

Southern California Regional Energy Network

Implementation Plan

**Public Agency Distributed Energy Resources
Disadvantaged Communities (DERDAC) Project
Delivery Program**

**Publicly known as
Pathway to Zero**

Revised April 21st, 2021

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1. Program Budget and Savings Information

a. Program Information

| | |
|---------------------|--|
| Program Name | SoCalREN Public Agency Distributed Energy Resources Disadvantaged Communities Project Delivery Program |
| Program ID# | SCR-PUBL-B2 |

b. Program Implementer

| Program Implementer | Yes |
|----------------------------|------------|
| SOCALREN Only | |
| SOCALREN – Statewide Lead | |
| Other PA – Statewide Lead | |
| Third Party | X |
| Other | |

c. SOCALREN Business Plan Sector

| SOCALREN Business Plan Sector | Yes |
|--------------------------------------|------------|
| Residential | |
| Commercial | |
| Industrial | |
| Agricultural | |
| Public | X |
| Codes & Standards | |
| Workforce Education & Training | |
| Finance | |
| Other | |

d. Program Type

| Program Type | Yes | No |
|---------------------|------------|-----------|
| | | |

| | | |
|--------------|---|---|
| Resource | | X |
| Non-Resource | X | |

e. Intervention Strategies

| Primary Intervention Strategy | Yes | No |
|-------------------------------|-----|----|
| Upstream | | X |
| Midstream | | X |
| Downstream | | X |
| Direct Install | | X |

f. Projected Program Budget

Budget data on CEDARS?: Yes No If No, then show below:

g. Savings Impact

Savings Impact Data on CEDARS?: Yes No If No, then show below:

There is no savings information because this program has been filed as non-resource.

h. Program Effectiveness

Effectiveness Data on CEDARS?: Yes No If No, then show below:

There is no program effectiveness information because this program has been filed as non-resource.

2. Implementation Plan Narrative

a. Program Description

Describe the program, its rationale, and objectives.

The Southern California Regional Energy Network’s (SoCalREN) mission is to bring together a wide variety of services with one common goal: achieving unprecedented levels of energy savings throughout

Southern California. SoCalREN's Public Sector Programs believe in the power of public agencies to lead their communities towards a safe, secure, resilient, affordable, and sustainable clean energy future. SoCalREN offers comprehensive services to public agencies to identify energy efficiency projects that yield electricity and gas savings, overcome common barriers to implementation, and deliver energy efficiency projects. A key initiative for this sector is to serve communities who are most in need of energy services to ensure equitable access to resources and expertise.

In addition to EE, many public agencies have indicated interest in obtaining deeper energy savings and greater self-reliance through local renewable energy generation, energy storage, energy management systems and water efficiency technologies. While customers may have the interest and motivation to pursue these types of distributed energy resource (DER) strategies as part of their EE upgrades, they often lack the knowledge needed to take action. In response, the SoCalREN developed a Public Agency Distributed Energy Resources Disadvantaged Communities (DER DAC) Project Delivery Program, publicly referred to as Pathway to Zero, to address this market gap. Services from this program will increase energy efficiency savings, increase involvement in IOU and state programs, reduce carbon emissions and offset energy consumption through renewables and other technologies. In addition, it will contribute to SoCalREN's vision of supporting communities on their path to zero net energy (ZNE). As a result, participating customers will see a more comprehensive approach for their facilities including an optimized solution for energy and cost savings.

In order to achieve this goal, the DER DAC program aims to achieve the following objectives:

1. Expand the implementation of energy efficiency projects;
2. Make energy efficiency expertise accessible and available;
3. Integrate energy efficiency as a standard business practice for public agencies;
4. Increase the number of DAC, low-income, and rural public agencies that engage their communities in DER energy actions and strategies;
5. Increase the ability of public agencies serving DAC, low-income, and rural communities to meet local, regional, and state energy goals; and,
6. Increase the number of public agencies who engage their constituents about energy and DER programs and strategies, with a focus on disadvantaged communities.

At no cost to agencies, the DER DAC Program identifies energy-saving measures and works side-by-side with public agency staff throughout the project lifecycle, from performance specification to construction completion, to implement energy efficiency strategies. In addition to the offerings available from the DER DAC Program, agencies are also seamlessly provided with energy benchmarking and DER technical audit services through the Benchmarking Call to Action (BMCTA) sub-program, which is funded by the CEC, to further assist public agencies looking for DER project support that would otherwise be available via CPUC ratepayer funds.

b. Program Delivery and Customer Services

Describe how the energy efficiency (EE) program will deliver savings (upstream, downstream, direct install, etc.), how it will reach customers, and the services it will provide.

SoCalREN's DER DAC Program delivers savings by offering public agencies serving DAC, low-income, and rural communities with comprehensive and customized project management and technical engineering services through a third party implementer to implement cost-effective and streamlined energy efficiency projects. The DER DAC Program aligns with IOU downstream intervention strategies and programs, and actively works to ensure other Program Administrator offerings, such as the upstream, midstream, direct install, and IOU third party programs, are leveraged when feasible. After enrollment into the SoCalREN Public Sector Programs, each agency is assigned a dedicated project delivery team comprised of project management staff and an assigned engineering firm. Throughout project identification and implementation, the project delivery team works with the agency to address project challenges and proactively identify solutions.

The DER DAC Program utilizes a multi-phase project delivery process to move agency projects from planning and identification to execution and completion. Each phase is made up of sub-tasks to ensure industry best practices, agency alignment, utility coordination, and cost-effective solutions are implemented throughout the project life cycle. The following is a high-level overview of the program delivery process and customer services deployed by SoCalREN's DER DAC Program.

