

Energy Efficiency Third Party Solicitation Stakeholder Meeting

April 15, 2026

Safety and Logistics from SCE

Meeting Purpose and Goals

- Report out to stakeholders on completed solicitation milestones and upcoming solicitations
- Discuss recent regulatory and process updates
- Gather feedback and identify emerging issues from the public
- Provide stakeholders an opportunity for engagement with the IOU solicitations teams and third-party solicitations Independent Evaluators

Safety Message: Earth Day is April 22 2026 Theme is Our Power, Our Planet

PROTECTING OUR PLANET STARTS WITH YOU



BIKE MORE DRIVE LESS



EDUCATE

When you further your own education, you can help others understand the importance and value of our natural resources.



Volunteer!

Volunteer for cleanups in your community. You can get involved in protecting your watershed too!



reduce REUSE recycle

Cut down on what you throw away. Follow the three "R's" to conserve natural resources and landfill space.

choose sustainable



Learn how to make smart seafood choices at www.FishWatch.gov.

Trees provide food and oxygen. They help save energy, clean the air, and help combat climate change.



PLANT A TREE

EDUCATE

When you further your own education, you can help others understand the importance and value of our natural resources.

Volunteer!

Volunteer for cleanups in your community. You can get involved in protecting your watershed too!

CONSERVE WATER



The less water you use, the less runoff and wastewater that eventually end up in the ocean.



Buy less plastic and bring a reusable shopping bag.



Don't send chemicals into our waterways.

Choose nontoxic chemicals in the home and office.



Long-lasting light bulbs - ARE A - BRIGHT IDEA

Energy efficient light bulbs reduce greenhouse gas emissions. Also flip the light switch off when you leave the room!



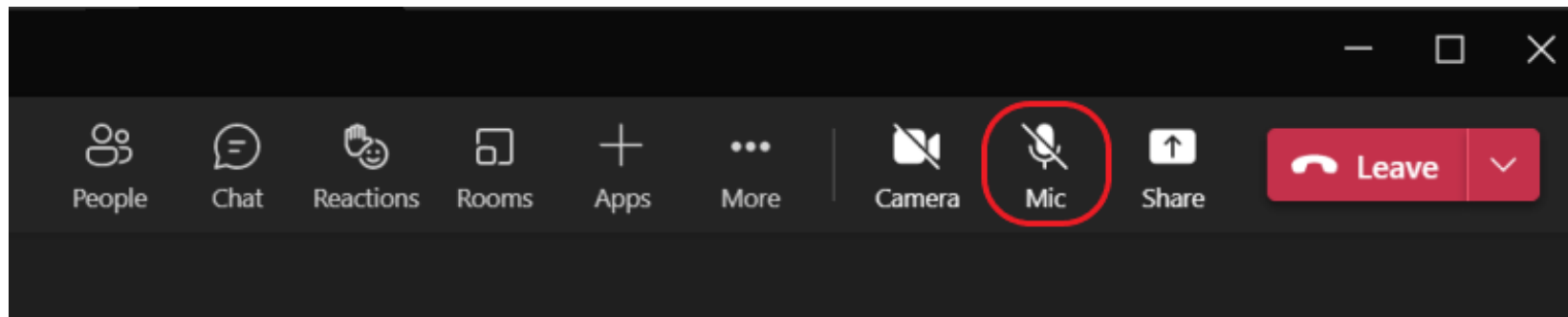
Agenda

Time	Agenda Item
10:00 AM	Opening Remarks, Welcome and Agenda
10:15 AM	Session 1: EE Recent Policy Updates
10:30 AM	Session 2: Independent Evaluators' Semi-Annual Reports 2025
10:45 AM	Session 3: IOU Portfolio Update & Upcoming Solicitations
11:45 AM	Lunch
12:30 PM	Session 4: Implementer Panel
1:20 PM	Session 5: Cross-Cutting Panel
2:20 PM	Break
2:30 PM	Session 6: Custom Review Process Update
3:30 PM	Open Discussion and Closing
3:45 PM	Adjourn

For anonymous questions:
Ana Zapata
Ana.Zapata@cpuc.ca.gov

Logistics for Virtual Attendees

- All attendees should mute themselves upon entering
- To ask questions, please 'raise your hand' and a host will call on you so you can unmute and ask your question
- If you would rather type, please use the 'chat' function
- Chat questions will be read aloud by staff; attendees may unmute to respond to the answer verbally
- ****Reminder**** Please press mute when done speaking

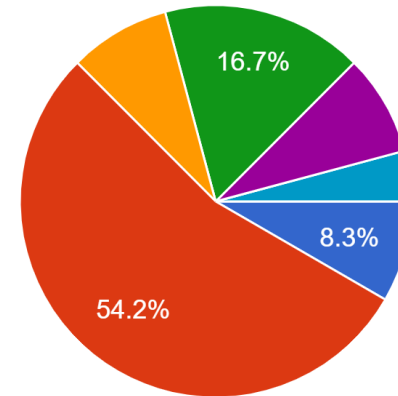


Survey Overview from March 2025 Meeting

- Twenty-four responses including 13 implementers and 1 “Stakeholder”
- Generally very positive feedback about timing and content
- Some suggestions for future meetings that have been applied to this meeting:
 - Add more time for networking, breaks and Q&A during the presentations
 - Have a session focusing on a specific topic with a panelists from IOU, IE and implementer
- To participate in the survey for this meeting, scan the QR code or click the link in chat:

What is your role in EE Solicitations?

24 responses



- Administrator
- Implementer/Bidder
- Regulator
- Stakeholder
- Independent Evaluator
- IOU



<https://docs.google.com/forms/d/e/1FAIpQLScmP6nmlLvKiMkkz1Nt2fhjAK8ldCVQJROFX8nKh6aH16HEXQ/viewform?usp=publish-editor>

CPUC Energy Division Update

Jessie Levine, Senior Analyst
Energy Efficiency Branch

Third-Party Solicitations Annual Stakeholder Meeting
April 15, 2026



California Public
Utilities Commission

Agenda

1. CPUC Energy Division Energy Efficiency (EE) Updates

2. Business Plan Applications Overview
 - a. Regulatory Context
 - b. Themes Across the Applications
 - c. Business Plan Application Timeline

CPUC Energy Efficiency Updates

Energy Division Energy Efficiency Activity

Proceeding Activity

- Viable Electric Alternative (VEA) comments and replies
- SDG&E off-cycle application to withdraw request
- Multi-Family small business definition

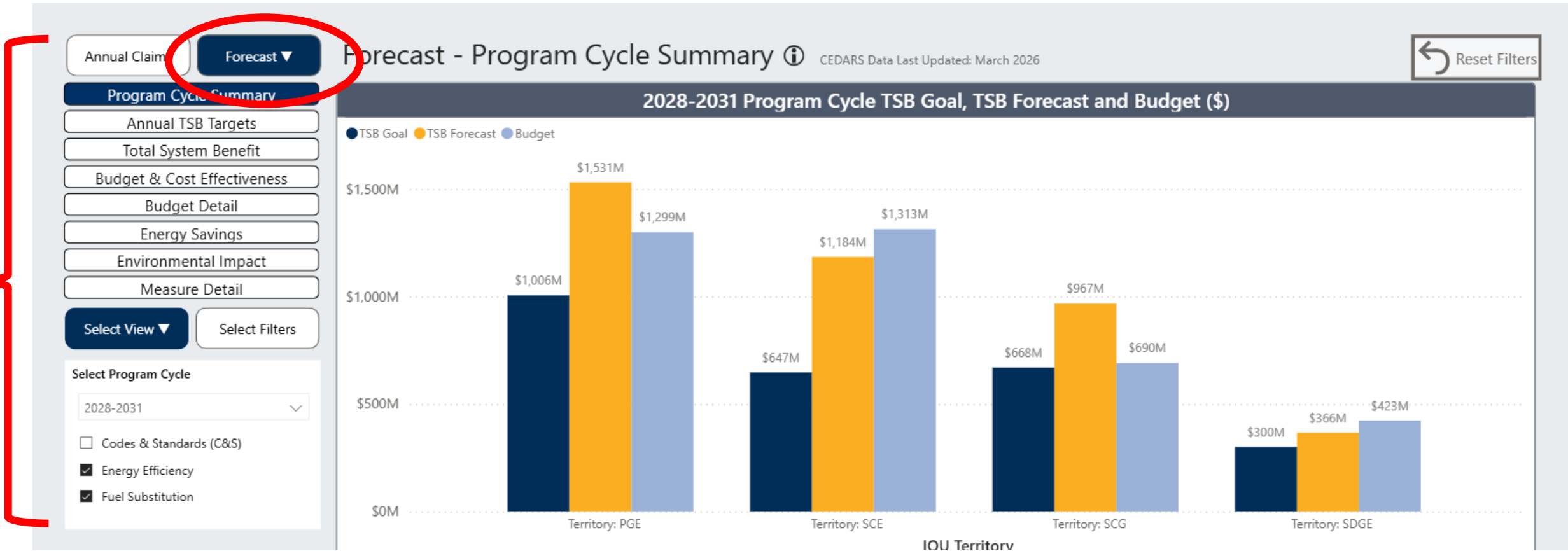
Other EE work

- Auditors Report
- Custom Projects Review (CPR) Continuous Improvement
- Market Transformation initiatives
- Customer Electrification Estimator (CEE) Tool

Upcoming

- Goal constructs for Market Support and Equity Segments follow up
- 2028 Database for Energy Efficiency Resolution (DEER)

CEDARS Dashboards (2028-2031)



CEDARS (CEDARS.cpuc.ca.gov) --> "Data Tab"

The Business Plan Applications Overview

Energy Efficiency Business Plan Applications

13 Portfolio Administrators filed applications by 3/16/26

- **4** Investor-Owned Utilities (IOUs)
- **2** Community Choice Aggregators (CCAs)
- **7** Regional Energy Networks (RENs)

The CPUC will open a new consolidated application proceeding (**A.26-03-XXX**)

- To join the service list, email processoffice@cpuc.ca.gov

Regulatory Context (D.21-05-031, OP 5)

All current **EE program administrators** shall **file applications** on February 15, 2022 for program year 2024, and **every 4-years** after that, containing the following elements:

- a) **A business plan** to cover an **8-year period**. The business plan shall serve as a strategic plan for the EE efforts of the program administrator, and shall contain sector-level strategies, metrics, and an 8-year budget.
- b) A **4-year program portfolio**, beginning with program year 2024. This portion of the **Application** shall contain: detailed sector and program strategies; annual budgets, totaling to a 4-year revenue requirement; cost-effectiveness showings over the four-year period; and implementation plans, or links to them, for all programs that are currently operating or planned to operate during the four-year portfolio period, with the exception of 3P programs where the contract has not yet been awarded.

