforce development programs.

Bachelor of Arts, San Francisco State University.

Statement of Qualifications

Casey Connorton

Frontier Energy, Inc. 12949 Alcosta Boulevard, Suite 101, San Ramon, California 94583-1323

Description of responsibilities

I am a Program Consultant with Frontier Energy, Inc., and act as Regulatory Reporting Lead for 3C-REN. In that capacity I oversee all monthly, quarterly, and annual reporting in the California Energy Data and Reporting System (CEDARS). I also support well as budget advice letter filings to the CPUC through the use of Cost Effectiveness Tool forecasting.

I have supported CEDARS reporting and budget advice letter filings for more than three years on behalf of two Community Choice Aggregators (CCAs) and two Regional Energy Networks (RENs). I attend and represent REN and CCA interests at the California Public Utilities Commission's Reporting Peer Coordination Group calls.

I have worked on 10 energy efficiency programs across California during my eight years of employment with Frontier Energy, supporting many aspects of program design and implementation. My areas of expertise include regulatory reporting, incentive pipeline development, quality assurance protocols, and contractor management. I am a certified Salesforce Administrator skilled in configuring turn-key database solutions tailored to program and CEDARS reporting specifications.

Summary of educational and professional background

I have been employed with Frontier Energy, Inc. for eight years (September 2013)

Bachelor of Arts, Environmental Studies and Business Administration, Whittier College. (May 2013)

Salesforce Certified Administrator. (September 2016)

Building Performance Institute (BPI) Building Science Principles Certificate. (August 2019)

Project Management Professional (PMP), Project Management Institute (PMI). (June 2019)

STATEMENT OF QUALIFICATIONS OF CLAUDIA PINGATORE

COMMERCIAL SECTOR

12949 Alcosta Boulevard, Suite 101, San Ramon, California, 94583

Description of responsibilities

I am a Program Consultant with Frontier Energy, Inc., supporting 3C-REN develop the Commercial Sector of its Business Plan. My 3C-REN responsibilities include drafting Business Plan elements and coordinating meetings to facilitate program ideation and development.

My related experience with Frontier Energy includes contractor support and customer relationship management (CRM) platform development for TECH Clean California, and material development for Sonoma Clean Power's Lead Locally program. I am proficient in performing small business energy audits and associated reporting, along with program design and implementation for commercial foodservice programs, including Restaurant Refresh, a normalized meter energy consumption (NMEC) program.

Prior to joining Frontier Energy, I worked for Contra Costa County for six years, helping to implement the Green Business Program, which offers certification to businesses. In this role I assisted businesses, supported the development of certification criteria, and coordinated with local government and utility program partners on program development.

Summary of educational and professional background

I have been employed with Frontier Energy, Inc. For almost seven years (July 2015 to Present)

B.S., Physical Environmental Sciences (Cum Laude), University of California at Berkeley, 2007, with a minor in City and Regional Planning

Professional Certificate in Principles of Green Chemistry, UC Berkeley Extension, May 2014

STATEMENT OF QUALIFICATIONS OF CORRINE SCHRALL
RESIDENTIAL SECTOR – SINGLE FAMILY AND MULTIFAMILY

12949 Alcosta Boulevard, Suite 101, San Ramon, California 94583

Description of responsibilities

I am a Senior Program Consultant at Frontier Energy, which serves as consultant to Tri-County Regional Energy Network (3C-REN). In this role, I participated in the design and launch of the Home Energy Savings (HES) Single Family Program in 2020, as well as program adjustments prompted by the pandemic and the day-to-day project management. I supported the monitoring of implementer development and tracked progress toward goals.

In addition to my work in 3C-REN's residential sector, I support the Building Performance Training (BPT) program in its efforts to engage disadvantaged workers and workers from disadvantaged communities. For the BPT program, I led a research effort in which interviews with organizations that support disadvantaged communities were conducted to help 3C-REN better understand their needs. I also work with 3C-REN to engage partners to collectively serve these communities better.

I also consult with Bay Area Regional Energy Network's (BayREN) Water Upgrades \$ave Program, a tariffed on-bill program that leverages water conservation to reduce embedded energy demand by single and multifamily homes. I design and coordinate back-end processes for residential projects for Sonoma Clean Power. I manage residential project quality assurance and quality control review for the California Alternative Energy and Advanced Transportation Financing Authority (CAEATFA) GoGreen Home program.

Summary of educational and professional background

Senior Program Consultant, Frontier Energy 2020 to present.

Consultant to utilities, Raftelis Financial Consultants.

I Tax Clerk, CSI Capital Management.

Bachelor of Business Economics and German Studies, University of California, Santa Barbara.

Master's in Environmental Management, Duke University.

STATEMENT OF QUALIFICATIONS OF ERICA HELSON

800 S Victoria Avenue, Ventura, California 93009

Description of responsibilities

I am a Portfolio Manager for 3C-REN with the County of Ventura. In this role, I support REN-wide and programmatic strategic planning, organizational process improvements, data collection and management of associated software platforms, metrics development and reporting, marketing and branding, regulatory compliance and staff engagement.

Joining 3C-REN in the first year of program delivery in 2019, I helped to establish clear program goals, created protocols to ensure collection of key program data for metrics reporting and program evaluation, managed the development of a REN-wide marketing strategy, participated in California Energy Efficiency Coordinating Committee (CAEECC) meetings and working groups, and facilitated routine team check-ins to promote cross-program coordination. Much of this work is ongoing, with a focus on marketing strategy implementation and management of 3C-REN's database.

Summary of educational and professional background

I have been with the County of Ventura since August of 2019.

Prior to that, I was an Assistant Vice President with the NYC Economic Development Corporation, where I developed and implemented sustainability and resiliency programs, with sub-sectors of focus that included energy efficiency, solar, and offshore wind.

Additional past experience includes outreach for commercial energy efficiency programs with Steven Winter Associates, development of solar soft cost reduction strategies for City University of New York, and marketing and project management for Solar Forward.

I have a Bachelor of Arts in Political Studies from Pitzer College (2008), and a Master of Public Administration in Environmental Science and Policy from Columbia University (2014).

STATEMENT OF QUALIFICATIONS OF JORDAN GARBAYO

CROSSCUTTING– CODES AND STANDARDS

Jordan Garbayo.

County of San Luis Obispo, PLANNING AND BUILDING DEPARTMENT: 976 Osos Street, Room 200, San Luis Obispo, CA 93406.

Description of responsibilities

I am an Energy Program Manager with the County of San Luis Obispo. In this position, I conduct County of San Luis Obispo specific work and serve as a Tri County Regional Energy Network (3C-REN) employee.

In my work with 3C-REN relevant to this filing, I am program manager for the Codes and Standards program, managing program strategy and design, implementers, and budget for a program that focuses on hard-to-reach building professionals in the private and public sectors across the tri-county region. I previously managed the County of San Luis Obispo's Local Government Partnership, which included developing and managing programs dedicated to energy efficiency support for local government agencies and small-to-medium business direct install programs.

Summary of educational and professional background

I joined the County of San Luis Obispo in 2015 to implement the Local Government Partnership and ultimately administer the Codes and Standards program for 3C-REN.

Through my work with the County of San Luis Obispo Local Government Partnership I worked closely with the county, seven cities, and many special districts to deliver energy efficiency programming and liaison customers through project development to implementation. Similarly, I closely collaborated with the Pacific Gas and Electric Company Direct Install program implementer for the small-to-medium business sector to prioritize hard-to-reach customers in the county.

Prior to joining 3C-REN and the County of San Luis Obispo, I gained experience conducting greenhouse gas inventories, developing climate/energy action planning, and implementing online permitting for various cities in Orange County and the Coachella Valley, which provided an opportunity to work closely with public and commercial sector customers and understand their needs and challenges associated with project development and implementation.

Master of Science in Environmental Studies, California State University, Fullerton. 2015

Bachelor of Business Administration, University of La Verne. 2010

**STATEMENT OF QUALIFICATIONS OF MARGARET MARCHANT
AGRICULTURAL SECTOR CROSS-CUTTING SECTOR – COMMERCIAL**

12949 Alcosta Boulevard, Suite 101, San Ramon, California, 94583-1323

Description of responsibilities

I am a Senior Program Consultant II with Frontier Energy, Inc., which provides technical and regulatory consulting services to 3C-REN. In this role, I coordinate Frontier Energy's contributions to 3C-REN's program funding application exhibit documents, such as the Strategic Business and Portfolio plans. The work includes program ideation and development of strategic interventions for 3C-REN's agricultural and cross-cutting sectors – commercial and public facilities offerings, as well as development of strategic approaches to the equity and market support segments of 3C-REN's portfolio.

Previously I served as lead author on the program funding application for Inland Regional Energy Network, with responsibilities that included program ideation, market research, and development of strategic interventions for the public sector, codes and standards, and workforce education and training energy efficiency offerings.

I have also supported Clean Power San Francisco and San Jose Clean Energy with program funding applications for energy efficiency offerings serving commercial and public sector customers.

Summary of educational and professional background

I have been with Frontier Energy since 2008.

Bachelor of Arts (with departmental honors), Plan 1 Liberal Arts Honors Program, University of Texas, Austin, May 2007.

STATEMENT OF QUALIFICATIONS OF MARISA HANSON-LOPEZ

RESIDENTIAL: MULTIFAMILY AND AGRICULTURAL SECTORS

123 East Anapamu Street, Second Floor Santa Barbara, CA 93101

Description of responsibilities

I am a Senior Program Specialist with the County of Santa Barbara. In this position, I conduct Santa Barbara County specific work, but also serve as a Tri-County Regional Energy Network (3C-REN) employee.

In my work with 3C-REN relevant to this filing, I am the program manager for the multifamily program, managing the program strategy and design, implementer, and budget for the whole-building-based program that targets hard to reach multifamily (5+ units) buildings for greenhouse gas savings. I have also led efforts for 3C-REN, in coordination with Frontier Energy, on agricultural program ideation and development of strategic interventions for the Strategic Business Plan.

Summary of educational and professional background

I have been with the County of Santa Barbara since 2014, and worked on multiple residential energy efficiency programs, including emPower, a single-family energy efficiency program connected to the statewide Energy Upgrade California program, and as the Program Manager for 3C-REN's single-family residential direct install program. I also lead review of Energy Conservation Plans submitted by cannabis business license applicants at the County of Santa Barbara, which includes verifying that energy reduction requirements are met for indoor and mixed-light cannabis cultivators.

Masters in Sustainability Management, Columbia University, 2014.

Bachelor of Science in Economics, Pennsylvania State University, 2004.

STATEMENT OF QUALIFICATIONS FOR MIKELA TOPEY

CROSCUTTING– WORKFORCE EDUCATION AND TRAINING AND CODES AND STANDARDS

Frontier Energy, Inc. 12949 Alcosta Boulevard, Suite 101 San Ramon, CA 94583-1323

Description of responsibilities

I am a Program Consultant with Frontier Energy, Inc., providing project management support to Building Performance Training and Codes and Standards programs. In this role, I work with Tri-County Regional Energy Network program teams to identify opportunities to engage building professionals, lead engagement with local industry partners, conduct research on Tri-County's energy-efficiency needs, plan and coordinate online events, and provide administrative support when needed.

I bring a background in social responsibility and sustainability to my work at Frontier, providing support for outreach, marketing, and education to low-income communities and workforce education and training for disadvantaged workers. My skills include research, data management and analysis, program development, stakeholder engagement, community outreach, marketing, and social media campaigns. In addition to Tri-County, I provide program assistance to TECH Clean California, East Bay Community Energy, Inland Empire Regional Energy Network, and the California Alternative Energy and Advanced Transportation Authority.

Summary of educational and professional background

I have been with Frontier Energy since 2020. Prior to joining Frontier, I served as a fellow for the Emerald Cities Collaborative, where I managed community stakeholder outreach and engagement to community in San Francisco for two Zero Cities initiatives:

- 1) The San Francisco Bay Area E-Contractor Academy, which offers small-, minority-, disadvantaged-, women- and veteran-owned contractors training on energy efficiency, solar and battery storage, electric vehicle charging stations; and
- 2) RENEW Multi-family energy and water efficiency program, which serves low- and moderate-income residents in multi-family rental housing.

I focused on including underserved communities in decision making and helping program sponsors develop equity- and just-oriented solutions to building decarbonization for different geographical regions while ensuring that technical and financial resources were provided to people who participated in the Emerald Cities' programs.

I have a Bachelor of Science in Environmental Sciences from the University of California, Berkeley.

STATEMENT OF QUALIFICATIONS OF NANCY BARBA
PORTFOLIO OVERVIEW, ENERGY SAVINGS FORECAST AND TECHNICAL CONSULTANT

12949 Alcosta Boulevard, Suite 101, San Ramon, California 94583.

Description of Responsibilities

I am a Director with Frontier Energy, responsible for designing and developing portfolios and programs for regional energy networks and community choice aggregators. The work includes strategic planning, creating sector frameworks, identifying goals and energy savings forecasting. Additionally, my team provides strategic funding consulting to local governments and aids in securing funding opportunities from rate payer and non-rate payer sources. As part of my responsibilities, I manage programs, oversee stakeholder engagement, develop program pipelines, ensure accurate regulatory reporting and advise on community outreach.

I oversee development of cost effectiveness calculations and the populating of regulatory reporting tables, and ensure technical guidance is current and appropriate for the proposed sectors and segments.

For the Tri-County Regional Energy Network I oversee and consult on portfolio strategic framework, program design, development activities, budgets, metrics, and energy savings estimates. I advise on regulatory matters, including proceedings, representation at the California Energy Efficiency Coordinating Committee (CAEECC), filing comments, and support negotiating the regulatory landscape.

I consult on program design, including measure selection and strategic customer engagement for workforce education and training, codes and standards, public sector, single family, and multifamily programs. I have supported dozens of successful filings of annual budget advice letters, program implementation plans, joint cooperation memorandums, and other required regulatory documents for program administrators.

Summary of educational and professional background

I have been with Frontier Energy since 2010. Previously, I was the Director, Sustainable Works, Residential Green Programs for the City of Santa Monica.

I earned a Bachelor of Science from California State University, Long Beach.

I am a LEED, Accredited Professional, a Certified Green Building Professional and a Certified GreenPoint Advisor.

APPENDIX B

APPLICATION ATTACHMENT TABLES

Contents

(Corresponding to tabs in 2024-2031 EE Application Attachment Tables_w Seg Metrics.xlsx)

- General Instructions
- Validations
- 1 Bill Payer Impacts – IOU Only
- 2 Rates Rev – IOU Only
- 3.1 Funding Source Summary
- 3.2 Funding Source
- 4.1 Program Budget 2024-2027
- 4.2 Program Budget 2028-2031
- 4.3 Program Changes
- 5 Commitments
- 6 Statewide Programs
- 7.1 PA Budget 8-year Summary – Segment
- 7.2 PA Budget 8-year Summary – Sector
- 7.3 PA PY Budget Savings
- 8 Cap & Target
- Functions Definitions
- 9 Portfolio Summary
- 10 Portfolio FTE
- 11 Residential
- 12 Commercial
- 13 Industrial
- 14 Agricultural
- 15 Public Sector
- Cross Cutting
- 17 BP Metrics
- 18.1 Equity Segment Metrics
- 18.2 Market Support Metrics
- Comments and Suggestions
- Sheet 3

General Instructions for Completing the Tables:

Tri County Regional Energy Network	<<<< Input your PA name here. This will appear on every report Cell B2.
2024-2031	Reference Years for all tabs

All currency will be reported to the dollar, i.e., \$0.
 Follow the legend to guide the input of various data requirements.
 Other than **Tabs 4 and 5**, do not add rows. When adding rows, ensure all formulas are copied.

Tab 4 Program Budget is the primary data entry tab. Most other tabs are calculations using the data from Tab 4 as the source of data.
 All tables totals should be recalculated to ensure footing/cross footing accuracy.
 Be mindful of print area to ensure footnotes are included when added.

Legend - What do the colors mean
Solid Gray, black font - FORMULA
Solid Blue, blue font - DATA INPUT CELL
Solid Gold, black font - HEADER/INFORMATION NO-INPUT CELL

Specific Tab Instructions:

ReadMe	Populate Cell A2 with PA name, this will populate PA Name on each tab
Tab 0	Tab is protected, but no password required to unprotect
Tab 1	Current Year calculations are based on current effective rates. Total Average Annual Bill Savings by Year (\$) = Electric Average Rate (Res and Non-Res) \$/kwh * Total First Year Electric Net Savings KWH + Gas Average Rate(Res and Non-Res) \$/therm * Total First Year Gas Net Savings Therm Total Average Lifecycle Bill Savings (\$) = Electric Average Rate (Res and Non-Res) \$/kwh * Total Lifecycle Electric Net Savings KWH + Gas Average Rate(Res and Non-Res) \$/therm * Total Lifecycle Gas Net Savings Therm
Tab 2	This Table applies only to the IOU PAs. Each IOU may customize the "Customer Classes"
Tab 3.1	Summary Table of 3.2
Tab 3.2	Populate only the blue highlighted cells. For example, forecasted electric and gas portfolio allocation percentage.
Tab 4.1	This provides required details by program for 2024-2027 This is the primary input sheet for most of the data that feeds the other tables. Please add rows between rows 7 and 129. Copy an existing row for adding new rows to ensure all formulas carry over. Check to make sure that the formulas in the subtotal include the added rows. *_PA portion* of Statewide programs must be marked as "Core PA" rather than "Statewide". This is 4% of PA PY Spending Budget Request. EM&V - PA section This can range from 27.5% up to 40% of the EM&V 4% budget. Pulls from Table 4, EM&V - ED section CEC AB 841 section only applies to the IOU PAs. Consider whether OBF Loan pool is included as part of the PA portfolio or not. Tab 9 may need to be adjusted if it is not. *20XX PA Pre-2020 Uncommitted and Unspent Carryover Balance* should be entered as a negative value. For each program measure, if the refrigerant is positive and not new construction, then assume it is low GWP emissions to be reported in the column "Lifecycle Net CO2e from low-GWP Measures". CO2e: is defined as the number of metric tons of CO2 emissions with the same global warming potential as one metric ton of another greenhouse gas. This is provided in the CET output file.
Tab 4.2	This provides budgets by sector & segment for 2028-2031 Do not delete Hidden column E (appears to be duplicative but feeds the Tab 7 series).
Tab 4.3	Program Changes added consistent with ABAL tables Please read the instructions tab.
Tab 5	For Non-IOU PAs: complete on the EM&V and REN/CCA; provide information to your IOU partner for the IOUs share of the commitment. For IOU PA: Input IOU EM&V and IOU commitments. Incorporate REN/CCA information into the table. IOU Tab 5 will provide full picture of all committed funds for the IOU/CCA/REN combined portfolios.
Tab 6	Historical years provide a point of reference for future requests This table is identical for all IOUs. The current input table is the approved table for 2018 onwards. Any change will need to be requested in the application.
Tab 7.1	PA Budget 8-Yr Summary by Segement information
Tab 7.2	PA Budget 8-yr Summary by sector/Segement
Tab 7.3	PA Budgets details OBF Loan Pool calculation in Column C-H includes OBF Loan Pool as part of the PA Portfolio. Formulas need to be adjusted to exclude this amount if not appropriate to be part of the PA Portfolio "For CCA & RENS in IOU Service Territory Only" section is the CCA/REN Revenue Request. Unspent/Uncommitted funds for the CCA/REN is disclosed on the CCA's/REN's BBAL template.
Tab 8	Cells E13 (2024), K13 (2025), Q13 (2026), & W13 (2027), Admin expenditures for non-PA, non-qualifying Third Party & Partnerships (non-Target Exempt Programs) must be manually populated as the forecast admin expenditures from the "Core PA" program type (Tab 4, Col F). The PA admin formula in Cell E12 will adjust for this manual entry. Only for 2024-2027 Non IOU PAs need to complete Table 8 C&T for informational purposes Add footnotes to the files as specific for your PA and update any blue references in the existing footnotes.
Tabs 9 through 16	These tables are required by D.18-05-041 OP 44.
Tab 17	Metrics Tab update for targets 2024-2027
Tabs 18.1 and 18.2	Complete to the greatest extent practical. Describe difficulties with any metrics and possible approaches to resolving them.

WORKBOOK DROPDOWN MENU CONTROL			
Target Exempt	Program Type	New Business Sector	Portfolio Segment
Yes	Core PA	Residential	Resource Acquisition
No	Local Third Party	Commercial	Market Support
	SW Third Party	Industrial	Equity
		Agricultural	Codes & Standards
		Emerging Tech	
		Public	
		WE&T	
		Finance	
		OBF Loan Pool	
		Codes & Standards	

Pa Name:

Tri County Regional Energy Network

Budget Year:

2024-2031

(This Table applies only to the IOU PAs)

Table 1 -Bill Payer Impacts (based on program savings forecasted for the year)				
	Electric Average Rate (Res and Non-Res) \$/kwh	Gas Average Rate (Res and Non-Res) \$/therm	Total Average Annual Bill Savings by Year (\$)	Total Average Lifecycle Bill Savings (\$)
Present Rates - System Average *				
2021				
2022				
2023				
2024				
2025				
2026				
2027				
2028				
2029				
2030				
2031				

* = Based on [\[relevant date\]](#) current effective rates

Total Average Annual Bill Savings by Year (\$) Electric Average Rate (Res and Non-Res) \$/kwh * Total First Year Electric Net Savings KWH + Gas Average Rate(Res and Non-Res) \$/therm * Total First Year Gas Net Savings Therm
 Total Average Lifecycle Bill Savings (\$) Electric Average Rate (Res and Non-Res) \$/kwh * Total Lifecycle Electric Net Savings KWH + Gas Average Rate(Res and Non-Res) \$/therm * Total Lifecycle Gas Net Savings Therm

2024-2025 Budget Summary

Line Item	Description	2024 Budget	2025 Budget	Change
101-0000	Salaries & Benefits	1,200,000	1,250,000	50,000
102-0000	Travel	50,000	50,000	0
103-0000	Supplies	20,000	20,000	0
104-0000	Printing	10,000	10,000	0
105-0000	Utilities	80,000	80,000	0
106-0000	Telephone	10,000	10,000	0
107-0000	Information Technology	150,000	150,000	0
108-0000	Professional Fees	30,000	30,000	0
109-0000	Contract Services	25,000	25,000	0
110-0000	Capital Equipment	10,000	10,000	0
111-0000	Construction	5,000	5,000	0
112-0000	Maintenance	15,000	15,000	0
113-0000	Insurance	30,000	30,000	0
114-0000	Debt Service	50,000	50,000	0
115-0000	Interest	10,000	10,000	0
116-0000	Other	20,000	20,000	0
Total		1,500,000	1,550,000	50,000

2024-2025 Budget Summary

Line Item	Description	2024 Budget	2025 Budget	Change
201-0000	Salaries & Benefits	1,200,000	1,250,000	50,000
202-0000	Travel	50,000	50,000	0
203-0000	Supplies	20,000	20,000	0
204-0000	Printing	10,000	10,000	0
205-0000	Utilities	80,000	80,000	0
206-0000	Telephone	10,000	10,000	0
207-0000	Information Technology	150,000	150,000	0
208-0000	Professional Fees	30,000	30,000	0
209-0000	Contract Services	25,000	25,000	0
210-0000	Capital Equipment	10,000	10,000	0
211-0000	Construction	5,000	5,000	0
212-0000	Maintenance	15,000	15,000	0
213-0000	Insurance	30,000	30,000	0
214-0000	Debt Service	50,000	50,000	0
215-0000	Interest	10,000	10,000	0
216-0000	Other	20,000	20,000	0
Total		1,500,000	1,550,000	50,000

Pa Name: Tri County Regional Energy Network
 Budget Year: 2024-2031

Table 3.1 - PA 2024-2031 Funding Source Summary

	Spending Budget Request	Electric Procurement	% Electric	Gas	% Gas
2024	16,575,462	13,260,370	80.0%	3,315,092	20.0%
2025	17,355,492	13,884,394	80.0%	3,471,098	20.0%
2026	18,181,332	14,545,066	80.0%	3,636,266	20.0%
2027	19,255,203	15,404,162	80.0%	3,851,041	20.0%
2028	19,929,133	15,943,306	80.0%	3,985,827	20.0%
2029	20,626,656	16,501,325	80.0%	4,125,331	20.0%
2030	21,348,590	17,078,872	80.0%	4,269,718	20.0%
2031	22,095,787	17,676,630	80.0%	4,419,157	20.0%
Total	155,367,655	124,294,124		31,073,531	

	PA Revenue Requirement Request (Cost Recovery)	Electric Procurement	% Electric	Gas	% Gas
2024	16,575,462	-	-	-	-
2025	17,355,492	-	-	-	-
2026	18,181,332	-	-	-	-
2027	19,255,203	-	-	-	-
2028	19,929,133	-	-	-	-
2029	20,626,656	-	-	-	-
2030	21,348,590	-	-	-	-
2031	22,095,787	-	-	-	-
Total	155,367,655	-	-	-	-

	PA (IOU+CCAs+RENs) Recovery Budget	Electric Procurement	% Electric	Gas	% Gas
2024	16,575,462	13,260,370	80.0%	3,315,092	20.0%
2025	17,355,492	13,884,394	80.0%	3,471,098	20.0%
2026	18,181,332	14,545,066	80.0%	3,636,266	20.0%
2027	19,255,203	15,404,162	80.0%	3,851,041	20.0%
2028	19,929,133	15,943,306	80.0%	3,985,827	20.0%
2029	20,626,656	16,501,325	80.0%	4,125,331	20.0%
2030	21,348,590	17,078,872	80.0%	4,269,718	20.0%
2031	22,095,787	17,676,630	80.0%	4,419,157	20.0%
Total	155,367,655	124,294,124		31,073,531	

8 Year Funding Sources - RENs/CCAs

Year	PG&E		SDG&E		SCE	SCG
	Electric \$	Gas \$	Electric \$	Gas \$	Electric \$	Gas \$
2024	7,558,411	-	-	-	5,701,959	3,315,092
2025	7,914,105	-	-	-	5,970,290	3,471,099
2026	8,290,687	-	-	-	6,254,378	3,636,266
2027	8,780,373	-	-	-	6,623,790	3,851,041
2028	9,163,102	-	-	-	6,912,516	4,018,904
2029	9,483,812	-	-	-	7,154,455	4,159,567
2030	9,815,746	-	-	-	7,404,861	4,305,152
2031	10,159,295	-	-	-	7,664,030	4,455,831
Total	71,165,531	-	-	-	53,686,277	31,212,952

Table 2 - Budget and Cost Recovery by Funding Source

Funding Source	Source 1 Table 4				Source 2 Table 7			
	2024	2025	2026	2027	2028	2029	2030	2031
PA PER Programs and ISMAV	\$ 18,575,482	\$ 17,955,492	\$ 18,181,432	\$ 17,929,281	\$ 18,023,121	\$ 20,626,601	\$ 21,248,408	\$ 22,495,787
Special P2 (Special Budget Request Program and ISMAV) Total	\$ 18,575,482	\$ 17,955,492	\$ 18,181,432	\$ 17,929,281	\$ 18,023,121	\$ 20,626,601	\$ 21,248,408	\$ 22,495,787
PA Spending Budget Request (PA Program and ISMAV) Total	\$ 18,575,482	\$ 17,955,492	\$ 18,181,432	\$ 17,929,281	\$ 18,023,121	\$ 20,626,601	\$ 21,248,408	\$ 22,495,787

Table 2b - Budget by Funding Source

Funding Source	2024 Budget	2025 %Allocation	2025 Budget	2026 %Allocation	2026 Budget	2027 %Allocation	2027 Budget	2028 %Allocation	2028 Budget	2029 %Allocation	2029 Budget	2030 %Allocation	2030 Budget	2031 %Allocation	2031 Budget
	Electric Procurement EE Funds	\$ 11,200,770	60%	\$ 11,026,704	60%	\$ 14,450,594	60%	\$ 14,459,382	60%	\$ 14,561,306	60%	\$ 16,505,352	60%	\$ 17,078,272	60%
Gas P2P Procurement Funds	\$ 1,515,692	8%	\$ 1,471,698	8%	\$ 1,876,288	8%	\$ 1,851,641	8%	\$ 1,908,977	8%	\$ 4,172,911	8%	\$ 4,430,718	8%	\$ 4,431,177
Total Funds	\$ 12,716,462		\$ 12,498,402		\$ 16,326,882		\$ 16,311,023		\$ 16,470,283		\$ 20,678,263		\$ 21,508,990		\$ 21,910,635

Table 2c - Revenue Requirement for Cost Recovery by Funding Source

Funding Source	2024 Revenue Requirement	%Allocation after Carryover adjustment	2025 Revenue Requirement	%Allocation after Carryover adjustment	2026 Revenue Requirement	%Allocation after Carryover adjustment	2027 Revenue Requirement	%Allocation after Carryover adjustment	2028 Revenue Requirement	%Allocation after Carryover adjustment	2029 Revenue Requirement	%Allocation after Carryover adjustment	2030 Revenue Requirement	%Allocation after Carryover adjustment	2031 Revenue Requirement
	Industrial Funding to Rate (including Unaccounted Funds 1)	\$ 3,500,000	80%	\$ 3,438,000	80%	\$ 14,450,594	80%	\$ 14,459,382	80%	\$ 14,561,306	80%	\$ 16,505,352	80%	\$ 17,078,272	80%
Electric Procurement EE Funds	\$ 1,515,692	20%	\$ 1,471,698	20%	\$ 1,876,288	20%	\$ 1,851,641	20%	\$ 1,908,977	20%	\$ 4,172,911	20%	\$ 4,430,718	20%	\$ 4,431,177
Gas P2P Procurement Funds	\$ 1,148,708	30%	\$ 1,138,702	30%	\$ 18,181,000	30%	\$ 19,229,281	30%	\$ 19,929,133	30%	\$ 28,028,406	30%	\$ 21,488,618	30%	\$ 22,495,787

Table 2d - Unaccounted/Uncommitted Funds (in positive \$ amounts)

Funding Source	2024			2025			2026			2027			2028			2029			2030			2031		
	Electric	Gas	Total	Electric	Gas	Total	Electric	Gas	Total	Electric	Gas	Total	Electric	Gas	Total	Electric	Gas	Total	Electric	Gas	Total			
Program Unaccounted Funds	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
ISMAV Unaccounted Funds	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Total Unaccounted Funds	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

Notes on Table 2d
 Any actual unaccounted/uncommitted funds for 2023 will be traced up in the IOU's respective electric and gas P2P annual rates advice letter for 2023.

Table 2e - Total Required Recovery 2024-2027 Portfolio Budget - Demand Response & Energy Efficiency 11

Program Name	2024				2025				2026				2027				2028				2029				2030				2031			
	Demand Response		Energy Efficiency		Demand Response		Energy Efficiency		Demand Response		Energy Efficiency		Demand Response		Energy Efficiency		Demand Response		Energy Efficiency		Demand Response		Energy Efficiency		Demand Response		Energy Efficiency		Demand Response		Energy Efficiency	
	Electric	Gas	Electric	Gas	Electric	Gas	Electric	Gas	Electric	Gas	Electric	Gas	Electric	Gas	Electric	Gas	Electric	Gas	Electric	Gas	Electric	Gas	Electric	Gas	Electric	Gas	Electric	Gas	Electric	Gas		
Program Funds - PA 1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Program Funds - RIN 2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Program Funds - CCA 3	\$ 938,414	\$ 132,494	\$ 663,818	\$ 555,171	\$ 139,844	\$ 488,702	\$ 593,805	\$ 145,491	\$ 777,314	\$ 616,132	\$ 154,862	\$ 770,297	\$ 633,732	\$ 158,413	\$ 797,145	\$ 660,073	\$ 163,813	\$ 824,062	\$ 663,134	\$ 176,789	\$ 843,943	\$ 707,066	\$ 176,766	\$ 883,832	\$ 747,620	\$ 176,766	\$ 924,386	\$ 797,066	\$ 176,766	\$ 903,832		
Budget Total \$	\$ 938,414	\$ 132,494	\$ 663,818	\$ 555,171	\$ 139,844	\$ 488,702	\$ 593,805	\$ 145,491	\$ 777,314	\$ 616,132	\$ 154,862	\$ 770,297	\$ 633,732	\$ 158,413	\$ 797,145	\$ 660,073	\$ 163,813	\$ 824,062	\$ 663,134	\$ 176,789	\$ 843,943	\$ 707,066	\$ 176,766	\$ 883,832	\$ 747,620	\$ 176,766	\$ 924,386	\$ 797,066	\$ 176,766	\$ 903,832		

Notes:
 1 Industrial budget includes reductions from past unspent funds, carryover and is consistent with funding approved in D. 00-00-007, D. 12-13-015, D. 14-00-000 and D. 20-00-000, D. 18-00-000 and D. 00-00-000.
 2 RIN and CCA information provided by all EPCs and CCAs and is consistent with their respective ARAs.
 3 This represents total IOU-CARDS DMB.
 4 Program funds represents the total program budget, excluding DMB.
 5 Only the IOU completes this line and should be consistent table 7.