Enrollment and Project Identification: An agency is considered enrolled in the SoCalREN Public Sector Programs once it signs a non-binding enrollment form that acknowledges program participation, responsibilities, and services. The enrollment process begins with an initial engagement presentation to introduce SoCalREN Public Sector Programs in coordination with the IOUs, Local Government Partnerships, and any other applicable program partners. The enrollment form is presented to the agency during this meeting; program services are not offered until the form is signed and returned. Only agencies serving DAC, low-income, and rural communities can participate in the DER DAC Program. Once enrolled, a project manager is assigned to the agency to begin the project development process.

After enrollment, an agency-wide energy analysis is prepared for the agency. The analysis provides a portfolio-wide snapshot of energy consumption and cost by sector (i.e. water and wastewater pumping, street lighting, facilities, and outdoor lighting), and estimates the potential energy and financial impacts of potential energy efficiency retrofits. The analysis will also indicate which facilities are located within the targeted communities and is used as a tool to help identify and develop energy efficiency and DER project opportunities.

Audit: Once a project is identified, the agency is asked to sign a project commitment form that communicates program services and records the agency's commitment to pursue a viable project prior to the investment of limited program resources. The DER DAC Program project manager then works with the designated engineer to complete a detailed facility or site visit and identify a preliminary list of recommended energy efficiency measures to present to the agency. Leveraging the BMCTA sub-program, the preliminary list of measures (and all audit phase activities) also includes applicable DER measures. After the agency selects which energy efficiency and DER measures to implement, the DER DAC Program prepares audit calculations and a project proposal that recommends operational and maintenance improvements and/or upgrades to equipment and controls. The proposal details the business case for the implementation of recommended energy measures by providing estimated project costs, energy bill savings, available incentives, and financing solutions for the package of measures. The DER DAC Program team then prepares and submits an IOU incentive application package to reserve applicable EE-only or EE and

DER combined incentives and financing. For DER-only measures, the project proposal will include a comprehensive list of resources and potential next steps for the agency to pursue; additional program support may be provided for these measures through BMCTA.

When possible, the audit phase is completed in coordination with applicable program partners, such as IOU and third-party programs. Coordination among partners ensures that a robust array of service offerings are provided to the agency, while also improving cost-effectiveness across programs and avoiding duplication of efforts. Other SoCalREN Public Sector program offerings are also integrated during this phase if applicable.

Design and Procurement: The assigned engineer completes technical performance specifications for the selected energy efficiency measures. If the agency releases a bid for project construction services, the DER DAC Program can provide procurement support in the form of supplementary bid package materials and sample language as required. If the agency is utilizing the DER DAC Program’s simplified procurement method, a joint scope walk is scheduled at the site with the selected pre-qualified contractor, agency representative, and SoCalREN’s DER DAC project team. The contractor provides feedback on the draft technical specifications and, if necessary, revises and finalizes them before a cost proposal is presented to the agency.

Agency Approval: The DER DAC project manager prepares a detailed project proposal package to assist agency staff with obtaining the necessary approval for the energy efficiency project, which may include a staff report and draft resolution, scope of work, cost proposal, and any identified utility incentives and/or financing documents. The agency’s relevant elected approval authority approves the project, submits the necessary signed documentation, and issues a purchase order to the contractor for construction services.

Construction: During the construction phase, the agency is the “project owner of record” responsible for all construction contracts and costs, as well as designating a construction manager. The agency may choose to manage the construction on its own, or access simplified construction management services through Sourcewell. SoCalREN’s DER DAC project management team provides construction management support throughout the process, including review of contractor submittals and verification that the work is performed in accordance with the design specifications to ensure the expected energy efficiency savings are achieved and incentives are captured.

Completion: Once the project is installed and verified, the DER DAC team will work with the agency and contractor to collect the information required to submit the appropriate project close-out information to the applicable resource program so the agency can receive incentives and the savings can be accrued by Program Administrator resource programs for the project. The contractor is responsible for the transfer of all appropriate documentation, knowledge, and training to the agency and the facility management personnel for new installed equipment and/or operational changes. After project completion, the agency receives a survey to provide feedback on the impact of program services utilized to complete the energy efficiency project and how the program can improve.

Capacity Building: Outside of the project development services, enrolled agencies are able to access expertise, resources, shared procurement strategies, best practices, and lessons learned in order to leverage the collective knowledge and expertise of the SoCalREN to better reduce costs and address common barriers. The DER DAC Program provides access to resources including project managers, technical advisors, engineering firms, contractors, financial advisory services, utilities, and other industry participants. Regular peer-to-peer sharing is also offered through workshops, newsletters, and other outreach methods.

BMCTA Sub-program

The Benchmarking Call to Action (BMCTA) sub-program integrates seamlessly into the existing SoCalREN DER DAC Program project delivery process. The BMCTA implementation approach moves projects within public agencies that serve DAC, low-income, and rural from project planning and identification into three phases as outlined below, aligning with and complementing the existing DER DAC Program project delivery process. Each phase includes several steps that ensure industry best practices are applied, utilities are kept informed, and solutions are cost-effective.

BMCTA will provide the following services:

- a. **On-site Benchmarking & Data Analysis.** BMCTA will perform initial on-site benchmarking services and screening for EE and DER project opportunities. EE and DER projects will be identified for eligible public agencies. This phase overlays and enhances the DER DAC Program energy analysis services. The goal of this phase is to assess energy savings opportunities at the agency and identify viable candidate projects. The analysis will also educate agency energy champions and facility staff.
- b. **DER Audit.** BMCTA will coordinate with the agency to identify what DER strategies they want to pursue and perform a DER audit. The DER audit phase overlays and supports the DER DAC Program EE audit phase by providing in-depth technical analysis of DER strategies. The task will culminate in the development of a Project Proposal, which integrates the audit findings with the EE measures and analysis through SoCalREN’s DER DAC Program. Combining the EE and DER audit findings into a Project Proposal report provides public agencies with a comprehensive outline and business case for projects to obtain staff buy in and move to implementation. Program services for each DER strategy are described below.