IOU Comparisons: Budget & TSB

	2028-2031 (4 Years)		2032-2035 (4 Years)		2028-2035 (8 Year Total)	
	Budget	TSB	Budget	TSB	Budget	TSB
PG&E	\$909,723,209	\$1,170,906,909	\$798,462,184	\$1,362,000,000	\$1,708,185,393	\$2,532,906,909
SCE	\$997,213,619	\$873,697,815	\$953,690,562	\$801,584,156	\$1,950,904,181	\$1,675,281,970
SCG	\$600,000,000	\$903,741,023	\$607,496,295	\$1,070,463,071	\$1,207,496,295	\$1,974,204,094
SDG&E	\$276,797,597	\$324,125,001	\$287,329,350	\$365,598,269	\$564,126,947	\$689,723,270

Note: TSB excluding Codes & Standards

IOU Business Plan Applications: Third-Party Policy Recommendations

1. **Third-Party Outsourcing Percentage** (PG&E, SCE, SoCalGas)

- SoCalGas: Change 60% requirement to 60% *target*
- PG&E: Reduce 60% requirement to 50% (soft target of 60%)
- SCE: Reduce 60% requirement to 20%

2. **Third-Party Definition** (currently “proposed, designed, implemented, and delivered”) (PG&E, SCE)

- PG&E: Change definition of “third party,” to be *implemented and delivered* by non-utility personnel
- SCE: Change definition of “third party,” to “third-party *delivered*” by third-parties

3. **Third-Party Solicitation Process Changes** (SCE, SoCalGas)

- SoCalGas: Sunset Procurement Review Groups (PRGs) and Independent Evaluator (IE) roles, replace with ED-led oversight with each IOU
- SCE: Solicitations valued under \$25M should undergo a streamlined PRG review
- SCE: Adjust PRG scope, clarify IE roles, and reduce the frequency of semi-annual IE reports to annual IE reports
- SCE: Modify the Tier 2 Advice Letter trigger so programs valued at \$25M or more require an Advice Letter

4. **Statewide Outsourcing Percentage** (SCE)

- SCE: Eliminate the statewide percentage requirement

Business Plan Applications Timeline

- **February 2025:** Public Consultation (Q1 CAEECC Meeting)
- **Spring-Summer 2025:** PA Review of Templates
- **August 2025:** Preliminary Templates Issued
- **Late September-March 2025:** Final Templates Issued
- **March 16, 2026:** PA Business Plan Application Submissions
- **May 1, 2026:** Protests/Responses due
- **May 18, 2026:** Replies due
- **Mid-2027:** Possible CPUC Decision
- **September 2027:** True-Up Advice Letter Filings
- **2028-2031, 2032-2035:** Business Plan Application Cycles

**Upcoming milestones*

Questions?





California Public Utilities Commission

Jessie Levine

Jessica.Levine@cpuc.ca.gov

The Business Plan Applications

Portfolio Administrators' Business Plan Applications are available:

CAEECC's Website: [2028-2035 Biz Plans/Application Docs | CAEECC](#)

The Business Plan Application Templates are available:

CAEECC's Website:

[2028-2035 Business Plans/Application Docs | CAEECC](#)

CPUC Energy Efficiency Rolling Portfolio Website:

[Rolling Portfolio Program Guidance](#)

Session 2: IE SAR Observations

Elizabeth T. Lowe, Founder and Principal Consultant



ET LOWE
CONSULTING

INDEPENDENT EVALUATORS' OBSERVATIONS

Stakeholder Meeting

April 15, 2026

APEX ANALYTICS
BARAKAT CONSULTING, INC.
DON ARAMBULA CONSULTING
EAJ ENERGY ADVISORS
GREAT WORK ENERGY
MCR CORPORATE SERVICES
MERRIMACK ENERGY
TIERRA RESOURCE CONSULTANTS



The IEs have submitted two semi-annual reports for each IOU since the last March 6, 2025 Stakeholder meeting



The two reports cover the October 2024 – March 2025 timeframe and the April 2025 – September 2025 timeframe



The reports were filed in June 2025 and December 2025



The reports include updates on each of the solicitations active during the period and include IE observations and noted effective practices



In this presentation, we share some of the key Effective Practices that we have noted

SEMI ANNUAL REPORTS OVERVIEW

IOU SOLICITATION OVERVIEW 2019-2025



PG&E SOLICITATIONS

	Solicitation		Assigned IE	Status
	Initial	Revised		
1	Local Agriculture	Local Multi-Sector	Barakat Consulting, Inc.	Complete
2	Local Commercial		EAJ Energy Advisors	
3	Local Industrial		Great Work Energy	
4	Local Public		Don Arambula Consulting	
5	Local Residential		The Mendota Group	
6	SW Res New Construction	SW New Construction	The Mendota Group	Complete
7	SW Nonres New Construction		EAJ Energy Advisors	
			Barakat Consulting	
8	Originally Not Proposed	Local Gov. Partnerships	Don Arambula Consulting	Complete
9	SW Codes & Standards	SW Codes & Standards	Barakat Consulting	Complete
10	SW WE&T: Career Connections K-12		Great Work Energy	Complete
11	SW WE&T: Career and Workforce Readiness		Great Work Energy	Complete
12	State of CA and Dept. of Corrections	State of California	Don Arambula Consulting	Complete
13	Micro- and Small Business EE Equity		Great Work Energy	Complete
14	Local C&S Compliance Improvement		EAJ Energy Advisors	Complete

PG&E SOLICITATIONS

	Solicitation	Assigned IE	Status
15	Statewide C&S Advocacy	Don Arambula Consulting	Complete
16	Local C&S Compliance	EAJ Energy Advisors	Complete
17	Local C&S Code Readiness	EAJ Energy Advisors	Complete
18	Local Residential Equity	EAJ Energy Advisors	Complete
19	Zonal Electrification	Great Work Energy	Complete
20	Residential Customer Energy Orchestration	Don Arambula Consulting	Complete
21	Summer Reliability Platform Administrator	Great Work Energy	Complete
22	Commercial Strategic Energy Management	Great Work Energy	Complete
23	Residential Electrification Single Point of Contact	Tierra	Cancelled
24	Statewide Career and Workforce Readiness	Great Work Energy	RFP

SDG&E SOLICITATIONS

	Solicitation	Assigned IE	Solicitation Status
1	Local Small Commercial	The Mendota Group	Complete
2	Local Large Commercial	The Mendota Group	Complete
3	Local Multi-Family Residential	MCR Corporate Services	Complete
4	Statewide Plug Load and Appliance	Don Arambula Consulting	Complete
5	Statewide Upstream/Midstream HVAC	The Mendota Group	Complete
6	Local Public K-12	MCR Corporate Services	Complete
7	Local Public Sector Federal	MCR Corporate Services	Complete
8	Local Residential Single Family 1.0	Don Arambula Consulting	Canceled
9	Local Residential Single Family 2.0	Don Arambula Consulting	Complete
10	Local Government	Don Arambula Consulting	Complete
11	Local Agriculture	Barakat Consulting, Inc.	Complete
12	SW Res. HVAC Quality Installation/ Quality Maintenance	Don Arambula Consulting	Complete
13	Local Behavioral	MCR Corporate Services	Complete

SDG&E SOLICITATIONS

	Solicitation	Assigned IE	Solicitation Status
14	Local Industrial	The Mendota Group	Complete
15	Local Industrial – Port Tenants	The Mendota Group	Complete
16	WE&T-IEET	Barakat Consulting, Inc	Complete
17	Local Nonresidential Behavioral	Barakat Consulting, Inc	Complete
18	Local Small Business Outreach	MCR Corporate Services	Complete
19	Local Residential Equity Education and Outreach	Don Arambula Consulting	Complete
20	Local Retail, Office and Wholesale	Don Arambula Consulting	Complete
21	Local Groceries, Restaurants and Food Storage	Barakat Consulting, Inc	Complete
22	Local Private Institutions & Healthcare	Don Arambula Consulting	Complete
23	Local Lodging: Hotels and Motels	Barakat Consulting, Inc.	Complete
24	Local Market Access Program	MCR Corporate Services	Complete

SCE SOLICITATIONS

	Solicitation	Assigned IE	Solicitation Status
1	Local Residential, Commercial, Industrial (RCI)	MCR Corporate Services	Complete
2	Statewide Lighting	Barakat Consulting, Inc.	Complete
3	Statewide Emerging Technologies (Electric)	Barakat Consulting, Inc.	Complete
4	Local Public	Don Arambula Consulting	Complete
5	Local Agricultural	Don Arambula Consulting	Complete
6	Statewide Higher Education	MCR Corporate Services	Complete
7	Statewide Water and Wastewater Pumping	MCR Corporate Services	Complete
8	Local Equity - Residential	Barakat Consulting, Inc	Complete
9	Local Equity - SMB	Barakat Consulting, Inc	Complete
10	Local Commercial Grocery	Don Arambula Consulting	Canceled
11	Local Commercial Food Services	Don Arambula Consulting	Canceled