Year	Month	Day	Time	Location	Activity	Duration	Notes	Signature	Date
2023	Jan	1	08:00	Room 101	Meeting	1h	Meeting with Mr. Smith	[Signature]	2023-01-01
2023	Jan	2	09:00	Room 102	Lesson	1h	Mathematics lesson	[Signature]	2023-01-02
2023	Jan	3	08:30	Room 103	Meeting	1h	Meeting with Mrs. Jones	[Signature]	2023-01-03
2023	Jan	4	09:00	Room 104	Lesson	1h	Science lesson	[Signature]	2023-01-04
2023	Jan	5	08:00	Room 105	Meeting	1h	Meeting with Mr. Brown	[Signature]	2023-01-05
2023	Jan	6	09:00	Room 106	Lesson	1h	History lesson	[Signature]	2023-01-06
2023	Jan	7	08:30	Room 107	Meeting	1h	Meeting with Mrs. White	[Signature]	2023-01-07
2023	Jan	8	09:00	Room 108	Lesson	1h	Art lesson	[Signature]	2023-01-08
2023	Jan	9	08:00	Room 109	Meeting	1h	Meeting with Mr. Green	[Signature]	2023-01-09
2023	Jan	10	09:00	Room 110	Lesson	1h	Music lesson	[Signature]	2023-01-10
2023	Jan	11	08:30	Room 111	Meeting	1h	Meeting with Mrs. Black	[Signature]	2023-01-11
2023	Jan	12	09:00	Room 112	Lesson	1h	Physical Education lesson	[Signature]	2023-01-12
2023	Jan	13	08:00	Room 113	Meeting	1h	Meeting with Mr. Gray	[Signature]	2023-01-13
2023	Jan	14	09:00	Room 114	Lesson	1h	Language lesson	[Signature]	2023-01-14
2023	Jan	15	08:30	Room 115	Meeting	1h	Meeting with Mrs. Red	[Signature]	2023-01-15
2023	Jan	16	09:00	Room 116	Lesson	1h	Reading lesson	[Signature]	2023-01-16
2023	Jan	17	08:00	Room 117	Meeting	1h	Meeting with Mr. Blue	[Signature]	2023-01-17
2023	Jan	18	09:00	Room 118	Lesson	1h	Writing lesson	[Signature]	2023-01-18
2023	Jan	19	08:30	Room 119	Meeting	1h	Meeting with Mrs. Yellow	[Signature]	2023-01-19
2023	Jan	20	09:00	Room 120	Lesson	1h	Spelling lesson	[Signature]	2023-01-20
2023	Jan	21	08:00	Room 121	Meeting	1h	Meeting with Mr. Purple	[Signature]	2023-01-21
2023	Jan	22	09:00	Room 122	Lesson	1h	Grammar lesson	[Signature]	2023-01-22
2023	Jan	23	08:30	Room 123	Meeting	1h	Meeting with Mrs. Pink	[Signature]	2023-01-23
2023	Jan	24	09:00	Room 124	Lesson	1h	Mathematics lesson	[Signature]	2023-01-24
2023	Jan	25	08:00	Room 125	Meeting	1h	Meeting with Mr. Orange	[Signature]	2023-01-25
2023	Jan	26	09:00	Room 126	Lesson	1h	Science lesson	[Signature]	2023-01-26
2023	Jan	27	08:30	Room 127	Meeting	1h	Meeting with Mrs. Green	[Signature]	2023-01-27
2023	Jan	28	09:00	Room 128	Lesson	1h	History lesson	[Signature]	2023-01-28
2023	Jan	29	08:00	Room 129	Meeting	1h	Meeting with Mr. Blue	[Signature]	2023-01-29
2023	Jan	30	09:00	Room 130	Lesson	1h	Art lesson	[Signature]	2023-01-30
2023	Jan	31	08:30	Room 131	Meeting	1h	Meeting with Mrs. Yellow	[Signature]	2023-01-31

Pa Name:	Tri County Regional Energy Network
Budget Year:	2024-2031

Table 5 - Committed Energy Efficiency Program Funding - Funds Not Yet Spent as of 9/31/2021

Committed funds but not yet spent Category **	Electric Procurement Funds	Natural Gas Public Purpose Funds	Total
2017 to date EM&V Funds			\$0
2017 to date Program Funds - Utility			\$0
2017 to date Program Funds - REN			\$0
2017 to date Program Funds - CCA			\$0
2018 to date EM&V Funds			\$0
2018 to date Program Funds - Utility			\$0
2018 to date Program Funds - REN			\$0
2018 to date Program Funds - CCA			\$0
2019 to date EM&V Funds			\$0
2019 to date Program Funds - Utility			\$0
2019 to date Program Funds - REN			\$0
2019 to date Program Funds - CCA			\$0
2020 to date EM&V Funds			\$0
2020 to date Program Funds - Utility			\$0
2020 to date Program Funds - REN			\$0
2020 to date Program Funds - CCA			\$0
2021 to date EM&V Funds	\$78,648	\$19,662	\$98,310
2021 to date Program Funds - Utility			\$0
2021 to date Program Funds - REN	\$420,000	\$105,000	\$525,000
2021 to date Program Funds - CCA			\$0

** For Non-IOU PAs: complete on the EM&V and REN/CCA; provide information to your IOU partner for the IOUs share of the commitment.
 For IOU PA: Input IOU EM&V and IOU commitments. Incorporate REN/CCA information into the table. IOU Tab 5 will provide full picture of all committed funds for the IOU/CCA/REN combined portfolios.

Line	Budget Category	2024 Energy Efficiency Cap And Target Expenditure Projections						2025 Energy Efficiency Cap And Target Expenditure Projections						2026 Energy Efficiency Cap And Target Expenditure Projections						2027 Energy Efficiency Cap And Target Expenditure Projections					
		Expenditures		Cap & Target Performance			Expenditures		Cap & Target Performance			Expenditures		Cap & Target Performance			Expenditures		Cap & Target Performance						
		Non-Third Party Qualifying Costs (including PA costs and old-definition 3P/CP contracts that don't meet the new definition)	Third Party Qualifying Costs ¹ (Local SW, CEC & AB 841)	Total Portfolio	Percent of Budget ¹	Cap %	Target %	Non-Third Party Qualifying Costs (including PA costs and old-definition 3P/CP contracts that don't meet the new definition)	Third Party Qualifying Costs ¹ (including SW)	Total Portfolio	Percent of Budget ¹	Cap %	Target %	Non-Third Party Qualifying Costs (including PA costs and old-definition 3P/CP contracts that don't meet the new definition)	Third Party Qualifying Costs ¹ (including SW)	Total Portfolio	Percent of Budget ¹	Cap %	Target %	Non-Third Party Qualifying Costs (including PA costs and old-definition 3P/CP contracts that don't meet the new definition)	Third Party Qualifying Costs ¹ (including SW)	Total Portfolio	Percent of Budget ¹	Cap %	Target %
1	Administrative Costs																								
2	PA ¹	\$ 686,679	\$ 686,679		4.1%	19.0%	\$ 708,817	\$ 708,817		4.3%	19.0%	\$ 745,700	\$ 745,700		4.6%	19.0%	\$ 770,511	\$ 770,511		4.6%	19.0%				
3	Non-PA Third Party & Partnership ²	\$ -	\$ -		0.0%	10.0%	\$ -	\$ -		0.0%	10.0%	\$ -	\$ -		0.0%	10.0%	\$ -	\$ -		0.0%	10.0%				
4	PA & Non-PA Target Exempt Programs ³	\$ -	\$ -				\$ -	\$ -				\$ -	\$ -				\$ -	\$ -							
5	Marketing and Outreach Costs⁴																								
6	Marketing & Outreach	\$ 377,332	\$ 377,332		2.3%	6.0%	\$ 380,004	\$ 380,004		2.3%	6.0%	\$ 382,769	\$ 382,769		2.3%	6.0%	\$ 385,631	\$ 385,631		2.3%	6.0%				
7	Statewide Marketing & Outreach ⁵	\$ -	\$ -				\$ -	\$ -				\$ -	\$ -				\$ -	\$ -							
8	Direct Implementation Costs																								
9	Direct Implementation (Incentives and Rebates)	\$ 6,492,013	\$ 6,492,013				\$ 6,732,640	\$ 6,732,640				\$ 6,979,576	\$ 6,979,576				\$ 7,364,552	\$ 7,364,552							
10	Direct Implementation (Non Incentives and Non Rebates)	\$ 8,356,420	\$ 8,356,420		60.4%	20.0%	\$ 8,841,812	\$ 8,841,812		63.3%	20.0%	\$ 9,346,033	\$ 9,346,033		66.4%	20.0%	\$ 9,964,301	\$ 9,964,301		68.1%	20.0%				
11	Direct Implementation Target Exempt Programs (Non Incentives and Non Rebates) ³	\$ -	\$ -				\$ -	\$ -				\$ -	\$ -				\$ -	\$ -							
12	EM&V Costs (PA and Energy Division)^{6,7}	\$ 663,018	\$ 663,018		4.0%	4.0%	\$ 684,219	\$ 684,219		4.0%	4.0%	\$ 727,254	\$ 727,254		4.0%	4.0%	\$ 770,208	\$ 770,208		4.0%	4.0%				
12a	EM&V - PA	\$ 182,330	\$ 182,330				\$ 190,910	\$ 190,910				\$ 199,995	\$ 199,995				\$ 211,807	\$ 211,807							
12b	EM&V - ED	\$ 480,688	\$ 480,688				\$ 503,309	\$ 503,309				\$ 527,259	\$ 527,259				\$ 558,401	\$ 558,401							
13	Total Portfolio Budget (includes PA Program and EM&V Budget + SW ME&O)⁸	\$ 16,875,462	\$ 16,875,462				\$ 17,355,492	\$ 17,355,492				\$ 18,181,332	\$ 18,181,332				\$ 19,255,203	\$ 19,255,203							
14	PA Spending Budget Request (PA Program and EM&V)⁹		\$ 16,875,462					\$ 17,355,492					\$ 18,181,332					\$ 19,255,203							
15	Total Third-Party Implementer Contracts + CEC AB 841 (as defined per D.16-08-019, OP 10)^{10, 11}		\$ -		0.0%	60.0%	\$ -	\$ -		0.0%	60.0%	\$ -	\$ -		0.0%	60.0%	\$ -	\$ -		0.0%	60.0%				

Notes:
 1. 10% cap requirement based on D. 09-09-047 is set for IOU only.
 2. New Third party program definition per D.16-08-019, OP 10. For Row 3 of this table, the "Third Party & Partnership" administrative costs under the "Non-Third Party Qualifying Costs" column are costs for programs that met the old Third Party definition prior to the transition to the new third party definition.
 3. Target Exempt Programs are Non-Resource Programs which include: Emerging Technologies, Workforce Education & Training, Strategic Energy Resources (SER) program, 3P Placeholder for Public LGPs, and Codes & Standards programs (excluding Building Codes Advocacy, Appliance Standards Advocacy and National Standards Advocacy).
 4. Statewide Marketing & Outreach (SW ME&O) is excluded from the Marketing and Outreach cost target calculation per D.13-12-038, at p. 82.
 5. Statewide ME&O budgets for October 2019 through 2021 were requested in Advice Letter 4099-GIS344-E and supplements, and are pending approval. The amount in Line 7 represents the portion allocated to EE.
 6. For IOUs, EM&V costs only includes IOU's Total EM&V budget (PA + ED) and does not include REN or CCA's EM&V budget. For RENs & CCAs, include EM&V-PA Budget and EM&V-ED + SO.
 7. The EM&V percentage is based on PA's total portfolio budget of \$X, which excludes SWME&O, RENs, CCAs and CEC AB 841. This is the Total in line 13, minus SWME&O in line 7.
 8. As directed in the Energy Efficiency Policy Manual Version 5 July 2013, page 52, this total includes SW ME&O and excludes REN and CCA budgets and is the denominator used to calculate the IOU PA Admin, Marketing, and Direct Implementation Non-Incentives percentages.
 9. IOU PA's 2021 Proposed Budget of \$X excludes SWME&O budget of \$Y.
 10. IOU PA's percentage for Third-Party Implementer Contracts uses \$X as its denominator, which is IOU PA Subtotal including EM&V, but excluding SWME&O, REN, and CCA. This is the Total in line 13 15, minus SWME&O in line 7.
 11. IOU's Third-Party Implementer Contracts (as defined per D.16-08-019, OP 10) includes third-party contract and incentive budgets and statewide qualifying contract and incentive budgets.

Pa Name:
 Budget Year:
 FUNCTION DEFINITIONS

Tri County Regional Energy Network
2024-2031

Aggregated Category	Definition	Functional Category	Detailed Definition
Policy, Strategy, and Regulatory Reporting Compliance	Includes policy, strategy, compliance, audits and regulatory support	Planning & Compliance	DSM Goal Planning; lead legislative review/positioning; policy support on reg proceedings; portfolio optimization; end use-market strategy; DSM lead for PRP, DRP, ES; locational targeting; audit support; SOX certifications; developing control plans; developing action plans; continuous monitoring; inspections; program/product QA/QC; decision compliance oversight/tracking; data requests; policies & procedures
		Company Regulatory Support	Case management for EE proceedings
Program management	Includes labor, contracts, admin costs for program design, program implementation, product and channel management for all sectors	Program Management & Delivery	Market Segment & Locational Resource programs; Business Core & Finance Programs; Large Power DR Programs; Non-Res HVAC & Technical Services; Program Integration & Optimization; Residential EE & DR Programs (incl. Res HVAC QI); IQP & Economic Assistance Programs; Mass Market DR Programs; Education & Information Products & Services; Energy Leader Partnerships; Institutional & Federal Partnerships; REN Coordination; Strategic Plan Support; Energy/Water Program Mgt; Service Level Agreement Tracking
		Product Management	Manage end-to-end new products and services (P&S) intake, evaluation, and launch process; develop and facilitate P&S governance teams, coordination of all sub-process owners, stakeholders, and technical resources required to evaluate and launch new products; evaluate and launch new services and OOR opportunities; develop external partnerships & strategic alliances; work with various companies and associations to help advance standards, products, and tech.; work with external experts to help reduce SCE costs to deliver new prog. and products; develop and launch new customer technologies, products, services for residential and business customers; conduct customer pilots of new technologies and programs; lead customer field demonstrations of new technologies and products; align new P&S to savings programs/incentives; develop new programs/incentives in support of savings goals
		Channel Management	
		Contract Management	Budget forecasting, spend tracking, invoice processing, and contract management with vendors and suppliers; Regulatory support for ME&O activities
Engineering Services	Includes engineering, project management, and contracts associated with workpaper development and pre/post sales project technical reviews and design assistance	Custom project support	Management of Emerging Products projects; Customized reviews; LCR/RFO support; Ex-ante review management; Technical policy support; Technical assessments; Workpapers; Tool development; End use subject matter expertise
		Deemed workpapers	
		Project management	
Customer Application/Rebate and Incentive Processing	Costs associated with application management and rebate and incentive processing (deemed and custom)	Rebate & Application Processing	
Inspections	Costs associated with project inspections	Inspections	
Portfolio Analytics	Includes analytics support, including internal performance reporting and external reporting	Data analytics	Data development for programs, products and services; Standard and ad hoc data extracts for internal and external clients ; Database management; CPUC, CAISO reporting; Data reconciliation; E3 support ; Compliance filing support; Funding Oversight; ESPI support; Program Results Data & Performance
EM&V	EM&V expenditures	EM&V Studies	Program and product review; manage evaluation studies
		EM&V Forecasting	EE lead for LTPP and IEPR; market potential study; integration w/ procurement planning; CPUC Demand Analysis Working Group
ME&O	Costs associated with utility EE marketing; no statewide; focus on outsourced portion	Marketing	Customer Programs, Products, and Services Marketing; Digital Product Development; Digital Content & Optimization
		Customer insights	Voice of the Customer; Customer satisfaction study measurement and analysis (JD Power, SDS); Customer testing/research
Account Management / Sales	Costs associated with account rep energy efficiency sales functions	Account Management	
IT	IT project specific costs and regular O&M	IT - project specific	Projects and minor enhancements. Includes project management/business integration ("PMO/BID"). Excluded: maintenance (which SCE defines as when something goes down, normal batch processing, verifying interfaces, etc.).
		IT - regular O&M	
Call Center	Costs associated with call center staff fielding EE program questions	Call Center	
Incentives	Costs of rebate and incentive payments to customers	Incentives	

Sector	2020 EE Portfolio Expenditures			2024 EE Portfolio Budget			2025 EE Portfolio Budget			2026 EE Portfolio Budget			2027 EE Portfolio Budget			2020 EE Portfolio Savings (Expected)			2024 EE Portfolio Forecasted Savings			2025 EE Portfolio Forecasted Savings			2026 EE Portfolio Forecasted Savings			2027 EE Portfolio Forecasted Savings							
	Labor	Non-Labor (excl. Incentives)	Incentives	Total	Labor	Non-Labor (excl. Incentives)	Incentives	Total	Labor	Non-Labor (excl. Incentives)	Incentives	Total	Labor	Non-Labor (excl. Incentives)	Incentives	Total	Labor	Non-Labor (excl. Incentives)	Incentives	Total	KWH	KW	METHERMS	KWH	KW	METHERMS	KWH	KW	METHERMS	KWH	KW	METHERMS			
Residential	\$ 414,305	\$ 574,748	\$ 2,000	\$ 991,053	\$ 621,320	\$ 2,735,267	\$ 8,452,524	\$ 647,222	\$ 2,987,272	\$ 5,300,000	\$ 8,934,494	\$ 675,647	\$ 3,054,002	\$ 5,500,000	\$ 9,229,649	\$ 705,377	\$ 3,251,667	\$ 5,850,000	\$ 9,807,044	19,556	-	2,269	2,512,200	431	148,631	2,542,494	445	151,279	2,763,283	466	162,693	3,128,272	493	180,698	
Commercial	\$ -	\$ -	\$ -	\$ -	\$ 407,013	\$ 1,396,076	\$ 2,795,413	\$ 420,572	\$ 1,055,457	\$ 1,432,640	\$ 2,858,669	\$ 436,545	\$ 1,123,660	\$ 1,479,576	\$ 3,029,781	\$ 453,148	\$ 1,132,636	\$ 1,514,552	\$ 3,100,336	-	-	-	5,071,027	761	8,230	5,151,054	775	7,751	7,819,505	1,181	7,826	8,008,177	1,269	8,015	
Industrial	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Agricultural	\$ -	\$ -	\$ -	\$ -	\$ 466,644	\$ -	\$ 466,644	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Public	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Cross Cutting*	\$ 945,054	\$ 819,076	\$ -	\$ 1,764,130	\$ 1,055,588	\$ 2,894,133	\$ -	\$ -	\$ 3,949,701	\$ 1,091,114	\$ 3,032,177	\$ -	\$ 4,123,291	\$ 1,132,712	\$ 3,229,329	\$ -	\$ 4,411,041	\$ 1,175,955	\$ 3,598,538	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Sector Budget	\$ 1,359,358	\$ 1,393,824	\$ 2,000	\$ 2,755,183	\$ 2,550,565	\$ 6,869,866	\$ 6,492,013	\$ 15,912,444	\$ 2,644,799	\$ 2,283,814	\$ 6,732,640	\$ 16,661,273	\$ 2,752,261	\$ 7,222,241	\$ 6,979,576	\$ 17,454,078	\$ 2,864,292	\$ 8,256,151	\$ 7,864,552	\$ 18,484,995	19,556	-	2,269	7,883,227	1,192	156,881	7,693,548	1,220	159,030	10,582,788	1,646	170,520	11,136,449	1,702	188,714
EM&V PA	\$ -	\$ 105	\$ -	\$ 105	\$ -	\$ 182,130	\$ -	\$ 182,130	\$ -	\$ 190,910	\$ -	\$ 190,910	\$ -	\$ 199,995	\$ -	\$ 199,995	\$ -	\$ 211,807	\$ -	\$ 211,807	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
EM&V ED	\$ -	\$ -	\$ -	\$ -	\$ 480,688	\$ -	\$ 480,688	\$ -	\$ -	\$ 503,309	\$ -	\$ 503,309	\$ -	\$ 527,559	\$ -	\$ 527,559	\$ -	\$ 558,401	\$ -	\$ 558,401	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Off-Lean Pool**	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-	-	-	-	-	-	-	-	-	-	-	-	-		
PA Spending Budget Request	\$ 1,359,358	\$ 1,393,824	\$ 2,000	\$ 2,755,183	\$ 2,550,565	\$ 6,869,866	\$ 6,492,013	\$ 16,575,462	\$ 2,644,799	\$ 2,978,053	\$ 6,732,640	\$ 17,355,492	\$ 2,752,261	\$ 8,449,495	\$ 6,979,576	\$ 18,181,332	\$ 2,864,292	\$ 9,026,359	\$ 7,864,552	\$ 19,255,203	19,556	-	2,269	7,883,227	1,192	156,881	7,693,548	1,220	159,030	10,582,788	1,646	170,520	11,136,449	1,702	188,714

* Cross Cutting Sector includes Codes B, Standards, Emerging Technologies, Workforce Education & Training Finance.
 ** For SDG&E and SCG the loan pool is not part of the authorized EE portfolio budget and is collected and tracked through a separate balancing account.

Attachment 3, Exhibit C**

- 1. Present a high-level overview of the program goals, and objectives for the program.
- 2. Describe the program's structure, including the program's organizational structure, and the program's governance structure.
- 3. Describe the program's budget, including the program's budget structure, and the program's budget process.
- 4. Describe the program's performance metrics, including the program's performance metrics, and the program's performance process.
- 5. Describe the program's risk management process, including the program's risk management process, and the program's risk management process.

Pa Name:
 Budget Year:
 PORTFOLIO STAFFING

Tri County Regional Energy Network
 2024-2027

Functional Group	2020 EE Portfolio FTE (2)	2022 EE Portfolio FTE (2)	2023 EE Portfolio FTE (2)	2024 EE Portfolio FTE (2)	2025 EE Portfolio FTE (2)	2026 EE Portfolio FTE (2)	2027 EE Portfolio FTE (2)
Policy, Strategy, and Regulatory Reporting Compliance	0.9	1.5	1.5	1.5	1.5	1.5	1.5
Program Management	3.1	5.0	5.5	8.5	8.5	8.5	8.5
Engineering Services							
Customer Application/Rebate/Incentive Processing							
Customer Project Inspections		0.5	0.5				
Portfolio Analytics (1)	2.4	2.5	2.5	2.3	2.3	2.3	2.3
EM&V							
ME&O (Local)							
Account Management / Sales							
IT	1.7	1.3	1.5	1.0	1.0	1.0	1.0
Call Center							
Total	8.10	10.80	11.50	13.27	13.27	13.27	13.27

Notes:
 (1) SDG&E does not have a Portfolio Analytics group. Each group performs their own analytics.
 (2) FTE is equal to productive labor of 1788 hour per year.

||
 A. → Narrative description of in-house departments/organizations supporting the PA's EE portfolio

- ¶
- → Functions conducted by each department/organization
- → Management structure and org chart
- → Staffing needs by department/organization, including current and forecast for 2018, as well as a description of what changes are expected in the near term (2019-2020) or why it's impossible to predict beyond 2018, if that's the PA's position.
- → Non-program functions currently performed by contractors (e.g. advisory consultants), as well as a description of what changes are expected in the near term (2019-2020) or why it's impossible to predict beyond 2018, if that's the PA's position.
- → Anticipated drivers of in-house cost changes by department/organization
- → Explanation of method for forecasting costs

¶
 ¶
 B. → Table showing PA EE headcount by department/organization

- → TURN and ORA like this example, taken from testimony PG&E's 2017 GRC addressing its Energy Procurement department. We would be looking for 2016 or 2017 "recorded" positions, depending on what's most appropriate for the PA, or both, if that provides the most clarity. For forecast years, we'd want at least 2018.

PA Name: Tri County Regional Energy Network
 Budget Year: 2024-2027
 RESIDENTIAL BUDGET DETAIL

Sector	Cost Element	Functional Group	2020 EE Portfolio Expenditure	2022 EE Portfolio Budget	2023 EE Portfolio Budget	2024 EE Portfolio Budget	2025 EE Portfolio Budget	2026 EE Portfolio Budget	2027 EE Portfolio Budget
Residential	Labor(1)	Policy, Strategy, and Regulatory Reporting/Compliance	\$ 34,359,150	\$ 138,728,000	\$ 145,662,000	\$ 68,972,000	\$ 70,427,000	\$ 73,244,000	\$ 76,174,000
		Program Management	\$ 114,084,430	\$ 320,216,000	\$ 336,232,000	\$ 250,806,000	\$ 260,197,000	\$ 270,661,000	\$ 281,548,000
		Engineering Services							
		Customer Application/Rebate/Incentive Processing							
		Customer Project Inspections							
		Portfolio Analytics	\$ 95,289,700	\$ 229,176,000	\$ 240,614,000	\$ 302,138,000	\$ 316,598,000	\$ 331,742,000	\$ 347,635,000
		MS&I (local)		\$ 232,294,000	\$ 243,901,000				
		Account Management / Sales							
		IT	\$ 70,571,320	\$ 93,581,000	\$ 98,260,000				
		Call Center							
	Labor Total		\$ 414,304,580	\$ 1,013,991,000	\$ 1,064,669,000	\$ 621,320,000	\$ 647,222,000	\$ 675,647,000	\$ 705,377,000
	Non-Labor	Third Party Implementer (as defined per D.16-08-019, OP 10)							
		Local Government Partnership Contracts (L)							
		Other Contracts							
		Program Implementation	\$ 217,107,070	\$ 1,378,410,000	\$ 1,804,571,000	\$ 2,111,912,000	\$ 2,340,028,000	\$ 2,367,680,000	\$ 2,546,298,000
		Policy, Strategy, and Regulatory Reporting/Compliance	\$ 213,639,000	\$ 112,500,000	\$ 112,500,000	\$ 63,066,000	\$ 66,666,000	\$ 71,666,000	\$ 75,667,000
		Program Management				\$ 350,690,000	\$ 366,814,000	\$ 381,604,000	\$ 406,168,000
		Engineering Services							
		Customer Application/Rebate/Incentive Processing		\$ 175,000,000	\$ 175,000,000				
		Customer Project Inspections							
		Portfolio Analytics	\$ 29,413,830			\$ 103,599,000	\$ 107,744,000	\$ 112,052,000	\$ 116,534,000
		MS&I (local)	\$ 93,488,430	\$ 123,321,000	\$ 127,333,000	\$ 78,000,000	\$ 78,000,000	\$ 78,000,000	\$ 78,000,000
		Account Management / Sales							
		IT (4)				\$ 30,000,000	\$ 30,000,000	\$ 30,000,000	\$ 30,000,000
		Call Center							
		Facilities							
		Incentives- (PA Implemented and Other Contracts Program Implementation) Programs	\$ 2,000,000	\$ 2,829,063,000	\$ 5,095,937,270	\$ 5,095,937,000	\$ 5,300,000,000	\$ 5,500,000,000	\$ 5,850,000,000
		Incentives- Third Party Program (as defined per D.16-08-019, OP 10)							
	Non-Labor Total		\$ 576,748,320	\$ 4,618,294,000	\$ 7,315,341,270	\$ 7,831,204,000	\$ 8,287,272,000	\$ 8,554,002,000	\$ 9,101,647,000
Residential Total			\$ 991,052,900	\$ 5,632,285,000	\$ 8,380,010,270	\$ 8,452,524,000	\$ 8,934,494,000	\$ 9,229,649,000	\$ 9,807,024,000
	Other (collected through GRC) (2)	Labor Overhead	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Notes:
 (1) Labor costs are already loaded with (state leaders covered by EE)
 (2) These costs are collected through GRC D.16.06.054
 (3) IGP contracts that directly support the sector is included/not included in this item
 (4) IT Costs are included in "Policy, Strategy, and Regulatory Reporting/Compliance".

C. → Table showing costs by functional area of management structure

- Expenses broken out into labor, non-labor O&M (with contract labor identified)
- Identify any capital costs

B. → Attachment A, Question C.9

"Using a common budget template developed in consultation with interested stakeholders (hopefully agreed upon at a "meet and confer" session), display how much of each year's budget each PA anticipates spending "in-house" (e.g., for administration, non-outsourced direct implementation, other non-incentive costs, marketing), by sector and by cross-cutting program."

- → TURN and ORA invite the PAs to propose a common table format for this information. We don't have anything specific in mind.
- → Additionally, include a brief description of the method used by the PA to estimate the costs presented in the C.9 Table

Sector	Cost Element	Functional Group	2020 EE Portfolio Expenditures	2022 EE Portfolio Budget	2023 EE Portfolio Budget	2024 EE Portfolio Budget	2025 EE Portfolio Budget	2026 EE Portfolio Budget	2027 EE Portfolio Budget
Commercial	Labor(1)	Policy, Strategy, and Regulatory Reporting Compliance	\$ -	\$ -	\$ -	\$ 98,276,000	\$ 70,436,000	\$ 73,244,000	\$ 76,374,000
		Program Management	\$ -	\$ -	\$ -	\$ 159,230,000	\$ 164,474,000	\$ 170,599,000	\$ 176,963,000
		Engineering services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		Customer Application/Rebate/Incentive Processing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		Customer Project Inspections	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		Portfolio Analytics	\$ -	\$ -	\$ -	\$ 127,374,000	\$ 132,078,000	\$ 136,965,000	\$ 142,046,000
		ME&O (Local)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		Account Management / Sales	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		IT	\$ -	\$ -	\$ -	\$ 52,033,000	\$ 53,594,000	\$ 55,737,000	\$ 57,967,000
		Call Center	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Labor Total		\$ -	\$ -	\$ -	\$ 407,013,000	\$ 420,572,000	\$ 436,545,000	\$ 453,148,000
	Non-Labor	Third-Party Implementer (as defined per D.16-08-019, OP 10)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		Local/Government Partnerships Contracts (3)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		Other Contracts	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		Program Implementation	\$ -	\$ -	\$ -	\$ 550,000,000	\$ 550,000,000	\$ 636,000,000	\$ 630,000,000
		Policy, Strategy, and Regulatory Reporting Compliance	\$ -	\$ -	\$ -	\$ 50,000,000	\$ 50,000,000	\$ 50,000,000	\$ 50,000,000
		Program Management	\$ -	\$ -	\$ -	\$ 192,324,000	\$ 205,457,000	\$ 243,660,000	\$ 252,636,000
		Engineering services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		Customer Application/Rebate/Incentive Processing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		Customer Project Inspections	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		Portfolio Analytics	\$ -	\$ -	\$ -	\$ 50,000,000	\$ 50,000,000	\$ 50,000,000	\$ 50,000,000
		ME&O (Local)	\$ -	\$ -	\$ -	\$ 110,000,000	\$ 110,000,000	\$ 110,000,000	\$ 110,000,000
		Account Management / Sales	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		IT (4)	\$ -	\$ -	\$ -	\$ 40,000,000	\$ 40,000,000	\$ 40,000,000	\$ 40,000,000
		Call Center	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		Facilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		Incentives--(PA-implemented and Other Contracts Program Implementation) Programs	\$ -	\$ -	\$ -	\$ 1,996,076,000	\$ 1,432,640,000	\$ 1,478,576,000	\$ 1,514,552,000
		Incentives--Third Party Program (as defined per D.16-08-019, OP 10)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Non-Labor Total		\$ -	\$ -	\$ -	\$ 2,888,400,000	\$ 2,438,097,000	\$ 2,603,236,000	\$ 2,647,188,000
	Other (collected through GRC) (2)	Labor Overheads	\$ -	\$ -	\$ -	\$ 2,795,413,000	\$ 2,858,669,000	\$ 3,039,781,000	\$ 3,100,336,000
Commercial Total (5)			\$ -	\$ -	\$ -	\$ 3,292,413,000	\$ 3,076,694,000	\$ 3,279,781,000	\$ 3,349,524,000

Notes: (1) Labor costs are already loaded with (state loads) covered by EE
 (2) These costs are collected through GRC D.16-06-054
 (3) L&P contracts that directly support the sector is included/not included in this item
 (4) IT Costs are included in "Policy, Strategy, and Regulatory Reporting Compliance"
 (5) Under the previous program categories the following programs were classified as Cross Cutting: 3P-IDEA, Local-IDSM-ME&O-Local Marketing (EE), 5W-IDSM-IDSM. These are included in Table 16 Cross Cutting. These three programs are now classified as Commercial with the elimination of Cross Cutting programs.

- C. -> Table showing costs by functional area of management structure**
- Expenses broken out into labor, non-labor O&M (with contract labor identified)
 - Identify any capital costs

B. -> Attachment A, Question C.9

"Using a common budget template developed in consultation with interested stakeholders (hopefully agreed upon at a "meet and confer" session), display how much of each year's budget each PA anticipates spending "in-house" (e.g., for administration, non-outsourced direct implementation, other non-incentive costs, marketing), by sector and by cross-cutting program."

- TURN and ORA invite the PAs to propose a common table format for this information. We don't have anything specific in mind.
- Additionally, include a brief description of the method used by the PA to estimate the costs presented in the C.9 Table.

PA Name: Tri County Regional Energy Network
 Budget Year: 2024-2027
 INDUSTRIAL BUDGET DETAIL

Sector	Cost Element	Functional Group	2020 EE Portfolio Expenditures	2022 EE Portfolio Budget	2023 EE Portfolio Budget	2024 EE Portfolio Budget	2025 EE Portfolio Budget	2026 EE Portfolio Budget	2027 EE Portfolio Budget
Industrial	Labor(1)	Policy, Strategy, and Regulatory Reporting Compliance							
		Program Management							
		Engineering services							
		Customer Application/Rebate/Incentive Processing							
		Customer Project Inspections							
		Portfolio Analytics							
		M&E&O (Local)							
		Account Management / Sales							
		IT							
		Call Center							
	Labor Total		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Non-Labor	Third-Party Implementer (as defined per D.16-08-019, OP 10)							
		Local/Government Partnerships Contracts (3)							
		Other Contracts							
		Program Implementation							
		Policy, Strategy, and Regulatory Reporting Compliance							
		Program Management							
		Engineering services							
		Customer Application/Rebate/Incentive Processing							
		Customer Project Inspections							
		Portfolio Analytics							
		M&E&O (Local)							
		Account Management / Sales							
		IT (4)							
		Call Center							
		Facilities							
		Incentives—(PA-Implemented and Other Contracts Program Implementation) Programs							
	Non-Labor Total	Incentives—Third Party Program (as defined per D.16-08-019, OP 10)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Industrial Total (5)			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Other (collected through GRC) (2)	Labor Overheads	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Notes: (1) Labor costs are already loaded with (state loaders covered by EE)
 (2) These costs are collected through GRC D.16-06-054
 (3) LSP contracts that directly support the sector is included/not included in this item
 (4) IT Costs are included in "Policy, Strategy, and Regulatory Reporting Compliance".