| Strategies | Program Services |
|---|--|
| Demand Response (DR) | Provide savings, benefits and costs analysis for potential DR measures and available SCE DR programs for possible participation and support in accessing SCE rebates and advisory services |
| Electric Vehicles (EV) Charging Stations | Provide information regarding general cost estimates for installing charging stations as well as information and support in accessing SCE rebates and advisory services |
| Solar Water Heating | Provide savings, benefits, costs, and rebates analysis for SoCalGas and SCE solar water heating systems |
| Photovoltaic (PV) and Battery Storage Systems | Provide savings, benefits, costs, and rebates analysis solar PV and battery storage which will provide information and support in accessing SCE pilots and programs |

| | |
|---|---|
| Greenhouse Gas Emission (GHG) Reduction Options | Educate customers on their options to reduce GHG through the SCE or their local Community Choice Aggregation provider’s renewable energy tariff program |
| Permanent Load Shifting via energy storage | Provide savings, benefits, costs, and rebates analysis for facility peak demand and possible load shifting benefits |
| Water Efficiency | Provide savings, benefits, costs, and rebates analysis water efficiency measures |

- c. **DER Strategies Development.** SoCalREN will present and review the findings and recommendations of the DER Audit with the agency. Based on agency feedback and energy goals, SoCalREN’s project management team will finalize DER strategy recommendations and update the DER Audit and Project Proposal with final measures and detailed project savings, costs, available incentives, and financing solutions. This phase enhances the DER DAC Program EE audit phase by providing agencies with an in-depth DER project feasibility analysis.

In addition to the services above, the DER DAC Program will offer project management support for each strategy as long as support is tied to the implementation of energy efficiency measures. This includes working with third parties and programs to identify and secure additional resources that move the project through implementation. One example is financial support services. The program will educate customers on possible utility and non-utility financial options and support them with the applications if needed. In addition, the Program will assist agencies in obtaining technical assistance to develop the project. This includes submitting applications for audits or technical assistance through programs such as the California Energy Commission Energy Partnership Program¹, Bright Schools Program Technical Assistance² and the School Project for Utility Rate Reduction Program³.

d. Program Design and Best Practices

Describe how the program overcomes the market barriers in its market sector and/or end use. Describe why the program approach constitutes "best practices" or reflects "lessons learned." Provide references where available.

Market Barriers

The fragmented way in which the energy industry currently delivers services and incentives makes it challenging to achieve both deep energy retrofits and clean energy self-reliance strategies. This results in multiple barriers to whole building energy retrofits and a “project delivery gap” for the customer. A key barrier for public agencies is understanding the benefits of implementing energy projects on a comprehensive scale. Further, agencies often lack sufficient in-house expertise and necessary financial resources. These are important challenges to solve because public agencies are significant players in the energy field, both as consumers and as leaders of their communities. SoCalREN’s DER DAC Program

¹ www.energy.ca.gov/efficiency/partnership
² www.energy.ca.gov/efficiency/brightschoools
³ www.spurr.org

addresses these barriers by providing services to streamline energy efficiency project implementation and DER identification with sustained technical assistance and support in accessing project funding.

While the existing SoCalREN Project Delivery Program supports energy efficiency, it lacks assistance for other synergistic technologies. As a result, public agencies either have to navigate these projects on their own or pay for services, both of which are deterrents to project completion. The DER DAC Program addresses these barriers by providing pertinent and relevant information on DER technologies and supporting agencies as they secure the necessary financial and technical resources for implementation. The comprehensive support provided by SoCalREN's DER DAC program is intended to educate and support the agency as they pursue EE and DER projects and greenhouse gas (GHG) emission reduction goals. The Program is designed to work hand in hand with the agency and industry partners to support EE and DER project development and implementation through combined EE and DER benchmarking and audits.

Best Practices

To help fill the “project delivery gap” and better enable public agencies to meet key challenges, SoCalREN's DER DAC Program has identified several best practices that are integrated into the project delivery process to ensure continued success. The DER DAC Program addresses the unique needs of the public agency customer and mitigates the need for agencies to acquire their own in-house expertise and resources. Through a “one stop” approach, SoCalREN's DER DAC Program delivers comprehensive energy retrofit services, customizable to the agency's needs. Participating public agencies can take advantage of the full suite of offerings or select only the services that fit their needs.

The DER DAC Program aims for continuous improvement of implementation practices and systems to further improve and enhance the services received by public agencies. Since the DER DAC Program's inception, it has leveraged best practices from SoCalREN's Project Delivery Program's on-the-ground experience to design more effective systems for project delivery and implement more efficient tools and techniques. In addition to continuous improvement, there have been significant efforts to improve upon cost-effectiveness. Program strategies are evaluated and developed to control costs and ensure that the most efficient methods are deployed for project implementation. Examples of cost-effective program strategies include:

- A Project Budget Tool that ensures appropriate allocation of program resources based on project and agency characteristics;
- Development of a streamlined pathway for engineers to enter project budgets for approval to ensure alignment on project scope and deliverables, and;
- Audit and Project Commitment forms integrated into the program process to confirm agency buy-in more frequently as a project progresses and to ensure that DER DAC Program resources are carefully managed and delivered.

Furthermore, the DER DAC Program has incorporated the following best practices into the overall program design:

- Regional Partner Agency Engagement: Through regional partners, agencies across diverse climate zones, population sizes, population densities, and other demographic characteristics are targeted for engagement in order to ensure comprehensive service to the Southern California region, including services to disadvantaged communities. In 2019, SoCalREN began partnering with regional community-based organizations and Council of Governments (COGs) to provide on-the-

ground outreach and engagement to promote and enhance program services. Many of these organizations have established relationships with agencies working on energy efficiency efforts and have or continue to support agencies as previous implementers of IOU Local Government Partnerships (LGPs). SoCalREN's regional partner approach aims to increase enrollment opportunities, expand peer-to-peer sharing, and lead to an increased number of potential energy projects, while customizing services to meet regional needs. Regional partners enhance SoCalREN's expertise and reach by leveraging their local knowledge, existing relationships with member agencies, and professional relationships that often extend beyond energy efficiency.