SCE SOLICITATIONS

	Solicitation	Assigned IE	Solicitation Status
12	Industrial & Agricultural SEM	Great Work Energy	Complete
13	Commercial SEM	Great Work Energy	Complete
14	Large Commercial	Merrimack	Complete
15	Local MultiFamily	EAJ Energy Advisors	Complete
16	Local Industrial	Barakat Consulting with transition to ET Lowe Consulting	Complete
17	Local Market Access Program	Great Work Energy	Complete
18	Local Residential Sector	Don Arambula Consulting	Complete
19	Local Comprehensive Commercial	Merrimack Energy	Complete
20	Statewide Midstream Plug Load & Appliance (SWPLA)	ET Lowe Consulting	RFP

SOCALGAS SOLICITATIONS

	Solicitations	Assigned IEs	Solicitation Status
1	Local Residential Single Family	The Mendota Group	Complete
2	Local Residential Multifamily	The Mendota Group	Complete
3	Local Small and Medium Commercial	Don Arambula Consulting	Complete
4	Local Small and Medium Public	Apex Analytics	Complete
5	Statewide Point-of-Sale Food Service	MCR Corporate Services	Complete
6	Statewide Midstream Water Heating	MCR Corporate Services	Complete
7	Statewide Gas Emerging Technologies	Don Arambula Consulting	Complete
8	Local Residential Manufactured Homes	Apex Analytics	Complete
9	Local Large Commercial	Don Arambula Consulting	Complete
10	Local Agricultural	MCR Corporate Services	Complete
11	Local Behavioral	Apex Analytics	Complete
12	Local Industrial	Don Arambula Consulting	Complete
13	Local Large Public	Apex Analytics	Complete

SOCALGAS SOLICITATIONS

	Solicitations	Assigned IEs	Solicitation Status
14	Local Marketplace	Don Arambula Consulting	Complete
15	Local Outreach	Apex Analytics	Complete
16	Local Multifamily Whole Building	Apex Analytics	Complete
17	HERS Rater Training	MCR Corporate Services	Complete
18	Energy Efficiency Advisor	MCR Corporate Services	Complete
19	Local Industrial	Don Arambula Consulting	Complete
20	Local IDEEA 365 – Round 1	Don Arambula Consulting	RFP
21	Local Commercial SEM	Apex Analytics	RFP
22	Local IDEEA 365 – Round 2	Don Arambula Consulting	Complete
23	Local Market Access Program	MCR Corporate Services	Complete
24	Local IDEEA 365 – Round 3	Don Arambula Consulting	Contracting
25	Local Large Commercial	Apex Analytics	RFP

Since December 2020, during the Semiannual Report development process, the IEs have identified effective practices focused on the 3P process

We are highlighting some of the newly adopted or highly recommended Effective Practices by one or multiple IOUs during recent Semiannual Reporting Periods

The effective practices presented here are not all-inclusive nor do they reflect a consensus among Independent Evaluators

Since the start of this effort, there have been a total of over 70 effective practices noted across the four IOUs

EFFECTIVE SOLICITATIONS PRACTICES



EFFECTIVE SOLICITATION PRACTICES

Releasing an RFI before the RFP can be effective when market input is needed to refine a solicitation's scope and gauge third party interest. IE/ PRG should monitor this stage, similar to a 2 stage solicitation. (PG&E, SCE)

Use of an RFI with PRG/IE Monitoring (when appropriate)

For two stage solicitations, developing RFP materials in parallel with Abstract /RFI evaluation reduces the timeline for the solicitation (minor changes can be made post Stage One evaluation) (PG&E, SDG&E, SCE)

Developing RFP Materials Early

Enabling the collective IEs to meet monthly to discuss emerging issues and find a common recommendation to present to the IOU. The collaboration provided the IOU with consistent, well-vetted recommendations associated with the various solicitations. (SDG&E)

IE Check in Meetings

EFFECTIVE SOLICITATION PRACTICES

Diversity in roles/backgrounds on the Score Team is a notable strength in bid evaluation. Calibration discussions can cover and balance a holistic view of all the elements necessary for program success (SCE, SDG&E)

Score Team Diversity

Effective score team training helps prepare scorers for efficiently scoring the abstracts/proposals. Clear guidance on how scores are to be applied prior to calibration results in more consistent scoring and more effective and efficient calibration sessions. (SCE, SDG&E, SCG)

Effective Score Team Training and Calibration Sessions

Scheduling bidder debriefing sessions immediately following proposal selections can help bidders understand the strengths and weaknesses of their submittals. These sessions also allow non-advancing bidders to offer feedback to the IOUs on how to improve future solicitations. (All IOUs)

Timely and Effective Debriefing Sessions

EFFECTIVE SOLICITATION PRACTICES

At the start of contract negotiations, pre-populating the initial contract template with the bidder's proposed scope of work to demonstrate where the content goes within the IOU's contract template. This enables more efficient and timely progress during negotiations. (PG&E, SDG&E)

Pre-Populating Contract Documents

Scheduling weekly negotiations meetings supported by detailed agendas with itemized deliverables assigned to both negotiating parties and progress tracking supports timely and effective negotiations. (All IOUs)

Timely and Effective Negotiations

Engaging in collaborative discussions during contract negotiations has proved effective. Such exchanges among parties tend to improve the final program design and delivery. (All IOUs)

Collaborative Program Design

EFFECTIVE SOLICITATION PRACTICES

Allowing hybrid compensation structures (deliverables-based payments & pay for performance/savings) is important for Implementers (especially smaller firms) and is necessary for meter-based programs (e.g., SEM, NMEC) where savings claims may be delayed more than a year after program launch and cash flow is needed to support program operations (All IOUs)

**Hybrid Implementer
Compensation
Structures**

Coordinating development of Implementation Plans by creating and managing schedules to incorporate multiple rounds of internal and IE review and other steps required to meet filing deadlines. (SCE, SDG&E, SCG)

**Implementation Plan
Development**

Discussion and Questions

For anonymous questions:
Ana Zapata
Ana.Zapata@cpuc.ca.gov



Next Up: IOU Panel

Time	Agenda Item
10:45 AM	Session 3: IOU Portfolio Update & Upcoming Solicitations
11:45 AM	Lunch
12:30 PM	Session 4: Implementer Panel
1:20 PM	Session 5: Cross-Cutting Panel
2:20 PM	Break
2:30 PM	Session 6: Custom Review Process Update
3:30 PM	Open Discussion and Closing
3:45 PM	Adjourn



[Start the Survey!](#)

Session 3: IOU Presentations

Josa Buennagel



Kelvin Valenzuela



Emma Ponco



Becky Mandich



2026 PG&E Third-Party Stakeholder Forum





2026 Solicitation Timeline & Solicitation Strategy

				Year												
				Quarter	Q1			Q2			Q3			Q4		
Customer Segment	Portfolio Segment	Solicitation Name	Stage	Month	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
WE&T	Equity	SW WE&T CAREER AND WORKFORCE READINESS	Contract Negotiations		Contracting						AL	IP				
Commercial	Resource Acquisition	SW HVAC RFP	RFP					Contracting						AL	IP	

Solicitation Strategy in 2026

- **Active in Q1 2026:**
 - Statewide WE&T Career & Workforce Readiness program
 - Statewide HVAC Solicitation (Non-residential, Resource Acquisition, All-electric)
- **Ongoing:**
 - Assess gaps in the portfolio for future solicitations
- **New placeholder programs (proposed in EE Application)**
 - Targeted Electrification
 - Electrification Contractor Support
 - Electrification Customer Experience Support
 - Heat Pump Adoption Support
 - Targeted Load Management
 - Innovation-Enabling Market Support



Going Forward: IOU Direction in the Coming Years

IOU Direction: Enable the transition to a decarbonized, grid-interactive energy future while achieving the Commission's total system benefit (TSB) goals with a continued emphasis on affordability

- Prepare market for Building Electrification (BE) to scale.
- Continue to advance affordability, load flexibility, and maintain cost-effective TSB programs



Going Forward: Role of Third-Party Implementers (3Ps) in the Coming Years

Role of Third-Party Implementers (3Ps) in 2028-2031

- Implement programs that meet 4-year cumulative TSB goals through proven, cost-effective delivery.
- Deliver and Implement delivery approaches that are **scalable**.
- Drive **customer demand and confidence** in BE by improving program economics and demonstrating real-world viability.
- Advance **workforce readiness**, contractor capability, and quality installation practices that support BE growth.