C. → Table showing costs by functional area of management structure¶

- → Expenses broken out into labor, non-labor-O&M (with contract labor identified)¶
- → Identify any capital costs¶

B. → Attachment A, Question C.9¶

"Using a common budget template developed in consultation with interested stakeholders (hopefully agreed upon at a "meet and confer" session), display how much of each year's budget each PA anticipates spending "in-house" (e.g., for administration, non-outsourced direct implementation, other non-incentive costs, marketing), by sector and by cross-cutting program."¶

- → TURN and ORA invite the PAs to propose a common table format for this information. We don't have anything specific in mind.¶
- → Additionally, include a brief description of the method used by the PA to estimate the costs presented in the C.9 Table.¶

PA Name: Tri County Regional Energy Network
 Budget Year: 2024-2027
 AGRICULTURAL BUDGET DETAIL

Sector	Cost Element	Functional Group	2020 EE Portfolio Expenditures	2022 EE Portfolio Budget	2023 EE Portfolio Budget	2024 EE Portfolio Budget	2025 EE Portfolio Budget	2026 EE Portfolio Budget	2027 EE Portfolio Budget	
Agricultural	Labor(1)	Policy, Strategy, and Regulatory Reporting Compliance	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
		Program Management	\$ -	\$ -	\$ -	\$ 135,715.00	\$ 140,098.000	\$ 145,328.000	\$ 150,761.000	
		Engineering services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		Customer Application/Rebate/Incentive Processing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		Customer Project Inspections	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		Portfolio Analytics	\$ -	\$ -	\$ -	\$ 262,553.00	\$ 275,366.000	\$ 288,785.000	\$ 302,877.000	
		ME&C (Local)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
		Account Management / Sales	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
		IT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
		Call Center	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
		Labor Total	\$ -	\$ -	\$ -	\$ 466,644.00	\$ 485,891.000	\$ 507,357.000	\$ 529,812.000	
		Non-Labor	Third-Party Implementer (as defined per D.16-08-019, OP 10)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
			Local/Government Partnerships Contracts (3)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
			Other Contracts	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
			Program Implementation	\$ -	\$ -	\$ -	\$ 50,000.000	\$ 50,000.000	\$ 50,000.000	\$ 50,000.000
			Policy, Strategy, and Regulatory Reporting Compliance	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
			Program Management	\$ -	\$ -	\$ -	\$ 123,162.000	\$ 133,928.000	\$ 140,350.000	\$ 148,290.000
			Engineering services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
			Customer Application/Rebate/Incentive Processing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
			Customer Project Inspections	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
			Portfolio Analytics	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
			ME&C (Local)	\$ -	\$ -	\$ -	\$ 55,000.000	\$ 55,000.000	\$ 55,000.000	\$ 55,000.000
			Account Management / Sales	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
IT (4)	\$ -		\$ -	\$ -	\$ 20,000.000	\$ 20,000.000	\$ 20,000.000	\$ 20,000.000		
Call Center	\$ -		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Facilities	\$ -		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Incentive- (PA implemented and Other Contracts Program Implementation) Programs	\$ -		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Incentive- Third Party Program (as defined per D.16-08-019, OP 10)	\$ -		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Non-Labor Total	\$ -		\$ -	\$ -	\$ 248,162.000	\$ 258,928.000	\$ 265,350.000	\$ 273,290.000		
Agricultural Total (5)	\$ -		\$ -	\$ -	\$ 714,806.000	\$ 744,819.000	\$ 772,707.000	\$ 803,102.000		
Other (collected through GRC) (2)	Labor Overheads		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

Notes:
 (1) Labor costs are already loaded with (state loaders covered by EE)
 (2) These costs are collected through GRC D.16-08-019
 (3) LSP contracts that directly support the sector is included/not included in this item
 (4) IT Costs are included in " Policy, Strategy, and Regulatory Reporting Compliance".

C. -> Table showing costs by functional area of management structure

- Expenses broken out into labor, non-labor O&M (with contract labor identified)
- Identify any capital costs

B. -> Attachment A, Question C.9

"Using a common budget template developed in consultation with interested stakeholders (hopefully agreed upon at a "meet and confer" session), display how much of each year's budget each PA anticipates spending "in-house" (e.g., for administration, non-outsourced direct implementation, other non-incentive costs, marketing), by sector and by cross-cutting program."

- TURN and ORA invite the PAs to propose a common table format for this information. We don't have anything specific in mind
- Additionally, include a brief description of the method used by the PA to estimate the costs presented in the C.9 Table

PA Name: Tri County Regional Energy Network
 Budget Year: 2024-2027
 PUBLIC SECTOR BUDGET DETAIL

Sector	Cost Element	Functional Group	2020 EE Portfolio Expenditures	2022 EE Portfolio Budget	2023 EE Portfolio Budget	2024 EE Portfolio Budget	2025 EE Portfolio Budget	2026 EE Portfolio Budget	2027 EE Portfolio Budget
Public Sector	Labor(1)	Policy, Strategy, and Regulatory Reporting Compliance							
		Program Management							
		Engineering services							
		Customer Application/Rebate/Incentive Processing							
		Customer Project Inspections							
		Portfolio Analytics							
		ME&O (Local)							
		Account Management / Sales							
		IT							
		Call Center							
	Labor Total		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Non-Labor	Third-Party Implementer (as defined per D.16-08-019, OP 10)							
		Local/Government Partnerships Contracts (3)							
		Other Contracts							
		Program Implementation							
		Policy, Strategy, and Regulatory Reporting Compliance							
		Program Management							
		Engineering services							
		Customer Application/Rebate/Incentive Processing							
		Customer Project Inspections							
		Portfolio Analytics							
		ME&O (Local)							
		Account Management / Sales							
		IT (4)							
		Call Center							
		Facilities							
		Incentives--(PA-implemented and Other Contracts Program Implementation) Programs							
		Incentives--Third Party Program (as defined per D.16-08-019, OP 10)							
	Non-Labor Total		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Public Sector Total (5)			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Other (collected through GRC) (2)	Labor Overheads	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Notes:
 (1) Labor costs are already loaded with (state loaders covered by EE)
 (2) These costs are collected through GRC D.16-06-054
 (3) LGP contracts that directly support the sector is included/not included in this item
 (4) IT Costs are included in " Policy, Strategy, and Regulatory Reporting Compliance".

C. → **Table showing costs by functional area of management structure**

- Expenses broken out into labor, non-labor O&M (with contract labor identified)
- Identify any capital costs

B. → **Attachment A: Question C.9**

"Using a common budget template developed in consultation with interested stakeholders (hopefully agreed upon at a "meet and confer" session), display how much of each year's budget each PA anticipates spending "in-house" (e.g., for administration, non-outsourced direct implementation, other non-incentive costs, marketing), by sector and by cross-cutting program."

- → TURN and ORA invite the PAs to propose a common table format for this information. We don't have anything specific in mind.
- → Additionally, include a brief description of the method used by the PA to estimate the costs presented in the C.9 Table.

Sector	Cost Element	Functional Group	2020 EE Portfolio Expenditures	2022 EE Portfolio Budget	2023 EE Portfolio Budget	2024 EE Portfolio Budget	2025 EE Portfolio Budget	2026 EE Portfolio Budget	2027 EE Portfolio Budget
Cross-Cutting	Labor(1)	Policy, Strategy, and Regulatory Reporting Compliance	\$ 46,309,150	\$ 138,726,000	\$ 145,662,000	\$ 136,251,000	\$ 141,854,000	\$ 146,487,000	\$ 152,348,000
		Program Management	\$ 382,460,510	\$ 237,639,000	\$ 347,777,000	\$ 473,952,000	\$ 488,988,000	\$ 507,118,000	\$ 525,935,000
		Engineering services							
		Customer Application/Rebate/Incentive Processing							
		Customer Project Inspections							
		Portfolio Analytics	\$ 298,054,010	\$ 190,653,000	\$ 200,179,000	\$ 366,836,000	\$ 380,882,000	\$ 395,501,000	\$ 410,722,000
		ME&O (Local)	\$	\$ 236,538,000	\$ 241,074,000				
		Account Management / Sales							
	IT	IT	\$ 169,979,900	\$ 164,450,000	\$ 150,113,000	\$ 78,049,000	\$ 80,390,000	\$ 83,606,000	\$ 86,950,000
		Call Center							
	Labor Total	Third Party Implementer (as defined per D.16-08-019, OP.10)	\$ 945,053,570	\$ 968,006,000	\$ 1,084,805,000	\$ 1,055,588,000	\$ 1,091,114,000	\$ 1,132,712,000	\$ 1,175,955,000
	Non-Labor	Local/Government Partnerships Contracts (3)							
		Other Contracts							
		Program Implementation	\$ 202,638,330	\$ 596,281,000	\$ 597,890,000	\$ 1,522,000,000	\$ 1,407,000,000	\$ 1,707,000,000	\$ 2,077,000,000
		Policy, Strategy, and Regulatory Reporting Compliance	\$ 229,853,460	\$ 229,740,000	\$ 217,345,000	\$ 123,333,000	\$ 133,333,000	\$ 143,333,000	\$ 143,333,000
		Program Management	\$ 219,041,070	\$ 555,282,000	\$ 571,890,000	\$ 792,380,000	\$ 825,668,000	\$ 862,552,000	\$ 891,308,000
		Engineering services							
		Customer Application/Rebate/Incentive Processing		\$ 425,000,000	\$ 425,000,000				
		Customer Project Inspections							
		Portfolio Analytics	\$ 28,321,520	\$ 175,000,000	\$ 175,000,000	\$ 244,400,000	\$ 254,176,000	\$ 264,344,000	\$ 274,917,000
		ME&O (Local)	\$ 146,236,670	\$ 287,780,000	\$ 297,112,000	\$ 152,000,000	\$ 152,000,000	\$ 152,000,000	\$ 152,000,000
		Account Management / Sales							
		IT (4)		\$ 425,000,000	\$ 425,000,000	\$ 60,000,000	\$ 60,000,000	\$ 60,000,000	\$ 60,000,000
		Call Center							
		Facilities							
		Incentives--(PA-implemented and Other Contracts Program Implementation) Programs							
		Incentives--Third Party Program (as defined per D.16-08-019, OP.10)							
	Non-Labor Total		\$ 819,076,050	\$ 2,687,085,000	\$ 2,709,237,000	\$ 2,894,113,000	\$ 3,032,177,000	\$ 3,279,229,000	\$ 3,598,558,000
Cross-Cutting Total (5)	Other (collected through GRC) (2)	Labor Overheads	\$ 3,764,129,620	\$ 3,665,691,000	\$ 3,794,042,000	\$ 3,949,701,000	\$ 4,123,291,000	\$ 4,411,941,000	\$ 4,774,513,000

Notes: (1) Labor costs are already loaded with state loaders covered by EE
 (2) These costs are collected through GRC D.16-06-054
 (3) LGP contracts that directly support the sector is included/not included in this item
 (4) IT Costs are included in "Policy, Strategy, and Regulatory Reporting Compliance"
 (5) Under the previous program categories the following programs were classified as Cross Cutting: 3P-IDEEA, Local-IDSM-ME&O-Local Marketing (EE), SW-IDSM-IDSM. These are included in Table 16 Cross Cutting. These three programs are now classified as Commercial with the elimination of Cross Cutting programs.

C. -> Table showing costs by functional area of management structure¶

- -> Expenses broken out into labor, non-labor O&M (with contract labor identified)¶
- -> Identify any capital costs¶

B. -> Attachment A, Question C.9¶

"Using a common budget template developed in consultation with interested stakeholders (hopefully agreed upon at a "meet and confer" session), display how much of each year's budget each PA anticipates spending "in-house" (e.g., for administration, non-outsourced direct implementation, other non-incentive costs, marketing), by sector and by cross-cutting program."¶

- -> TURN and ORA invite the PAs to propose a common table format for this information. We don't have anything specific in mind.¶
- -> Additionally, include a brief description of the method used by the PA to estimate the costs presented in the C.9 Table.¶

Year	Population	GDP	Inflation	Unemployment	Life Expectancy	Healthcare Expenditure	Education Expenditure	Research and Development	Government Expenditure	Government Revenue	Foreign Debt	Exports	Imports	Trade Balance	FDI Inflows	FDI Outflows	Net FDI	Remittances	Foreign Reserves	Exchange Rate	Interest Rate	Money Supply	Central Bank
2000	123,456,789	\$56,789,012	3.5%	5.2%	72.5	0.8%	1.2%	0.5%	15.0%	12.5%	100.0	120.0	150.0	-30.0	5.0	2.0	3.0	1.0	50.0	1.5	5.0	10.0	Central Bank
2001	124,567,890	\$57,890,123	4.2%	5.1%	72.6	0.9%	1.3%	0.6%	15.5%	13.0%	100.0	125.0	155.0	-30.0	5.5	2.1	3.4	1.1	51.0	1.5	5.5	10.5	Central Bank
2002	125,678,901	\$58,901,234	4.8%	5.0%	72.7	1.0%	1.4%	0.7%	16.0%	13.5%	100.0	130.0	160.0	-30.0	6.0	2.2	3.8	1.2	52.0	1.5	6.0	11.0	Central Bank
2003	126,789,012	\$59,012,345	5.5%	4.9%	72.8	1.1%	1.5%	0.8%	16.5%	14.0%	100.0	135.0	165.0	-30.0	6.5	2.3	4.2	1.3	53.0	1.5	6.5	11.5	Central Bank
2004	127,890,123	\$60,123,456	6.2%	4.8%	72.9	1.2%	1.6%	0.9%	17.0%	14.5%	100.0	140.0	170.0	-30.0	7.0	2.4	4.6	1.4	54.0	1.5	7.0	12.0	Central Bank
2005	128,901,234	\$61,234,567	7.0%	4.7%	73.0	1.3%	1.7%	1.0%	17.5%	15.0%	100.0	145.0	175.0	-30.0	7.5	2.5	5.0	1.5	55.0	1.5	7.5	12.5	Central Bank
2006	129,012,345	\$62,345,678	7.8%	4.6%	73.1	1.4%	1.8%	1.1%	18.0%	15.5%	100.0	150.0	180.0	-30.0	8.0	2.6	5.4	1.6	56.0	1.5	8.0	13.0	Central Bank
2007	130,123,456	\$63,456,789	8.5%	4.5%	73.2	1.5%	1.9%	1.2%	18.5%	16.0%	100.0	155.0	185.0	-30.0	8.5	2.7	5.8	1.7	57.0	1.5	8.5	13.5	Central Bank
2008	131,234,567	\$64,567,890	9.2%	4.4%	73.3	1.6%	2.0%	1.3%	19.0%	16.5%	100.0	160.0	190.0	-30.0	9.0	2.8	6.2	1.8	58.0	1.5	9.0	14.0	Central Bank
2009	132,345,678	\$65,678,901	10.0%	4.3%	73.4	1.7%	2.1%	1.4%	19.5%	17.0%	100.0	165.0	195.0	-30.0	9.5	2.9	6.6	1.9	59.0	1.5	9.5	14.5	Central Bank
2010	133,456,789	\$66,789,012	10.8%	4.2%	73.5	1.8%	2.2%	1.5%	20.0%	17.5%	100.0	170.0	200.0	-30.0	10.0	3.0	7.0	2.0	60.0	1.5	10.0	15.0	Central Bank
2011	134,567,890	\$67,890,123	11.5%	4.1%	73.6	1.9%	2.3%	1.6%	20.5%	18.0%	100.0	175.0	205.0	-30.0	10.5	3.1	7.4	2.1	61.0	1.5	10.5	15.5	Central Bank
2012	135,678,901	\$68,901,234	12.2%	4.0%	73.7	2.0%	2.4%	1.7%	21.0%	18.5%	100.0	180.0	210.0	-30.0	11.0	3.2	7.8	2.2	62.0	1.5	11.0	16.0	Central Bank
2013	136,789,012	\$69,012,345	13.0%	3.9%	73.8	2.1%	2.5%	1.8%	21.5%	19.0%	100.0	185.0	215.0	-30.0	11.5	3.3	8.2	2.3	63.0	1.5	11.5	16.5	Central Bank
2014	137,890,123	\$70,123,456	13.8%	3.8%	73.9	2.2%	2.6%	1.9%	22.0%	19.5%	100.0	190.0	220.0	-30.0	12.0	3.4	8.6	2.4	64.0	1.5	12.0	17.0	Central Bank
2015	138,901,234	\$71,234,567	14.5%	3.7%	74.0	2.3%	2.7%	2.0%	22.5%	20.0%	100.0	195.0	225.0	-30.0	12.5	3.5	9.0	2.5	65.0	1.5	12.5	17.5	Central Bank
2016	139,012,345	\$72,345,678	15.2%	3.6%	74.1	2.4%	2.8%	2.1%	23.0%	20.5%	100.0	200.0	230.0	-30.0	13.0	3.6	9.4	2.6	66.0	1.5	13.0	18.0	Central Bank
2017	140,123,456	\$73,456,789	16.0%	3.5%	74.2	2.5%	2.9%	2.2%	23.5%	21.0%	100.0	205.0	235.0	-30.0	13.5	3.7	9.8	2.7	67.0	1.5	13.5	18.5	Central Bank
2018	141,234,567	\$74,567,890	16.8%	3.4%	74.3	2.6%	3.0%	2.3%	24.0%	21.5%	100.0	210.0	240.0	-30.0	14.0	3.8	10.2	2.8	68.0	1.5	14.0	19.0	Central Bank
2019	142,345,678	\$75,678,901	17.5%	3.3%	74.4	2.7%	3.1%	2.4%	24.5%	22.0%	100.0	215.0	245.0	-30.0	14.5	3.9	10.6	2.9	69.0	1.5	14.5	19.5	Central Bank
2020	143,456,789	\$76,789,012	18.2%	3.2%	74.5	2.8%	3.2%	2.5%	25.0%	22.5%	100.0	220.0	250.0	-30.0	15.0	4.0	11.0	3.0	70.0	1.5	15.0	20.0	Central Bank

Pa Name:
Budget Year:
Comments and Suggestions

Tri County Regional Energy Network
2024-2027

This is an optional space to offer comments, feedback, and/or suggestions for improving information exchange between the Commission and PAs.
Please keep this section focused on this and other instruments used for the Energy Efficiency Applications



APPENDIX C

SUPPLEMENTAL BUDGET INFORMATION NARRATIVE

Exhibit 03- Appendices

Appendix C Supplemental Budget Information Narrative Template

Referred as Attachment B by Energy Division

ATTACHMENT B

(Modified to Incorporate Dates Relevant to D.21-05-031)

**Approved Meet & Confer Document by Program Administrators, Office of Ratepayers and
The Utility Reform Network in A.17-01-003 et. al.**

Required by D.18-05-041 Ordering Paragraph 44

Table of Contents

Background:	4
I. DESCRIPTION OF IN-HOUSE EE ORGANIZATIONAL STRUCTURE & ASSOCIATED COSTS	4
A. Narrative description of in-house departments/organizations supporting the PA’s EE portfolio.....	4
B. Table showing PA EE “Full Time Equivalent” headcount by department/organization.	9
C. Table showing costs by functional area of management structure.....	9
D. Table showing cost drivers across the EE organization.....	15
E. Explanation of allocation of labor and O&M costs between EE-functions and GRC-functions or other non-EE functions	17
II. BUDGET TABLES INCLUDING INFORMATION IDENTIFIED IN THE SCOPING MEMO	18
A. Attachment-A, Question C.8	18
B. Attachment-A, Question C.9	23
C. Attachment-A, Question C.10.....	23
Table 1: Portfolio FTE	7
Table 2: Portfolio Summary.....	10
Table 3: Residential Budget Detail	11
Table 4: Commercial Budget Detail	12
Table 5: Agricultural Budget Detail	13
Table 6: Cross Cutting Budget Detail.....	14
Table 7: Change in Category Cost PY 2023 to 2024.....	16
Table 8: Change in Category Cost PY 2024 to 2025.....	16
Table 9: Change in Category Cost PY 2025 to 2026.....	16
Table 10: Change in Category Cost PY 2026 to 2027.....	17
Table 11: 3C-REN 2024-2031 Budget Savings by Sector.....	20

Attachment B

Approved Meet & Confer Document by Program Administrators, Office of Ratepayers and The Utility Reform Network

BACKGROUND:

Decision (D.) 18-05-041 Ordering Paragraph 44 states:

Beginning with the annual budget advice letters due on September 3, 2019, the program administrators must include updated budget estimates in the same format as the supplemental budget information filed in this proceeding on June 12, 2017.

Therefore, consistent with this Commission direction, this narrative and the accompanying *Exhibit 03 – Appendix B Applications Attachment Tables*. In tables 9 through 16, 3C-REN provides the following information in Attachment B.

I. DESCRIPTION OF IN-HOUSE EE ORGANIZATIONAL STRUCTURE & ASSOCIATED COSTS

A. Narrative description of in-house departments/organizations supporting the PA's EE portfolio

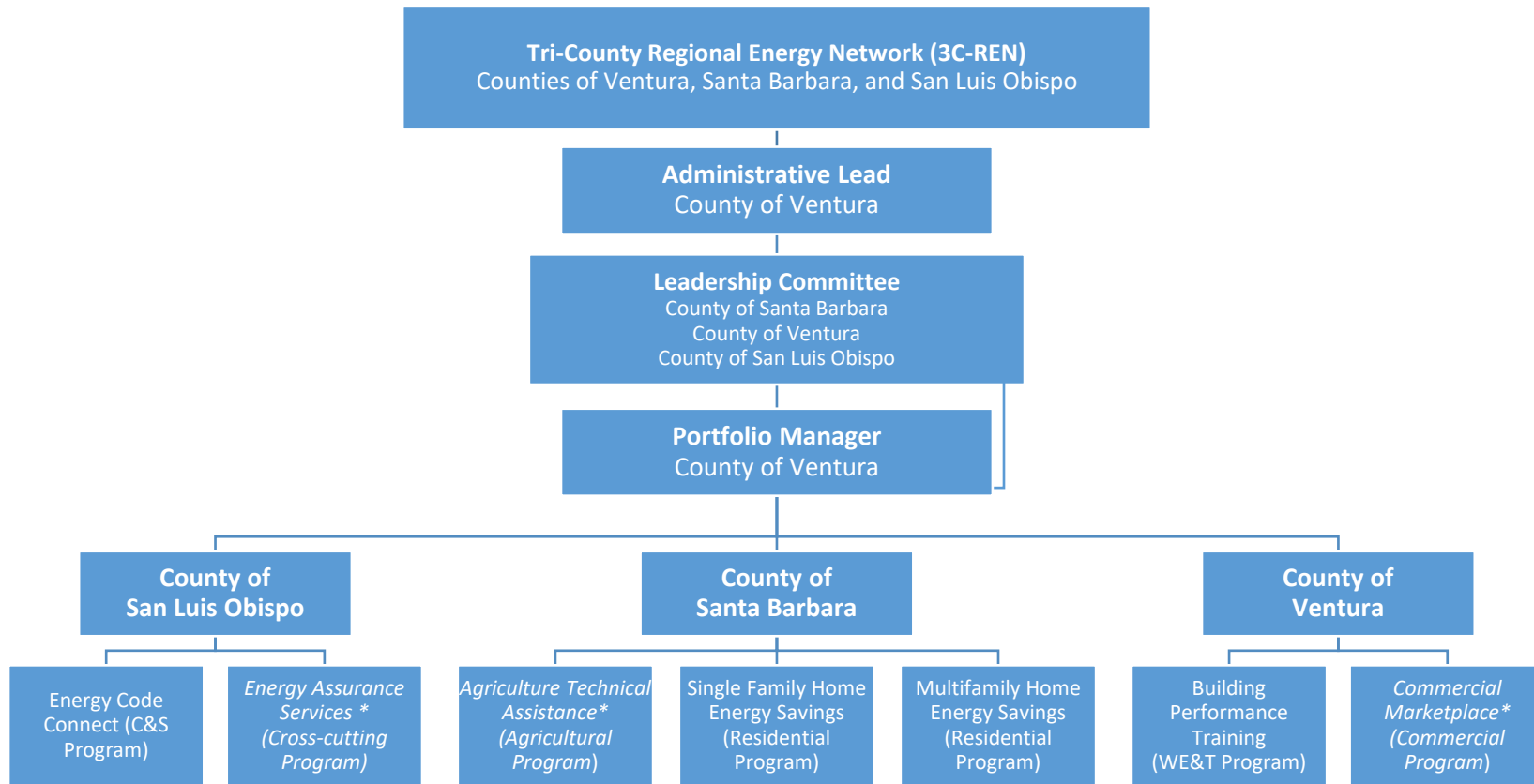
1. Functions conducted by each department/organization

The County of Ventura is the lead agency in the administration of 3C-REN programs. The Counties of Ventura, Santa Barbara and San Luis Obispo have a Memorandum of Understanding that received the approval of all the Counties and their Board of Supervisors. County of Ventura as part of the Executive Office Team, staff has expertise working with Utilities as partners on several programs. Program design has been developed by the 3C-REN team in coordination with the utilities, in addition to using best practices already established by other REN programs and local government designed programs. 3C-REN has utilized existing resources within the county government structures to assist with overall program design, implementation and management of contracts thereby allowing 3C-REN to be streamlined. Examples of applied resources include Ventura Procurement services, legal support from County Counsel, and fiscal oversight from the Auditor Controller, Budget and Finance among others. In addition, 3C-REN also applies the expertise of Santa Barbara and San Luis Obispo counties and their knowledgeable staff who have extensive experience planning and implementing energy programs and working with utilities and other relevant stakeholders.

Department	Function Description	Primary Representative Functional Group(s)
Board of Supervisors	Policy guidance, procurement review, ultimate decision authority and oversight.	Planning and Compliance
County Executive Office	Policy review, approval of contracts and senior staff decision maker.	All
County Counsel	Review of contracts and other legal documents.	Agency Regulatory Support
Sustainability Division	This Division is where 3C-REN is staffed from, works includes program and portfolio management, invoice review and approval, coordination with SCG, SCE and PG&E, CCAs, and other stakeholders. This list is not exhaustive.	Policy, Strategy, and Regulatory Reporting Compliance; Program Management; Portfolio Analytics; Contract Management
Fiscal Administration	Internal review and invoice processing, create and verify electronic funds transfers, monthly reconciliation, and fiscal management.	Contract Management
Auditor Controller	Internal review in preparation of County budgeting policies and audit compliance.	Contract Management
Technology Services	Website management	IT – Project Specific; IT
Procurement	Provides contract management including negotiation, review, and contract administration. Manages, the requests for proposals (RFPs) process, including development, analysis, and evaluation.	Contract Management
Sustainability Division County of Santa Barbara	This Division is where 3C-REN is staffed from, works includes program and portfolio management, coordination with stakeholders. This list is not exhaustive.	Policy, Strategy, and Regulatory Reporting Compliance; Program Management; Portfolio Analytics; Contract Management
Planning and Building County of San Luis Obispo	This Division is where 3C-REN is staffed from, works includes program and portfolio management, coordination with stakeholders. This list is not exhaustive.	Policy, Strategy, and Regulatory Reporting Compliance; Program Management; Portfolio Analytics; Contract Management

2. Energy Efficiency Management Structure and Org Chart

The following 3C-REN Organizational Chart shows administration. The County Executive Office (CEO) Organizational Chart reflects the potential management structure applicable to 3C-REN.



*Proposed new programs

3. Staffing needs by department/organization, including current and forecast for 2022-2023, as well as a description of what changes are expected between 2024-2027 or why it's impossible to predict beyond 2024, if that's the PA's position.

3C-REN staffing forecast for 2022-2023 and 2024-2027

Table 1: Portfolio FTE

Functional Group	2020 EE Portfolio FTE (2)	2022 EE Portfolio FTE (2)	2023 EE Portfolio FTE (2)	2024 EE Portfolio FTE (2)	2025 EE Portfolio FTE (2)	2026 EE Portfolio FTE (2)	2027 EE Portfolio FTE (2)
Policy, Strategy, and Regulatory Reporting Compliance	0.9	1.5	1.5	1.5	1.5	1.5	1.5
Program Management	3.1	5.0	5.5	8.5	8.5	8.5	8.5
Engineering Services							
Customer Application/Rebate/Incentive Processing							
Customer Project Inspections		0.5	0.5				
Portfolio Analytics (1)	2.4	2.5	2.5	2.3	2.3	2.3	2.3
EM&V							
ME&O (Local)							
Account Management / Sales							
IT	1.7	1.3	1.5	1.0	1.0	1.0	1.0
Call Center							
Total	8.10	10.80	11.50	13.27	13.27	13.27	13.27

During the 2022-2023 cycle period 3C-REN intends to implement best practices to increase efficiency and reduce FTE where feasible. While still maintaining adequate resources to deliver to 3C-RENs Hard to-Reach programs. Changes in staffing per county are anticipated for 2024-2027 if the new sectors and programs are approved. 3C-REN staffing is expected to increase as design and implementation of those sectors and programs will require more staff time and or a different subject matter expertise of what is currently staffed. It could also be determined that the work is to be contracted out.

3C-REN will continue to have adequate staffing to meet regulatory and policy objectives.

4. Non-program functions currently performed by contractors (e.g. advisory consultants), as well as a description of what changes are expected between 2024-2027 or why it's impossible to predict beyond 2024, if that's the PA's position.

3C-REN has no consultants for “non program functions” Some consultants have scope of works that are related to REN wide task like marketing and outreach, regulatory support, and strategic planning. However, all tasks relate to approved programs and 3C-REN will continue to contract with these consultants beyond 2024.

5. Anticipated drivers of in-house cost changes by department/organization

Expected cost drivers for in-house services are based on staffing needs and or increase in programs portfolio. Labor forecasts are done annually per county and are approved by each Board of Supervisors.

County agencies and departments provide a variety of valuable public services for which they are allowed by law to recover their costs through regulatory fees. There are two basic types of regulatory fees included here: (1) those that are based on service rates; and (2) those that are based on fixed charges. For 3C-REN service rates are used and reflect a per hour cost of a particular County staff person classification. Service rates are primarily composed of salary and benefits and any applicable overhead costs. Once adopted, service rates may either be incorporated by reference into various contracts, resolutions, and ordinances imposing regulatory fees for various County services or staff time.

6. Explanation of method for forecasting costs

Forecasted cost is based on the following:

- Past program implementation cost
- Program implementation competitive solicitations
- Analysis of historical cost data

Budget Development. The budgets process involves the development of a preliminary budget component which reflects the program manager's recommendation for estimated costs in administration, marketing, direct implementation, and incentives. This preliminary budget reflects the projected full cost of the current year's program levels, it incorporates labor rates, current and future contracts. An analysis is then performed comparing preliminary budget request with historical costs data to determine target budgets. Once analysis complete it may reflect reductions or increase if available funding or analysis cannot support forecasted requirements. The final step is to analyze for compliance with any County, or CPUC guidance as applicable.

B. Table showing PA EE “Full Time Equivalent” headcount by department/organization

7. 2019, 2020, or 2021 “recorded” positions, depending on what’s most appropriate for the PA, or both, if that provides the most clarity. For forecast years, we’d want at least 2024.

For 3C-REN response for full time equivalents count can be found in *Exhibit -03 – Appendix B Applications Attachment Tables* – Table 10 ‘Portfolio FTE’ and incorporated herein as **Table 1: Portfolio FTE.**

- Note, if PAs’ FTE needs change, these changes can be made without reporting or seeking CPUC approval

C. Table showing costs by functional area of management structure

8. Expenses broken out into labor, non-labor O&M (with contract labor identified) (* Note, in case of conflict, excel budget template will control.)

3C-REN’s response is provided in *Exhibit -03 - Appendix B Applications Attachment Tables* – Tables 9 ‘Portfolio Summary’, and Tables 11-16, containing budget request details show expenses broken out by labor and non-labor as requested. These tables are included here for completeness.

Table 2: Portfolio Summary

Sector	2020 EE Portfolio Expenditures (\$)				2024 EE Portfolio Budget (\$)				2025 EE Portfolio Budget (\$)				2026 EE Portfolio Budget (\$)			
	Labor	Non-Labor (excl. Incentives)	Incentives	Total	Labor	Non-Labor (excl. Incentives)	Incentives	Total	Labor	Non-Labor (excl. Incentives)	Incentives	Total	Labor	Non-Labor (excl. Incentives)	Incentives	Total
Residential	414,305	574,748	2,000	991,053	621,320	2,735,267	5,095,937	8,452,524	647,222	2,987,272	5,300,000	8,934,494	675,647	3,054,002	5,500,000	9,229,649
Commercial	-	-	-	-	407,013	992,324	1,396,076	2,795,413	420,572	1,005,457	1,432,640	2,858,669	436,545	1,123,660	1,479,576	3,039,781
Industrial	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Agricultural	-	-	-	-	466,644	248,162	-	714,806	485,891	258,928	-	744,819	507,357	265,350	-	772,707
Public	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cross Cutting*	945,054	819,076	-	1,764,130	1,055,588	2,894,113	-	3,949,701	1,091,114	3,032,177	-	4,123,291	1,132,712	3,279,229	-	4,411,941
Total Sector Budget	1,359,358	1,393,824	2,000	2,755,183	2,550,565	6,869,866	6,492,013	15,912,444	2,644,799	7,283,834	6,732,640	16,661,273	2,752,261	7,722,241	6,979,576	17,454,078
EM&V-PA	-	-	105	105	-	182,330	-	182,330	-	190,910	-	190,910	-	199,995	-	199,995
EM&V-ED	-	-	-	-	-	480,688	-	480,688	-	503,309	-	503,309	-	527,259	-	527,259
PA Spending Budget Request**	1,359,358	1,393,824	2,105	2,755,287	2,550,565	7,532,884	6,492,013	16,575,462	2,644,799	7,978,053	6,732,640	17,355,492	2,752,261	8,449,495	6,979,576	18,181,332

* Cross Cutting Sector includes Codes & Standards, Emerging Technologies, Workforce Education & Training, Finance.