- Utility Coordination and Stakeholder Collaboration: SoCalREN's DER DAC Program promotes early and ongoing cooperation and collaboration with utility partners and stakeholders based on an agreed upon protocol. Coordination among partners ensures that a robust array of service offerings are provided to the agency, while also improving cost-effectiveness across programs and avoiding duplication of efforts. A collaborative approach also improves the customer's experience and helps avoid confusion between programs.
- Standardized Tools and Templates: A critical element to the DER DAC Program design is the continuous development and implementation of standardized tools and templates, including a comprehensive Project Delivery Manual (PDM). The PDM guides project managers and engineers to ensure quality control and application of best practices through the project delivery process.
- Procurement Assistance: Assistance during the procurement process enables public agencies to move projects into the construction phase sooner and ensures the achievement and persistence of expected energy savings. SoCalREN's DER DAC Program also offers access to a pool of highly-qualified specialty contractors that have been selected through a competitive process, further driving down project costs. Procurement support is only available EE projects or EE and DER combined projects.
- Financing Support: To overcome the significant hurdle of project funding, SoCalREN's project team helps to identify and secure grant funding and project financing. The DER DAC Program helps agencies access and apply for a variety of funding and financing sources that include, but are not limited to, Energy Lease Financing (ELF), IOU On-bill Financing (OBF), the California Energy Commission (CEC) low interest loan program, local self-funded financing opportunities, and the SoCalREN's Revolving Loan Fund (RLF). Enrolled agencies also have access to a financial advisor for additional expertise on an as needed basis. Financing support is only available EE projects or EE and DER combined projects.
- Marketing and Communications: Successful marketing and communications strategies are leveraged to drive program activities and enrollment and build agency capacity and expertise.
- Evaluation and Reporting: SoCalREN's DER DAC Program completes ongoing evaluation to ensure the goals and targets are met while keeping stakeholders fully informed of DER DAC Program operations and outcomes.
- Workforce Development: The DER DAC Program supports workforce development initiatives by measuring and reporting on job creation metrics that drive the local economy.
- Outreach to Eligible Public Agencies: The DER DAC Program has identified and enrolled agencies serving DAC, low income, and rural communities, providing them with specialized services and deliverables.
- Customer Satisfaction: SoCalREN's DER DAC Program continues to monitor customer feedback to identify program enhancements and ensure the highest level of customer satisfaction is achieved.

Since the SoCalREN Public Sector Program’s inception, annual customer satisfaction ratings are consistently 90% or higher.

- **Peer-to-Peer Learning:** The DER DAC Program seeks to build agency capacity and expertise in energy efficiency by providing agencies with customized tools and resources that they would otherwise have to develop on their own, thereby saving time, money, and staff resources. The DER DAC Program also shares the strategies and best practices used by its agencies to overcome common barriers with other enrolled agencies by hosting webinars and presenting at conferences and workshops.

In order to address the unique needs of DER strategies, SoCalREN’s DER DAC Program will implement the following best practices consistent with the CPUC’s DER Action Plan,⁴ which highlights the importance of performing energy efficiency in conjunction with DERs to avoid unnecessary and costly grid infrastructure upgrades:

- Gather and ensure accuracy of available resources and programs to support ongoing project performance and savings persistence;
- Coordinate with IOU customer representatives to communicate the benefits of non-energy efficiency IOU Programs for maximum impact;
- Create and leverage tools and templates to streamline program and improve efficiency of services, and;
- Lead training and development workshops for public agencies to learn about DER topics and build expertise for EE and DER projects.

e. **Evaluation, Measurement, and Verification (EM&V):**

Describe any process evaluation or other evaluation efforts that the PA will undertake. Identify the evaluation needs that the PA must build into the program. These might include data collection strategies embedded in the design of the program or intervention to ensure ease of reporting and near term feedback, and/or internal performance analysis during deployment.

SoCalREN’s DER DAC Program is a non-resource program that funnels energy savings through existing resource programs. As such, EM&V for the program focuses on both customer energy savings claimed by the IOUs as well as program performance metrics for services offered in alignment with the CPUC’s California Long Term Energy Efficiency Strategic Plan⁵. For data related to energy savings projects, the DER DAC Program works in close coordination with the IOUs to collect project measure data on a monthly basis through a data transfer process.

The DER DAC Program offers technical assistance by conducting audits for the facilities and assets it services, which include estimated energy savings and a list of measures. Energy savings are determined by calculating the energy consumption of the system or facility before (referred to as the “baseline” period) and forecasting savings after the measures are implemented, adjusted for any differences, such as operating and weather conditions. Additionally, behavioral, retro-commissioning, and operational (BRO) strategies may utilize a measured existing conditions baseline, and may require additional energy model or simulation data. Depending on the measure type, some calculations must use the most recent California Code of

⁴ www.cpuc.ca.gov/General.aspx?id=6442458159

⁵ California Energy Efficiency Strategic Plan, <http://www.cpuc.ca.gov/general.aspx?id=4125>

Regulations Title 24 (T24) Energy Efficiency Building Standards or Standard Practice for baseline operating conditions.

The Measurement and Verification (M&V) process built into SoCalREN’s DER DAC Program procedures is in accordance with IOU downstream intervention program requirements and follows M&V standards as required by the resource program through which the project is implemented. For example, per the SCE Customized Calculation Savings Guidelines v. 22.0⁶, a full M&V plan is required for most custom projects with more than 250,000 kWh in savings, though custom projects with less than 250,000 kWh in savings may also require an M&V plan. If a full M&V plan is required for a project, it will be provided by the assigned engineer during development of the Project Feasibility Study. The full M&V plan is approved by SCE, or a third-party technical reviewer representing SCE, and includes the minimum required M&V data for the baseline and/or measure equipment and system performance.