PG&E vision for change / for the future of 3P

- Reduce 3P Outsourcing target to 50% to allow for more flexibility
- Enable Market Support development through discretionary funding; available to RA programs to test new ideas
 - Reduce implementer financial risk
 - Quick-to-deploy and test measures
- Modify definition of 3P to only include “implemented and delivered,” but not “proposed and designed”
 - Supports greater **3P and PA collaboration** in early program design
 - Resulting solicitation documents are more actionable by 3Ps



Report Out on Program Innovation

Example of a Program Innovation Barrier & Mitigation

Innovation Barrier: 3P Implementor compensation risk

Barrier Mitigation: PG&E collaboration with 3P Implementer(s) to modify compensation structure in existing contract



Report Out on Innovation

Innovative Program Feature	Description	Challenges Addressed by Innovation
Leverage new technologies to minimize electric service upgrades	Exploring opportunities to minimize the instances of services upgrades by leveraging new technologies like smart panels and smart breakers to manage electric load within the home's existing electric service or panel capacity.	<ul style="list-style-type: none">• Electric service and panel capacity constraints anticipated to be a challenge for building electrification
Bundling and leveraging IDSM funding to incentivize Agriculture customer participation in Demand Response	Customers can receive up to \$5,000 as a one-time DR enrollment bonus, based on qualified load shift potential Additionally, if customers modify operations with qualifying equipment and reduce energy use during summer peak demand, they can receive \$200/KW, up to 100% of the project cost, or \$50K, whichever is less.	<ul style="list-style-type: none">• DR participation• Availability of facility operations
“Switch to Electric” Interactive Decision-Support Tool	The Switch to Electric Tool is an interactive decision-support tool embedded in the Energy Action Guide that helps customers understand when and how to transition from gas to electric technologies.	<ul style="list-style-type: none">• Complexity of electrification decisions (incl. home readiness & customer variability)• Enabling personalized, interactive guidance at scale



Stakeholder Meeting

April 2026



2026 Solicitation Timeline & Solicitation Strategy

- SDG&E has no active solicitations at this time
 - Launched five new commercial programs in 2025
- SW-PLA and SW-HVAC will ramp-down due to contract terms*
- Continue to coordinate with SDREN

*ED approved SDG&E's advice letter 4494-E/3332-G requesting approval to transition its role as the statewide lead program administrator of the PLA program to Southern California Edison Company (SCE) and statewide HVAC program to Pacific Gas & Electric (PG&E) on November 6, 2024.

Going Forward: IOU Direction and Role of 3PPs in the Coming Years

As noted in SDG&E's approved MCAL, we are not projecting to have any new solicitations as we have ramped up five new programs in its commercial sector in the last year:

- Retail, Office, and Wholesale (ROW)
- Groceries, Refrigeration, and Food Storage (GRFS)
- Lodging
- Private Institutions and Healthcare (PIH)
- Market Access Program

Report Out on Innovation



- Successes - Innovative features of programs that are working:
 - Monitoring introduction to Population-NMEC methodology into portfolio
 - Incorporating Market Access Program (MAP) approach with variety of aggregators - “open to all”
- Barriers to the design and delivery of innovation:
 - Limited new measure opportunities
 - Timely measure package approvals
 - Data collection
 - NMEC/MAP approach: generally new to customers vs. deemed

STAKEHOLDER MEETING

April 15, 2026

2026 Solicitation Timeline

IOU	Year		2026											
	Quarter		Q1			Q2			Q3			Q4		
	Month		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
SoCalGas	Local - All Segments	Innovation Design for EE Activities (Round 4)												

Calendar Year	Program Solicitations	IDEEA 365 Solicitations
2027	Small/Medium Commercial Program Community Language Efficiency Outreach Program Single Family Direct Install Program Retail Channel Support Program Agricultural Energy Efficiency Program	Continuous

❖ Program review underway; solicitations forthcoming.

SoCalGas Business Plan Policy Proposal

- » **Modernize** the oversight framework to improve Commission visibility, sharpen portfolio performance, and support ratepayer affordability.
 - **Sunset the PRG advisory role** for IOU third-party solicitations and transition to an Energy Division-led, real-time performance monitoring model.
 - **Convert the 60% 3PP** minimum into a 60% target, preserving competition while allowing IOUs flexibility to manage portfolios responsibly.
 - **Flexibility** in how IOUs and 3PP implementers collaborate.
 - **8-year mandatory** solicitation for all 3PP contracts.

Evolving Role of 3PP

Leadership in Program Delivery

3PPs increasingly design and implement programs that advance decarbonization and equitable energy efficiency.

Community Engagement

3PPs leverage local partnerships to reach and serve disadvantaged and hard-to-reach communities.

Integrated Energy Solutions

3PPs deploy cross-sector offerings—gas efficiency and load flexibility.

Performance-Based Execution

3PPs operate under hybrid compensation, demonstrating operational excellence and strong data governance.

IDEEA 365 Advance SoCalGas's EE Innovation

- » Small, fast-cycle innovation programs strengthen SoCalGas's ability to **test, validate, and scale** new approaches in energy efficiency.
- » Third-party partnerships bring **fresh ideas, new delivery models, and underutilized technologies** into the EE ecosystem.
 - **Market Expansion:** Reaches new or underserved markets; enables participation from small and diverse firms (e.g., Williams Wall Furnace).
 - **Technology Innovation:** Funds cutting-edge concepts like Cascade Decarbonization.
 - **Strategic Partnerships:** Creates collaborations with organizations uniquely positioned to advance EE (e.g., Okapi Public Schools).
 - **Digital Transformation:** Integrates digital tools to improve program performance and customer experience (e.g., CHEERS WE&T).
 - **Sustainability:** Encourages solutions that reduce environmental impact and appeal to eco-conscious customers (e.g., Eco-Entertainment).

Barriers to Designing & Delivering Innovation

Regulatory Timing Constraints

- » Lengthy approval cycles slow agile testing and delay innovative feature deployment.

Data Access Limitations

- » Limited or slow access to customer usage data restricts effective targeting and real-time optimization.

Cybersecurity & Resource Burden

- » Cybersecurity onboarding is essential but resource-heavy, creating disproportionate burden for small, digital-forward firms.

Contracting & Procurement Complexity

- » Multi-step contracting slows deployment; smaller implementers face challenges with financial, legal, and insurance requirements.

Third-Party Stakeholder Meeting

April 15, 2026

Energy for What's Ahead®



SCE Solicitation Timeline

Segment			2026												2027												
			Q1			Q2			Q3			Q4			Q1			Q2			Q3			Q4			
	Month		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
MS	Statewide Programs	Statewide Electric Emerging Technologies v2		RFA Prep			RFA			RFP Prep	RFP									Contracting				T2 AL	IP		
RA	Local Customer Programs	Agricultural/Industrial						RFP Prep	RFP											Contracting				T2 AL	IP		
RA	Statewide Programs	Higher Education v2							RFP Prep	RFP										Contracting				T2 AL	IP		
RA	Local Customer Programs	Public Sector v2									RFP Prep	RFP								Contracting					T2 AL	IP	

Today

Legend
RFA Prep
RFA
RFP Prep (Document Prep)
RFP (In Market, Scoring, etc.)
Contract Negotiation (Includes LBAF and Contract Approval Process)
Advice Letter Submittal, ED Approval Process and Implementation Plan

Upcoming Refreshed Solicitations

- Statewide Electric Emerging Technologies
- Statewide Higher Education
- Local Public Sector

Upcoming New Solicitations

- Local Agricultural and Industrial
- Rolling Gap-Filling*

* May be performed ad hoc, so not displayed

Role of Third-Party Implementers Going Forward

Third-party delivery remains a central component to SCE's portfolio and SCE will continue to use competitive solicitations to access delivery capacity and market expertise where it supports program performance and customer value

- SCE will continue to partner closely with third-party implementers by strengthening engagement through proactive performance discussions, collaborative review of forecasts, timely course correction, and clearer communication regarding interpretations of new regulatory guidance
- SCE simplified its pro forma agreement provisions easing certain contractual requirements to reduce unnecessary barriers to participants while preserving core accountability mechanisms

Role of Third-Party Implementers Going Forward

As reliance on third-party delivery has grown, coordination and implementation challenges have emerged, highlighting the need to refine the framework to reduce administrative burden and improve efficiency for implementers

- SCE is pursuing targeted third-party policy updates to add more flexibility into program design and delivery, while streamlining processes and oversight
 - Revise definition of third-party program from current “third-party proposed, designed, and implemented” to “third-party delivered”
 - Reduce EE portfolio budget percentage requirements for third-party and statewide programs
 - Streamline PRG and advice letter filing requirements for smaller programs
- SCE is also proposing modernization of program evaluation framework to enable more clarity and reduce administrative reporting
 - Default program-level NTG to 1.0 for new programs until free ridership is empirically demonstrated
 - Assign NTG ratio of 1.0 for custom projects approved through the customer project review process
 - Simplify delivery types to customer-based delivery and sales-based delivery
 - Remove incremental measure cost cap for downstream measure packages

Successes: Innovative Program Features

Third-party implementers have developed innovative approaches to deliver measurable energy savings

- REALM Program: Integrates refrigerant GHG reductions with energy savings through optimized refrigeration and HVAC systems for large grocers and superstores
- RES Program: Uses smart thermostats as an entry point to engage customers and lead them toward additional, higher-impact measures that deliver greater savings

Barriers to the Design and Delivery of Innovation

The current energy efficiency framework often makes it difficult to innovate

- Strict measurement and attribution rules define what “counts” as energy efficiency savings, narrowing the range of solutions implementers can offer
- Technology transfer and development of new measure packages are not keeping pace with market needs, making it harder to attract customers and deliver cost-effective programs
- Economic pressures are causing some customers to delay energy efficiency investments, increasing delivery and financial risk for implementers
- Implementer incentives do not always fully align with portfolio-level objectives, which can create challenges in advancing more comprehensive or innovative program designs
- Complex validation and approval processes add administrative burden, increasing friction, timelines, and delivery costs

Discussion and Questions

For anonymous questions:
Ana Zapata
Ana.Zapata@cpuc.ca.gov



Next Up: Lunch

Time	Agenda Item
11:45 AM	Lunch
12:30 PM	Session 4: Implementer Panel
1:20 PM	Session 5: Cross-Cutting Panel
2:20 PM	Break
2:30 PM	Session 6: Custom Review Process Update
3:30 PM	Open Discussion and Closing
3:45 PM	Adjourn



[Start the Survey!](#)

Session 4: Implementer Panel

Matthew Clark

Vice President



Grey Staples

Managing Director



Sabarish Vinod

Senior Director



Survey Objectives and Scope

Survey Purpose and Stakeholders

The survey captured perspectives from diverse EE professionals to assess program effectiveness and barriers.