** PA Spending Budget Request (PA Program and EM&V + CEC AB 841)

Sector	2027 EE Portfolio Budget (\$)				2020 EE Portfolio Savings (Expected)			2024 EE Portfolio Forecasted Savings			2025 EE Portfolio Forecasted Savings			2026 EE Portfolio Forecasted Savings			2027 EE Portfolio Forecasted Savings		
	Labor	Non-Labor (excl. Incentives)	Incentives	Total	KWH	KW	THERMS	KWH	KW	M THERMS	KWH	KW	M THERMS	KWH	KW	M THERMS	KWH	KW	M THERMS
Residential	705,377	3,251,667	5,850,000	9,807,044	19,556	-	2,269	2,512,200	431	148,631	2,542,494	445	151,279	2,763,283	466	162,693	3,128,272	493	180,698
Commercial	453,148	1,132,636	1,514,552	3,100,336	-	-	-	5,071,027	761	8,250	5,151,054	775	7,751	7,819,505	1,181	7,826	8,008,177	1,209	8,015
Industrial	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Agricultural	529,812	273,290	-	803,102	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Public	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cross Cutting*	1,175,955	3,598,558	-	4,774,513	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Sector Budget	2,864,292	8,256,151	7,364,552	18,484,995	19,556	-	2,269	7,583,227	1,192	156,881	7,693,548	1,220	159,030	10,582,788	1,646	170,520	11,136,449	1,702	188,714
EM&V-PA	-	211,807	-	211,807	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
EM&V-ED	-	558,401	-	558,401	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
PA Spending Budget Request	2,864,292	9,026,359	7,364,552	19,255,203	19,556	-	2,269	7,583,227	1,192	156,881	7,693,548	1,220	159,030	10,582,788	1,646	170,520	11,136,449	1,702	188,714

Table 3: Residential Budget Detail

Sector	Cost Element	Functional Group	2020 EE Portfolio Expenditures	2022 EE Portfolio Budget	2023 EE Portfolio Budget	2024 EE Portfolio Budget	2025 EE Portfolio Budget	2026 EE Portfolio Budget	2027 EE Portfolio Budget
Residential	Labor	Policy, Strategy, and Regulatory Reporting Compliance	94,359	138,726	145,662	68,376	70,427	73,244	76,174
		Program Management	154,084	320,216	336,232	250,806	260,197	270,661	281,568
		Engineering services							
		Customer Application/Rebate/Incentive Processing							
		Customer Project Inspections							
		Portfolio Analytics	95,290	229,174	240,614	302,138	316,598	331,742	347,635
		ME&O (Local)		232,294	243,901				
		Account Management / Sales							
		IT	70,571	93,581	98,260				
		Call Center							
	Labor Total		414,305	1,013,991	1,064,669	621,320	647,222	675,647	705,377
	Non-Labor	Third-Party Implementer (as defined per D.16-08-019, OP 10)							
		Local/Government Partnerships Contracts (3)							
		Other Contracts							
		Program Implementation	237,107	1,378,410	1,804,571	2,113,312	2,340,028	2,367,680	2,546,298
		Policy, Strategy, and Regulatory Reporting Compliance	215,639	112,500	112,500	61,666	66,666	76,666	76,667
		Program Management				350,690	366,834	391,604	406,168
		Engineering services							
		Customer Application/Rebate/Incentive Processing		175,000	175,000				
		Customer Project Inspections							
		Portfolio Analytics	29,414			103,599	107,744	112,052	116,534
		ME&O (Local)	92,588	123,321	127,333	76,000	76,000	76,000	76,000
		Account Management / Sales							
		IT				30,000	30,000	30,000	30,000
		Call Center							
		Facilities							
		Incentives--(PA-implemented and Other Contracts Program Implementation) Programs	2,000	2,829,063	5,095,937	5,095,937	5,300,000	5,500,000	5,850,000
		Incentives--Third Party Program (as defined per D.16-08-019, OP 10)							
	Non-Labor Total		576,748	4,618,294	7,315,341	7,831,204	8,287,272	8,554,002	9,101,667
	Residential Total		991,053	5,632,285	8,380,010	8,452,524	8,934,494	9,229,649	9,807,044

Table 4: Commercial Budget Detail

Sector	Cost Element	Functional Group	2020 EE Portfolio Expenditures	2022 EE Portfolio Budget	2023 EE Portfolio Budget	2024 EE Portfolio Budget	2025 EE Portfolio Budget	2026 EE Portfolio Budget	2027 EE Portfolio Budget		
Commercial	Labor	Policy, Strategy, and Regulatory Reporting Compliance	-	-	-	68,376	70,426	73,244	76,174		
		Program Management	-	-	-	159,230	164,474	170,599	176,961		
		Engineering services	-	-	-						
		Customer Application/Rebate/Incentive Processing	-	-	-						
		Customer Project Inspections	-	-	-						
		Portfolio Analytics	-	-	-	127,374	132,078	136,965	142,046		
		ME&O (Local)	-	-	-						
		Account Management / Sales	-	-	-						
		IT	-	-	-	52,033	53,594	55,737	57,967		
		Call Center	-	-	-						
		Labor Total			-	-	-	407,013	420,572	436,545	453,148
		Non-Labor	Third-Party Implementer (as defined per D.16-08-019, OP 10)	-	-	-					
			Local/Government Partnerships Contracts (3)	-	-	-					
			Other Contracts	-	-	-					
			Program Implementation	-	-	-	550,000	550,000	630,000	630,000	
	Policy, Strategy, and Regulatory Reporting Compliance		-	-	-	50,000	50,000	50,000	50,000		
	Program Management		-	-	-	192,324	205,457	243,660	252,636		
	Engineering services		-	-	-						
	Customer Application/Rebate/Incentive Processing		-	-	-						
	Customer Project Inspections		-	-	-						
	Portfolio Analytics		-	-	-	50,000	50,000	50,000	50,000		
	ME&O (Local)		-	-	-	110,000	110,000	110,000	110,000		
	Account Management / Sales		-	-	-						
	IT		-	-	-	40,000	40,000	40,000	40,000		
	Call Center		-	-	-						
	Facilities		-	-	-						
	Incentives--(PA-implemented and Other Contracts Program Implementation) Programs	-	-	-	1,396,076	1,432,640	1,479,576	1,514,552			
	Incentives--Third Party Program (as defined per D.16-08-019, OP 10)	-	-	-							
	Non-Labor Total				-	-	2,388,400	2,438,097	2,603,236	2,647,188	
	Commercial Total						2,795,413	2,858,669	3,039,781	3,100,336	

Table 5: Agricultural Budget Detail

Sector	Cost Element	Functional Group	2020 EE Portfolio Expenditures	2022 EE Portfolio Budget	2023 EE Portfolio Budget	2024 EE Portfolio Budget	2025 EE Portfolio Budget	2026 EE Portfolio Budget	2027 EE Portfolio Budget
Agricultural	Labor	Policy, Strategy, and Regulatory Reporting Compliance	-	-	-	68,376	70,427	73,244	76,174
		Program Management	-	-	-	135,715	140,098	145,328	150,761
		Engineering services	-	-	-				
		Customer Application/Rebate/Incentive Processing	-	-	-				
		Customer Project Inspections	-	-	-				
		Portfolio Analytics	-	-	-	262,553	275,366	288,785	302,877
		ME&O (Local)	-	-	-				
		Account Management / Sales	-	-	-				
		IT	-	-	-				
		Call Center	-	-	-				
	Labor Total		-	-	-	466,644	485,891	507,357	529,812
	Non-Labor	Third-Party Implementer (as defined per D.16-08-019, OP 10)	-	-	-				
		Local/Government Partnerships Contracts (3)	-	-	-				
		Other Contracts	-	-	-				
		Program Implementation	-	-	-	50,000	50,000	50,000	50,000
		Policy, Strategy, and Regulatory Reporting Compliance	-	-	-				
		Program Management	-	-	-	123,162	133,928	140,350	148,290
		Engineering services	-	-	-				
		Customer Application/Rebate/Incentive Processing	-	-	-				
		Customer Project Inspections	-	-	-				
		Portfolio Analytics	-	-	-				
		ME&O (Local)	-	-	-	55,000	55,000	55,000	55,000
		Account Management / Sales	-	-	-				
		IT	-	-	-	20,000	20,000	20,000	20,000
		Call Center	-	-	-				
		Facilities	-	-	-				
		Incentives--(PA-implemented and Other Contracts Program Implementation) Programs	-	-	-				
		Incentives--Third Party Program (as defined per D.16-08-019, OP 10)	-	-	-				
	Non-Labor Total		-	-	-	248,162	258,928	265,350	273,290
Agricultural Total			-	-	-	714,806	744,819	772,707	803,102

Table 6: Cross Cutting Budget Detail

Sector	Cost Element	Functional Group	2020 EE Portfolio Expenditures	2022 EE Portfolio Budget	2023 EE Portfolio Budget	2024 EE Portfolio Budget	2025 EE Portfolio Budget	2026 EE Portfolio Budget	2027 EE Portfolio Budget
Cross Cutting	Labor	Policy, Strategy, and Regulatory Reporting Compliance	94,359	138,726	145,662	136,751	140,854	146,487	152,348
		Program Management	382,661	237,639	347,777	473,952	488,988	507,118	525,935
		Engineering services							
		Customer Application/Rebate/Incentive Processing							
		Customer Project Inspections							
		Portfolio Analytics	298,054	190,653	200,179	366,836	380,882	395,501	410,722
		ME&O (Local)		236,538	241,074				
		Account Management / Sales							
		IT	169,980	164,450	150,113	78,049	80,390	83,606	86,950
		Call Center							
	Labor Total		945,054	968,006	1,084,805	1,055,588	1,091,114	1,132,712	1,175,955
	Non-Labor	Third-Party Implementer (as defined per D.16-08-019, OP 10)							
		Local/Government Partnerships Contracts (3)							
		Other Contracts							
		Program Implementation	202,635	596,283	597,890	1,522,000	1,607,000	1,797,000	2,077,000
		Policy, Strategy, and Regulatory Reporting Compliance	222,851	222,740	217,345	123,333	133,333	143,333	143,333
		Program Management	219,041	555,282	571,890	792,380	825,668	862,552	891,308
		Engineering services							
		Customer Application/Rebate/Incentive Processing		425,000	425,000				
		Customer Project Inspections							
Portfolio Analytics		28,322	175,000	175,000	244,400	254,176	264,344	274,917	
ME&O (Local)	146,227	287,780	297,112	152,000	152,000	152,000	152,000		
Account Management / Sales									
IT		425,000	425,000	60,000	60,000	60,000	60,000		
Call Center									
Facilities									
Incentives--(PA-implemented and Other Contracts Program Implementation) Programs									
Incentives--Third Party Program (as defined per D.16-08-019, OP 10)									
Non-Labor Total		819,076	2,687,085	2,709,237	2,894,113	3,032,177	3,279,229	3,598,558	
Cross Cutting Total		1,764,130	3,655,091	3,794,042	3,949,701	4,123,291	4,411,941	4,774,513	

9. Identify any capital costs

3C-REN does not anticipate any capital costs.

D. Table showing cost drivers across the EE organization

10. TURN and CAL PA like this example, taken from testimony PG&E's 2017 GRC addressing its Energy Procurement department.

**TABLE 6-2(a)
EP COST INCREASE
2015-2017 EXPENSE BY COST DRIVER**

Line No.	Description	Increase in Thousands of \$	Percent of Total Increase
1	Escalation	3,597	57
2	Portfolio Complexity	1,138	18
3	Regulatory Mandates	1,192	19
4	Process Improvements	400	6
5	Total	6,324	100

(a) See WP Table 6-6, Exhibit (PG&E-5).

Program Delivery will be a cost driver due to the expected expansion of programs and sectors. As program uptake increases for existing programs in 2024 and beyond and new potential programs are rolled out, program administration, management and direct implementation costs are expected to increase.

The overall drivers of administrative costs include:

- Labor costs
- The number of programs in the portfolio and increased regulatory participation
- Procurement and contracting with expansion of portfolio and natural timeline for current programs
 - Meeting reporting requirements - IT services for data management

The drivers of implementation costs include:

- The number of participants in a program
- Program planning, development and design
- Project management activities (i.e. Planning Scope of Work, working with contractors and customers, setting goals, reviewing goals, reacting to market conditions, and responding to customer inquiries (i.e. calls, emails, letters))
- Market transformation and long-term strategic plan support

Table 7: Change in Category Cost PY 2023 to 2024

	2023	2024	Increase	% of Increase by Cost Category
Admin	899,763	686,679	-213,084	-24%
Marketing & Outreach	424,445	377,331	-47,114	-11%
Direct Implementation	5,753,908	8,356,420	2,602,512	45%
Incentives	5,095,937	6,492,013	1,396,076	27%
3C-REN Total W/O Incentives:	7,078,116	9,420,430	2,342,314	33%

Table 8: Change in Category Cost PY 2024 to 2025

	2024	2025	Increase	% of Increase by Cost Category
Admin	686,679	706,817	20,138	3%
Marketing & Outreach	377,331	380,004	2,673	1%
Direct Implementation	8,356,420	8,841,813	485,393	6%
Incentives	6,492,013	6,732,640	240,627	4%
3C-REN Total W/O Incentives:	9,420,430	9,928,634	508,204	5%

Table 9: Change in Category Cost PY 2025 to 2026

	2025	2026	Increase	% of Increase by Cost Category
Admin	706,817	745,700	38,883	6%
Marketing & Outreach	380,004	382,768	2,764	1%
Direct Implementation	8,841,813	9,346,033	504,220	6%
Incentives	6,732,640	6,979,576	246,936	4%
3C-REN Total W/O Incentives:	9,928,634	10,474,501	545,867	5%

Table 10: Change in Category Cost PY 2026 to 2027

	2026	2027	Increase	% of Increase by Cost Category
Admin	745,700	770,511	24,811	3%
Marketing & Outreach	382,768	385,630	2,862	1%
Direct Implementation	9,346,033	9,964,301	618,268	7%
Incentives	6,979,576	7,364,552	384,976	6%
3C REN Total W/O Incentives:	10,474,501	11,120,442	645,941	6%

The tables above show the costs increase by category you can see the increase from 2023-2024 with the potential approval of new programs. Marked increase can especially be seen in direct implementation and incentives categories. Program years 2024 and beyond costs are expected to have an average increase trend to cover labor cost and program delivery. In addition to regulatory and reporting trends in addition to constant evaluation of programs and shifting delivery to be able to meet metrics and be cost conscious.

E. Explanation of allocation of labor and O&M costs between EE-functions and GRC-functions or other non-EE functions

11. When an employee spends less than 100% of her/his time on EE, how are costs tracked and recovered (e.g., on a pro rata basis between EE rates and GRC rates; when time exceeds a certain threshold, all to EE; etc.).

3C-REN as a non-IOU program administrator does not engage in GRC so there is no need for EE vs GRC break outs of employees. 3C-REN staff time as well as consultant time is billed to the portfolio budget as it directly supports administration, marketing, implementation and or evaluation, measurement, and verification of 3C-REN portfolio activities.

The 3C-REN has no planned allocation of labor costs attributable to GRC functions and, the costs described are fully attributable to 3C-REN programs. Staff labor costs are fully loaded and are tracked at the project and/or activity level by all staff. Contract rates for County labor rates are calculated to provide for total cost recovery. Each County is treated as a separate cost center and a rate is established for each classification within each division in each County. General guidelines are used in determining all rates, and costs are easily traced to or associated with a specific job/ program.

On a monthly basis, County of Ventura provides a report to SoCalGas (3C-REN’s fiscal agent), which includes all expenses associated with the approved EE portfolio programs, including staff time itemized by individual, rate, program and budget category (administration, marketing, and implementation). Tracking is done in a format proposed by SoCalGas in coordination with SCE and PG&E to clearly identify operating budgets, current expenditures, and remaining.

12. Describe the method used to determine the proportion charged to EE balancing accounts for all employees who also do non-EE work.

3C-REN does not have EE balancing accounts, and this therefore does not apply.

13. Identify the EE functions that are most likely to be performed by employees who also do non-EE work (e.g. Customer Account Representatives?)

The employees that perform EE functions and could potentially also do non-EE work are Program Management, Portfolio Analytics, and Policy, Strategy and Regulatory Administration positions.

15. How are burden benefit-related administrative and general (A&G) expenses for employees who work on EE programs recovered (EE rates or GRC rates)? **PG&E allocates these costs to EE pursuant to a settlement agreement with MCE and TURN, which was adopted in D.14-08-032.

This question is not applicable to 3C-REN.

16. When EE and non-EE activities are supported by the same non-labor resources, how are the costs of those resources or systems allocated to EE and non-EE activities?

All activities are coded per program, so they are charged to their respective programs.

17. Identify the EE O&M costs that are most likely to be spread to non-EE functions as well as EE, if any

All activities are coded so they are charged to their respective programs therefore only cost associated with EE are charged to EE programs.

II. BUDGET TABLES INCLUDING INFORMATION IDENTIFIED IN THE SCOPING MEMO

This section refers to the April 14, 2017 Scoping Memo and Ruling of Assigned Commissioner and Administrative Law Judges in A.17-01-003 et. al.

A. Attachment-A, Question C.8

“Present a single table summarizing energy savings targets, and expenditures by sector (for the six specified sectors). This table should enable / facilitate assessment of relative contributions of the sectors to savings targets, and relative cost-effectiveness.”

18. TURN and CAL PA invite the PAs to propose a common table format for this information. We don't have anything specific in mind. Additionally, include a brief

description of the method used by the PA to estimate the costs presented in the C.8 Table.

3C-REN Response is provided in *Exhibit -03 - Appendix B Applications Attachment Tables – Tables 7* and included here for completeness.

Table 11: 3C-REN 2024-2031 Budget Savings by Sector

PY	Sector	Requested Budget	TSB	TRC	PAC	kWh	kW	Therms	First Year Net Elec CO2e	First Year Net Gas CO2e	Lifecycle Net KWH	Lifecycle Net Therms	Lifecycle Net Electric CO2e	Lifecycle Net Gas CO2e	Lifecycle Net CO2e from low-GWP Measures
2024	Residential	8,452,524	4,196,258	0.40	0.51	2,512,200	431	148,631	499	1,050	38,729,106	2,222,830	14,256	15,706	-
	Commercial	2,795,413	3,531,115	0.66	1.50	5,071,027	761	8,250	1,076	48	60,852,325	99,004	19,279	579	-
	Agricultural	714,806	-	-	-	-	-	-	-	-	-	-	-	-	-
	WE&T	2,087,734	-	-	-	-	-	-	-	-	-	-	-	-	-
	Codes & Stds	1,861,967	-	-	-	-	-	-	-	-	-	-	-	-	-
	EM&V	663,018	-	-	-	-	-	-	-	-	-	-	-	-	-
	TOTAL Portfolio1	16,575,462	7,727,373	0.41	0.56	7,583,227	1,192	156,881	1,575	1,098	99,581,431	2,321,834	33,535	16,285	-
2025	Residential	8,934,494	4,483,050	0.41	0.51	2,542,494	445	151,279	458	1,065	39,222,685	2,262,306	14,778	15,937	-
	Commercial	2,858,669	3,755,490	0.69	1.56	5,151,054	775	7,751	867	45	61,812,649	93,011	20,092	544	-
	Agricultural	744,819	-	-	-	-	-	-	-	-	-	-	-	-	-
	WE&T	2,217,373	-	-	-	-	-	-	-	-	-	-	-	-	-
	Codes & Stds	1,905,918	-	-	-	-	-	-	-	-	-	-	-	-	-
	EM&V	694,219	-	-	-	-	-	-	-	-	-	-	-	-	-
	TOTAL Portfolio1	17,355,492	8,238,540	0.42	0.57	7,693,548	1,220	159,030	1,325	1,110	101,035,334	2,355,317	34,870	16,481	-
2026	Residential	9,229,649	5,098,949	0.45	0.56	2,763,283	466	162,693	568	1,152	42,575,324	2,433,258	16,100	17,237	-
	Commercial	3,039,781	5,862,535	0.74	2.35	7,819,505	1,181	7,826	1,604	46	93,834,056	93,915	31,357	549	-
	Agricultural	772,707	-	-	-	-	-	-	-	-	-	-	-	-	-
	WE&T	2,406,678	-	-	-	-	-	-	-	-	-	-	-	-	-
	Codes & Stds	2,005,263	-	-	-	-	-	-	-	-	-	-	-	-	-
	EM&V	727,254	-	-	-	-	-	-	-	-	-	-	-	-	-
	TOTAL Portfolio1	18,181,332	10,961,484	0.48	0.72	10,582,788	1,646	170,520	2,172	1,198	136,409,380	2,527,173	47,457	17,787	-

PY	Sector	Requested Budget	TSB	TRC	PAC	kWh	kW	Therms	First Year Net Elec CO2e	First Year Net Gas CO2e	Lifecycle Net KWH	Lifecycle Net Therms	Lifecycle Net Electric CO2e	Lifecycle Net Gas CO2e	Lifecycle Net CO2e from low-GWP Measures
2027	Residential	9,807,044	5,985,021	0.48	0.62	3,128,272	493	180,698	633	1,293	48,092,591	2,703,065	17,940	19,345	-
	Commercial	3,100,336	6,359,405	0.79	2.50	8,008,177	1,209	8,015	1,580	47	96,098,129	96,181	32,853	563	-
	Agricultural	803,102	-	-	-	-	-	-	-	-	-	-	-	-	-
	WE&T	2,728,040	-	-	-	-	-	-	-	-	-	-	-	-	-
	Codes & Stds	2,046,473	-	-	-	-	-	-	-	-	-	-	-	-	-
	EM&V	770,208	-	-	-	-	-	-	-	-	-	-	-	-	-
	TOTAL Portfolio1	19,255,203	12,344,426	0.50	0.76	11,136,449	1,702	188,714	2,213	1,339	144,190,720	2,799,245	50,793	19,907	-
2028	Residential	10,150,291	6,480,362	0.51	0.65	3,235,644	509	186,850	696	1,337	49,741,525	2,795,088	18,822	20,006	-
	Commercial	3,208,847	5,978,426	0.71	2.27	7,470,330	1,162	(4,575)	1,687	(27)	89,643,962	(54,899)	32,058	(321)	-
	Agricultural	831,210	-	-	-	-	-	-	-	-	-	-	-	-	-
	WE&T	2,823,521	-	-	-	-	-	-	-	-	-	-	-	-	-
	Codes & Stds	2,118,099	-	-	-	-	-	-	-	-	-	-	-	-	-
	EM&V	797,165	-	-	-	-	-	-	-	-	-	-	-	-	-
	TOTAL Portfolio1	19,929,133	12,458,788	0.48	0.71	10,705,974	1,671	182,275	2,383	1,310	139,385,486	2,740,188	50,881	19,685	-
2029	Residential	10,505,552	7,000,013	0.53	0.68	3,346,215	526	193,250	733	1,382	51,440,080	2,890,837	19,690	20,691	-
	Commercial	3,321,157	6,464,956	0.75	2.37	7,731,860	1,203	(4,735)	1,763	(28)	92,782,315	(56,821)	33,691	(332)	-
	Agricultural	860,303	-	-	-	-	-	-	-	-	-	-	-	-	-
	WE&T	2,922,345	-	-	-	-	-	-	-	-	-	-	-	-	-
	Codes & Stds	2,192,233	-	-	-	-	-	-	-	-	-	-	-	-	-
	EM&V	825,066	-	-	-	-	-	-	-	-	-	-	-	-	-
	TOTAL Portfolio1	20,626,656	13,464,969	0.50	0.74	11,078,075	1,729	188,515	2,496	1,355	144,222,396	2,834,015	53,380	20,358	-
2030	Residential	10,873,246	7,556,840	0.55	0.71	3,462,399	544	199,932	682	1,430	53,225,261	2,990,799	20,666	21,408	-
	Commercial	3,437,398	6,954,783	0.78	2.46	8,002,475	1,245	(4,901)	1,516	(29)	96,029,702	(58,810)	35,747	(344)	-
	Agricultural	890,414	-	-	-	-	-	-	-	-	-	-	-	-	-

PY	Sector	Requested Budget	TSB	TRC	PAC	kWh	kW	Therms	First Year Net Elec CO2e	First Year Net Gas CO2e	Lifecycle Net KWH	Lifecycle Net Therms	Lifecycle Net Electric CO2e	Lifecycle Net Gas CO2e	Lifecycle Net CO2e from low-GWP Measures
	WE&T	3,024,627	-	-	-	-	-	-	-	-	-	-	-	-	-
	Codes & Stds	2,268,962				-	-	-	-	-	-	-	-	-	-
	EM&V	853,943	-	-	-	-	-	-	-	-	-	-	-	-	-
	TOTAL Portfolio1	21,348,590	14,511,623	0.52	0.77	11,464,874	1,789	195,031	2,198	1,402	149,254,962	2,931,988	56,413	21,064	-
2031	Residential	11,253,810	8,174,616	0.58	0.74	3,582,131	562	206,803	730	1,480	55,064,493	3,093,585	21,760	22,146	-
	Commercial	3,557,705	7,542,335	0.81	0.58	8,282,560	1,289	(5,072)	1,643	(30)	99,390,719	(60,869)	38,140	(356)	-
	Agricultural	921,577	-	-	-	-	-	-	-	-	-	-	-	-	-
	WE&T	3,130,488	-	-	-	-	-	-	-	-	-	-	-	-	-
	Codes & Stds	2,348,375				-	-	-	-	-	-	-	-	-	-
	EM&V	883,832	-	-	-	-	-	-	-	-	-	-	-	-	-
	TOTAL Portfolio1	22,095,787	15,716,951	0.54	0.80	11,864,691	1,851	201,730	2,373	1,450	154,455,213	3,032,716	59,900	21,790	-
8-Yr Total		155,367,655	95,424,154	0.47	0.68	82,109,626	12,799	1,442,695	16,734	10,262	1,068,534,922	21,542,477	387,229	153,357	-
2024-2027 Total	Residential	36,423,711	19,763,278	0.44	0.55	10,946,248	1,833	643,302	2,159	4,559	168,619,706	9,621,459	63,074	68,225	-
	Commercial	11,794,199	19,508,545	0.72	1.95	26,049,763	3,926	31,842	5,126	186	312,597,159	382,110	103,581	2,235	-
	Agricultural	3,035,434	-	-	-	-	-	-	-	-	-	-	-	-	-
	WE&T	9,439,825	-	-	-	-	-	-	-	-	-	-	-	-	-
	Codes & Stds	7,819,621				-	-	-	-	-	-	-	-	-	-
	EM&V	2,854,699	-	-	-	-	-	-	-	-	-	-	-	-	-
	TOTAL Portfolio1	71,367,489	39,271,823	0.44	0.62	36,996,011	5,759	675,145	7,285	4,746	481,216,865	10,003,568	166,655	70,460	-

1Portfolio level TSB, TRC, and PAC exclude C&S

B. Attachment-A, Question C.9

“Using a common budget template developed in consultation with interested stakeholders (hopefully agreed upon at a “meet and confer” session), display how much of each year’s budget each PA anticipates spending “in-house” (e.g., for administration, non-outsourced direct implementation, other non-incentive costs, marketing), by sector and by cross-cutting program.”

19. TURN and CAL PA invite the PAs to propose a common table format for this information. We don’t have anything specific in mind.

3C-REN response is provided in *Exhibit -03 - Appendix B Applications Attachment Tables – Tables 11 through 16*, included in this narrative as Table 3: Residential Budget Detail to Table 6: Cross Cutting Budget Detail.

20. Additionally, include a brief description of the method used by the PA to estimate the costs presented in the C.9 Table.

3C-REN tracks time per program and labor costs are estimated based on previous year actuals and projected increases on planned program changes or additional staffing. In addition, for non-labor costs they are estimated using a historical baseline, with the incorporation of known program workplans for future years.

C. Attachment-A, Question C.10

“Present a table akin to PG&E’s Figure 1.9 (Portfolio Overview, p 37) or SDG&E’s Figure 1.10 (p. 23) that not only shows anticipated solicitation schedule of “statewide programs” by calendar year and quarter, but also expected solicitation schedule of local third-party solicitations, by sector, and program area (latter to extent known, and/or by intervention strategy if that is more applicable). For both tables, and for each program entry on the calendar, give an approximate size of budget likely to be available for each solicitation (can be a range).”

21. TURN and CAL PA invite the PAs to propose a common table format for this information. We don’t have anything specific in mind. Additionally, include a brief description of the method used by the PA to estimate the costs presented in the C.10 Table.

3C-REN does not administer “statewide programs” nor third-party solicitations as applicable to IOUs.

APPENDIX D
EQUITY METRICS REPORT

CAEECC-Hosted Equity Metrics Working Group

Report and Recommendations to the
California Public Utilities Commission
and the Energy Efficiency Program
Administrators

FINAL REPORT

October 20, 2021

Table of Contents

Section 1: Introduction and Overview	5
1.1 Working Group Charge and Overview	5
1.2 Background on Newly Created Equity Segment	6
1.3 Report Outline	7
1.4 Structure of Objective, Metrics, Targets, and Indicators	7
1.5 Approach to Seeking Consensus	8
1.6 Working Group Members	8
Section 2: Principles	10
2.1 Background	10
2.2 Consensus Principles Recommendations	10
Principle #1: Segment vs. Program	10
Principle #2: Guidelines to Setting Metrics.....	10
Principle #3: Program Portfolios	10
Principle #4: Best Practices for Program Development	11
Principle #5: Reporting.....	11
2.3 Non-Consensus Principles Recommendation	12
Principle #6: Target-Setting.....	12
Principle #7: Community Engagement.....	14
Section 3: Objective	15
3.1 Background	15
3.2 Primary Objective Recommendation	15
Section 4: Metrics and Indicators	16
4.1 Background	16
4.2 A: Metrics and Indicators to Measure Who and How Target Populations are “Served”	16
Consensus Metrics Recommendations – Who and How Target Populations are “Served”	16
Metric A.1: Total # residential (single family (SF) or multifamily (MF) unit) equity-targeted households (HHs) served by the Equity programs	16
Metric A.2: Total # MF equity-targeted buildings served by the Equity programs.....	16
Metric A.3: Total # Ag or Ind. equity-targeted customers served by the Equity programs	16
Metric A.4: Total # equity-targeted public facilities and equipment or community projects served by the Equity programs	16
Metric A.5: Total # small and medium business (SMB)* equity-targeted** participants served by the Equity programs.....	16
Metric A.6: Total # of companies/non-profits served by Equity Segment programs	17
Metric A.7: Total # of contractors/workers served by Equity Segment programs	17
A.8: Total [(# indicator for all) and (% metric for PAs with no relevant legal restriction) of] contractors and/or workers that are disadvantaged workers or otherwise underrepresented, who are directly involved in implementing Equity Segment programs	17

A.9: Total [(# indicator for all) and (% metric for PAs with no relevant legal restriction) of] companies/non-profits who are Diverse Business Enterprises (DBE) or otherwise underrepresented (e.g., BIPOC-owned) with contracts to implement Equity Segment programs	18
4.3 B: Metrics and Indicators to Assess Energy and/or Cost Savings in Targeted Populations	18
Consensus Metric Recommendation – to Assess Energy and/or Cost Savings in Targeted Populations	18
Metric B.1: Expected first-year bill savings in total \$ for Equity-targeted participants*	18
Consensus Indicator Recommendation – to Assess Energy and/or Cost Savings in Targeted Populations ...	19
Indicator B.2: Direct Savings from Equity-segment programs *	19
Non-Consensus Indicator Recommendation – to Assess Energy and/or Cost Savings in Targeted Populations	19
Indicator B.3 Community Engagement	19
4.4 C: Metrics and Indicators for “Holistic” Benefits	19
Indicator C.1: Benefits to participants and to society as a whole	19
<i>Section 5: Additional Issues from the Prospectus and Raised Through EMWG Process.....</i>	<i>21</i>
5.1 Background	21
5.2 How to Address Non-Consensus Issues in February 2022 Filings	21
5.3 Definition of “Underserved”	21
5.4 Reporting Templates	25
A.1-A.9: Metrics & Indicators to Measure Who and How Target Populations are “Served”	26
B.1-B.3: Metrics & Indicators to Assess Energy and/or Cost Savings in Targeted Populations	27
C.1: Indicators for “Holistic” Benefits.....	27
5.5 Demographic Data and Data Systems Integration Ideas.....	27
<i>Appendix A: Working Group Member Organizations and Representatives</i>	<i>28</i>
<i>Appendix B: Rationale and EMWG Member Preferences for Community Engagement Non-Consensus Options.....</i>	<i>29</i>
<i>Appendix C: Organization-Level Comments on Non-Consensus Option Choices.....</i>	<i>35</i>
Principle #6: Target Setting	35
Option 1: Targets will be set by the PAs for Equity segment metrics following the collection of the first two program years of data (or a baseline has been set using reasonable proxy data)	35
Option 2: In their Budget Applications, PAs will propose targets and/or set a date certain by which they will propose targets for all Equity segment metrics	35
Community Engagement as a Principle or Indicator	35
Option 1: Community engagement as an Indicator	35
Option 2: Community engagement as a Principle.....	36
Underserved Definition.....	36
Option 1: Use ESJ Action Plan Definition	36
Option 2: Use ESJ Action Plan Definition + allow an avenue for PAs to propose additional ‘underserved’ with rationale	36
Option 3: Allow the PAs to determine Underserved	37
<i>Appendix D: Equity Metrics Workshop Participation and Input.....</i>	<i>38</i>
D.1 Background	38
D.2 Workshop Attendee List	38

D.3 Summary of Input from Breakout Groups	42
<i>Appendix E: Small-Medium Business Definition</i>	49

Table of Figures

Figure 1: Structure: Objectives, Metrics, Targets, and Indicators	8
Figure B.1: Example Visual Illustration of Community Engagement Option 1 Proposal.....	31
Figure D.1: Equity Workshop “Mural” Input from Breakout Group A.....	44
Figure D.2: Equity Workshop “Mural” Input from Breakout Group B.....	45
Figure D.3: Equity Workshop “Mural” Input from Breakout Group C.....	46
Figure D.4: Equity Workshop “Mural” Input from Breakout Group D.....	47
Figure D.5: Equity Workshop “Mural” Input from Breakout Group E.....	48
Figure D.6: Equity Workshop “Mural” Input from Breakout Group F.....	49

Table of Tables

Table 1: EMWG Member Organizations.....	9
Table 2: EMWG Support of Target-Setting Options 1 and 2.....	13
Table 3: EMWG Support of “Underserved” Definitions Options 1, 2, and 3.....	24
Table A.1: EMWG Member Leads and Alternates.....	28
Table B.1: Recommended Community Engagement Activities.....	30
Table B.2: EMWG Support of Community Engagement Options 1 and 2.....	34
Table D.1: Equity Metrics Workshop Attendee List.....	38
Table E.1. IOU Definition of Commercial Customer Classes.....	49

Section 1: Introduction and Overview

1.1 Working Group Charge and Overview

The charge of the Equity Metrics Working Group (EMWG) was to identify and define the most important Objectives and associated key Metric(s) for the new Equity portfolio segment established in California Public Utilities Commission (CPUC) in Decision 21-05-031.¹ The Objectives and associated key Metric(s) for each objective will be used to support and provide rationale for portfolio segmentation and program design, as well as used for program benefit/value forecasting, tracking, and evaluation. Although the Working Group (WG) was not tasked with setting the specific numeric Targets for the Metric(s) used in each Program Administrator's (PA's) filing, they were tasked with outlining guidance for *how* to set targets. As such, the EMWG recommends a Principle on target-setting.