The M&V plan methodology is based on the principles, procedures, and guidelines set forth in the International Performance Measurement and Verification Protocol (IPMVP) Options A-D⁷, and the Federal Energy Management Program (FEMP) M&V Guidelines⁸. The full M&V plan can be used as the basis for project verification. The project M&V plan is submitted as an attachment to the Project Feasibility Study at the time of application submission, and attached to the Installation Report after project implementation.

In addition to funneling projects through utility programs, SoCalREN’s DER DAC Program also delivers non-resource benefits to the public sector. The following describes the approaches and data that is collected in support of continuous improvement and ongoing program evaluation.

The SoCalREN Public Sector Programs’ customer relationship management (CRM) database is used to record program and project related information and to generate reports that indicate progress toward program goals. In addition, the DER DAC Program seeks feedback from its customers with a project specific survey after each project closeout, via focus groups and through an annual agency satisfaction survey. Focus group feedback and survey results are analyzed to understand the impact program services have on energy efficiency and DER projects and how the program can improve. Through data collected in the CRM and analysis of survey feedback, as complements to the ongoing customer service by the agency’s dedicated project manager, SoCalREN’s DER DAC Program has the capacity to evaluate its effectiveness and ability to deliver energy savings, build agency knowledge and expertise, conduct outreach activities, meet greenhouse gas (GHG) reduction targets, support the creation of jobs, and streamline processes and procedures. The DER DAC Program ensures customer satisfaction and effectiveness in the delivery of its services by taking a nimble and highly adaptive approach to program implementation.

f. Program Performance Metrics⁹

Describe the program performance metrics. (metric, measurement method, frequency, etc.)

⁶ SCE Customized Calculation Savings Guidelines for Non Residential Programs v. 22.0, <https://sceonlineapp.com/DocCounter.aspx?did=670>

⁷ International Performance Measurement and Verification Protocol, http://www.eepperformance.org/uploads/8/6/5/0/8650231/ipmvp_volume_i__2012.pdf

⁸ Federal Energy Management Program (FEMP) M&V Guidelines, <https://www.energy.gov/eere/femp/downloads/mv-guidelines-measurement-and-verification-performance-based-contracts-version>

⁹ IP Guidance from D.15-10-028: "It is in the implementation plans that we want to see at least one metric for each program/strategy/sub-sector/intervention strategy; more than one where appropriate.... Implementation plans will contain metrics, as already discussed. PAs are free to start with a clean slate in developing metrics and associated reporting

SoCalREN’s DER DAC Program is proposing the following key performance metrics to be tracked and reported on periodically throughout the program cycle.

| No | Metric | Method | Frequency |
|----|--|--|-----------|
| 1 | 1st Year Gross kWh Savings Claimed | Savings submitted to CPUC through funneled resource programs | Annually |
| 2 | 1st Year Gross kW Savings Claimed | Savings submitted to CPUC through funneled resource programs | Annually |
| 3 | 1st Year Gross Therm Savings Claimed | Savings submitted to CPUC through funneled resource programs | Annually |
| 4 | Agency Enrollment | Number of agencies enrolled in SoCalREN Public Sector programs | Annually |
| 5 | Increased Pipeline | Energy savings identified through completed audits to be installed in future years | Annually |
| 6 | Program Savings Contribution to Market Share | Overall contributions of energy savings to IOU programs as measured by percentage of overall Public Sector savings | Annually |
| 7 | Job Creation | Number of new construction jobs as measured by construction costs | Annually |
| 8 | Capacity & Expertise | Number of informational and educational outreach activities conducted by SoCalREN | Annually |
| 9 | Customized Services | Reporting of services leveraged as a percentage of completed projects | Annually |
| 10 | Educational Materials | Number of fact sheets, newsletters, and case studies generated by the SoCalREN program | Annually |
| 11 | Customer Satisfaction | Enrolled agency satisfaction rating as reported in annual survey | Annually |
| 12 | Regional Environmental Benefits | Metric tons of greenhouse gas (GHG) emissions reduced regionally | Annually |

requirements, but for all programs will continue to provide monthly cost reports, and for resource programs will provide monthly savings data as well."

| | | | |
|----|---|---|----------|
| | | as measured by lifetime gross energy savings of completed EE projects | |
| 13 | Number of EE and DER projects proposals developed | Number of EE and DER project proposals presented to agencies | Annually |

SoCalREN’s CRM will be used to track this information to help show the impact of the DER DAC Program. The Program will work hand in hand with all SoCalREN Public Sector Programs to obtain updates from the customer. This will be done on a quarterly basis and as needed. Once the information is gathered, it will be entered in the CRM and then used to generate reports. Metrics will support overall SoCalREN Public Sector Program goals for enrollment and engagement.

g. Quantitative Program Targets

Provide estimated quantitative information on the number of projects, companies, non-incentive customer services and/or incentives that the program aims to deliver and/or complete annually. Provide references where available.