Respondent Statistics

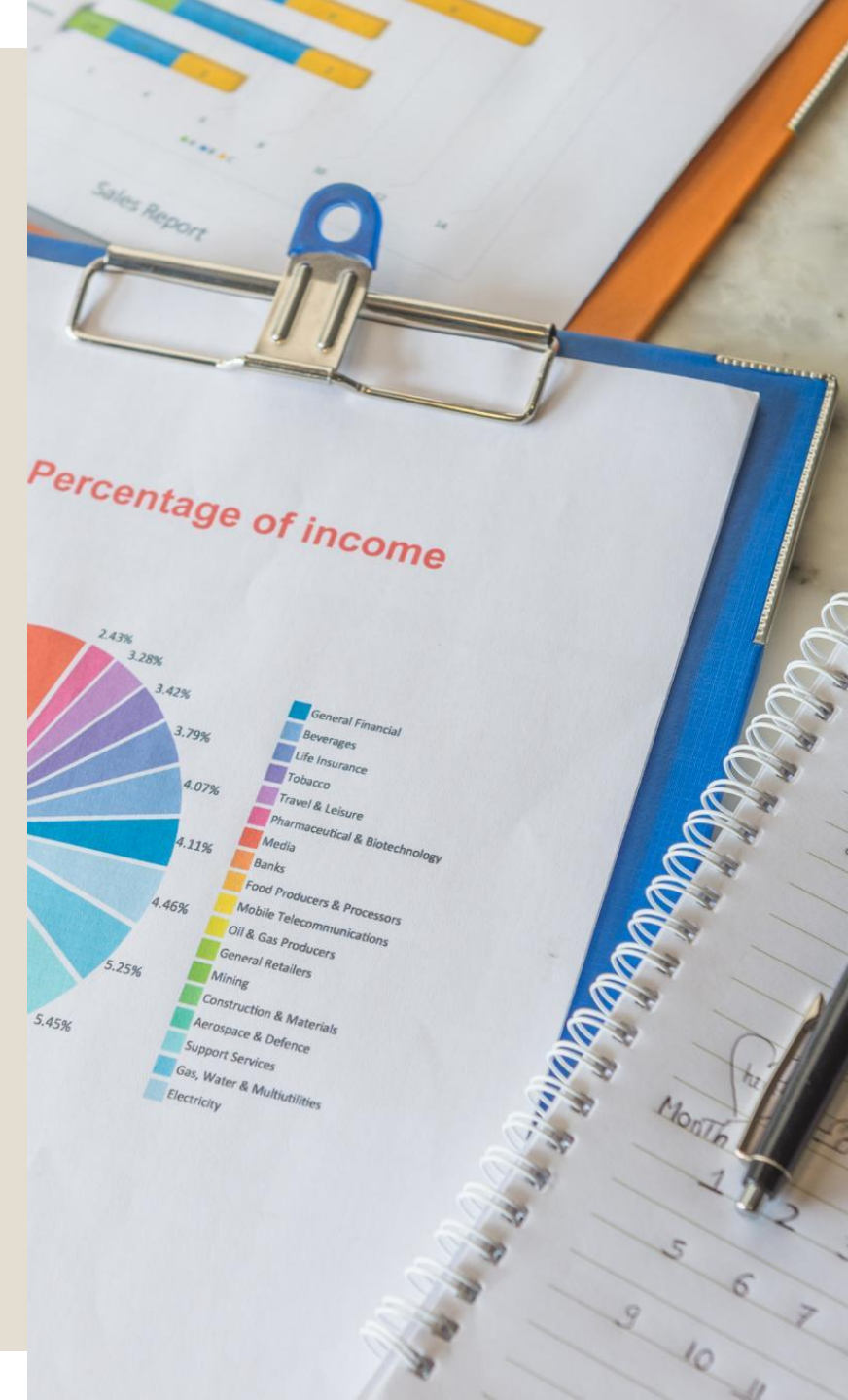
85% of the respondents have been in the industry for more than 10 years. The respondents were comprised of 60% program implementers, 25% PA, and 5% each from the regulator, consultant, and trade ally/contractor groups.

Role of Implementer Expertise

Survey explored how implementers can influence EE policy and governance while maintaining regulatory independence.

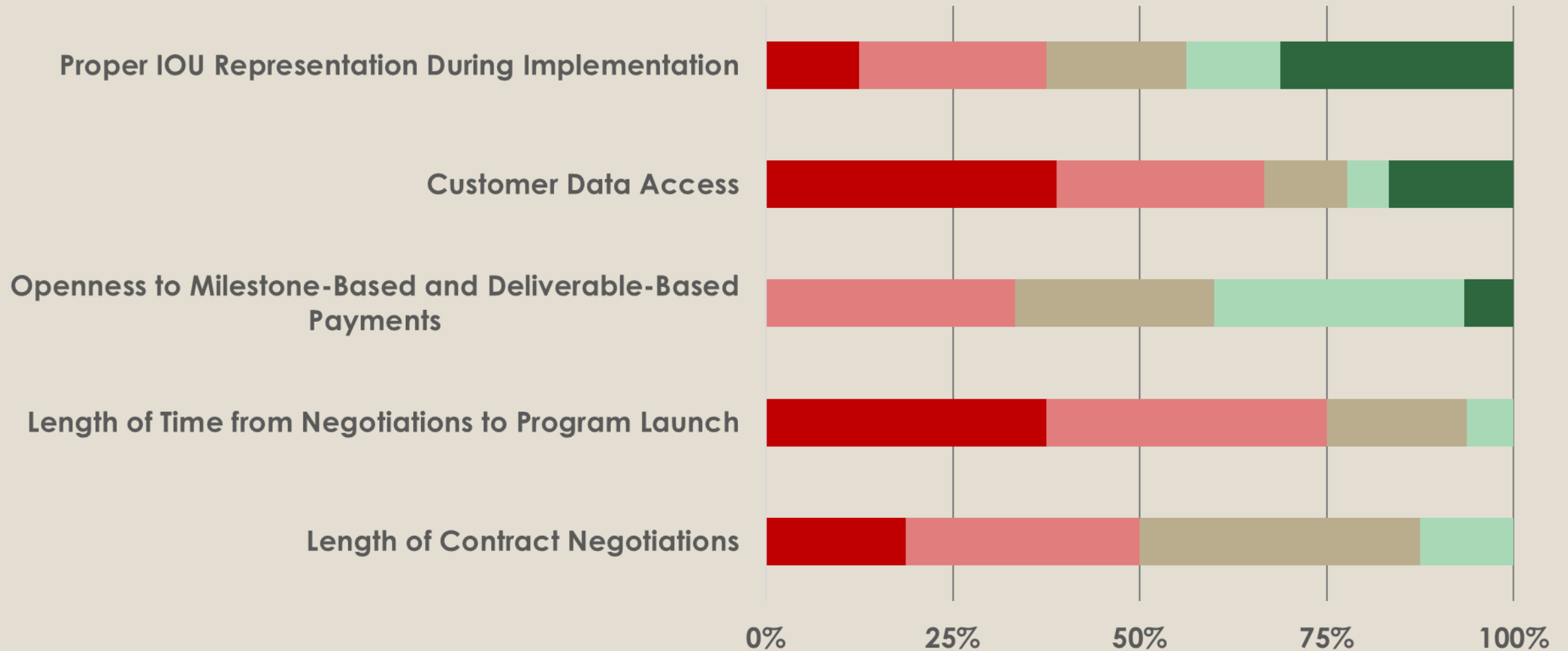
Insights for Improved EE Delivery

Findings highlight challenges, risks, and the need for better communication to enhance energy savings and equity.



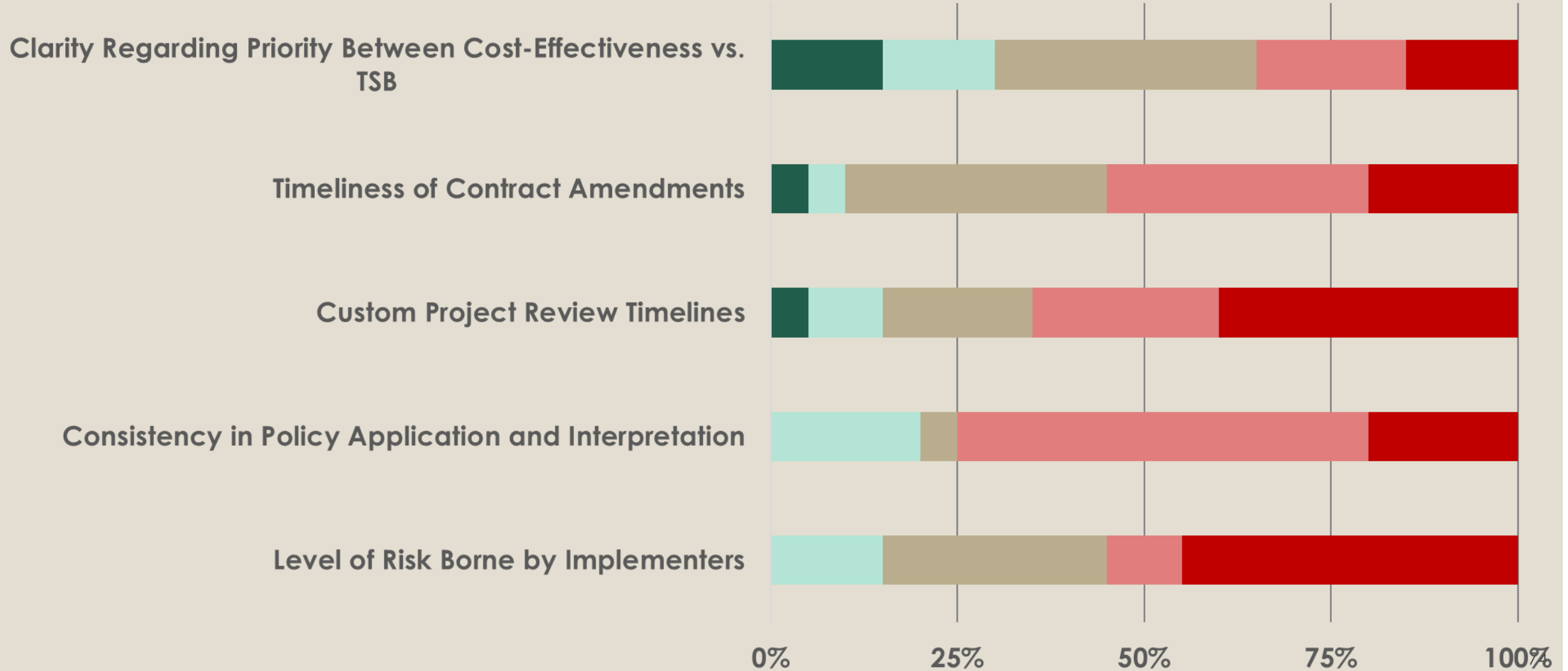
Operational Effectiveness

■ Not Effective ■ Slightly Effective ■ Moderately Effective ■ Very Effective ■ Extremely Effective