The full EMWG met four times between July and September 2021. The facilitation team also hosted a workshop targeting input from a broader range of stakeholders. A sub-working group (sub-WG) focused on refining the Objective and brainstorming and refining key associated Metrics met twice. The sub-WG was convened by Lara Ettenson and Julia de Lamare from the Natural Resources Defense Council (NRDC). The culmination of the EMWG is this Report submitted directly to the Commission to inform the forthcoming application filings by the Program Administrators (PAs).

As outlined in the Prospectus,² and at the direction of the CPUC, the EMWG was charged with answering the following key questions:

- **Objective and Metric(s) - setting questions**
 - What are the specific Objectives for each segment?
 - What are the specific associated key Metric(s) for each Objective?
 - For each Objective and key Metric(s) describe whether it will be expressed quantitatively, qualitatively, or a mixture of both—and when each will be established and by whom.
 - For each Objective and associated key Metric(s) describe whether its primary application is to justify portfolio segmentation and program design; forecasting of benefits/values from the budgeted program; tracking and evaluation; or some combination?
 - What must all PAs include in their filings with respect to Objectives, associated key Metrics, and Targets for Metrics, and under what conditions can PAs propose additional Objectives, Metrics, and Targets?

¹ See CPUC Decision 21-05-031: <https://docs.cpuc.ca.gov/PublishedDocs/Published/G000/M385/K864/385864616.PDF>

² See EMWG landing page: <https://www.caecc.org/equity-metrics-working-group-meeting>

- What should be the basis (i.e., principles and guidance) for the PAs to set their own Targets for associated key Metric(s) in their filing?
- **Procedural questions:**
 - How will any non-consensus Objectives and/or associated key Metric(s) be addressed in the PA filings?

The California Energy Efficiency Coordinating Committee (CAEECC) convened and facilitated two distinct but related Working Groups, one on Market Support Metrics and another on Equity Metrics. The Market Support Metrics report can be found on the CAEECC website:

<https://www.caeccc.org/market-support-metrics-wg>.

1.2 Background on Newly Created Equity Segment

On May 20, 2021, the CPUC unanimously approved Proposed Decision 21-05-031 on the “Assessment of Energy Efficiency Potential and Goals and Modification of Portfolio Approval and Oversight Process” (in Rulemaking 13-11-005). The Decision directs PAs to “further segment their portfolios based on the primary program purpose, into the following three segments”: *Resource Acquisition, Market Support, and Equity*. The decision then directs CAEECC to form a Working Group “to develop and vet new reporting metrics for the market support and equity program categories that will be considered alongside the portfolio filings due from all program administrators in February 2022.”³

The decision required the PAs to segment their portfolios into categories, based on the primary program purpose. The equity segment is defined as “*programs with a primary purpose of providing energy efficiency to hard-to-reach or underserved customers and disadvantaged communities in advancement of the Commission’s Environmental and Social Justice (ESJ) Action Plan. Improving access to energy efficiency for ESJ communities, as defined in the ESJ Action Plan, may provide corollary benefits such as increased comfort and safety, improved air quality, and more affordable utility bills, consistent with Goals 1, 2, and 5 in the ESJ Action Plan.*”⁴ Note that the Equity category is distinct from Energy Savings Assistance (ESA) programs so as to avoid overlap with program offerings that low-income populations could receive at no cost through existing channels.⁵

³ D.21-05-031, Page 84. The Decision also rules, with respect to PA requirements, that “All energy efficiency program administrators should be required to develop metrics and criteria for evaluating progress of all programs, with particular focus on market support and equity programs that may not have measurable energy savings” (page 65).

⁴ Ibid. Page 14

⁵ Ibid. Page 15, “We also clarify that the “equity” category is distinct from our separate low-income energy efficiency Energy Savings Assistance (ESA) programs, which have separate goals and regulatory treatment. While there is some overlap in customers within the target segments, the “equity” category is intended to be defined within the energy efficiency programs covered in this rulemaking that are not specifically targeting low-income populations with program offerings that low-income populations could receive at no cost from the ESA program.” Low-income customers are those that meet [CARE income guidelines](#). This effort is focused on customers who are not eligible for the ESA program.

The Decision creates a combined budget cap of 30% for Equity and Market Support segments⁶ per Program Administrator (excluding the Regional Energy Networks (RENs)). PAs must use the new portfolio segmentation categorization scheme for the interim budget filings (for program years 2022 and 2023) due November 2021, and for the Strategic Business Plan and Four-Year Portfolio (for program years 2024 and beyond) due February 15, 2022.

1.3 Report Outline

This report outlines the outcomes and recommendations of the EMWG and is organized as follows:

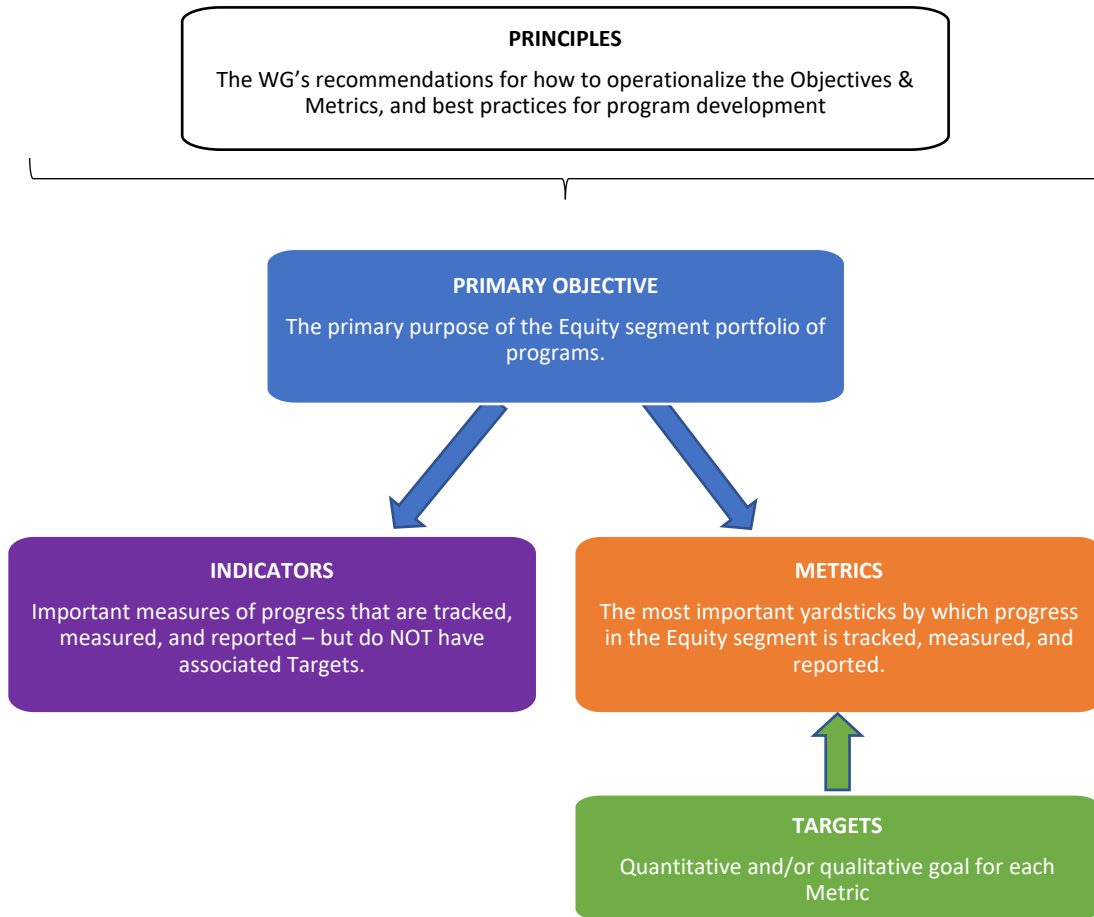
- Section 2: Principles
- Section 3: Objective
- Section 4: Metrics and Indicators
- Section 5: Additional Issues from the Prospectus and Raised Through Working Group Process
- Appendix A: Working Group Member Organizations and Representatives
- Appendix B: Rationale and EMWG Member Preferences for Community Engagement Non-Consensus Options
- Appendix C: Organization-Level Comments on Non-Consensus Option Choices
- Appendix D: Equity Metrics Workshop Participation and Input
- Appendix E: Small-Medium Business Definition

1.4 Structure of Objective, Metrics, Targets, and Indicators

Figure 1, below, illustrates the relationship between the segment Objective and the key associated Metrics proposed herein by the EMWG. It also shows the relationship to targets that are tied to each of the Metrics that will eventually be proposed by Program Administrators. Finally, it shows that Indicators can be associated with Metrics, but are distinct in that Indicators, while tracked, measured, and reported do not have associated Targets. Each proposed Principle, Metric, or Indicator ties directly to a component of the proposed Objective.

⁶ The Regional Energy Networks are exempt from the 30% portfolio cap. D.21-05-031 “EE Potential & Goals and Portfolio Approval & Oversight”. May 20, 2021. <https://www.caeec.org/cpuc-documents>. Page 2.

Figure 1: Structure: Objectives, Metrics, Targets, and Indicators



1.5 Approach to Seeking Consensus

The recommendations within this Report are made by consensus of the EMWG Members (where consensus is defined as unanimity among the Member organizations), except for three instances noted in this document. Consistent with the EMWG’s goals and Groundrules, we provide two or more options for any non-consensus recommendation and list the EMWG Members that support each option. The non-consensus option descriptions and their rationales were drafted by the proponents of each option.

1.6 Working Group Members

The EMWG’s twenty-four voting member organizations and four Ex-Officio organizations shown in Table 1 are drawn largely but not exclusively from the CAEECC’s Membership. Following notification to the CPUC energy efficiency and Energy Savings Assistance Program service lists and direct outreach to relevant organizations, CAEECC also had an application process for interested non-CAEECC Member organizations to be part of the EMWG. Those organizations have an * after their names. CAEECC Facilitators Dr. Scott McCreary and Katie Abrams

facilitated the EMWG meetings and workshop. A list of the lead representatives and alternates for each EMWG Member organization is provided in Appendix A.

Table 1: EMWG Member Organizations⁷

Organization
Bay Area Regional Energy Network (BayREN)
California Efficiency + Demand Management Council (CEDMC)
Center for Sustainable Energy (CSE)
CodeCycle
Energy Efficiency Council (EEC)*
High Sierra Energy Foundation*
MCE
Natural Resources Defense Council (NRDC)
Pacific Gas and Electric (PG&E)
Public Advocates Office (Cal Advocates)
Redwood Coast Energy Authority (RCEA)
Resource Innovations*
Rising Sun Center for Opportunity*
San Joaquin Valley Clean Energy Organization (SJVCEO)
San Diego Gas and Electric (SDG&E)
Silent Running LLC*
Small Business Utility Advocates (SBUA)
Southern California Edison (SCE)
Southern California Gas (SCG)
Southern California Regional Energy Network (SoCalREN)
The Energy Coalition (TEC)
TRC*
Tri-County Regional Energy Network (3C-REN)
Viridis Consulting*
Ex-Officio/Resource (non-voting):
American Council for an Energy-Efficient Economy (ACEEE)
California Air Resources Board (CARB)
California Energy Commission (CEC)
California Public Utilities Commission (CPUC)

⁷ See Appendix A for a detailed list of each Equity Metrics Work Group Member lead representative and alternate

Section 2: Principles

2.1 Background

This section includes a series of recommended Principles related to how to formulate and operationalize the Objective and Metrics within the new Equity segment. The EMWG developed the following Principles based on the MSMWG proposed set of Principles, with modifications and additions when appropriate to align with the EMWG structure and charge. In addition, although the EMWG was not tasked with setting the specific numeric Targets for the Metric(s) used in each PA's filing, they were tasked with outlining guidance for how to set targets. As such, the EMWG recommends a Principle on target-setting.

2.2 Consensus Principles Recommendations

Principle #1: Segment vs. Program

- A) New Equity metrics proposed by the working group (WG) should focus on measuring performance of the overall segment, not of individual programs.
- B) When developing metrics, the WG should take a top-down approach meant to assess whether the Equity segment is performing against the primary Objective.

Principle #2: Guidelines to Setting Metrics

- A) The recommendations of the WG should not prevent program and portfolio design flexibilities as this is important in the Equity segment.
- B) Metrics and indicators can be revisited in the future to adjust as needed, in a TBD stakeholder process.
- C) The EMWG did not address all definitions and methodologies for the metrics so PAs should pursue the most cost efficient and feasible approaches to collecting data.
- D) PAs should collaborate and share methodologies for tracking and reporting metrics and indicators. The methodologies would be outlined as part of the regular reporting for all metrics and indicators.

Principle #3: Program Portfolios

- A) Equity programs must have a primary focus of "providing energy efficiency to hard-to-reach or underserved customers and disadvantaged communities in advancement of the Commission's Environmental and Social Justice (ESJ) Action Plan. Improving access to energy efficiency for ESJ communities, as defined in the ESJ Action Plan, may provide

corollary benefits such as increased comfort and safety, improved air quality, and more affordable utility bills, consistent with Goals 1, 2, and 5 in the ESJ Action Plan.”⁸

- B) Although Equity segment programs can contribute to Resource Acquisition program participation in the short and long term, Equity segment programs are not required to do so.
- C) The Equity Segment should build and enable the foundation for future long-term energy savings that align with Commission and California climate policy.
- D) PAs may file [in a formal proceeding] additional or refined Equity Segment Objective and associated Metric(s) if and when they identify an intervention that they believe fits into the overall Equity segment but does not clearly fit into the current framework of Equity Segment Objective and associated Metrics, after receiving feedback through CAEECC.
- E) PAs must propose program level metrics for all their Equity programs. Note: PAs may use common metrics, segment level metrics, or develop their own program level metrics.

Principle #4: Best Practices for Program Development

The following principles for program design would be included in the forthcoming Program Implementation Plans (IPs) and/or via annual reporting to enable Energy Division and stakeholders to assess how these principles are being integrated into the Equity segment portfolios. Note: these principles should be applied when designing Equity segment programs, to the extent applicable.

- A) Prioritize customers in most need (need is defined in the main doc).
- B) Support concurrent equity efforts, such as those that align with related Social Determinants of Health (e.g., physical environment).
- C) Advance climate resiliency (e.g., keeping indoors cool during heatwaves and ensuring tight building shell to protect from wildfire smoke).
- D) Align with local grid reliability needs (e.g., focus efforts that reduce energy usage at critical times and locations).

Principle #5: Reporting

- A) PAs must propose Equity program-level metrics with targets in their applications that demonstrate progress toward segment defined Objectives in accordance with Equity principles. PAs may also propose Equity program-level indicators as appropriate.
- B) PAs should begin tracking all Equity relevant metrics and reporting on all Equity metrics during program years 2022-2023. Note, if a particular metric is not being addressed by

⁸ Ibid. Page 14

any PA program it would be reported as such in the reporting. A consistent reporting format should be applied across PAs.

2.3 Non-Consensus Principles Recommendation

There were two non-consensus Principles recommendations.

Principle #6: Target-Setting

The EMWG members are divided on the approach to target-setting. Two options are presented below for consideration. Members' first choice as well as acceptable options are shown in the table below the option descriptions and their rationales.

Option 1: Targets will be set by the PAs for Equity segment metrics following the collection of the first two program years of data (or a baseline has been set using reasonable proxy data).

All Equity segment metrics should have meaningful targets based on available data. Since little or no data exists for new programs, pilots and/or programs still being designed, targets cannot be reasonably established. Similarly, existing programs that are moved into the Equity segment may not necessarily have relevant data to be able to report on the newly determined Equity segment metrics. PAs should have the time to collect baseline data so that targets are both appropriate and reportable. Additionally, D.18-05-041 Ordering Paragraph 9 allows for new or modified metrics or indicators to be proposed in annual budget advice letter filings. Therefore, Tier 2 advice letters (such as the True Up Advice Letter) may be an appropriate avenue for also providing targets.

Option 2: In their Budget Applications, PAs will propose targets and/or set a date certain by which they will propose targets for all Equity segment metrics.

All metrics proposed must have targets. The appropriate venue to propose and litigate targets is the budget application proceeding, where the evidence underlying proposed targets can be considered and alternatives proposed and considered. Most PAs already have the data and/or experience to set targets based on existing programs.

For any metrics that PAs think target setting isn't feasible without collecting baseline data, the proponents of Option 2 propose that the PAs include in their applications a proposal for a date certain by which the PAs will file a Petition for Modification (PFM) to the budget application decision. That PFM would include the proposed targets for each metric that had the targets deferred and include the evidentiary basis for the proposed target.

In addition, for those metrics that currently have uncertain baseline data, more significant adjustments to targets may be needed in the future after initial targets are set in applications or PFMs. The PAs should propose a process for making such adjustments (e.g., rely on the reporting requirements through CAEECC, use the annual reporting process to seek adjustment as needed, etc.) in their budget applications.

The EMWG members who prefer each option and find each option acceptable is presented below in Table 2. In addition, some Working Group Members (indicated by a *) have provided comments on their option choices in Appendix C.

Table 2: EMWG Support of Target-Setting Options 1 and 2

Target-Setting Option	First Choice Option	Acceptable Option
<p>Option 1: Targets will be set by the PAs for Equity segment metrics following the collection of the first two program years of data (or a baseline has been set using reasonable proxy data). (12 first choice, 21 acceptable)</p>	<p>3C-REN* BayREN* CEDMC MCE PG&E RCEA SCE SCG SDGE* Silent Running LLC* SJVCEO Viridis Consulting</p>	<p>3C-REN BayREN CEDMC CodeCycle CSE High Sierra Energy Foundation MCE PG&E RCEA Resource Innovations Rising Sun Center for Opportunity SBUA SCE SCG SDGE Silent Running LLC SJVCEO SoCalREN The Energy Coalition TRC Viridis Consulting</p>
<p>Option 2: In their Budget Applications, PAs will propose targets and/or set a date certain by which they will propose targets for all Equity segment metrics (12 first choice, 19 acceptable)</p>	<p>Cal Advocates CodeCycle CSE EEC High Sierra Energy Foundation NRDC Resource Innovations* Rising Sun Center for Opportunity SBUA* SoCalREN* The Energy Coalition TRC</p>	<p>3C-REN BayREN Cal Advocates CEDMC CodeCycle CSE EEC High Sierra Energy Foundation MCE NRDC Resource Innovations Rising Sun Center for Opportunity SBUA SCG Silent Running LLC SoCalREN The Energy Coalition TRC Viridis Consulting</p>

Principle #7: Community Engagement

The EMWG members are divided on the approach to community engagement. The two options are presented below with the full rationales and summary table of EMWG Member preferences are provided in Appendix B.

Option 1: Community engagement as an Indicator

Option 2: Community engagement as a Principle

Section 3: Objective

3.1 Background

CPUC Decision 21-05-031 defines the Equity segment as “programs with a *primary purpose of providing energy efficiency to hard-to-reach or underserved customers and disadvantaged communities in advancement of the Commission’s Environmental and Social Justice (ESJ) Action Plan. Improving access to energy efficiency for ESJ communities, as defined in the ESJ Action Plan, may provide corollary benefits such as increased comfort and safety, improved air quality, and more affordable utility bills, consistent with Goals 1, 2, and 5 in the ESJ Action Plan.*”⁹

The EMWG used this language as a foundation for developing an Objective that captures the key activities and purposes the Equity segment is intended to support.

3.2 Primary Objective Recommendation

The EMWG recommends the following primary Objective for the Equity segment:

For hard-to-reach, disadvantaged, and/or underserved individuals, households, businesses, and communities: address disparities in access to energy efficiency programs and workforce opportunities*; promote resilience, health, comfort, safety, energy affordability, and/or energy savings; and reduce energy-related greenhouse gas and criteria pollutant emissions***.**

** The term “workforce opportunities” includes, but is not limited to, the energy efficiency supply chain, companies/non-profits that deliver efficiency services, as well as the workers who implement the work **within equity segment programs**. This language does not presume that PAs must create programs to address all or some of the items listed here, nor does it infer that we have consensus that this segment should have workforce specific programs. The purpose of the “*” is to clarify what the term “workforce opportunities” encompasses. Any substantive issues should be addressed within the context of the workforce metric(s).*

*** Energy affordability pertains to bill savings achieved through increased efficiency in energy use, delivering the same or improved level of service with a lower cost to the customer.*

****The term “criteria pollutant” refers to: ground-level ozone, particulate matter, carbon monoxide, lead, sulfur dioxide, and nitrogen dioxide (<https://www.epa.gov/criteria-air-pollutants>).*

⁹ Ibid. Page 14

Section 4: Metrics and Indicators

4.1 Background

Metrics for the new Equity segment will be used as rationale for portfolio segmentation and program design and for program tracking and evaluation within the Equity segment.

As we move away from traditional cost-effectiveness metrics to this new segmentation approach, it is important to use Metrics as a way of assessing progress and to ensure that customer funds are being prudently spent. As noted above in Figure 1, Metrics are the most important yardstick by which progress in the Equity segment is tracked, measured, and reported. Indicators can be associated with Metrics, but are distinct in that Indicators, while tracked, measured, and reported do not have associated Targets.

The Metrics and Indicators listed below are organized into the following three categories

- A) Metrics and Indicators to Measure Who and How Target Populations are “Served”
- B) Metrics and Indicators to Assess Energy and/or Cost Savings in Targeted Populations
- C) Indicator to Assess “Holistic” Benefits

4.2 A: Metrics and Indicators to Measure Who and How Target Populations are “Served”

Consensus Metrics Recommendations – Who and How Target Populations are “Served”

Metric A.1: Total # residential (single family (SF) or multifamily (MF) unit) equity-targeted¹⁰ households (HHs) served by the Equity programs

Metric A.2: Total # MF equity-targeted buildings served by the Equity programs

Metric A.3: Total # Ag or Ind. equity-targeted customers served by the Equity programs

Metric A.4: Total # equity-targeted public facilities and equipment or community projects served by the Equity programs

Metric A.5: Total # small and medium business (SMB)* equity-targeted** participants served by the Equity programs.

*See Appendix E for SMB definitions. **The benefits of the program must accrue to eligible populations

¹⁰ The term “equity-targeted”, used throughout this report, refers to those targeted by the Equity Segment programs. Per the Decision, this includes DAC, HTR and underserved populations. The term “equity-targeted” is a shorthand form for DAC, HTR and underserved.

Notes:

- For A.1-A.5: See Section 5.4 Reporting Expectations for additional details.
- For A.6-A.7: There are already two workforce, education, and training (WE&T) program metrics that could potentially capture some of the activities in this segment. (1) Percent of total WE&T training program participants that meet the definition of disadvantaged worker and (2) Percent of incentive dollars spent on contracts* with a demonstrated commitment to provide career pathways to disadvantaged workers.¹¹

**Applies only to programs that install, modify, repair, or maintain EE equipment where the incentive is paid to an entity other than a manufacturer, distributor, or retailer of equipment. This applicability standard is adopted from the language the July 9th ruling on workforce standards. It excludes contracts such as those for upstream incentives, Codes and Standards, and mid-stream distributor programs.*

Metric A.6: Total # of companies/non-profits served by Equity Segment programs

Metric A.7: Total # of contractors/workers served by Equity Segment programs

A.8: Total [(# indicator for all) and (% metric for PAs with no relevant legal restriction) of] contractors and/or workers that are disadvantaged workers or otherwise underrepresented, who are directly involved in implementing Equity Segment programs¹²

Metric for those PAs for whom there's not a legal restriction: % of contractors and/or workers that are disadvantaged workers¹³ or otherwise underrepresented, who are directly involved in implementing Equity Segment programs.¹⁴

Indicator (without targets) for all PAs: # of contractors of contractors and/or workers that are disadvantaged workers¹⁵ or otherwise underrepresented, who are directly involved in implementing Equity Segment programs.

¹¹ D.18-05-041 has this metric (at high level)

¹² While deemed consensus, SDG&E and SBUA provided the following comments. SDG&E notes "We want programs that SERVE this group - while nice to have some that are implementing these programs, it shouldn't be required as well. Might support it as an indicator but, really think we need to focus on the program servicing and not who is implementing." SBUA notes "SBUA supports the above approach and is in consensus, with the caveat that small business employees, not explicitly included in the Disadvantaged Worker definition, are also disadvantaged by many challenges."

¹³ Disadvantaged worker definition from D.19-08-006, Attachment B, p.6: "Disadvantaged Worker" means a worker that meets at least one of the following criteria: lives in a household where total income is below 50 percent of Area Median Income; is a recipient of public assistance; lacks a high school diploma or GED; has previous history of incarceration lasting one year or more following a conviction under the criminal justice system; is a custodial single parent; is chronically unemployed; has been aged out or emancipated from the foster care system; has limited English proficiency; or lives in a high unemployment ZIP code that is in the top 25 percent of only the unemployment indicator of the CalEnviroScreen Tool.

¹⁴ Metric A.8 is deemed consensus pending resolution of outstanding questions such as (a) how this relates to the required indicator of disadvantaged workers per D.18-10-008, (b) the distinction between worker and contractor, and (c) other potentially unresolved questions

¹⁵ Disadvantaged worker definition from D.19-08-006, Attachment B, p.6: "Disadvantaged Worker" means a worker that meets at least one of the following criteria: lives in a household where total income is below 50 percent of Area Median Income; is a recipient of public assistance; lacks a high school diploma or GED; has previous history of incarceration lasting one year or more following a conviction under the criminal

A.9: Total [(# indicator for all) and (% metric for PAs with no relevant legal restriction) of companies/non-profits who are Diverse Business Enterprises (DBE) or otherwise underrepresented (e.g., BIPOC-owned) with contracts to implement Equity Segment programs¹⁶

Metric for those PAs for whom there's not a legal restriction: % of companies/non-profits who are Diverse Business Enterprises (DBE)¹⁷ or otherwise underrepresented (e.g., BIPOC-owned) with contracts to implement Equity segment programs

Indicator (without targets) for all PAs: # of companies/non-profits who are Diverse Business Enterprises (DBE)¹⁸ or otherwise underrepresented (e.g., BIPOC-owned) with contracts to implement Equity segment programs

4.3 B: Metrics and Indicators to Assess Energy and/or Cost Savings in Targeted Populations

Consensus Metric Recommendation – to Assess Energy and/or Cost Savings in Targeted Populations

Metric B.1: Expected first-year bill savings in total \$ for Equity-targeted participants*.

*There still needs to be clarity on the methodology, including how to manage for fuel substitution.

Given the time constraint of this process, the proposal at this stage is two-fold. First, use this metric as an initial proxy to start to look at how programs strive to reduce a customer's energy burden (i.e., the percentage of gross household income spent on energy costs). Second, by mid-cycle, review whether this is the most appropriate metric to do so. If not, the PAs should propose (in line with proposed Principle #3D) whether this metric should be modified or if an additional metric should be adopted.

justice system; is a custodial single parent; is chronically unemployed; has been aged out or emancipated from the foster care system; has limited English proficiency; or lives in a high unemployment ZIP code that is in the top 25 percent of only the unemployment indicator of the CalEnviroScreen Tool.

¹⁶ While deemed consensus, SDG&E, EEC, and SBUA provided the following comments. SDG&E notes "We want programs that SERVE this group - while nice to have some that are implementing these programs, it shouldn't be required as well. Might support it as an indicator but, really think we need to focus on the program servicing and not who is implementing." EEC notes "This appears to focus on contractors and not necessarily their employee base which we believe is important." SBUA notes "SBUA supports the above approach and is in consensus, with the caveat that small businesses may also be underrepresented with contracts to implement Equity segment programs, but are not explicitly included in the above options."

¹⁷ <https://www.cpuc.ca.gov/supplierdiversity/>

¹⁸ <https://www.cpuc.ca.gov/supplierdiversity/>

Consensus Indicator Recommendation – to Assess Energy and/or Cost Savings in Targeted Populations

Indicator B.2: Direct Savings from Equity-segment programs *

- A. GHG reductions (tons)
- B. Total kWh savings
- C. Total therm savings
- D. Total kW savings

*apply existing methodology

Non-Consensus Indicator Recommendation – to Assess Energy and/or Cost Savings in Targeted Populations

Indicator B.3 Community Engagement

The Equity Metrics Working Group (EMWG) members are divided on the approach to community engagement. One option is to include it as a Principle, and another option is to include it as an Indicator. The full rationales and the table of EMWG Member preferences are provided in Appendix B.

4.4 C: Metrics and Indicators for “Holistic” Benefits

Metric Recommendation – for “Holistic” Benefit

There are no proposed metrics in this category.

Consensus Indicator Recommendation – for “Holistic” Benefit

Indicator C.1: Benefits to participants and to society as a whole

The EMWG is proposing this indicator of “combined total benefits” for the Equity Segment to advance the industry by exploring ways to look at both energy and non-energy benefits together – under a “combined total benefits” metric – that would be used for programs in the Equity segment. All A-E below in \$ and/or units until units can be monetized.

- A) Energy and climate benefits (monetized within TSB)
- B) Health “counts of participants receiving this benefit” until we can monetize.
Reporting at least one of:
 - a. Indoor air quality
 - b. Outdoor air quality (e.g., reduction in emissions from gas combustion appliances that vent to nearby outdoor air)
 - c. Reduction in interior contaminants/biologics
 - d. Other (e.g., change in healthcare utilization, change in ability to utilize healthcare, change in healthcare expenditure, change in indoor

environmental quality, # households treated who are already working with community health worker, etc.)

- C) Comfort - in “counts of participants receiving this benefit” until we can monetize.
Reporting at least one of:
 - a. Reduced drafts
 - b. Quieter interior
 - c. Managed interior temperature (e.g., cool during heatwave, warm during cold spell)
 - d. Other (e.g., improvements in temperature stability between rooms and floors; increase in usability of interior space)
- D) Safety - in “counts of participants receiving this benefit” until we can monetize.
Reporting at least one of:
 - a. Improved safety of appliances (e.g., no gas leaks, combustion safety, etc.)
 - b. Other (e.g., railings, steps, floors, improvements in lumens of travel areas in living spaces, improvements to landscaping to reduce wildfire risk; door locks; outdoor lighting, improved panels to ensure safe electrification upgrades, electrical hazard reduction – building sealing and reducing use of out-of-date space heaters or stoves for indoor heating, # of households treated with existing safety issues, etc.)
- E) Economic or other “non-energy benefits” (as proposed by the PAs or program) in dollars or “counts of participants receiving this benefit” until we can monetize.

The proposal is to commit to establishing a methodology and approach in order to make this a Metric for the 2028-2031 cycle (i.e., we would need a Commission approved methodology before 2026, when the next application would be submitted for the 2028 program cycle). This proposal is a first step to exploring alternative ways of measuring non-energy benefits, per D.21-05-031.¹⁹

¹⁹ D.21-05-031, p.23-24 “Furthermore, in the future, the Commission may consider whether or how to transition to an evaluation of non-energy benefits when considering the reasonableness of costs related to market support and equity programs.”

Section 5: Additional Issues from the Prospectus and Raised Through EMWG Process

5.1 Background

This section includes topics outlined in the Prospectus as key questions for the EMWG to address (such as how to address non-consensus issues in the February 2022 filings). It also presents topics and proposals that the EMWG discussed but did not finalize (such as a definition for “underserved” and reporting expectations).

5.2 How to Address Non-Consensus Issues in February 2022 Filings

The PAs will follow any consensus recommendations in developing their Equity programs, metrics, and targets for their Business Plans/4 Year Applications to be filed in February 2022. There is no current plan for the Commission to resolve any non-consensus issues prior to the February 2022 filings. Therefore, for any non-consensus issues, the PAs will be free to use their best judgement but should either select one or the other option, or both, but should not propose a new and different option.

5.3 Definition of “Underserved”

While there are specific definitions for Hard-to-Reach²⁰ and Disadvantaged Communities,²¹ there is no clear definition of “underserved.” While a number of options were discussed, the EMWG members preferred to present a non-consensus issue given the limited time to complete this process. Three options are presented below for consideration. Members’ first choice as well as acceptable options are shown in the table below the option descriptions and their rationales.

Before delving into the specific options, it is important to note that the Equity Metrics Workshop input yielded a number of additional considerations for who might be deemed “underserved” that extend beyond setting inclusive definitions:

1. Some customers will be left behind not because they do not fit into one of the defined categories, but rather because of ongoing systemic racism that continues to influence where funding is invested and how programs are designed.
2. There are a number of groups that have been marginalized, left out, or otherwise negatively impacted by government/regulated programs in the past and may continue to lack trust in such offerings. This would result in being left out even if these customers fit into one of the categories.

²⁰ D.18-05-041 Section 2.5.2, p.4.1

²¹ SB 350, as referenced in D.18-05-041 Section 2.5.1, p.39

3. There are a number of customers who are eligible for equity segment programs that may still be left out because homes and/or community buildings need additional repairs prior to being able to participate in energy efficiency or electrification programs (e.g., upgrading electrical panels, fixing holes in the wall or roof, etc.).
4. There are a number of people who choose to decline to participate in the Energy Savings Assistance (ESA) program. These people would also be left behind if there were no alternative approaches that may be more appealing.

These factors will need to be considered in program design and highlight the importance of community engagement to ensure programs are meeting the needs of communities.

Another suggestion was to rely on the CPUC’s 2019 Affordability Report,²² which notes that “Essential utility service charge” refers to the costs borne by a representative household for the quantity of utility service required to enable a ratepayer’s health, safety, and full participation in society.” Therefore, a customer who is underserved would be one whose level of (affordable) utility service does not enable their health, safety, and/or full participation in society. However, since this is not an easily quantifiable approach at this moment, we include it here for reference in the event the PAs, stakeholders, or the Commission would like to take it up at a later time.