The following targets are applicable to the combined savings delivered by SoCalREN’s DER DAC Program and Energy Efficiency Project Delivery Program (PDP):

| Year | (1st Year Gross) kWh Savings Claimed | (1st Year Gross) kW Savings Claimed | (1st Year Gross) Therm Savings Claimed |
|-------------|--------------------------------------|-------------------------------------|--|
| 2020 | 10,000,000 | 500 | 18,000 |
| 2021-2023* | 11,666,666 | 350 | 23,333 |
| 2024-2025** | 12,000,000 | 540 | 24,000 |

* Mid-term targets are an average of 2021, 2022, and 2023 targets

** Long-term targets are an average of 2024 and 2025 targets

The following targets are specific to the DER DAC Program:

| Year | Projects Supported with Informational and Educational Information |
|------|---|
| 2020 | 20 |
| 2021 | 30 |
| 2022 | 50 |
| 2023 | 60 |

| | |
|------|----|
| 2024 | 60 |
| 2025 | 60 |

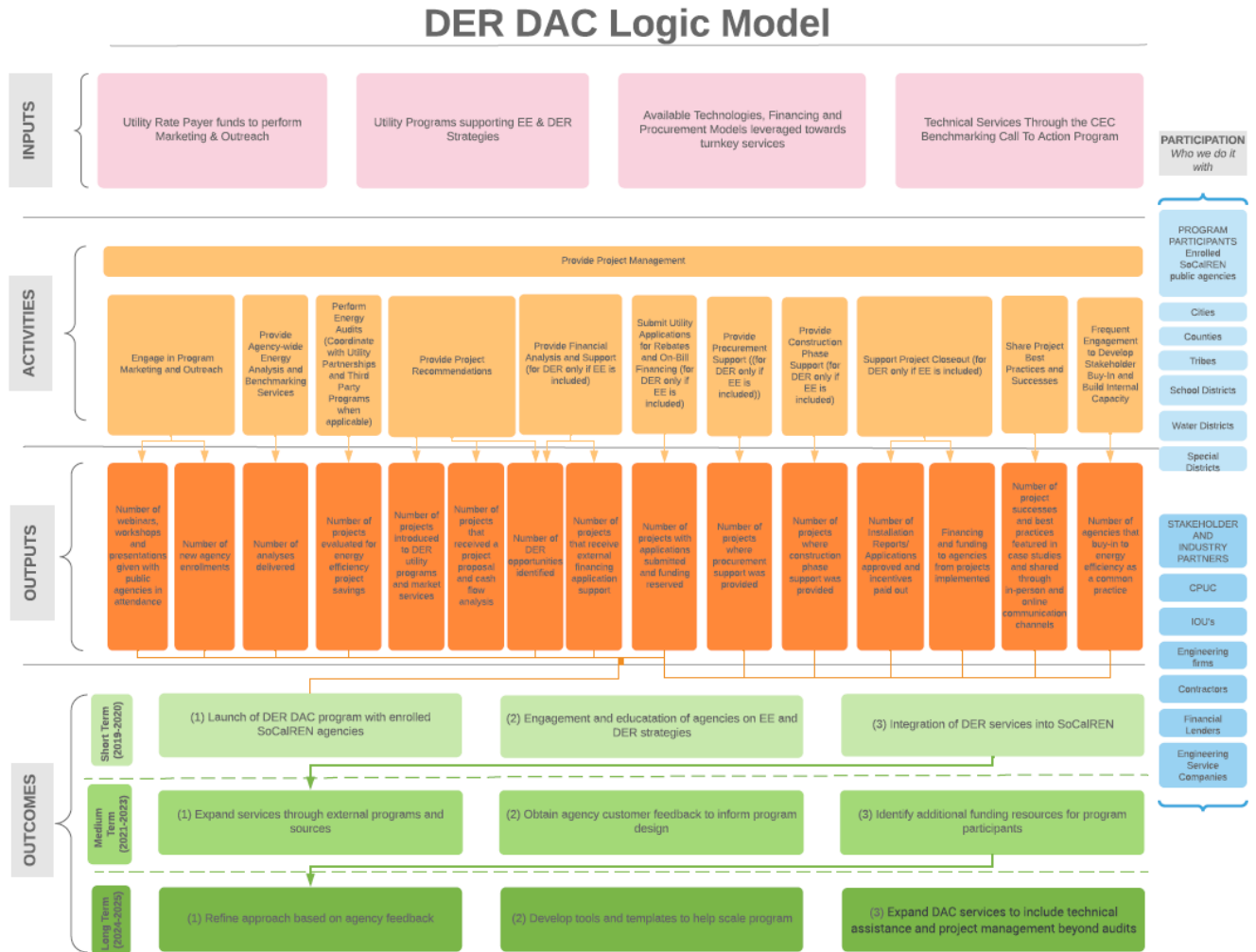
h. Pilots

Please describe any pilot projects that are part of this program and explain what makes them innovative. The inclusion of this description should not replace the Ideation Process requirements currently agreed upon by the California Public Utilities Commission (CPUC or "Commission") staff and Investor Owned Utilities (IOUs). The Ideation Process is still undergoing refinements and will be further discussed as part of Phase III of this proceeding.

This section is not applicable.