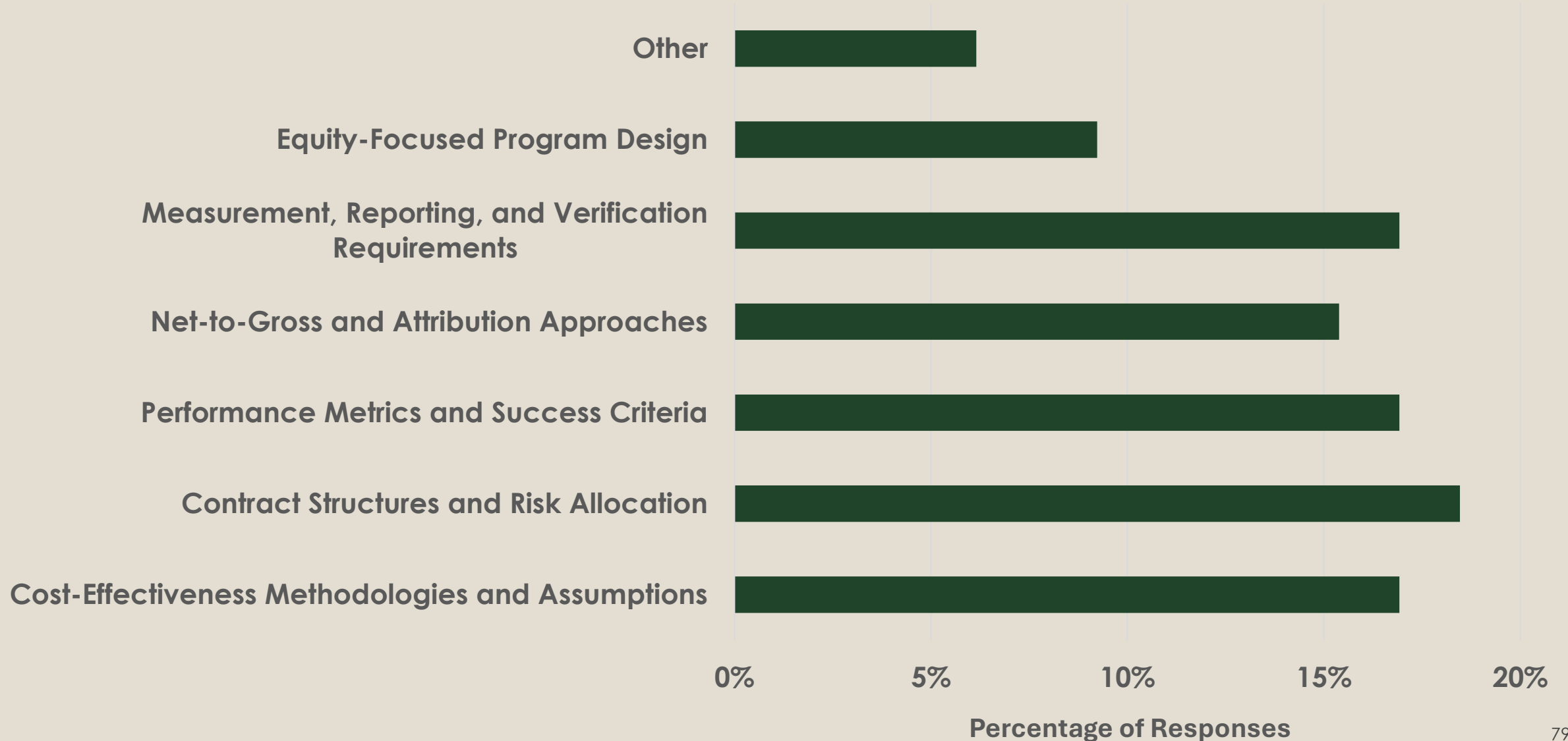


Operational Challenges

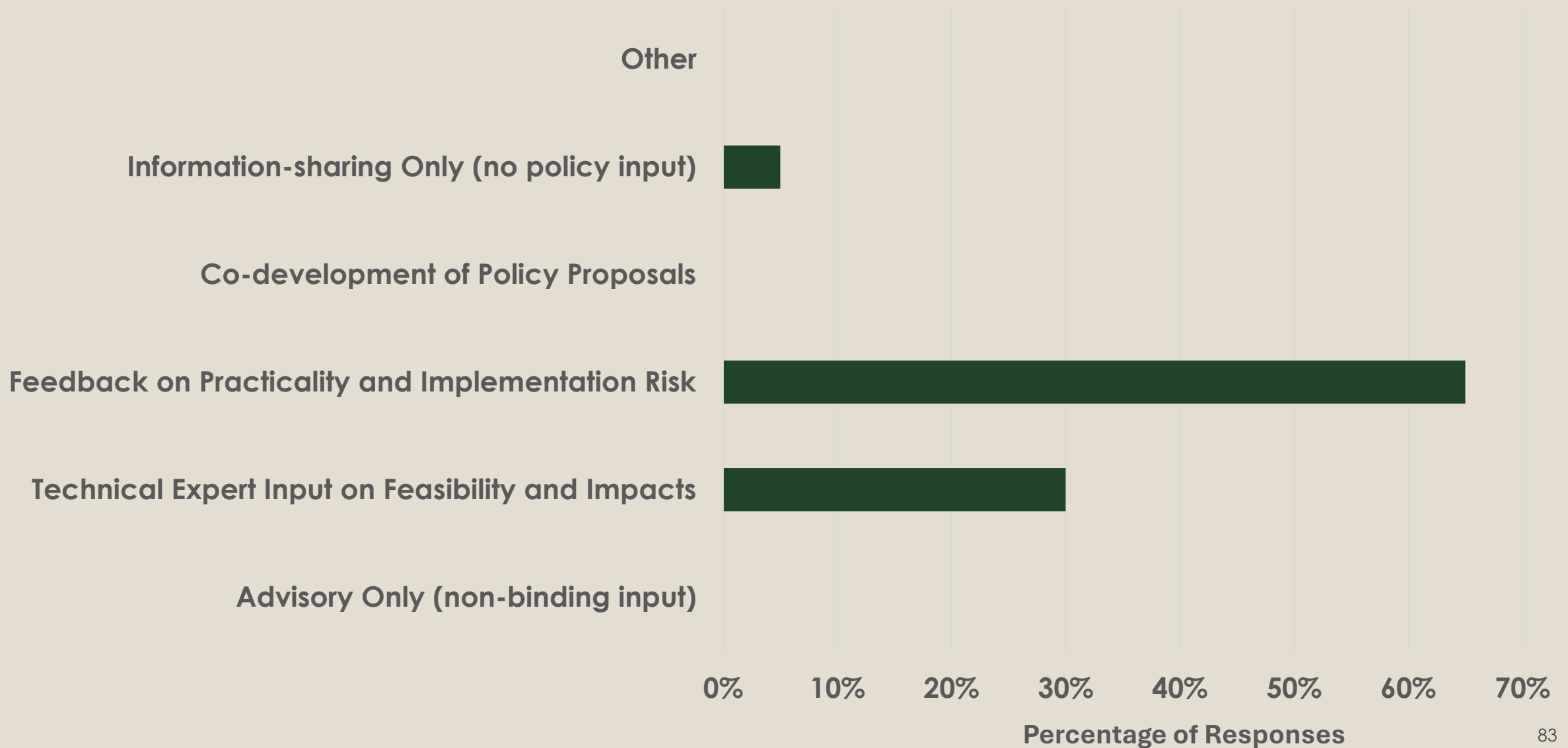
■ Not a Challenge ■ Minor Challenge ■ Moderate Challenge ■ Significant Challenge ■ Critical Challenge