Option 1: Use ESJ Action Plan Definition

The first option is to use the CPUC’s Environmental and Social Justice (ESJ) Action Plan definition.²³ In the plan, ESJ communities that are underserved would include the following:

1. Predominantly communities of color or low-income.
2. Underrepresented in the policy setting or decision-making process.
3. Subject to a disproportionate impact from one or more environmental hazards.
4. Likely to experience disparate implementation of environmental regulations and socio-economic investments in their communities.²⁴

²² CPUC 2019 Annual Affordability Report. <https://www.cpuc.ca.gov/-/media/cpuc-website/industries-and-topics/reports/2019-annual-affordability-report.pdf>

²³ [ESJ Action Plan](#), p.9

²⁴ Government Code section 65040.12.e: https://leginfo.ca.gov/faces/codes_displaySection.xhtml?lawCode=GOV§ionNum=65040.12. For purposes of this section, “environmental justice” means the fair treatment and meaningful involvement of people of all races, cultures, incomes, and national origins, with respect to the development, adoption, implementation, and enforcement of environmental laws, regulations, and policies. (2) “Environmental justice” includes, but is not limited to, all of the following: (A) The availability of a healthy environment for all people. (B) The deterrence, reduction, and elimination of pollution burdens for populations and communities experiencing the adverse effects of that pollution, so that the effects of the pollution are not disproportionately borne by those populations and communities. (C) Governmental entities engaging and providing technical assistance to populations and communities most impacted by pollution to promote their meaningful participation in all phases of the environmental and land use decisionmaking process. (D) At a minimum, the meaningful consideration of recommendations from populations and communities most impacted by pollution into environmental and land use decisions.

This would include, but not be limited to:

1. Disadvantage Communities located in the top 25% of communities identified by Cal EPA's CalEnviroScreen.²⁵
2. All Tribal lands.
3. Low-income households.²⁶
4. Low-income census tracts.²⁷

Option 2: Use ESJ Action Plan Definition + allow an avenue for PAs to propose additional 'underserved' with rationale

Even with the addition of the ESJ definition, members and stakeholders continue to be concerned that certain communities or individuals will be left out (e.g., renters, housing type, Black customers/workers, undocumented customers/workers, non-English speakers, isolated/remote communities, seniors, public agencies/facilities, those with barriers to employment, etc.). In addition, other members referenced the need to define various customer types, such as socially disadvantaged farmers (e.g., via AB 1348²⁸) and small business (e.g., via the Department of General Services Certification Programs²⁹).

Therefore, Option 2 is including the ESJ definition as in Option 1, plus the opportunity for PAs to propose inclusion of additional potential customers, participants, or communities that may not fall squarely within these definitions (e.g., a school in a location that does not meet any definition but the students who attend would meet eligibility requirements).

Option 3: Allow the PAs to determine underserved

Option 3 would be to allow the PAs to define what "underserved" is in their applications as well as through a to-be-determined mechanism to allow for future modifications that would occur after a decision is made on the applications.

The EMWG members who prefer each option and find each option acceptable is presented below in Table 3. In addition, some Working Group Members (indicated by a *) have provided comments to clarify and elaborate on their option choices in Appendix C.

²⁵ <https://oehha.ca.gov/calenviroscreen>

²⁶ Household incomes below 80 percent of the area median income.

²⁷ Census tracts with household incomes less than 80 percent area or state median income.

²⁸ Farmers or ranchers who are members of a "socially disadvantaged group," which means a group whose members have been subjected to racial, ethnic, or gender prejudice because of their identity as members of a group without regard to their individual qualities. These groups include all of the following: African Americans, Native Indians, Alaskan Natives, Hispanics, Asian Americans, Native Hawaiians and Pacific Islanders. https://leginfo.ca.gov/faces/billTextClient.xhtml?bill_id=201720180AB1348

²⁹ California Department of General Services definition of "small business" uses the following criteria (1) Be independently owned and operated; (2) Not dominant in field of operation; (3) Principal office located in California; (4) Owners (officers, if a corporation) domiciled in California; and (5) Including affiliates, be either: (i) A business with 100 or fewer employees; (ii) An average annual gross receipts of \$15 million or less, over the last three tax years; (iii) A manufacturer with 100 or fewer employees; or (iv) A microbusiness. A small business will automatically be designated as a microbusiness, if gross annual receipts are less than \$3,500,000 or the small business is a manufacturer with 25 or fewer employees.

Table 3: EMWG Support of “Underserved” Definitions Options 1, 2, and 3

Underserved Definition	First Choice Option	Acceptable Option
Option 1: Use ESJ Action Plan Definition (2 first choice, 13 acceptable³⁰)	Cal Advocates CodeCycle	3C-REN BayREN Cal Advocates CEDMC CodeCycle High Sierra Energy Foundation Resource Innovations Rising Sun Center for Opportunity SBUA SCE SCG SJVCEO TRC
Option 2: Use ESJ Action Plan Definition + allow an avenue for PAs to propose additional ‘underserved’ with rationale. (19 first choice, 21 acceptable)	3C-REN BayREN CEDMC CSE* EEC* NRDC PG&E Resource Innovations Rising Sun Center for Opportunity* SBUA* SCE SCG SDGE Silent Running LLC* SJVCEO SoCalREN* The Energy Coalition TRC Viridis Consulting	3C-REN BayREN CEDMC CodeCycle CSE EEC High Sierra Energy Foundation NRDC PG&E Resource Innovations Rising Sun Center for Opportunity SBUA SCE SCG SDGE Silent Running LLC SJVCEO SoCalREN The Energy Coalition TRC Viridis Consulting
Option 3: Allow the PAs to determine underserved. (3 first choice, 14 acceptable)	High Sierra Energy Foundation MCE* RCEA	3C-REN BayREN CEDMC CodeCycle High Sierra Energy Foundation MCE RCEA Resource Innovations Rising Sun Center for Opportunity SBUA SCE SCG SJVCEO TRC

³⁰ Members were asked if “Regardless of your 1st choice, are all three options acceptable to your organization?” – some Members found only two of three options acceptable. See Appendix C for details

5.4 Reporting Templates

PG&E, BayREN, and SCE collaborated on the development of these tables as a visual illustration of how the reporting of the new Equity segment metrics and indicators would work in practice. The intent of these tables is to help PAs understand the information they would be expected to collect, track, and report, and for stakeholders to see what information would be available, and how it would be presented, for their review, if the CAEECC WG current proposal were to be adopted.

It is included here based on advocates' interest in holding a conversation with interested stakeholders prior to the February 2022 filing to discuss issues such as the following: what happens with programs that fit into multiple categories, how do you show progress in the Equity segment for program categorized as Resource Acquisition that also make significant impact towards the Equity segment objective, and how to consistently track programs that aren't applicable.

Note, the categories proposed below each metric are ways to define what "served" means in the context of the metric. These were designed with the intention of being manageable to track (i.e., only 2-3 categories are listed per metric). As noted in Principle 5B, **only applicable programs would have to report**. These categories would be indicators to help inform overall progress toward the metric.

The tables below can be found on the CAEECC website³¹ and are reproduced here for illustrative purposes.

³¹ <https://www.caeecc.org/equity-metrics-working-group-meeting>

A.1-A.9: Metrics & Indicators to Measure Who and How Target Populations are “Served”

Metric (dark green) and Metric/Indicator (light blue) to Measure Who and How Target Populations are “Served”	DAC/HTR/Underserved customer/HH/building/project/participant count:
A.1. Total # residential (SF or MF unit) equity-targeted <u>households (HHs)</u> served by the Equity programs	
Single Family – equity market support (ex: education, information, training, technical support, etc.)	
Single family – equity resource acquisition (ex: energy saving action, etc.)	
Multifamily – equity market support (ex: education, information, training, technical support, etc.)	
Multifamily – equity resource acquisition (ex: energy saving action, etc.)	
A.2. Total # MF equity-targeted <u>buildings</u> served by the Equity programs	
Equity - Market support (ex: education, information, training, technical support, etc.)	
Equity - resource acquisition (ex: energy saving action, etc.)	
A.3. Total # <u>Ag or Ind</u> equity-targeted <u>customers</u> served by the Equity programs	
Ag – equity market support (ex: education, information, training, technical support, etc.)	
Ag – equity resource acquisition (ex: energy saving action, etc.)	
Ind – equity market support (ex: education, information, training, technical support, etc.)	
Ind – equity resource acquisition (ex: energy saving action, etc.)	
A.4. Total # equity-targeted <u>public facilities and equipment or community projects</u> served by the Equity programs	
Equity - Market support (ex: education, information, training, technical support, etc.)	
Equity - resource acquisition (ex: energy saving action, etc.)	
A.5. Total # <u>small and medium business (SMB)</u> equity-targeted <u>participants</u> served by the Equity programs	
Equity - Market support (ex: education, information, training, technical support, etc.)	
Equity - resource acquisition (ex: energy saving action, etc.)	
A.6. Total # of companies/non-profits served by the Equity Segment programs	
Equity - Market support (ex: education, information, training, technical support, etc.)	
Equity - resource acquisition (ex: energy saving action, etc.)	
A.7. Total # of <u>contractors/workers</u> served by Equity Segment Programs	
A.8. Total # (indicator for all) [and % (metric for PAs with no relevant legal restriction)] of <u>contractors and/or workers that are disadvantaged workers or otherwise underrepresented, who are directly involved in implementing Equity Segment programs</u>	
A.9. Total # (indicator for all) [and % (metric for PAs with no relevant legal restriction)] of <u>companies/non-profits who are Diverse Business Enterprises (DBE) or otherwise underrepresented (e.g., BIPOC-owned) with contracts to implement Equity Segment programs</u>	
Notes:	
Record each household/building/customer only once	
Counts of market support participants should be market support engagement only with no resource acquisition elements	
Resource acquisition counts include participants with claimable savings	

B.1-B.3: Metrics & Indicators to Assess Energy and/or Cost Savings in Targeted Populations

Metric (dark green), Consensus Indicator (light green), and Non-Consensus Indicator (tan) to Assess Energy and/or Cost Savings in Targeted Populations	Savings	
B.1. Expected first-year bill savings in total \$ for equity-targeted program participants (metric) <i>[Note: intent is to ensure relevant programs are designed to help the participant directly save money even if not through a CPUC program. Calcs would be prospective and compared to baseline conditions to focus upgrades on the most impactful measures/strategies. This is a broader or "more loose" calculation of energy savings that would include kits, etc.] [participant perspective/all savings]</i>	\$	
B.2. Direct Savings from Equity Segment programs		
GHG reductions (tons)		
Total kWh savings		
Total therm savings		
Total kW savings		
B.3. Non-Consensus Item: Count and type of community engagement activities targeted at disadvantaged, hard-to-reach, and underserved communities:		B.3. is a non-consensus item
Community engagement activities during program design and to identify community needs and solutions	(count)	(types)
Community engagement activities during program implementation	(count)	(types)
Community engagement activities during program assessment	(count)	(types)
Metrics = dark green		
Consensus Indicator (light green)		
Non-Consensus indicator (tan)		

C.1: Indicators for "Holistic" Benefits

Indicator for "Holistic" Benefits	\$	Units/count
C.1. Combined total benefits to participants and to society as a whole (all A-E below in \$ and/or units until units can be monetized)		
A. Energy and climate benefits (monetized within TSB)	(=TSB)	
B. <u>Health</u> – "non-energy benefits" in "counts of participants receiving this benefit" until we can monetize. Reporting at least one of: Indoor air quality, Outdoor air quality (e.g., reduction in emissions from gas combustion appliances that vent to nearby outdoor air), Reduction in interior contaminants/biologics, other		
C. <u>Comfort</u> – "non-energy benefits" in "counts of participants receiving this benefit" until we can monetize. Reporting at least one of: reduced drafts, quieter interior, managed interior temp, other		
D. <u>Safety</u> – "non-energy benefits" in "counts of participants receiving this benefit" until we can monetize. Reporting at least one of: improved safety of appliances, other		
E. <u>Economic or other "non-energy benefits"</u> (as proposed by the PAs or program) in dollars or "counts of participants receiving this benefit" until we can monetize		
Note: white cells indicate where a standard calculation methodology is not yet determined for this indicator; a PA may have a method for populating		

5.5 Demographic Data and Data Systems Integration Ideas

The following two items were raised at the 9/29/2021 EMWG meeting but were not thoroughly discussed.

1. Collect and track specific demographic data (race, ethnicity, gender, geography, and/or income (REGGI))
2. Data Systems Integration: Track yes/no

One or more Members found value in these items and inquired as to whether such issues could be taken up by the CPUC's reporting team or through another avenue that would enable data tracking of demographics and/or data systems (two separate topics) to apply to the full energy efficiency portfolio.

Appendix A: Working Group Member Organizations and Representatives

Table A.1: EMWG Member Leads and Alternates

Organization	Lead	Alternate
Bay Area Regional Energy Network (BayREN)	Jennifer Mitchell-Jackson	Jenny Berg
California Efficiency + Demand Management Council (CEDMC)	Serj Berelson	Greg Wikler
Center for Sustainable Energy (CSE)	Stephen Gunther	Fabi Lao
CodeCycle	Dan Suyeyasu	
Energy Efficiency Council (EEC)	Allan Rago	Ron Garcia
High Sierra Energy Foundation	Pam Bold	
MCE	Stephanie Chen	Qua Vallery
Natural Resources Defense Council (NRDC)	Julia de Lamare	Lara Ettenson
Pacific Gas and Electric (PG&E)	Lucy Morris	
Public Advocates Office (Cal Advocates)	Dan Buch	Augie Clements
Redwood Coast Energy Authority (RCEA)	Aisha Cissna	Stephen Kullmann
Resource Innovations	Corey Grace	Bobby Johnson
Rising Sun Center for Opportunity	Alejandro Castelan	Julia Hatton
San Diego Gas and Electric (SDGE)	Elaine Allyn	DeDe Henry
San Joaquin Valley Clean Energy Organization (SJVCEO)	Courtney Kalashian	Samantha Doderio
Silent Running LLC	James Dodenhoff	
Small Business Utility Advocates (SBUA)	Ted Howard	Theo Love
Southern California Edison (SCE)	Christopher Malotte	Patty Neri
Southern California Gas (SCG)	Kevin Ehsani	Halley Fitzpatrick/Art Montoya
Southern California Regional Energy Network (SoCalREN)	Lujuana Medina	Sheena Tran
The Energy Coalition	Laurel Rothschild	Melanie Peck
TRC	Sophia Hartkopf	Marissa Van Sant
Tri-County Regional Energy Network (3C-REN)	Alejandra Tellez	Marisa Hanson-Lopez
Viridis Consulting	Mabell Garcia Paine	Don Arambula
Ex-Officio/Resource (non-voting):		
American Council for an Energy-Efficient Economy (ACEEE)	Roxana Ayala	Ariel Drehobl
California Air Resources Board (CARB)	Emma Tome	Melanie Zauscher
California Energy Commission (CEC)	Brian Samuelson	
California Public Utilities Commission (CPUC)	Ely Jacobsohn	

Appendix B: Rationale and EMWG Member Preferences for Community Engagement Non-Consensus Options

The high-level description of options for how to frame community engagement appear in the related section (i.e., Section 2 for Principle and Section 4 for Indicator). Because the options span multiple chapters in this report, we've included the detailed rationale text in this appendix, as well as a table summarizing EMWG Member preferences.

Option 1: PAs should track and report the counts and types of community engagement activities targeted at disadvantaged, hard-to-reach, and underserved communities as the following three sub-indicators:

1. Sub-Indicator 1: Community engagement activities during program design and to identify community needs and solutions
2. Sub-Indicator 2: Community engagement activities during program implementation
3. Sub-Indicator 3: Community engagement activities during program assessment

PAs should track and report the counts and types of community engagement activities as the three sub-indicators listed for the Equity Segment. It may be the case that activities are tracked at the program level and then aggregated for reporting on segment level indicators (please refer to Figure B.1 for a visual illustration). Regarding community engagement as an indicator will demonstrate the PAs are intentional about operationalizing equity in their Equity Segment programs. Considering community engagement solely as a principle, which would not be required to be tracked and reported on consistently, is not sufficient to demonstrate the prioritization of equity. Furthermore, no two communities are the same, therefore, the energy efficiency needs and solutions identified by residents in one community will vary from those identified by another. It would be less effective and impactful for PAs to execute the same types and number of community engagement activities to address this range of needs and solutions. A more targeted approach is for PAs to develop engagement activities tailored for the communities in each of their territories.³² Additionally, tracking community engagement as an indicator (with sub-indicators) will provide insights and establish processes for potential future metric development for Equity Segment programs.

Recommended community engagement and outreach activities that PAs could execute include, but are not limited to:

³² There is precedent for this customized approach. The CPUC's San Joaquin Valley Disadvantaged Communities Pilots Projects (per D.18-12-015) has a [tailored](#) outreach and engagement plan for each of the 11 communities in the pilot.

Table B.1: Recommended Community Engagement Activities

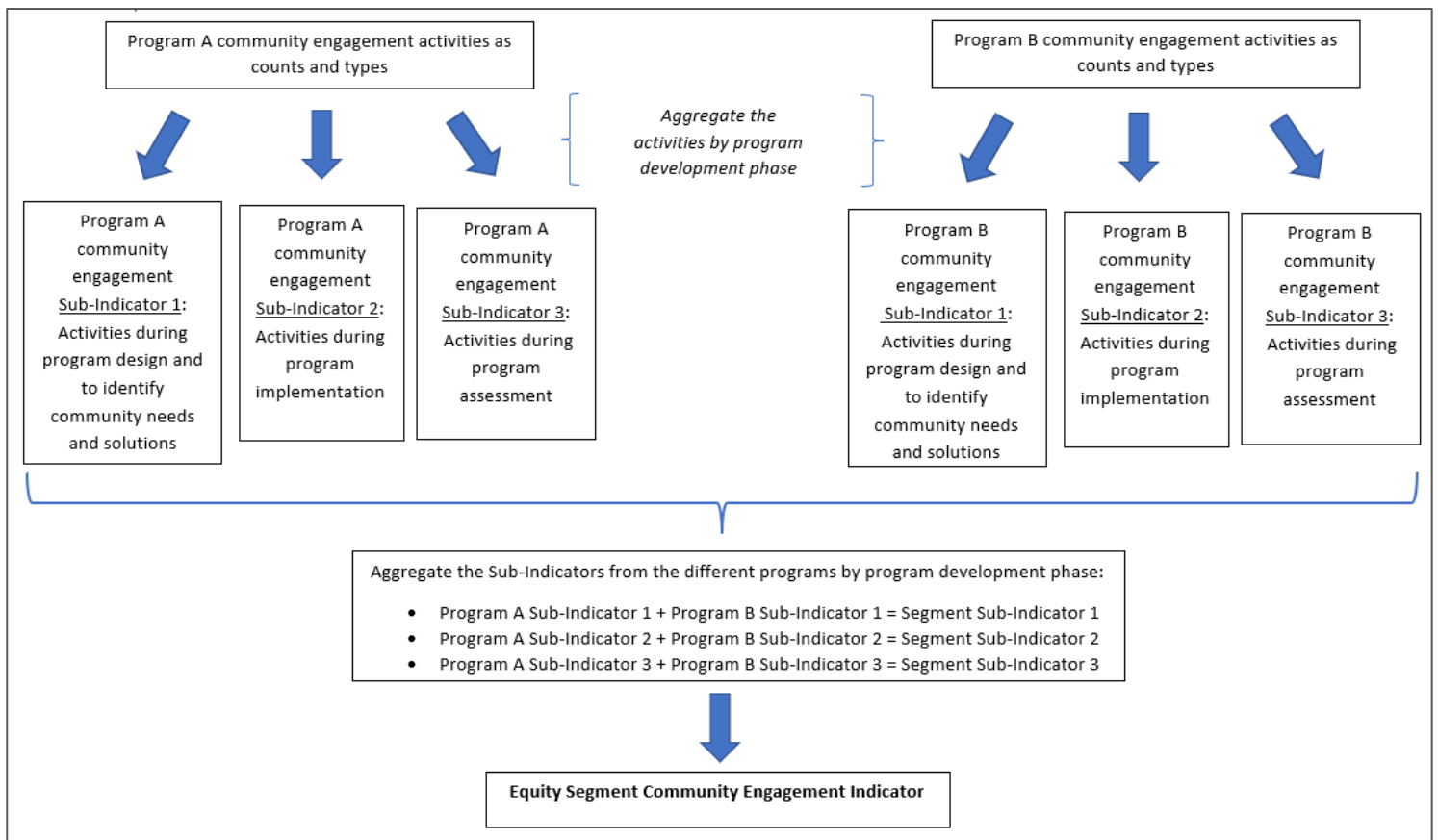
Recommended Community Engagement Activities³³			
	Sub-Indicator 1: Community Engagement Activities During Program Design and to Identify Community Needs and Solutions	Sub-Indicator 2: Community Engagement Activities During Program Implementation	Sub-Indicator 3: Community Engagement Activities During Program Assessment
Consult with advisory board/council/committee ³⁴	✓	✓	✓
Partner with community-based organizations (CBOs) to conduct engagement, education and outreach	✓	✓	✓
Community-based participatory research and pre- and post-treatment participant satisfaction surveys	✓	✓	✓
Community and stakeholder meetings, webinars and calls	✓	✓	✓
Community benefit agreements	✓		
Door-to-door canvassing	✓	✓	
Educational events (e.g., workshops, present during existing community events)	✓	✓	
Educational materials and information sharing (e.g., website, social media, flyers, signs in project area, radio, newspaper)	✓	✓	
Focus groups and listening sessions	✓	✓	✓
Staff positions focused on community engagement, outreach and education	✓	✓	✓

³³ The table is adapted from the California Air Resources Board’s Community Inclusion Guidance (https://4930400d-24b5-474c-9a16-0109dd2d06d3.filesusr.com/ugd/849f65_c20ff8e70e4e4d299457425028da3840.pdf) for its Sustainable Transportation Equity Project (STEP).

³⁴ If a PA has an existing community advisory body or is in the process of creating one (e.g., PGE’s Community Perspectives Advisory Council (https://www.pge.com/pge_global/common/pdfs/for-our-business-partners/purchasing-program/bid-opportunities/2021-COA-RFP-118185-CBO-Community-Advisory-Council.pdf)), the PA should consult this body so it may provide input on the Equity Segment program(s).

This table serves as a guide, as a starting point for PAs. They should employ a combination of activities that is most appropriate to the context and needs of the communities in their territories. Consulting with community leaders and CBOs can help PAs identify which engagement activities would be the most effective and impactful, including ones that might not be listed in the table. The check marks in the table are guides to help PAs determine which engagement activities will assist with different phases of program development (each sub-indicator represents a different phase). After incorporating community feedback into their decision-making, a PA can decide that for the context of a program, one of the recommended check marks does not fit their purposes. If so, the PA should indicate in their reporting narrative, including the input received from community leaders and CBOs, the rationale for this choice (e.g., X activity only applies to program design & implementation; Y activity only applies to program implementation).

Figure B.1: Example Visual Illustration of Community Engagement Option 1 Proposal
(Note: there could be one program or more than two programs for the Equity segment)



If an engagement activity includes partnering with community leaders and CBOs, PAs should compensate them for their time and expertise.³⁵ Along with conducting education and outreach tasks, CBOs and community leaders should also be consulted in the design and iterative assessment of the program's overall outreach and engagement strategies. Their feedback should be incorporated as program updates and changes are made.

PAs should address both the quantity and quality of their engagement and outreach activities in the narrative of the program reporting to ensure accountability of the Equity Segment. For example, if a PA chooses to hold community meetings to inform customers about the Equity Segment program(s), the PA should include in its report the number of meetings that were held, the number of attendees in each meeting, and a description of what was discussed during those meetings. If a PA chooses to consult with an advisory body, such as a council or committee, the PA should describe in its report when it consulted this body, as well as the topics that were discussed and the feedback received.

Option 2: Community engagement as a principle.

Community Engagement should be a stand-alone principle that indicates the importance of engaging community members (at the appropriate levels) when designing, implementing and evaluating programs. This position is based on the following:

- The deadlines for the working group report did not allow sufficient time for discussion of a community engagement indicator. More time and thought should be put into how to measure community engagement.
- We note that the current proposal is not one indicator, but rather a complex matrix and flow chart with supporting directions that was not vetted or agreed upon within the working group. It was clarified days after the final meeting that the current proposal is for one indicator with three sub-indicators. While this clarification is useful (since previous iterations appeared to be 10, or perhaps even 30 indicators), there is a need for further discussion to make sure that the examples provided will really provide stakeholders with relevant and reliable information. Currently, it is not sufficiently clear to all of the PAs what is being requested in this formulation and moreover several of the PAs have alternative community engagement approaches that are underway and should also be discussed before adopting a suggested approach.
- While indicators are not required to have targets, they should have most of the S.M.A.R.T. characteristics of a metric, i.e., they should be Specific, Measurable, Achievable, Relevant and Time-Bound. While we acknowledge that many of the 10 items

³⁵ Examples of advisory council and compensation structures can be found in SCE's Request For Proposal ([https://www.sce.com/sites/default/files/custom-files/Request for Proposal SCE CRLG Final \(2\).pdf](https://www.sce.com/sites/default/files/custom-files/Request%20for%20Proposal%20SCE%20CRLG%20Final%20(2).pdf)) for its Climate Resilience Leadership Group, PGE's Contract Opportunity Announcement (https://www.pge.com/pge_global/common/pdfs/for-our-business-partners/purchasing-program/bid-opportunities/2021-COA-RFP-118185-CBO-Community-Advisory-Council.pdf) for its Community Perspectives Advisory Council, and the Request For Applications ([https://calsomah.org/sites/default/files/AC Cohort 2.0 Request for Application.pdf](https://calsomah.org/sites/default/files/AC%20Cohort%202.0%20Request%20for%20Application.pdf)) for the second cohort of the Solar on Multifamily Affordable Housing (SOMAH) Program's Advisory Council.

shown in the “Recommended Community Engagement Activities” table of the proposal are valuable, some of the items in the current matrix (e.g., educational materials and information sharing described as website, social media, flyers, signs in project area, radio, newspaper) are shown to be within two different indicators and would need further clarification in terms of measurement and relevancy. In the proposed indicator example, it is unclear if a PA should count a website as one thing, and social media as a second thing, or if you would count the number of impressions for each (e.g., 200,000 website hits and 20,000 social media impressions). Moreover, the educational materials – while an important part of any program – represent activities that inform (in one direction) rather than really engaging community members (in two directions) and so may not be a specific (or relevant) indicator of community engagement. Other items in the table, such as door-to-door canvassing, may not be appropriate for some DAC, HTR or underserved HH, businesses and communities. While this is recognized in the text surrounding the proposed indicator, there is an assumption behind the measurement (and interpretation) of any indicator that it should move in a specific direction, e.g., more is better or less is better. In the case of this proposed indicator, 200,000 engagements would most likely be viewed as more valuable than 400 engagements, but the 200,000 may be impressions while the 400 are in-depth discussions with equity-targeted groups. As such, we feel that the current proposal has not been vetted well enough to be specific, relevant or reliable and as currently presented, may not accurately convey the quantity or quality of the community engagement to stakeholders – especially if the PAs do not understand what is needed and could then provide inconsistent information.

As such, we propose that Community Engagement be a principle that is aligned with the ESJ Action Plan, as described below until there is sufficient time to consider and discuss this topic further.

Principle #7: Community Engagement

Equity-segment programs must have a primary focus of “providing energy efficiency to hard-to-reach or underserved customers and disadvantaged communities in advancement of the Commission’s Environmental and Social Justice (ESJ) Action Plan.” Equity-segment programs should also seek to **enhance outreach and public participation opportunities for ESJ communities to meaningfully participate in both the program development process and benefit from CPUC programs** (as paraphrased by Goal 5 of the ESJ). This includes ESJ Goal 5 objectives that directly relate to Equity-segment programs, including:

- Interacting directly with communities to understand how they want to engage with Equity-segment programs.
- Creating outreach strategies that introduce Equity-segment program benefits to ESJ communities.
- Fostering open dialogues on environmental and social justice and enhancing program opportunities and delivery to ESJ communities.

- Disseminating appropriate and useful information to key stakeholders affected in ESJ communities.

The EMWG members who prefer each option and find each option acceptable is presented below in Table B.2. In addition, some Working Group Members (indicated by a *) have provided comments to clarify and elaborate on their option choices in Appendix C.

Table B.2: EMWG Support of Community Engagement Options 1 and 2

Community Engagement Option	First Choice Option	Acceptable Option
Option 1: Community engagement as an Indicator (8 first choice, 17 acceptable)	CSE MCE NRDC Rising Sun Center for Opportunity SBUA* Silent Running LLC* SoCalREN The Energy Coalition*	CEDMC CodeCycle CSE EEC High Sierra Energy Foundation MCE NRDC Rising Sun Center for Opportunity RCEA Resource Innovations SBUA Silent Running LLC SJVCEO SoCalREN The Energy Coalition TRC Viridis Consulting
Option 2: Community engagement as a principle (16 first choice, 22 acceptable)	3C-REN BayREN* Cal Advocates CEDMC CodeCycle EEC High Sierra Energy Foundation PG&E RCEA Resource Innovations SCE SCG SDGE SJVCEO TRC Viridis Consulting	3C-REN BayREN Cal Advocates CEDMC CodeCycle EEC High Sierra Energy Foundation MCE NRDC PG&E RCEA Resource Innovations Rising Sun Center for Opportunity SBUA SCE SCG SDGE SJVCEO SoCalREN The Energy Coalition TRC Viridis Consulting

Appendix C: Organization-Level Comments on Non-Consensus Option Choices

The comments below are intended as a supplement to the option descriptions in the body of the report; these comments represent individual Working Group Members' additional perspectives and commentary.

Principle #6: Target Setting

Option 1: Targets will be set by the PAs for Equity segment metrics following the collection of the first two program years of data (or a baseline has been set using reasonable proxy data)

3C-REN: Option 2 acceptable but it will just add more work to PA's

BayREN: Option 2 (which requires additional filings through a Petition for Modification) would result in significant regulatory effort by the Commission and PAs, which is contrary to the goal of reducing regulatory churn.

SDGE: Having a baseline to be able to set targets is crucial, given this is a new designation with little or no background information for PAs to use.

Silent Running LLC: Option #1 is reasonable and should also have PA s and stakeholders fine tune access to and practical collection of data.

Option 2: In their Budget Applications, PAs will propose targets and/or set a date certain by which they will propose targets for all Equity segment metrics

Resource Innovations: Waiting 2 years to set metrics seems too long. Maybe the timeline in Option 1 could be changed or metrics could be set with a date for re-aligning them with the data once it comes in if needed.

SBUA: While we prefer Option 2, if a Petition for Modification is filed by a PA regarding collecting baseline data, we would support an expedited process wherever feasible.

SoCalREN: I think maybe just clarifying that metric targets could be true-d up in the mid-cycle advice letters if option 2 is chosen may be helpful to other PAs. The market and industry is always evolving but we need to start showing some accountability for equity

Community Engagement as a Principle or Indicator

Option 1: Community engagement as an Indicator

SBUA: SBUA supports Option 1, while recognizing some valid concerns raised for the rationale of Option 2 listed in Appendix B of the Final Report. We trust that the indicators proposed in Option 1 can be applied with sufficient flexibility to diminish those concerns.

Silent Running: I believe Community Engagement is a "guiding principle" in most ee programs today. Yet we clearly do not have sufficient community engagement to make our current programs equitable. Having CE as an indicator will catalyze the success of Equity Segment programs.

The Energy Coalition: Authentic community engagement and feedback are critical to equity programs and should not be limited to PAs to determine the level of engagement. For example, third-party implementers should also be expected to determine what meaningful community engagement activities should be conducted relative to the unique community to be served.

Option 2: Community engagement as a Principle

BayREN: We fully support community engagement but more thought is required before determining the best measurement of community engagement. It is not clear to all of the PAs what is being requested and several of the PAs have alternative community engagement approaches that are underway and should also be discussed before adopting a suggested approach. The current proposal for an indicator was not able to be discussed fully with the working group. Several PAs were not given a chance to provide comments during the working group meeting due to time limitations.

Underserved Definition

Option 1: Use ESJ Action Plan Definition

[no comments]

Option 2: Use ESJ Action Plan Definition + allow an avenue for PAs to propose additional 'underserved' with rationale

CSE: We find Option 1 acceptable.

EEC: Options 1 or 2 would be ok but we don't support #3.

Rising Sun Center for Opportunity: The first and second options are acceptable, not Option 3

SBUA: SBUA prefers Option 2, as it enables PAs to include certain customer segments which may not be included in the CPUC ESJ definition, including small businesses and other customer classes listed under Option 2 in Section 5.3.

Silent Running: Option 2 is a fair and reasonable compromise. The PA s have previously shown their inability to define undeserved customers and to equitably serve them.

SoCalREN: Our concern is that PAs will utilize the definition to include categories or communities who are more affluent and distinctly different than those who would be underserved or experiencing inequitable environmental justice so that they can meet the definition. More resources must be identified to reach those in the most need in particular vulnerable communities and marginalized communities.

Option 3: Allow the PAs to determine Underserved

MCE: MCE's first choice would be Option 3, and Option 2 would also be acceptable. Option 1 may be overly narrow when it comes to implementation, and would not be acceptable to MCE.

Appendix D: Equity Metrics Workshop Participation and Input

D.1 Background

On August 31, 2021, the CAEECC hosted a workshop to solicit stakeholder input on Objectives and Metrics for the Equity segment. The workshop was held via Zoom. A total of 78 members of the public participated, plus 35 representatives from 24 WG Member organizations (including Leads, Alternates and Ex Officio). A full list of meeting attendees is provided in section B.2 Workshop Attendee List, below.

To solicit input virtually, a platform called Mural was used, which allows participants to provide input online. Participants were randomly assigned to one of six breakout groups, each of which was facilitated by a member of the CAEECC facilitation team or a WG member. In keeping with the purpose of the workshop, non-WG members were given priority during the discussion.

The four breakout questions were as follows:

1. What do you think the new Equity segment should achieve?
2. Should we focus on customers or also energy efficiency service providers?
3. Who is at risk of not being served?
4. How should we measure progress?

See section B.3 Input Summaries from Breakout Groups for screenshots of the Murals from the six breakout groups.