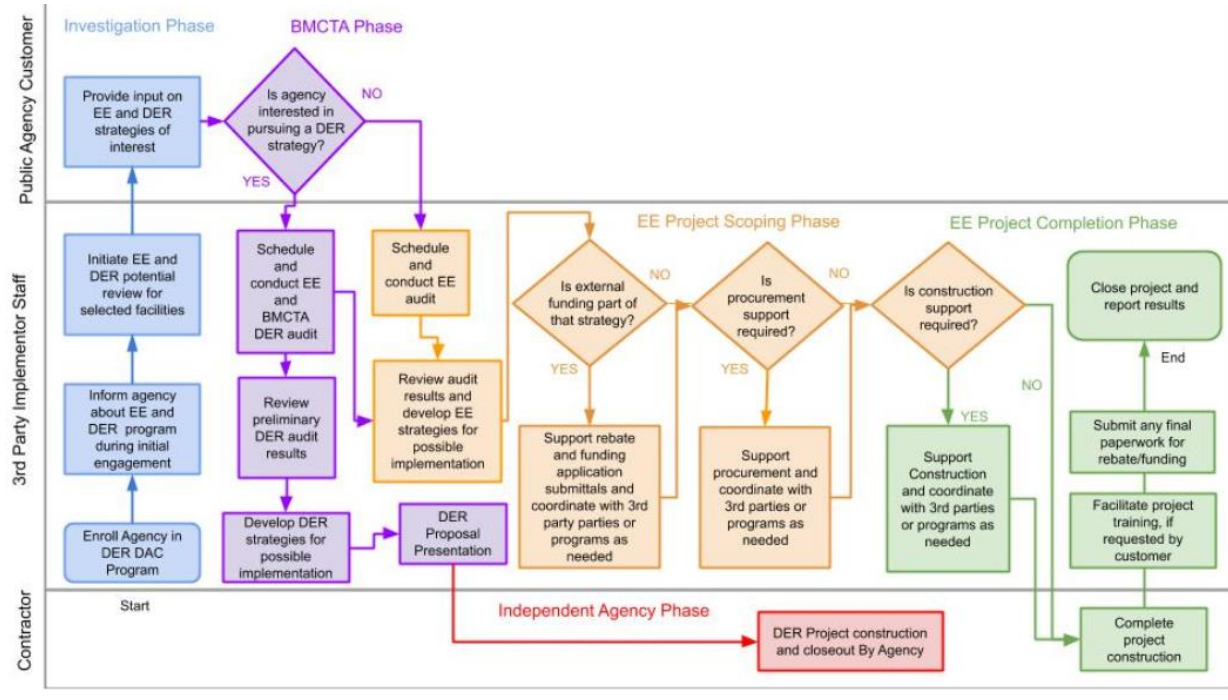
i. Program Logic Model

Model should visually explain the underlying theory supporting the sub-program intervention approach, referring as needed to the relevant literature.



j. **Process Flow Chart**

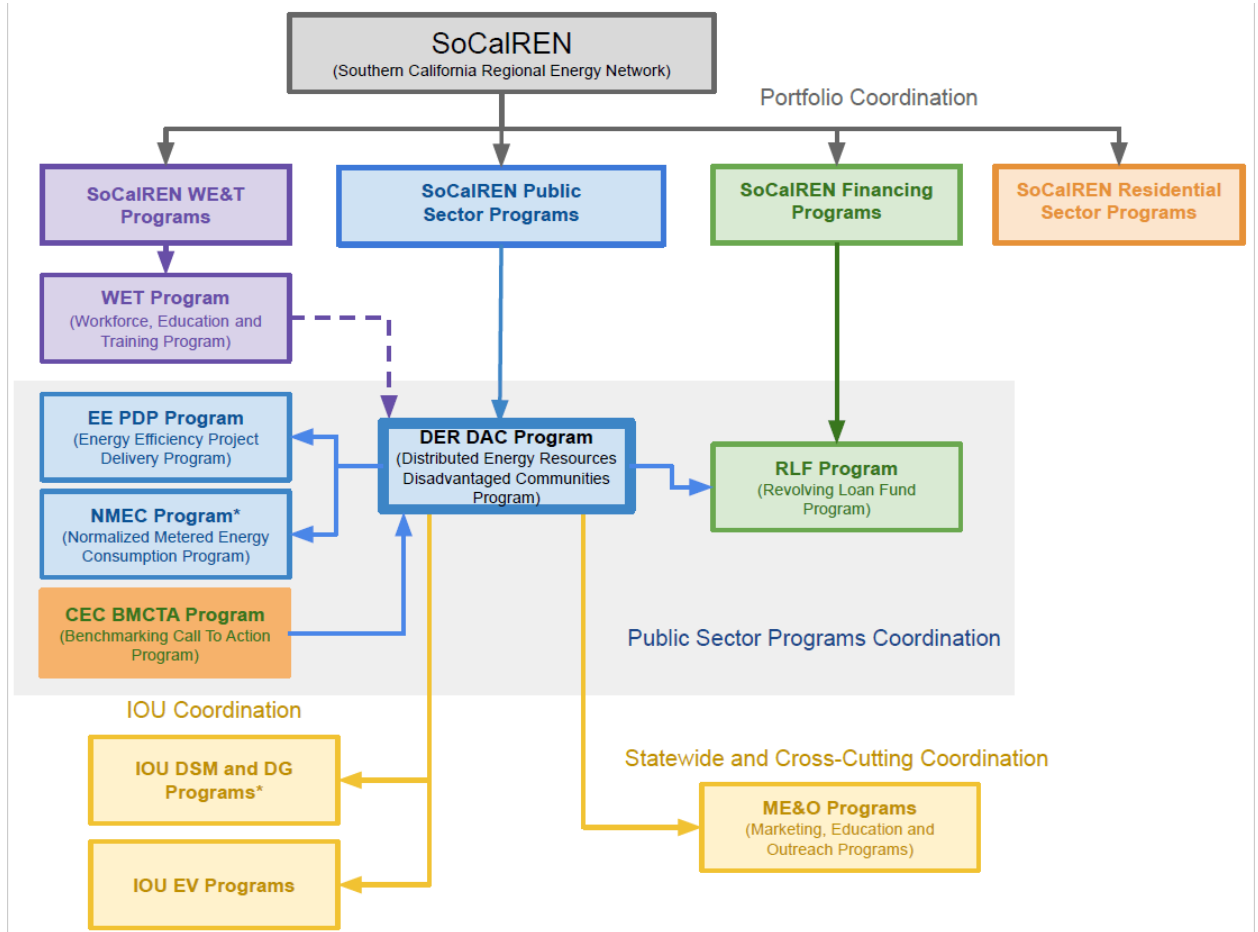
Provide a sub-program process flow chart that describes the administrative and procedural components of the sub-program.



k. Diagram of Program

Please provide a one page diagram of the program including subprograms. This should visually illustrate the program/sub-program linkages to areas such as:

- Statewide and individual IOU marketing and outreach
- Workforce, Education and Training (WE&T) programs
- Emerging Technologies (ET) and Codes and Standards (C&S)
- Coordinated approaches across IOUs, and
- Integrated efforts across Demand Side Management (DSM) programs.