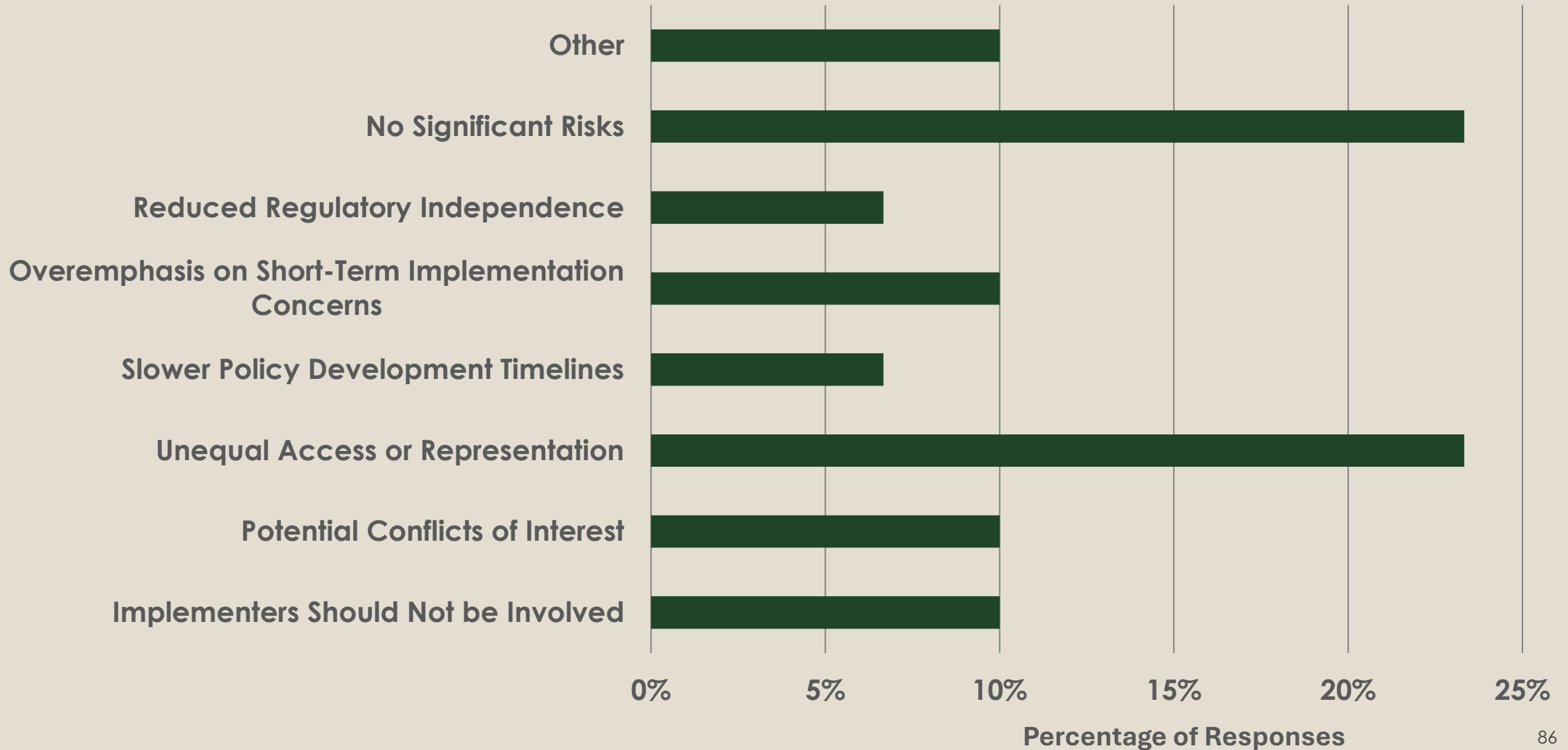
Policy Input



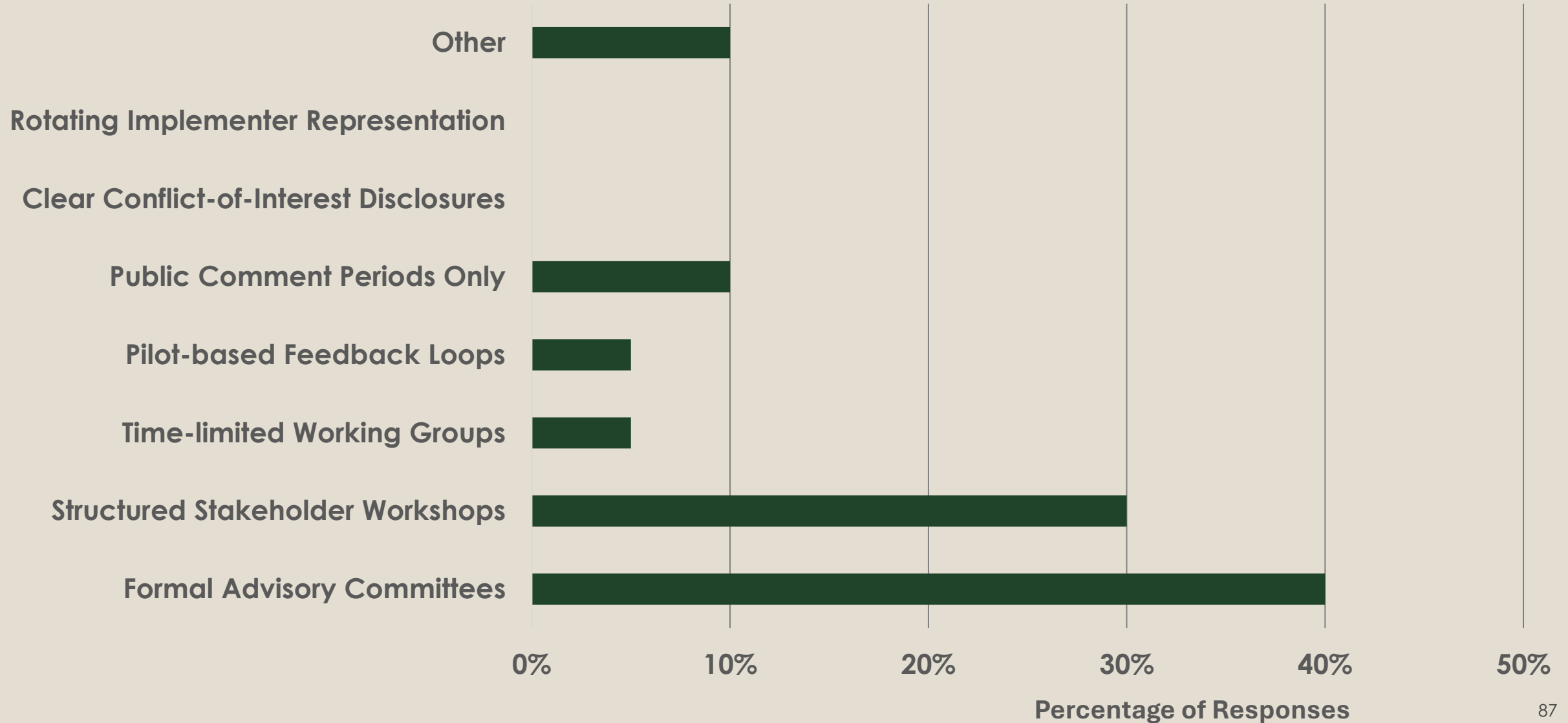
Implementer Role



Implementer Engagement Risks

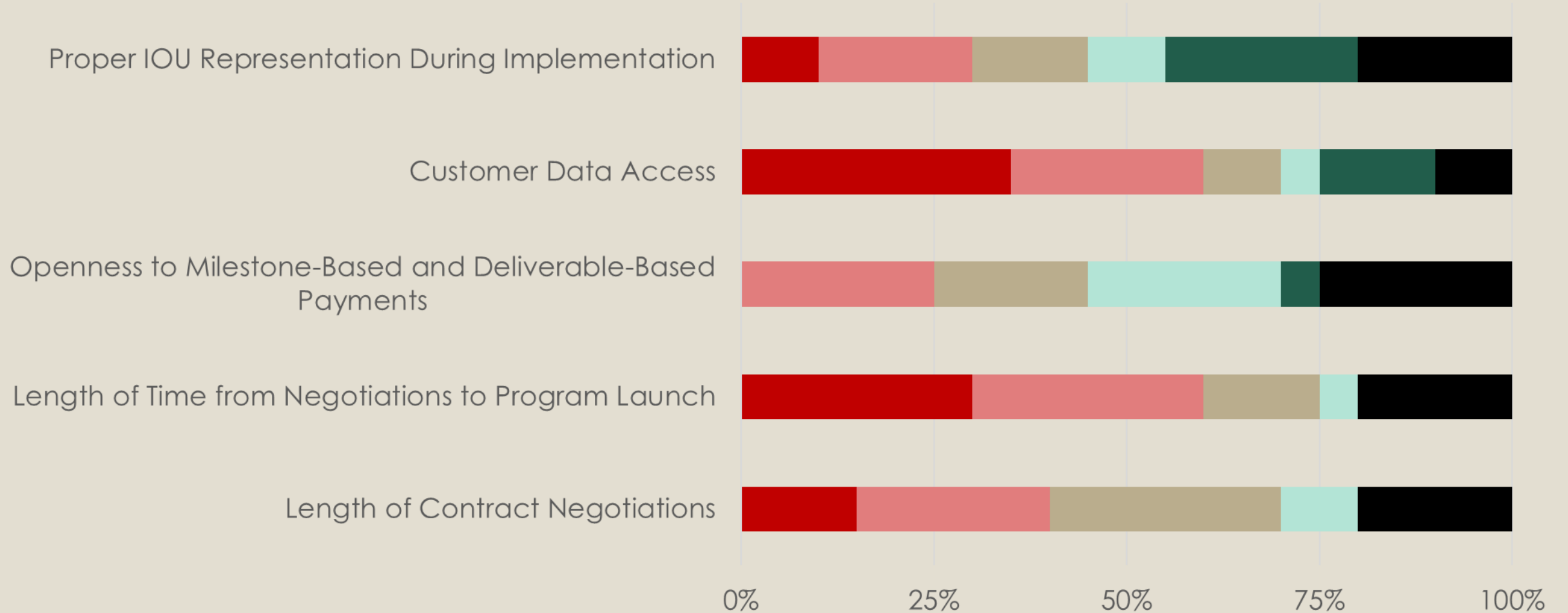


Governance Structure



Operational Effectiveness

■ Not Effective ■ Slightly Effective ■ Moderately Effective ■ Very Effective ■ Extremely Effective ■ N/A



Questions and Discussion

For anonymous questions:
Ana Zapata
Ana.Zapata@cpuc.ca.gov



Next Up: Cross-Cutting Panel

Time	Agenda Item
1:20 PM	Session 5: Cross-Cutting Panel
2:20 PM	Break
2:30 PM	Session 6: Custom Review Process Update
3:30 PM	Open Discussion and Closing
3:45 PM	Adjourn