D.2 Workshop Attendee List

Table D.1: Equity Metrics Workshop Attendee List

Organizational Affiliation	First Name	Last Name
Equity Working Group Member Representatives, Alternates, and Presenters		
3C-REN	Alejandra	Tellez
BayREN	Jennifer	Berg
BayREN	Jenn	Mitchell-Jackson
CalPA	Daniel	Buch
CalPA	Augustus	Clements
California Efficiency + Demand Management Council	Serj	Berelson
Center for Sustainable Energy	Fabiola	Lao
Energy Efficiency Council	Ron	Garcia
Energy Efficiency Council	Allan	Rago
High Sierra Energy Foundation	Pam	Bold
MCE	Stephanie	Chen

Natural Resources Defense Council	Julia	de Lamare
Natural Resources Defense Council	Lara	Ettenson
Pacific Gas and Electric	Lucy	Morris
Redwood Coast Energy Authority	Aisha	Cissna
Resource Innovations	Corey	Grace
Rising Sun Center for Opportunity	Alejandro	Castelan
Silent Running LLC	James	Dodenhoff
Small Business Utility Advocates	Ted	Howard
SoCalGas	Kevin	Ehsani
SoCalGas	Halley	Fitzpatrick
SoCalREN	Fernanda	Craig
Southern California Edison	Christopher	Malotte
Southern California Edison	Patricia	Neri
The Energy Coalition	Melanie	Peck
The Energy Coalition	Laurel	Rothschild
Viridis	Don	Arambula
Ex-Officio		
ACEEE	Roxana	Ayala
California Air Resources Board	Emma	Tome
California Energy Commission	Kristina	Duloglo
California Energy Commission	Aparna	Menon
CPUC	Ely	Jacobsohn
CPUC	Nils	Strindberg
CPUC	Jason	Symonds
CPUC	Leuwam	Tesfai
Other Interested Stakeholders		
Bidgely	Raine	Giorgio
Bidgely	Pauravi	Shah
BluePoint Planning	Yeymi	Rivas
California Energy Commission	Troy	Dorai
California Energy Commission	Tiffany	Mateo
CPUC	Nicole	Cropper
CPUC	Peter	Franzese
CPUC	Peng	Gong
CPUC	Valerie	Kao
CPUC	Sarah	Lerhaupt
CPUC	Monica	Palmeira

CPUC	Asia	Powell
CPUC	Agatha	Wein
CPUC	Cheryl	Wynn
CHEEF	Kaylee	D'Amico
City of Irvine	Jose	Castaneda
Daikin North America	Matt	Baker
East Bay Community Energy	Beckie	Menten
Energy Solutions	Britney	Blankenship
Energy Solutions	Evan	Kamei
Enervee	Anne	Niederberger
Franklin Energy	Jonathan	Budner
Franklin Energy	Chad	Ihrig
Franklin Energy	Justin	Kjeldsen
FS Consulting	Frank	Spasaro
Gemini Energy Solutions	Anthony	Kinslow II
Greencat	David	Shallenberger
ICF International	Alice	Liddell
Idaho Power Company	Jim	Burdick
Idaho Power Company	Chris	Cockrell
Idaho Power Company	Marc	Patterson
Institute for Governance & Sustainable Development	Amelia	Murphy
Lawrence Berkeley National Laboratory	Molly	Bertolacini
Lincus	Cody	Coeckelenbergh
MCE	Jennifer	Green
MCE	Michelle	Nochisaki
Opinion Dynamics	Malena	Hernandez
Orange County Power Authority	Antonia	Graham
Pacific Corp	April	Brewer
Pacific Gas and Electric	Claire	Coughlan
Pacific Gas and Electric	Robert	Marcial
Pacific Gas and Electric	Jeffrey	McDowell
Pacific Gas and Electric	Lindsey	Tillisch
Pacific Power	Hallie	Gallinger
Pacific Trade	Ty	Keith
PacifiCorp	Heide	Caswell
PacifiCorp	Nancy	Goddard
PacifiCorp	Peter	Schaffer

Portland General Electric	Jason	Salmi Klotz
Portland General Electric	Jake	Wise
Quality Conservation Services	Richard	Esteves
Recurve	Carmen	Best
Redwood Coast Energy Authority	Marianne	Bithell
Resource Refocus	Anna	LaRue
San Gabriel Valley Council of Governments	Vanessa	Guerra
San Gabriel Valley Council of Governments	Sophia	Sousa
Sierra Business Council	Kari	Sinoff
Southern California Edison	Jose	Buendia
Southern California Edison	Carol	Edwards
Southern California Edison	Tory	Weber
Southern California Gas Company	Rodney	Davis
Southern California Gas Company	Allison	Dourigan
Southern California Gas Company	Karen	Mar
Staples and Associates Inc.	Dennis	Guido
Strategic Energy Innovations	Hannah	Maryanski
Strategic Energy Innovations	Stephen	Miller
The Mendota Group	Grey	Staples
The Ortiz Group LLC	Rachel	Etherington
ThirdACT PBC	Diane	Schrader
Tierra Resource Consultants	Floyd	Keneipp
Tierra Resource Consultants	Gabriela	Limon
Tierra Resource Consultants	Steven	Nguyen
Tre' Laine Associates	Pepper	Hunziker
Verdant Associates	Amy	Buege
Willdan	Antuan	Cannon
Willdan	Liz	Fitzpatrick
Willdan	Spencer	Lipp
Yinsight	Carol	Yin
Facilitators		
CONCUR	Katie	Abrams
CONCUR	Scott	McCreary

D.3 Summary of Input from Breakout Groups

This section includes six screenshots, one for each of the six breakout groups, showing individual responses to each of the four breakout questions. It has been anonymized. Icons such as stars and checkmarks were used to prioritize sticky notes for the summaries. Within a given breakout group and question, the sticky notes appear in no particular order, except in Breakout E (Figure D.6), some sticky notes were rearranged to group together sticky notes of a similar theme to provide more accurate prioritization.

Acronyms used in the Mural screenshots below:

AB1348 – Assembly Bill 1348
AMI – Area Median Income
CARE - California Alternate Rates for Energy
CBO – community-based organization
DAC – Disadvantaged community, as defined by the CPUC
DBE – Diverse Business Enterprise
DER – Distributed Energy Resources
EE – energy efficiency
ESA – Energy Savings Assistance program
ESL – English as a second language
ESCO – Energy service companies
FERA - Family Electric Rate Assistance program
GHGs – Greenhouse gases
HSC – Health safety and comfort
HTR – Hard to reach, as defined by the CPUC
HUD – (U.S. Department of) Housing and Urban Development
LMI – Low and moderate income
MBE – Minority Business Enterprise
MF – Multifamily (residence)
NEB – Non-energy benefit
SB350 – Senate Bill 350
SBE –Small Business Enterprise
SF – Single family (residence)
WBE – Women Business Enterprise
YOY – Year over year

Figure D.1: Equity Workshop “Mural” Input from Breakout Group A



Figure D.2: Equity Workshop “Mural” Input from Breakout Group B



Figure D.3: Equity Workshop “Mural” Input from Breakout Group C

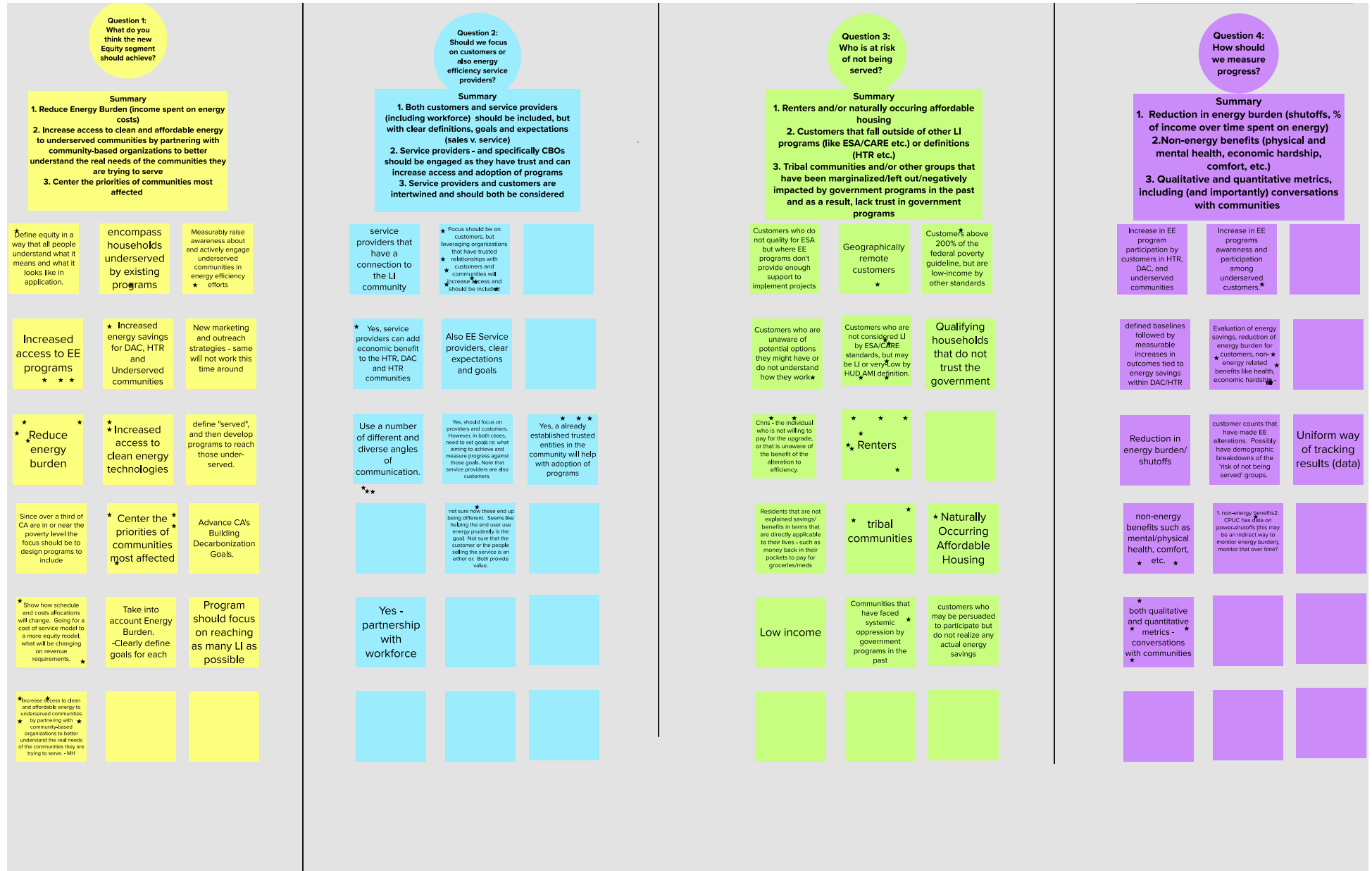


Figure D.4: Equity Workshop “Mural” Input from Breakout Group D

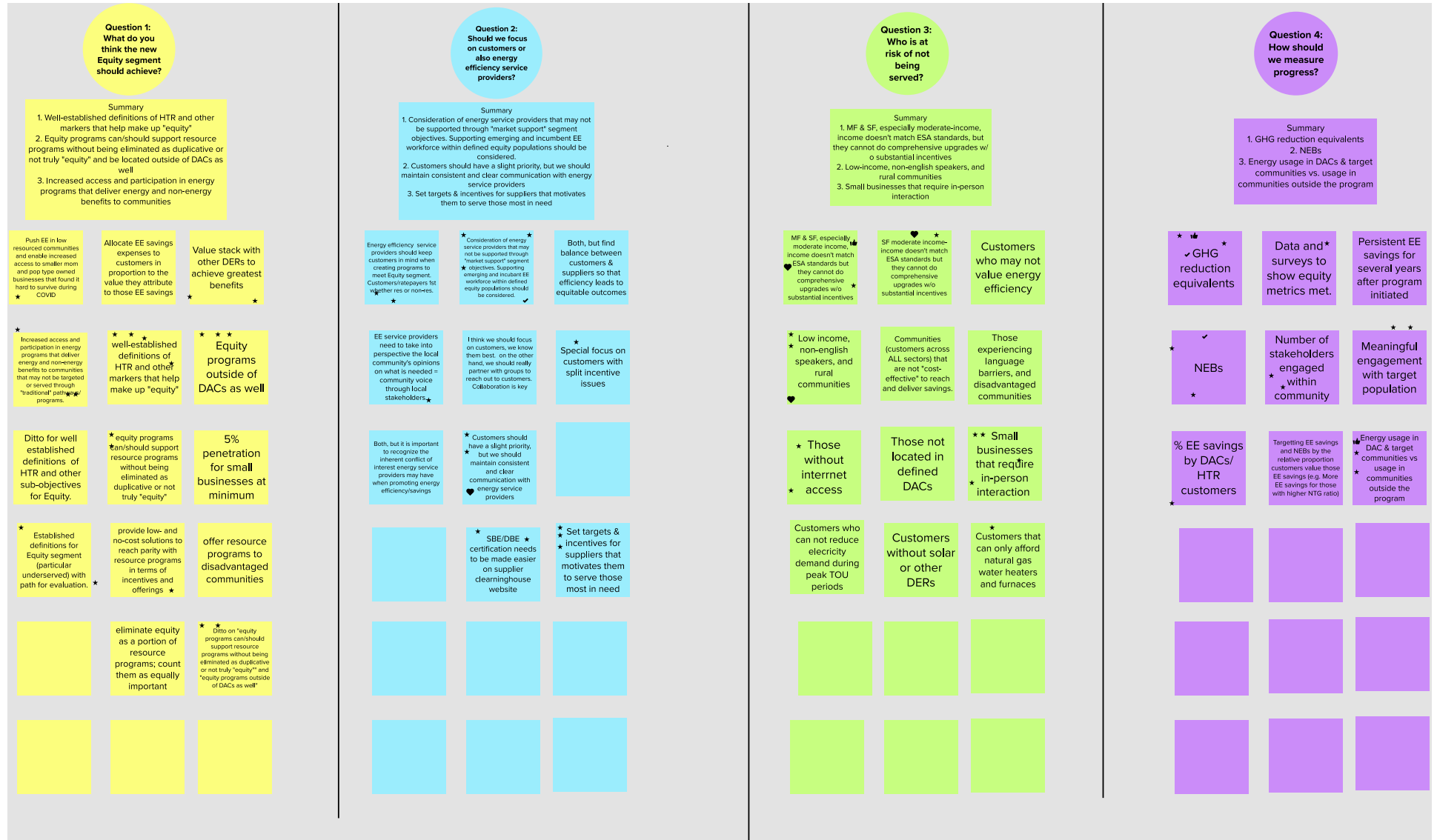
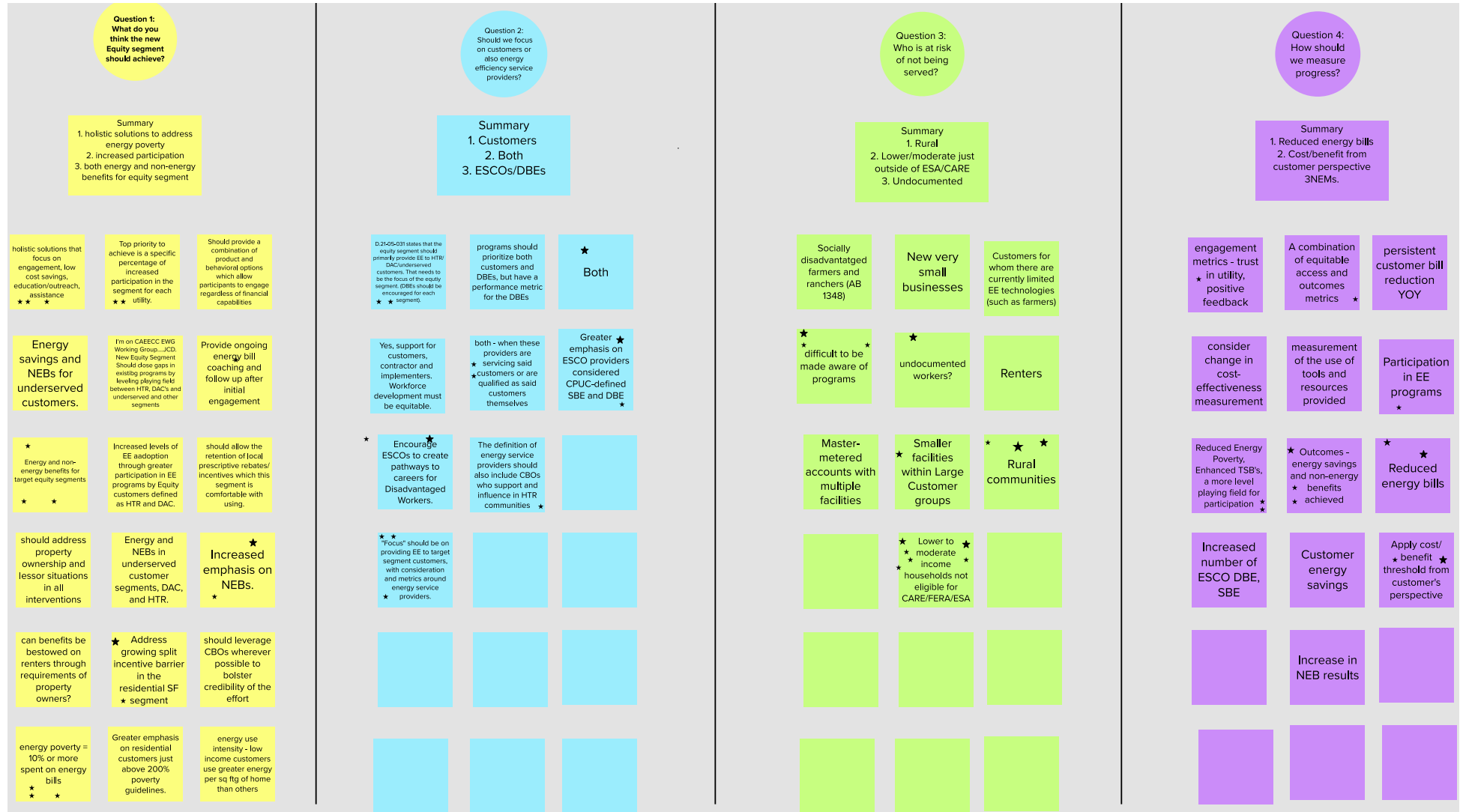


Figure D.5: Equity Workshop “Mural” Input from Breakout Group E



Figure D.6: Equity Workshop “Mural” Input from Breakout Group F



Appendix E: Small-Medium Business Definition

This Appendix provides definitional context for “Metric A.5: Total # small and medium business equity-targeted participants served by the Equity programs”. The content below is from the SMB Definition Per UWG Analysis June 2021.³⁶

As illustrated in the table below, the utilities each have a strict definition of customer class based on usage; however, it does not align across all investor- owned utilities (IOUs). Note that REN and CCA definitions are not included in this analysis.

Table D.1. IOU Definition of Commercial Customer Classes

Utility	Small	Medium	Large
SCE	<50 kW	≥50 kW, < 250 kW	≥250 kW
PG&E	<40,000 kWh; <10,000 therms	40,000-500,000 kWh; 10,000-250,000 therms	≥500,000 kWh; ≥250,000 therms
SDG&E ³⁷	<20 kW; <10,000 therms	20-199 kW	>200 kW; >10,000 therms
SCG	<10,000 therms	10,000 - 50,000 therms	>50,000 therms

California has additional definitions relevant to SMBs and energy efficiency. The official adopted definition of a “small business” adopted in Resolution E-4939 is as follows:

“A small business customer is defined as a non-residential customer with an annual electric usage of 40,000 kilowatt hours (kWh) or less, or an energy demand of 20 kilowatt (kW) or less, or annual consumption of 10,000 therms of gas or less. Alternatively, a small business customer is a customer who meets the definition of “micro-business” in California Government Code Section 14837.”

This definition brings up additional considerations beyond usage by referencing “micro-business”, which is defined by the California Government Code Section 14837 “as a business, together with affiliates, that has average annual gross receipts of \$3,500,000 or less over the previous three years, or is a manufacturer, as defined in Section 14837 subdivision (c), with 25 or fewer employees.” The California Department of General Services (DGS) is authorized to amend the gross receipt amount, and in January 2010 DGS increased the gross receipt amount from \$2,750,000 to the current amount of \$3,500,000. (see, California Office of Administrative Law, Regulatory Action Number 2000-1110-01S.) It is important to mention that this definition does not include fixed usage or unmetered rate schedule customers.

³⁶ “Analysis of Whether Small and Medium Businesses are Underserved by Energy Efficiency Programs in California”. <https://www.caeec.org/underserved-working-group-2020> page 9

³⁷ SDG&E eligibility for commercial programs is based on electrical consumption only, per contracts

APPENDIX E

MARKET SUPPORT METRICS REPORT

CAEECC-Hosted Market Support
Metrics Working Group

Report and Recommendations to the
California Public Utilities Commission
and the Energy Efficiency Program
Administrators

October 6, 2021

Table of Contents

Section 1: Introduction and Overview	4
1.1 Working Group Charge and Overview	4
1.2 Background on Newly Created Market Support Segment	5
1.3 Report Outline	5
1.4 Structure of Primary Objective, Sub-Objectives, Metrics and Targets	6
1.5 Approach to Seeking Consensus	7
1.6 Working Group Members.....	7
Section 2: Principles	9
2.1 Background.....	9
2.2 Consensus Principles Recommendations	9
Principle #1: Segment vs. Program	9
Principle #2: Guidelines to Setting Metrics.....	9
Principle #3: Relationship between Programs and sub-Objectives	9
Principle #4: Program Portfolios	10
Principle #5: Reporting.....	10
2.3 Non-Consensus Principles Recommendation	10
Principle #6: Target-Setting.....	10
Section 3: Primary Objective and Sub-Objectives	13
3.1 Background.....	13
3.2 Primary Objective Recommendations	13
3.3 Sub-Objectives Recommendations	13
Sub-Objective #1: Demand	13
Sub-Objective #2: Supply	13
Sub-Objective #3: Partnerships.....	14
Sub-Objective #4: Innovation and Accessibility	14
Sub-Objective #5: Access to Capital	14
Section 4: Metrics	15
4.1 Background.....	15
4.2 Metrics Recommendations.....	15
Metrics for Sub-Objective #1: Demand.....	15
Metrics for Sub-objective #2: Supply	16
Metrics for Sub-objective #3: Partnerships.....	17
Metrics for Sub-objective #4: Innovation and Accessibility	17
Metrics for Sub-Objective #5: Access to Capital	18
Section 5: Other Key Scope Questions	20
5.1 How to Address Non-Consensus Issues in February 2022 Filings	20
5.2 Distinction between Market Transformation and Market Support Objectives	20

Appendix A: Working Group Member Organizations and Representatives 23
Appendix B: Organization-Level Comments on Non-Consensus Option Choices 24

Table of Figures

Figure 1: Structure: Primary Objective, Sub-Objectives, Metrics, and Targets 6
Figure 2: Conceptual Distinctions between MT and MS 22

Table of Tables

Table 1: Market Support Metrics Working Group Member Organizations.....7
Table 2: MSMWG Support of Target-Setting Options 1 and 2.....12

Section 1: Introduction and Overview

1.1 Working Group Charge and Overview

The charge of the Market Support Metrics Working Group (MSMWG) was to identify and define the most important Objectives and associated key Metric(s) for the new Market Support portfolio segment established in California Public Utilities Commission (CPUC) Decision 21-05-031. The Objectives and associated key Metric(s) for each objective will be used to support and provide rationale for portfolio segmentation and program design, as well as used for program benefit/value forecasting, tracking, and evaluation. Although the Working Group (WG) was not tasked with setting the specific numeric Targets for the Metric(s) used in each Program Administrator's (PA's) filing, the MSMWG did discuss and recommend a Principle on target-setting.

The full MSMWG met four times between July and September 2021. A sub-working group (sub-WG) focused primarily on developing key associated Metrics met four times. The sub-WG was convened by Cody Coeckelenbergh representing SoCalREN, Sophie Babka from Cal Advocates, and Mary Sutter representing BayREN. The culmination of the MSMWG is this Report submitted directly to the Commission and the Program Administrators (PAs).

As outlined in the Prospectus¹, and at the direction of the CPUC, the MSMWG was charged with answering the following key questions:

- **Objective and Metric(s) - setting questions**
 - What are the specific Objectives for each segment?
 - What are the specific associated key Metric(s) for each Objective?
 - For each Objective and key Metric(s) describe whether it will be expressed quantitatively, qualitatively, or a mixture of both—and when each will be established and by whom.
 - For each Objective and associated key Metric(s) describe whether its primary application is to justify portfolio segmentation and program design; forecasting of benefits/values from the budgeted program; tracking and evaluation; or some combination?
 - What must all PAs include in their filings with respect to Objectives, associated key Metrics, and Targets for Metrics, and under what conditions can PAs propose additional Objectives, Metrics, and Targets?
 - What should be the basis (i.e., principles and guidance) for the PAs to set their own Targets for associated key Metric(s) in their filing?

¹ See MSMWG landing page: <https://www.caeccc.org/market-support-metrics-wg>

- **Procedural questions:**
 - How will any non-consensus Objectives and/or associated key Metric(s) be addressed in the PA filings?

The California Energy Efficiency Coordinating Committee (CAEECC) ran two distinct but related Working Groups, one on Market Support Metrics and another on Equity Metrics. The Equity Metrics report can be found on the CAEECC website: <https://www.caeec.org/equity-metrics-working-group-meeting>.

1.2 Background on Newly Created Market Support Segment

On May 20, 2021, the California Public Utilities Commission (CPUC) unanimously approved Proposed Decision 21-05-031 on the “Assessment of Energy Efficiency Potential and Goals and Modification of Portfolio Approval and Oversight Process” (in Rulemaking 13-11-005). The Decision directs PAs to “further segment their portfolios based on the primary program purpose, into the following three segments”: *Resource Acquisition, Market Support, and Equity*. The decision then directs CAEECC to form a Working Group “to develop and vet new reporting metrics for the market support and equity program categories that will be considered alongside the portfolio filings due from all program administrators in February 2022”.²

The Decision defines **Market Support** as “programs with a primary objective of supporting the long-term success of the energy efficiency market by educating customers, training contractors, building partnerships, or moving beneficial technologies towards greater cost-effectiveness”.³

The Decision creates a combined budget cap of 30% for Market Support and Equity segments⁴ per Program Administrator (excluding the Regional Energy Networks (RENs)). PAs must use the new portfolio segmentation categorization scheme for the interim budget filings (for program years 2022 and 2023) due November 2021, and for the Strategic Business Plan and Four-Year Portfolio (for program years 2024 and beyond) due February 15, 2022.

1.3 Report Outline

This report outlines the outcomes and recommendations of the MSMWG and is organized as follows:

² Page 84. The Decision also rules, with respect to PA requirements, that “All energy efficiency program administrators should be required to develop metrics and criteria for evaluating progress of all programs, with particular focus on market support and equity programs that may not have measurable energy savings” (page 65)

³ D.21-05-031 “EE Potential & Goals and Portfolio Approval & Oversight”. May 20, 2021. <https://www.caeec.org/cpuc-documents>. Page 14

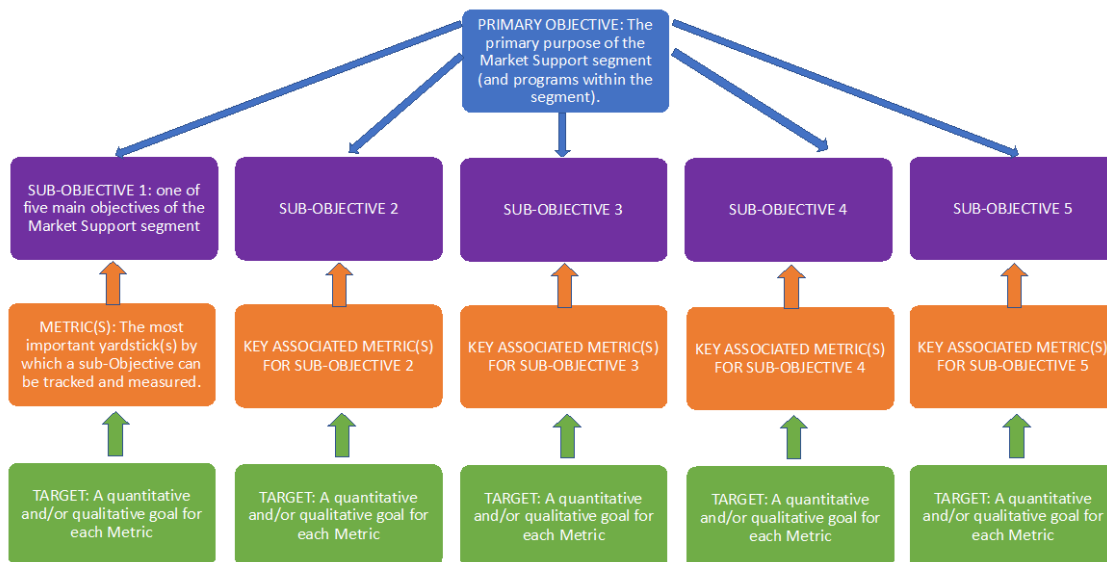
⁴ The Regional Energy Networks are exempt from the 30% portfolio cap. D.21-05-031 “EE Potential & Goals and Portfolio Approval & Oversight”. May 20, 2021. <https://www.caeec.org/cpuc-documents>. Page 2.

- Section 2: Principles
- Section 3: Primary Objective and Sub-Objectives
- Section 4: Metrics
- Section 5: Other Key Scope Questions
- Appendix A: MSMWG Member Organizations and Representatives
- Appendix B: Organization-Level Comments on Non-Consensus Option Choices

1.4 Structure of Primary Objective, Sub-Objectives, Metrics and Targets

Figure 1, below, illustrates the relationship between the primary Objective from the Commission Order, the five sub-Objectives proposed by the MSMWG that flow beneath the primary Objective, and the key Metric(s) associated with each sub-Objective that are also proposed herein by the MSMWG, and the targets tied to each of the Metrics that will eventually be proposed by Program Administrators.

Figure 1: Structure: Primary Objective, Sub-Objectives, Metrics, and Targets



The MSMWG chose this structure for the simultaneous flexibility and specificity it provides in ensuring that metrics are tied to the intent (sub-Objective) of a given program within the segment.

1.5 Approach to Seeking Consensus

The recommendations within this Report are made by consensus of the MSMWG Members (where consensus is defined as unanimity among the Member organizations), except for one instance noted in this document (a principal on target setting). Consistent with the MSMWG's goals and Groundrules, we provide two or more options for that non-consensus recommendation and list the MSMWG Members that support each option. The non-consensus option descriptions and their rationales were drafted by the proponents of each option.

1.6 Working Group Members

The MSMWG's nineteen voting member organizations and two Ex-Officio organizations shown in Table 1 are drawn largely but not exclusively from the CAEECC's Membership. CAEECC also had an application process for interested non-CAEECC Member organizations to be part of the MSMWG, and those organizations have an * after their names. CAEECC Facilitators Dr. Jonathan Raab and Katie Abrams facilitated the MSMWG meetings. A list of the lead representatives and alternates for each MSMWG Member organization is provided in Appendix A.

Table 1: Market Support Metrics Working Group Member Organizations⁵

Organization
Bay Area Regional Energy Network (BayREN)
California Efficiency + Demand Management Council (CEDMC)
California Hub for Energy Efficiency Financing (CHEEF)*
Center for Sustainable Energy (CSE)
CodeCycle
Nexant*
Pacific Gas and Electric (PG&E)
Public Advocates Office (Cal Advocates)
Redwood Coast Energy Authority (RCEA)
San Diego Gas & Electric (SDGE)
San Joaquin Valley Clean Energy Organization (SJVCEO)
Small Business Utility Advocates (SBUA)
Southern California Edison (SCE)
Southern California Gas (SCG)
Southern California Regional Energy Network (SoCalREN)
The Energy Coalition

⁵ See Appendix A for a detailed list of each Market Support Metrics Work Group Member lead representative and alternate

The Mendota Group*
Tri-County Regional Energy Network (3C-REN)
Viridis Consulting*
Ex-Officio/Resource (non-voting):
California Energy Commission (CEC)
California Public Utilities Commission (CPUC)

Section 2: Principles

2.1 Background

This section includes a series of recommended Principles related to how to formulate and operationalize the sub-Objectives and Metrics within the new Market Support segment. In addition, although the MSMWG was not tasked with setting the specific numeric targets for the Metric(s) used in each PA's filing, the MSMWG discussed and proposed a Principle related to target-setting.

2.2 Consensus Principles Recommendations

Principle #1: Segment vs. Program

- A) New Market Support (MS) metrics proposed by the working group (WG) should focus on measuring performance of the overall segment, not of individual programs.
- B) When developing metrics, the WG should take a top-down approach meant to assess whether the MS segment is performing against the five sub-objectives.

Principle #2: Guidelines to Setting Metrics

- A) The recommendations of the WG should not prevent program and portfolio design flexibilities as this is important in the MS segment.
- B) Sub-objectives, metrics, and indicators can be revisited in the future to adjust as needed, in a to-be-determined stakeholder process.
- C) The MSMWG did not address all definitions and methodologies for the metrics so PAs should pursue the most cost-efficient and feasible approaches to collecting data

Principle #3: Relationship between Programs and sub-Objectives

- A) MS programs must have a primary focus of "supporting the long-term success of the energy efficiency market by educating customers, training contractors, building partnerships, or moving beneficial technologies towards greater cost-effectiveness"⁶ and serve at least one MS sub-objective.
- B) PAs may file [in a formal proceeding] additional or refined Market Support sub-Objectives and associated Metric(s) if and when they have a program that they believe fits into the overall Market Support segment but does not clearly fit into one or more of the sub-Objectives, after vetting through CAEECC.