*Resource Program

l. Additional information

Include additional information as required by Commission decision or ruling. As applicable, indicate the decision or ruling, with page numbers.

This section is not applicable.

3. For Market Transformation Programs Only¹⁰

i. Quantitative Baseline and Market Transformation Information

Provide quantitative information describing the current EE program baseline information (and/or other relevant baseline information) for the market segment and major sub-segments, as available.

This section is not applicable.

ii. Market Transformation Strategy

Provide a market characterization and assessment of the relationships and/or dynamics among market actors, including identification of the key barriers and opportunities to advance DSM technologies and strategies. Describe the proposed intervention(s) and its/their intended results, and specify which barriers the intervention is intended to address.

This section is not applicable.

4. Appendix: Supporting Information and Documents

a. Program Manuals and Program Rules

All programs must have manuals (brochures) for implementers and customers to clarify the eligibility requirements and rules of the program. At minimum, manuals should include:

A short description of supporting materials is provided below. Greater detail is provided in the program manual.

Table 1. Supportive Materials Index

| # | Information Required | Short Description |
|---|---|---|
| 1 | Eligible Measures or Measure Eligibility | <i>A list of eligible measures, or measure eligibility requirements</i> Eligible measures pursued by public agencies through SoCalREN’s DER DAC Program will adhere to the rules set forth by Program Administrators regarding measure eligibility. All savings will be transparent in supporting calculations as submitted to the program administrators. |
| 2 | Customer Eligibility Requirements | <i>Requirements for program participation (for example, annual energy use or peak kW demand)</i> The DER DAC Program will work with eligible customers in the public sector who serve DAC, low-income, and rural communities. This includes |

¹⁰ Codes & Standards program, Emerging Technologies program, Workforce Education & Training program, etc.

| | | |
|----------|--|--|
| | | cities, counties, school districts, tribes and special districts serviced by SCE and/or SoCalGas that pay Public Purpose Program charges. |
| 3 | Contractor Eligibility Requirements | <p><i>List of any contractor (and/or developer, manufacturer, retailer or other "participant") eligibility requirements. (For example: specific IOU-required trainings, specific contractor accreditations, and/or specific technician certifications.)</i></p> <p>The DER DAC Program will work with the agency selected contractor to ensure all incentive eligibility requirements are addressed and met.</p> |
| 4 | Participating Contractors, Manufacturers, Retailers, Distributors | <p><i>Information as to whether:</i></p> <ul style="list-style-type: none"> ● <i>Program or sub-program delivery channel is downstream, midstream, or upstream, and</i> ● <i>Program is an incentive and/or buy-down type program.</i> <p>This is a downstream program offering project development and project implementation services, with post-installation incentives offered through EE resource programs.</p> |
| 5 | Additional Services | <p><i>Descriptions of any additional sub-program delivery, measure installation, marketing & outreach, training, and/or other services provided, if not yet described above.</i></p> <p>SoCalREN's DER DAC Program will offer DER education and outreach to public sector customers in SCE and SoCalGas territories.</p> |
| 6 | Audits | <p><i>Information as to whether:</i></p> <ul style="list-style-type: none"> ● <i>Pre- and post-audits are required</i> ● <i>Funding or incentive levels have been set for audits, and</i> ● <i>The eligibility requirements for audit incentives.</i> <p>Pre and post installation audits, as required, will be conducted in a manner that aligns with EE resource program eligibility requirements.</p> |
| 7 | Sub-program Quality Assurance Provisions | <p><i>List of quality assurance and quality control requirements, including accreditations and/or certifications or other credentials of individuals or organizations performing this work.</i></p> <p>Quality assurance checks will be implemented throughout the process at various milestones to maintain data accuracy and customer satisfaction.</p> |
| 8 | Eligible DER DAC Programs and Resources | Description of eligible IOU and State programs and resources on various EE and DER topics covered by the DER DAC Program. |
| 9 | Inputs and Assumptions for DER Strategy Assessments | Detailed description on the inputs and assumptions needed to conduct the high level assessment of PV and battery storage systems and water efficiency measures. |

b. Incentive Tables, Workpapers, Software Tools

Provide a summary table of measures and incentive levels, along with links to the associated workpapers.

All EE measures will funnel through existing EE resource programs. The below table describes other tools leveraged to support turnkey project delivery services.

| # | Tools | Short Description |
|---|--------------------------------|---|
| 1 | Salesforce | Customer Relationship Management (CRM), used to track projects and generate customer reports |
| 2 | Compass | Platform used to collect and synthesize energy consumption data and deliver customer energy use analyses |
| 3 | Energy Star Portfolio Manager® | Online tool used to track energy consumption and greenhouse gas emissions; allows user to benchmark the performance of one building or a whole portfolio of buildings |
| 4 | GIS | Geographic Information System (GIS) tool allows users to pinpoint exact locations of facilities and tie usage characteristics to those facilities |
| 5 | ezIQC | Provides access to competitively awarded contractors through cooperative purchasing networks, expediting project delivery through a simplified procurement process |

The SoCalREN DER DAC Program will also utilize analysis tools to inform public agencies about solar PV and battery storage systems and water efficiency measures options.

| # | Tool Name | Short Description | URL link or location name |
|---|---|---|--|
| 1 | REopt | REopt is a NREL developed decision support model used to optimize solar PV and battery storage systems for buildings | reopt.nrel.gov |
| 2 | Federal Energy Management Program (FEMP) Water Project Screening Tool | The FEMP Water Project Screening Tool is an Excel based tool that analyzes Facility water consumption data to identify applicable water efficiency measures | www.energy.gov/eere/femp/downloads/water-project-screening-tool |