[Start the Survey!](#)

Session 5: Cross-Cutting Panel

Siva Sethuraman



Melanie Levitsky



Rob Bohn



Ashley Hall



Don Arambula



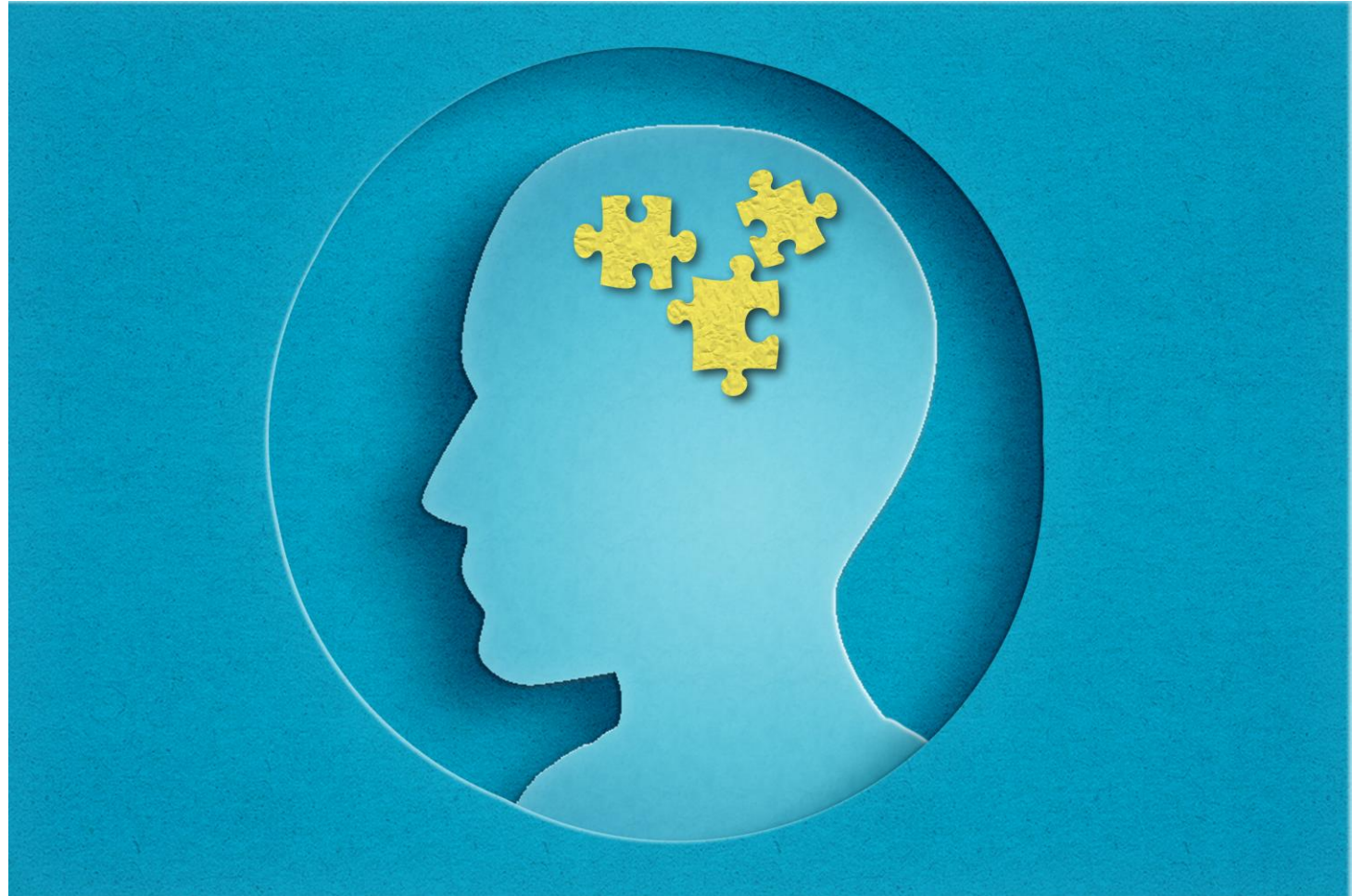
Elizabeth T. Lowe



ET LOWE
CONSULTING

Questions and Discussion

For anonymous questions:
Ana Zapata
Ana.Zapata@cpuc.ca.gov



Next Up: Custom Review Process Update

Time	Agenda Item
2:20 PM	Break
2:30 PM	Session 6: Custom Review Process Update
3:30 PM	Open Discussion and Closing
3:45 PM	Adjourn



[Start the Survey!](#)

Custom Project Review: Is it Safe to Go Back in the Water?

Leanne Hoadley, Supervisor

Jordan Christenson, Senior Analyst

CPUC Energy Efficiency Branch

Third-Party Solicitations Stakeholder Meeting

April 15, 2026



California Public
Utilities Commission

This is going to be a fun ride!



Custom Project Review (CPR) Continuous Improvement (CI) Initiative

The CPR CI initiative aims to increase the number and size of custom projects submitted and approved, through:

- Identifying and addressing barriers
- Consolidating and streamlining processes
- Updating and standardizing tools and processes
- Improving savings calculations for both reviewed and non-reviewed projects
- Updating CPUC guidance, where applicable

CPR Continuous Improvement (CI) Highlights

ED staff holds bi-monthly meetings with all Portfolio Administrators (PAs)

Discuss upcoming project issues and potential documentation needs to support unique project scenarios

Updated Modified Lighting Calculator (MLC)

Revised custom lighting requirement to allow custom **LED lighting installs to meet the to-code 25th percentile efficacy** value based on the vetted DesignLights Consortium (DLC) Qualified Products Lists (QPL)

Revisions to the Early Opinion form (EO) and previous guidance

Improved form and amended previous CPUC guidance for steam trap measures and pump overhaul

Revised the Project Feasibility Study (PFS) template

Now an Excel-based tool, eliminating redundant data input by populating tabs with initial input

Post-install Measurement & Verification (M&V) timeline target

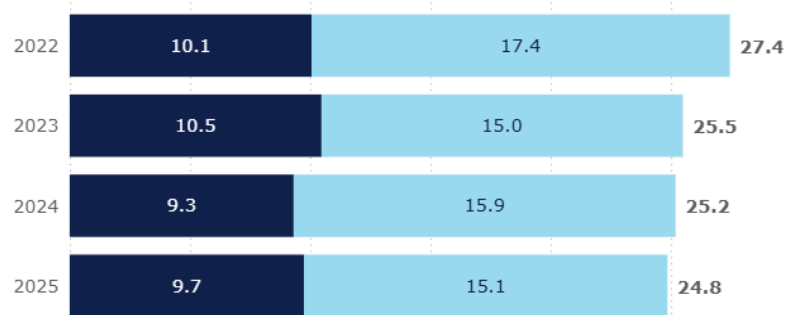
Commission staff committed to a 30-day review window for post-install M&V reviews. *Note: This timeframe for M&V review is not a statutory requirement*

CPR Continuous Improvement (CI) Ex Ante Data Tracking

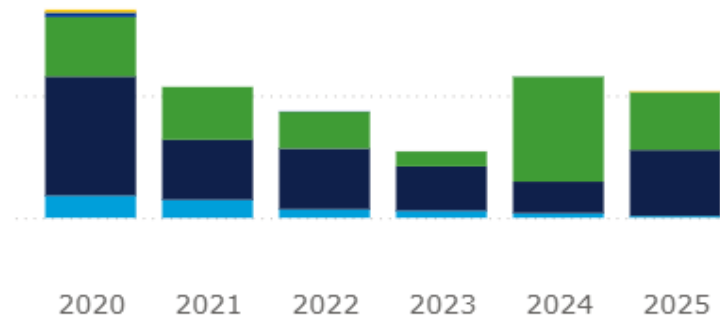
- **Developed CPR Ex Ante Dashboard to Track Status**

The CPR internal dashboard supports our focused on project trends, timelines, frequency of data requests, types of projects submitted, and sectors represented. This allows for identification of patterns, consistency with regulatory requirements, and highlights areas in need of attention.

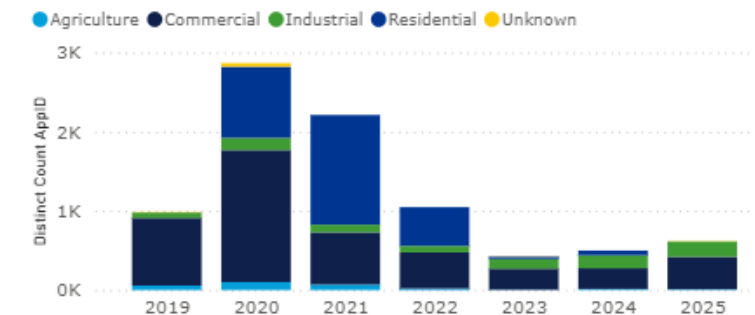
CPUC Review Time*, all PAs



kWh Savings, all PAs



Total projects, all PAs



- **Coordinating Ex Ante / Ex Post Review and Evaluation Teams**

A newly established internal process to coordinate evaluation teams has increased consistency across the full cycle.

Discussion

For anonymous questions, please e-mail Ana Zapata
Ana.Zapata@cpuc.ca.gov

Thank you for your Participation!

- Please make sure to complete the survey so that we can effectively respond to your feedback
- To participate in the survey for this meeting, scan the QR code or click the link in chat

<https://docs.google.com/forms/d/e/1FAIpQLScmP6nmlLvKiMkkz1Nt2fhjAK8ldCVQJROFX8nKh6aH16HExQ/viewform?usp=publish-editor>



[Start the Survey!](#)