⁶ D.21-05-031 "EE Potential & Goals and Portfolio Approval & Oversight". May 20, 2021. <https://www.caeec.org/cpuc-documents>. Page 14

Principle #4: Program Portfolios

- A) PAs (especially the Investor-Owned Utility Program Administrators (IOU-PAs)) are encouraged, but not required, to offer a portfolio of programs that support all 5 of the MS segment sub-Objectives.
- B) PAs must propose MS program-level metrics with targets in their applications that demonstrate progress toward segment defined sub-objectives in accordance with MS principles.⁷ PAs may also propose MS program-level indicators as appropriate.
- C) Although MS segment programs can contribute to Resource Acquisition program participation in the short and long term, MS segment programs are not required to do so.
- D) Non-Resource Codes and Standards (C&S) activities should be segmented within C&S and not MS.
- E) The Market Support Segment should build and enable the foundation for future long-term energy savings that align with Commission and California climate policy.

Principle #5: Reporting

- A) PAs should begin tracking all MS relevant metrics and reporting on all MS metrics during program years 2022-2023. Note if a particular metric is not being addressed by any PA program it wouldn't have a value in the reporting.

2.3 Non-Consensus Principles Recommendation

Principle #6: Target-Setting

The MSMWG members are divided on the approach to target-setting for MS segment metrics. Two options are presented below for consideration. Members first choice as well as acceptable options are shown in the table below the option descriptions and their rationales.

Option 1: Targets will be set by the PAs for MS segment metrics following the collection of the first two program years of data (or a baseline has been set using reasonable proxy data).

All MS segment metrics should have meaningful targets based on available data. Since little or no data exists for new programs, pilots and/or programs still being designed, targets cannot be reasonably established. Similarly, existing programs that are moved into the MS segment may not necessarily have relevant data to be able to report on the newly determined MS segment metrics. PAs should have the time to collect baseline data so that targets are both appropriate and reportable. Additionally, D.18-05-041 OP9 allows for new or modified metrics or indicators to be proposed in annual budget advice letter filings. Therefore, tier 2 advice letters (such as the True Up Advice Letter) may be an appropriate avenue for also providing targets.

⁷ These could be drawn from Segment metrics, and/or additional metrics, as appropriate.

Option 2: In their Budget Applications, PAs will propose targets and/or set a date certain by which they will propose targets for all MS segment metrics.

All metrics proposed must have targets. The appropriate venue to propose and litigate targets is the budget application proceeding, where the evidence underlying proposed targets can be considered and alternatives proposed and considered. Most PAs already have the data and/or experience to set targets based on existing programs.

For any metrics that PAs think target setting isn't feasible without collecting baseline data, the proponents of Option 2 propose that the PAs include in their applications a proposal for a date certain by which the PAs will file a Petition for Modification (PFM) to the budget application decision. That PFM would include the proposed targets for each metric that had the targets deferred and include the evidentiary basis for the proposed target.

In addition, for those metrics that currently have uncertain baseline data, more significant adjustments to targets may be needed in the future after initial targets are set in applications or PFMs. The PAs should propose a process for making such adjustments (e.g., rely on the reporting requirements through CAEECC, use the annual reporting process to seek adjustment as needed, etc.) in their budget applications.

The MSMWG members who prefer each option and find each option acceptable are shown below in Table 2. In addition, some Working Group Members (indicated by a *) have provided comments on their option choices in Appendix B.

Table 2: MSMWG Support of Target-Setting Options 1 and 2

Target-Setting Option	First Choice Option	Acceptable Option
Option 1: Targets will be set by the PAs for MS segment metrics following the collection of the first two program years of data (or a baseline has been set using reasonable proxy data). (15 first choice, 18 acceptable)	3C-REN BayREN CEDMC CHEEF Nexant PG&E* RCEA SCE SCG* SDGE* SJVCEO SoCalREN The Energy Coalition The Mendota Group* Viridis Consulting*	3C-REN BayREN CEDMC CHEEF CodeCycle CSE Nexant PG&E RCEA SBUA SCE SCG SDGE SJVCEO SoCalREN The Energy Coalition The Mendota Group Viridis Consulting
Option 2: In their Budget Applications, PAs will propose targets and/or set a date certain by which they will propose targets for all MS segment metrics. (4 first choice, 13 acceptable)	Cal Advocates CodeCycle CSE SBUA*	Cal Advocates CEDMC CHEEF CodeCycle CSE Nexant SBUA SJVCEO SoCalREN The Energy Coalition The Mendota Group Viridis Consulting SBUA

Section 3: Primary Objective and Sub-Objectives

3.1 Background

CPUC Decision 21-05-031 defines the Market Support segment as “programs with a primary objective of supporting the long-term success of the energy efficiency market by educating customers, training contractors, building partnerships, or moving beneficial technologies towards greater cost-effectiveness”.⁸

The MSMWG used this language as a foundation for developing a high-level Primary Objective, as well as five sub-Objectives that capture the key activities the Market Support segment is intended to support.

3.2 Primary Objective Recommendations

The MSMWG recommends the following primary Objective for the Market Support segment: “Supporting the long-term success of the energy efficiency (EE) market”.

The Working Group proposes defining “EE Market” as “individuals and organizations participating in transactions around energy efficiency products or services including customers and market actors (which notably includes demand and supply side).”

3.3 Sub-Objectives Recommendations

The MSMWG recommends the following five sub-Objectives:

Sub-Objective #1: Demand

Build, enable, and maintain demand for energy efficient products, and services in all sectors and industries to ensure interest in, knowledge of benefits of, or awareness of how to obtain energy efficiency products and/or services. [Activity e.g., educating customers, building demand]

Sub-Objective #2: Supply

Build, enable, and maintain supply chains to increase the capability and motivation of market actors to supply energy efficient products, and/or services and to increase the ability, capability, and motivation of market actors to perform/ensure quality installations that optimizes energy efficiency savings. [Activity e.g., training contractors]

⁸ D.21-05-031 “EE Potential & Goals and Portfolio Approval & Oversight”. May 20, 2021. <https://www.caeec.org/cpuc-documents>. Page 14

Sub-Objective #3: Partnerships

Build, enable, and maintain partnerships with consumers, governments, advocates, contractors, suppliers, manufacturers, community-based organizations and/or other entities to obtain delivery and/or funding efficiencies for energy efficiency products, and/or services and added value for partners. [Activity e.g., building partnerships]

Sub-Objective #4: Innovation and Accessibility

Build, enable, and maintain innovation and accessibility in technology, approaches, and services development to increase value of, decrease costs of, increase energy efficiency of, and/or increase scale of and/or access to emerging or existing energy efficient products, and/or services. [Activity e.g., moving beneficial technologies towards greater cost-effectiveness]

Sub-Objective #5: Access to Capital

Build, enable, and maintain greater, broader, and/or more equitable access to capital and program coordination to increase affordability of and investment in energy efficient projects, products, or services. [Activity e.g., access to capital]

Section 4: Metrics

4.1 Background

Metrics for the new Market Support segment will be used for justifying portfolio segmentation and program design, for the Market Support segment budget, and for program tracking and evaluation.

4.2 Metrics Recommendations

The MSMWG recommends a series of key associated Metrics for each of the five sub-Objectives. Each recommendation includes the following:

- Applicable existing Metrics that will continue to be tracked and data collected
- New Metrics with data that can be collected now (program outputs for relevant programs)
- New Metrics with data that needs to be collected later

Note: In developing the metrics, the MSMWG noted that there can be useful data in Marketing Education & Outreach (ME&O) and other evaluations.

Two sub-Objectives also include recommended indicators.

Metrics for Sub-Objective #1: Demand

Applicable Existing Metrics that will continue to be collected

There are not currently applicable existing metrics in this category.

New Metrics with data that can be collected now (program outputs for relevant programs)

- Number and % increase/decrease of inquiries and/or requests for information on EE products and services through relevant MS programs
- Number and % increase/decrease of customers receiving information, education, or outreach on EE projects, products, and services through relevant MS programs

New Metrics with data that needs to be collected later

- AKAB⁹ Survey to IOU Customers¹⁰
 - % of customer sample aware of EE product/service (awareness)
 - % of customer sample that is knowledgeable of EE product/service's benefits (knowledge)
 - % of customer sample that is interested in obtaining an EE product/service (attitude)

⁹ AKAB (Awareness, Knowledge, Attitudes, and Behavior) is a framework for understanding theory of behavior change

¹⁰ Any AKAB surveys for the MS segment should be led by single entity in a timely fashion with fidelity down to applicable PAs. It could be done by a contractor to Energy Division or by a lead PA.

- % of customer sample that has taken action towards obtaining EE product/service (behavior a)
- % of customers that have obtained EE products/services (behavior b)

Metrics for Sub-objective #2: Supply

Applicable Existing Metrics that will continue to be collected

Workforce Education & Training (WE&T) Common Metrics

- Number of collaborations by Business Plan sector to jointly develop or share training materials or resources.
- Number of participants by sector
- Percent of participation relative to eligible target population for curriculum
- Percent of total WE&T training program participants that meet the definition of disadvantaged worker.
- Percent of incentive dollars spent on contracts with a demonstrated commitment to provide career pathways to disadvantaged workers
- Number Career & Workforce Readiness (CWR) participants who have been employed for 12 months after receiving the training

New Metrics with data that can be collected now (program outputs for relevant programs)

- Number of Contractors (that serve in PA service territory) with knowledge and trained by relevant MS programs to provide quality installations that optimize EE

New Metrics with data that needs to be collected later

- AKAB survey to market actors around capability and desire to supply
 - % of market actors aware of energy efficient products and/or services that can be supplied to customers (awareness)
 - % of market actors knowledgeable of energy efficient products and/or services that can be supplied to customers (knowledge)
 - % of market actors that are interested in supplying energy efficient products and/or services to customers (attitude)
 - % of market actors that have supplied energy efficient products and/or services to customers (behavior)
- AKAB survey to market actors around increased ability, capability and desire to realize quality installations
 - % of market actors aware of what is required to perform/ensure quality installation of energy efficient products and/or services that optimizes energy efficiency savings (awareness)

- % of market actors knowledgeable of how to perform to perform/ensure quality installation of energy efficient products and/or services that optimizes energy efficiency savings (knowledge)
- % of market actors that are interested in performing/ensuring quality installation of energy efficient products and/or services that optimizes energy efficiency savings (attitude)
- % of market actors that have performed/ensured quality installation of energy efficient products and/or services that optimizes energy efficiency savings (behavior)

Metrics for Sub-objective #3: Partnerships

Applicable Existing Metrics that will continue to be collected

There are not currently applicable existing metrics in this category.

New Metrics with data that can be collected now (program outputs for relevant programs)

- Number of EE customers/market actors reached through partner networks and partner communications channels

New Metrics with data that needs to be collected later

- Assessed value of the partnership by partners
- % of partners that have taken action supporting energy efficiency

Indicators (for relevant programs)

- Number of partners by type and purpose
- Dollar value of non-ratepayer in kind funds/contributions utilized via partnerships

Metrics for Sub-objective #4: Innovation and Accessibility

Applicable Existing Metrics that will continue to be collected

ETP Common Metrics

- ETP-T1: Prior year: % of new measures added to the portfolio that were previously ETP technologies
- ETP-T2: Prior Year: # of new measures added to the portfolio that were previously ETP technologies
- ETP-T3: Prior year: % of new codes or standards that were previously ETP technologies
- ETP-T4: Prior Year: # of new codes and standards that were previously ETP technologies
- ETP-T5: Savings of measures currently in the portfolio that were supported by ETP, added since 2009. Ex-ante with gross and net for all measures, with ex-post where available
- Et al

New Metrics with data that can be collected now (program outputs for relevant programs)

- Number of new, validated technologies recommended to CalTF¹¹
- Number of market support projects (outside of ETP) that validate the technical performance, market and market barrier knowledge, and/or effective program interventions of an emerging/under-utilized or existing energy efficient technology
- Cost effectiveness of a technology prior to market support programs relative to cost effectiveness of a technology after intervention by the market support programs (% change in cost effectiveness)

New Metrics with data that needs to be collected later¹²

- Percent market penetration of emerging/under-utilized or existing EE products or services
- Percent market participant aware of emerging/under-utilized or existing EE products or services
- Aggregated confidence level in performance verification by product, project, and service (for relevant programs)

Indicators (for relevant programs):

- Number of providers for performance verification services

Metrics for Sub-Objective #5: Access to Capital

Applicable Existing Indicators that will continue to be collected¹³

- Participant data, e.g. credit score, census tract income, CalEnviroScreen Scores of areas served, zip code
- Comparisons between market-rate capital vs. capital accessed via EE programs, e.g. interest rate, monthly payment

New Metrics with data that can be collected now (program outputs for relevant programs)

- Total projects completed/measures installed and dollar value of consolidated projects¹⁴
- Ratio of ratepayer funds allocated to private capital leveraged¹⁵
- Differential of cost defrayed from customers (e.g., difference between comparable market rate products and program products).

¹¹ "New" refers to technology that has not previously been assigned a measure code by any CA ratepayer funded PA. "Validated" refers to assessment of technology/market/program characteristics by a PA or entity that is financially independent of the manufacturer.

¹² The MSMWG is recommending not setting targets for individual products and services, but for products and services collectively.

¹³ These indicators are currently collected only by CHEEF programs as required by the Commission and reported publicly. There may be additional pre-existing indicators/metrics (e.g., On-Bill Financing programs).

¹⁴ This indicator is currently collected only by CHEEF programs as required by the Commission and reported publicly. The MSMWG is recommending it become a formal Market Sector indicator.

¹⁵ Ibid

New Metrics with data that needs to be collected later

- % of market participants aware of capital access opportunities for investments in energy efficient projects, products, and/or services (awareness)
- % of market participants knowledgeable about capital access opportunities for investments in energy efficient projects, products, and/or services (knowledge)
- % of market participants interested in leveraging capital access opportunities for investments in energy efficient projects, products, and/or services (attitude)
- % of market participants that were unable to take action due to access to capital or affordability of energy efficient projects, products, or services (behavior)

Section 5: Other Key Scope Questions

As discussed in Section 1, the Prospectus outlined a series of key questions for the MSMWG to address. Two key scope questions not specifically addressed elsewhere in this report include how Program Administrators and the Commission address non-consensus issues (including Principles and Metrics), and the distinction between Market Transformation and Market Support Objectives. The MSMWG recommendations on these topics are below.

5.1 How to Address Non-Consensus Issues in February 2022 Filings

The PAs will follow any consensus recommendations in developing their Market Support programs, metrics, and targets for their Business Plans/4 Year Applications to be filed in February 2022. The Commission, through the Energy Division, has implied that it is not planning to resolve any non-consensus issues prior to the February 2022 filings. If that is the case, on any non-consensus issues, the PAs will be free to use their best judgement but should either select one or the other option, or both, but should not propose a new and different option.

5.2 Distinction between Market Transformation and Market Support Objectives

The Center for Sustainable Energy initially developed the following distinction between Market Transformation (MT) and Market Support (MS) Objectives, which was reviewed, discussed, and is supported by the WG.

Background

The California energy efficiency (EE) market will benefit most from a collaborative approach between the Market Transformation Administrator (MTA) and EE Rolling Portfolio Program Administrators. The CPUC has indicated in several venues that it believes MT and the Market Support (MS) segment are separate and distinct efforts, however, further clarity on how stakeholders understand that distinction will help inform MS objectives and avoid duplication or a competitive environment.

Objectives

Develop a shared understanding on the general distinctions between Market Transformation Initiatives (MTI) and Market Support programs and determine whether objectives need to be clearly distinct.

D.09-09-047 Market Transformation Definition

D.09-09-047, p. 88- 89: “Market transformation is long-lasting, sustainable changes in the structure or functioning of a market achieved by reducing barriers to the adoption of energy efficiency measures to the point where continuation of the same publicly-funded intervention

is no longer appropriate in that specific market. Market transformation includes promoting one set of efficient technologies, processes or building design approaches until they are adopted into codes and standards (or otherwise substantially adopted by the market), while also moving forward to bring the next generation of even more efficient technologies, processes or design solutions to the market.”

D.21-05-031 Market Support Definition

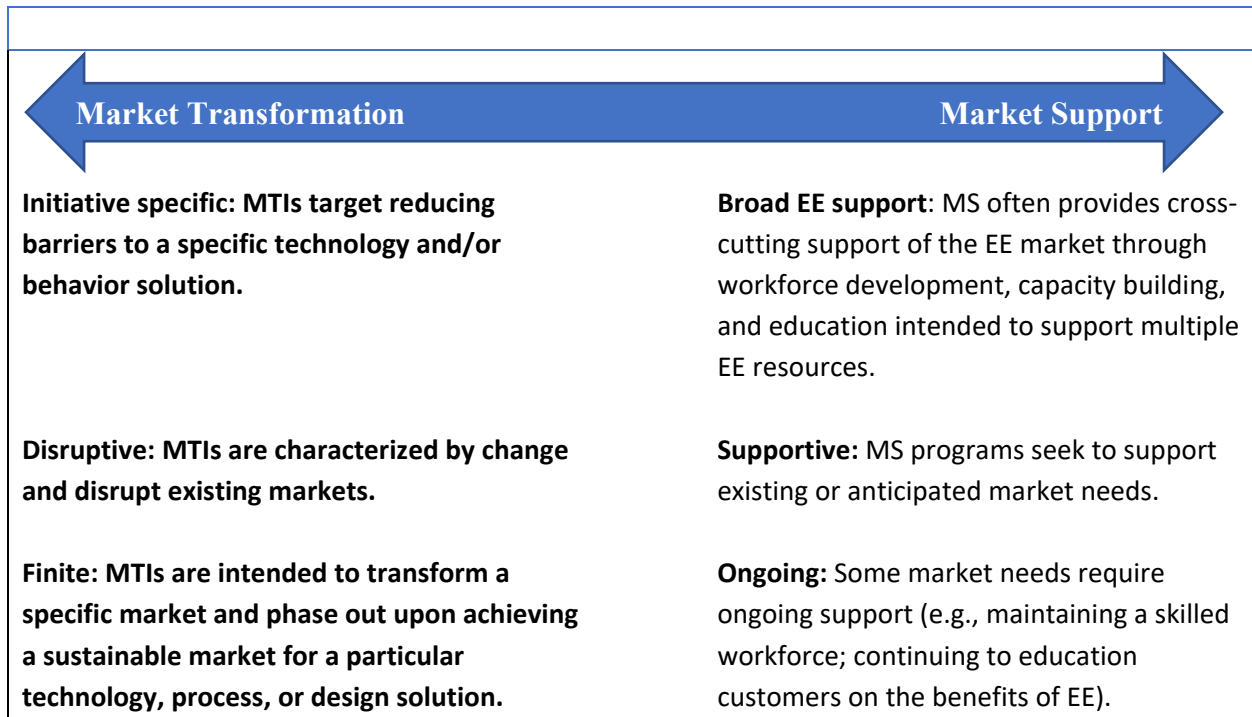
D.21-05-031, p. 14: “Market Support: Programs with a primary objective of supporting the long-term success of the energy efficiency market by educating customers, training contractors, building partnerships, or moving beneficial technologies towards greater cost-effectiveness.”

Working Group Recommendation on Distinction between Market Transformation vs Market Support Objectives

The California energy efficiency (EE) market will benefit most from a collaborative approach between the Market Transformation Administrator (MTA) and EE Rolling Portfolio Program Administrators. The CAEECC Working Group understands MT and the Market Support (MS) segment to be distinct efforts and offers the following guidance:

- MT and MS efforts will require ongoing and significant collaboration among administrators and stakeholders to be successful.
- MTIs and MS programs will not operate in silos and activities within each effort are anticipated to influence the other; including providing additional support or changing the needs of the EE market.
- Administrators should not be inhibited by rigid distinctions but should consider conceptual differences when designing MS programs and identifying MTIs.

Figure 2: Conceptual Distinctions between MT and MS



Appendix A: Working Group Member Organizations and Representatives

Organization	Lead	Alternate
Bay Area Regional Energy Network (BayREN)	Mary Sutter	Jenny Berg
California Efficiency + Demand Management Council (CEDMC)	Greg Wikler	Serj Berelson
California Hub for Energy Efficiency Financing (CHEEF)	Kaylee D'Amico	Bill Heberger
Center for Sustainable Energy (CSE)	Stephen Gunther	
CodeCycle	Dan Suyeyasu	
Nexant	Dan Sperber	Kimberly Rodriguez
Pacific Gas and Electric (PG&E)	Ben Brown	Rob Bohn
Public Advocates Office (Cal Advocates)	Dan Buch	Sophie Babka
Redwood Coast Energy Authority (RCEA)	Stephen Kullman	Marianne Bithell
San Diego Gas & Electric (SDGE)	Elaine Allyn	DeDe Henry
San Joaquin Valley Clean Energy Organization (SJVCEO)	Samantha Doderio	Courtney Kalashian
Small Business Utility Advocates (SBUA)	Ted Howard	Theo Love
Southern California Edison (SCE)	Christopher Malotte	Patty Neri
Southern California Gas (SCG)	Kevin Ehsani	Art Montoya/Halley Fitzpatrick
Southern California Regional Energy Network (SoCalREN)	Cody Coeckelenbergh	Patrick Ngo
The Energy Coalition	Craig Perkins	Chris Ford
The Mendota Group	Grey Staples	
Tri-County Regional Energy Network (3C-REN)	Erica Helson	Jordan Garbayo
Viridis Consulting	Mabell Garcia Paine	Don Arambula
Ex-Officio/Resource (non-voting):		
California Energy Commission (CEC)	Brian Samuelson	
California Public Utilities Commission (CPUC)	Ely Jacobsohn	Alexander Merigan/Peng Gong

Appendix B: Organization-Level Comments on Non-Consensus Option Choices

The comments below are intended as a supplement to the option descriptions in the body of the report; these comments represent individual Working Group Members' additional perspectives and commentary.

PG&E: PG&E strongly supports Option 1 for Principle 6 on target setting and recommends that the PAs submit targets in their 2023 true-up advice letter. This approach gives PAs a clear timeline for gathering the necessary information to provide targets and eliminates the need for additional regulatory filings. Both target-setting options require additional logistical details to be confirmed before baselines and targets for the survey-based (AKAB) metrics can reasonably be established. PG&E recommends having a stakeholder engagement process to work through the logistical details, including survey cadence, funding source(s), roles, and responsibilities.

SCG: Option 1 may read more accurately if the word "set" is replaced with "proposed," however the intent of this Option and its differentiation from Option 2 is clear with either word.

SDGE: MS segment metrics have been outlined. Without a baseline, we would not have a reasonableness of the targets. Setting them prior to baseline information would not lend itself to meaningful targets. The targets should be reported out through the annual report process.

The Mendota Group: Although we agree with Cal Advocates that proposed metrics should have targets, we are concerned that the metrics as written will be difficult for PA's to estimate and track. Therefore, we prefer deferring the requirement to provide targets to a later date. This is also why we are comfortable with the second part of the Cal Advocates proposal, namely for PA's to identify a date certain for filing PFMs, because this alternative could provide sufficient time to devise targets. In either case, the additional time will enable PAs to determine if the information is, indeed, available and trackable, and to devise appropriate targets.

SBUA: We prefer Option 2, while noting a potential concern that a Petition for Modification (PfM) could cause significant delay, and may dissuade certain potential bidders from participating in related solicitations. We recommend accelerating the PfM process when feasible.

Viridis Consulting: If we want to ensure success of the new portfolio and these new non-resource programs, we need to prioritize data over timing. In other words, the PAs will be able to set effective metrics (and implementers can come up with subsequent

effective KPIs) with real-world data. Slowing things down, allowing time to see how these programs run and then identifying metrics a couple of years out, will result in the most optimal portfolio results. On the other hand, setting metrics along at the same time as the program budgets, is not unreasonable. I just think it will create unnecessary issues that would not exist if we went with option 1.

APPENDIX F

MARKET SUPPORT AND EQUITY METRICS

MARKET SUPPORT AND EQUITY SEGMENT LEVEL METRICS AND TARGETS

I. MARKET SUPPORT SEGMENT LEVEL METRICS

The table below presents 3C-REN’s market support segment-level metrics in alignment with the California Energy Efficiency Coordinating Committee (CAEECC) Market Support Metrics Working Group (MSMWG) Final Report.¹ 3C-REN will follow the MSMWG consensus principle recommendation to apply these metrics at the segment, rather than program, level.²

Table 1: Market Support Segment Level Metrics

Sub-Objectives	Segment-Level Metrics & Indicators	2024 Target	2025 Target	2026 Target	2027 Target
Demand	Number and % increase/decrease of inquiries and/or requests for information on EE products and services through relevant MS programs	TBD	TBD	TBD	TBD
	Number and % increase/decrease of customers receiving information, education, or outreach on EE projects, products, and services through relevant MS programs	TBD	TBD	TBD	TBD
	% of customer sample aware of EE product/service (awareness)	TBD	TBD	TBD	TBD
	% of customer sample that is knowledgeable of EE product/service's benefits (knowledge)	TBD	TBD	TBD	TBD
	% of customer sample that is interested in obtaining an EE product/service (attitude)	TBD	TBD	TBD	TBD
	% of customer sample that has taken action towards obtaining EE product/service (behavior a)	TBD	TBD	TBD	TBD
	% of customers that have obtained EE products/services (behavior b)	TBD	TBD	TBD	TBD
Supply	Number of collaborations by Business Plan sector to jointly develop or share training materials or resources.	TBD	TBD	TBD	TBD
	Number of participants by sector	TBD	TBD	TBD	TBD
	Percent of participation relative to eligible target population for curriculum	TBD	TBD	TBD	TBD
	Percent of total WE&T training program participants that meet the definition of disadvantaged worker.	TBD	TBD	TBD	TBD

¹ CAEECC-Hosted Market Support Metrics Working Group Report and Recommendations to the California Public Utilities Commission and the Energy Efficiency Program Administrators, October 6, 2021.

² Ibid, p.9.

Sub-Objectives	Segment-Level Metrics & Indicators	2024 Target	2025 Target	2026 Target	2027 Target
	Percent of incentive dollars spent on contracts with a demonstrated commitment to provide career pathways to disadvantaged workers	TBD	TBD	TBD	TBD
	Number Career & Workforce Readiness (CWR) participants who have been employed for 12 months after receiving the training	TBD	TBD	TBD	TBD
	Number of Contractors (that serve in PA service territory) with knowledge and trained by relevant MS programs to provide quality installations that optimize EE	TBD	TBD	TBD	TBD
	% of market actors aware of energy efficient products and/or services that can be supplied to customers (awareness)	TBD	TBD	TBD	TBD
	% of market actors knowledgeable of energy efficient products and/or services that can be supplied to customers (knowledge)	TBD	TBD	TBD	TBD
	% of market actors that are interested in supplying energy efficient products and/or services to customers (attitude)	TBD	TBD	TBD	TBD
	% of market actors that have supplied energy efficient products and/or services to customers (behavior)	TBD	TBD	TBD	TBD
	% of market actors aware of what is required to perform/ensure quality installation of energy efficient products and/or services that optimizes energy efficiency savings (awareness)	TBD	TBD	TBD	TBD
	% of market actors knowledgeable of how to perform to perform/ensure quality installation of energy efficient products and/or services that optimizes energy efficiency savings (knowledge)	TBD	TBD	TBD	TBD
	% of market actors that are interested in performing/ensuring quality installation of energy efficient products and/or services that optimizes energy efficiency savings (attitude)	TBD	TBD	TBD	TBD
	% of market actors that have performed/ensured quality installation of energy efficient products and/or services that optimizes energy efficiency savings (behavior)	TBD	TBD	TBD	TBD
Partnerships	Number of EE customers/market actors reached through partner networks and partner communications channels	TBD	TBD	TBD	TBD
	Assessed value of the partnership by partners	TBD	TBD	TBD	TBD

Sub-Objectives	Segment-Level Metrics & Indicators	2024 Target	2025 Target	2026 Target	2027 Target
	% of partners that have taken action supporting energy efficiency	TBD	TBD	TBD	TBD
	Number of partners by type and purpose	N/A - Indicator	N/A - Indicator	N/A - Indicator	N/A - Indicator
	Dollar value of non-ratepayer in kind funds/contributions utilized via partnerships	N/A - Indicator	N/A - Indicator	N/A - Indicator	N/A - Indicator

I. EQUITY SEGMENT LEVEL METRICS

The table below presents 3C-REN’s equity segment-level metrics in alignment with the CAEECC Equity Metrics Working Group (EMWG) Final Report.³ 3C-REN will follow the EMWG consensus principle recommendation to apply these metrics at the segment, rather than program, level.⁴

Table 2: Equity Segment Level Metrics

Metric/ Indicator	Metric/Indicator Description	Target 2024	Target 2025	Target 2026	Target 2027
Metric	Total # residential (SF or MF unit) equity-targeted households (HHs) served by the Equity programs	TBD	TBD	TBD	TBD
Indicator	Single Family – equity market support (ex: education, information, training, technical support, etc.)	N/A - Indicator	N/A - Indicator	N/A - Indicator	N/A - Indicator
Indicator	Single family – equity resource acquisition (ex: energy saving action, etc.)	N/A - Indicator	N/A - Indicator	N/A - Indicator	N/A - Indicator
Indicator	Multifamily – equity market support (ex: education, information, training, technical support, etc.)	N/A - Indicator	N/A - Indicator	N/A - Indicator	N/A - Indicator
Indicator	Multifamily – equity resource acquisition (ex: energy saving action, etc.)	N/A - Indicator	N/A - Indicator	N/A - Indicator	N/A - Indicator
Metric	Total # MF equity-targeted buildings served by the Equity programs	TBD	TBD	TBD	TBD
Indicator	Equity - Market support (ex: education, information, training, technical support, etc.)	N/A - Indicator	N/A - Indicator	N/A - Indicator	N/A - Indicator
Indicator	Equity - resource acquisition (ex: energy saving action, etc.)	N/A - Indicator	N/A - Indicator	N/A - Indicator	N/A - Indicator
Indicator	Ag – equity market support (ex: education, information, training, technical support, etc.)	N/A - Indicator	N/A - Indicator	N/A - Indicator	N/A - Indicator
Indicator	Equity - Market support (ex: education, information, training, technical support, etc.)	N/A - Indicator	N/A - Indicator	N/A - Indicator	N/A - Indicator
Metric	Total # small and medium business (SMB) equity-targeted participants served by the Equity programs	TBD	TBD	TBD	TBD
Indicator	Equity - Market support (ex: education, information, training, technical support, etc.)	N/A - Indicator	N/A - Indicator	N/A - Indicator	N/A - Indicator
Indicator	Equity - resource acquisition (ex: energy saving action, etc.)	N/A - Indicator	N/A - Indicator	N/A - Indicator	N/A - Indicator
Metric	Total # of companies/non-profits served by the Equity Segment programs	TBD	TBD	TBD	TBD

³ CAEECC-Hosted Equity Metrics Working Group Report and Recommendations to the California Public Utilities Commission and the Energy Efficiency Program Administrators, October 20, 2021.

⁴ Ibid, p.10.

Metric/ Indicator	Metric/Indicator Description	Target 2024	Target 2025	Target 2026	Target 2027
Indicator	Equity - Market support (ex: education, information, training, technical support, etc.)	N/A - Indicator	N/A - Indicator	N/A - Indicator	N/A - Indicator
Indicator	Equity - resource acquisition (ex: energy saving action, etc.)	N/A - Indicator	N/A - Indicator	N/A - Indicator	N/A - Indicator
Metric	Total # of contractors/workers served by Equity Segment Programs	TBD	TBD	TBD	TBD
Indicator	Total # (indicator for all) [and % (metric for PAs with no relevant legal restriction)] of contractors and/or workers that are disadvantaged workers or otherwise underrepresented, who are directly involved in implementing Equity Segment programs	N/A - Indicator	N/A - Indicator	N/A - Indicator	N/A - Indicator
Indicator	Total # (indicator for all) [and % (metric for PAs with no relevant legal restriction)] of companies/non-profits who are Diverse Business Enterprises (DBE) or otherwise underrepresented (e.g., BIPOC-owned) with contracts to implement Equity Segment programs	N/A - Indicator	N/A - Indicator	N/A - Indicator	N/A - Indicator
Metric	Expected first-year bill savings in total \$ for equity-targeted program participants (metric)	TBD	TBD	TBD	TBD
Indicator	GHG reductions (tons)_EquityAll	N/A - Indicator	N/A - Indicator	N/A - Indicator	N/A - Indicator
Indicator	Total kWh savings_EquityAll	N/A - Indicator	N/A - Indicator	N/A - Indicator	N/A - Indicator
Indicator	Total kW savings_EquityAll	N/A - Indicator	N/A - Indicator	N/A - Indicator	N/A - Indicator
Indicator	Total Therm savings_EquityAll	N/A - Indicator	N/A - Indicator	N/A - Indicator	N/A - Indicator
Indicator	Community engagement activities during program design and to identify community needs and solutions	N/A - Indicator	N/A - Indicator	N/A - Indicator	N/A - Indicator
Indicator	Community engagement activities during program implementation	N/A - Indicator	N/A - Indicator	N/A - Indicator	N/A - Indicator
Indicator	Community engagement activities during program assessment	N/A - Indicator	N/A - Indicator	N/A - Indicator	N/A - Indicator
Indicator	Energy and climate benefits (monetized within TSB)	N/A - Indicator	N/A - Indicator	N/A - Indicator	N/A - Indicator
Indicator	Health – “non-energy benefits” in “counts of participants receiving this benefit” until we can monetize. Reporting at least one of: Indoor air quality, Outdoor air quality (e.g., reduction in emissions from gas combustion appliances that vent to nearby outdoor air), Reduction in interior contaminants/biologics, other	N/A - Indicator	N/A - Indicator	N/A - Indicator	N/A - Indicator
Indicator	Comfort - “non-energy benefits” in “counts of participants receiving this benefit” until we can monetize. Reporting at least one of: reduced	N/A - Indicator	N/A - Indicator	N/A - Indicator	N/A - Indicator

Metric/ Indicator	Metric/Indicator Description	Target 2024	Target 2025	Target 2026	Target 2027
	drafts, quieter interior, managed interior temp, other				
Indicator	Safety -“non-energy benefits” in “counts of participants receiving this benefit” until we can monetize. Reporting at least one of: improved safety of appliances, other	N/A - Indicator	N/A - Indicator	N/A - Indicator	N/A - Indicator
Indicator	Economic or other “non-energy benefits” (as proposed by the PAs or program) in dollars or “counts of participants receiving this benefit” until we can monetize	N/A - Indicator	N/A - Indicator	N/A - Indicator	N/A - Indicator