

Energy Efficiency Third Party Solicitation Stakeholder Meeting

February 29, 2024



California Public
Utilities Commission

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: 8 Rules for Pedestrian Safety

1. Obey traffic signs and signals.
2. Walk on sidewalks whenever they are available.
3. If there is no sidewalk, walk facing traffic and as far from traffic as possible.
4. Cross streets at crosswalks or intersections. Look for cars in all directions, including those turning left or right.
5. If a crosswalk or intersection is not available, locate a well-lit area where you have the best view of traffic. Wait for a gap in traffic that allows enough time to cross safely; continue watching for traffic as you cross.
6. Watch for cars entering or exiting driveways or backing up in parking lots.
7. Embrace walking as a healthy form of transportation - get up, get out and get moving.

Plus: Please don't text and walk!!

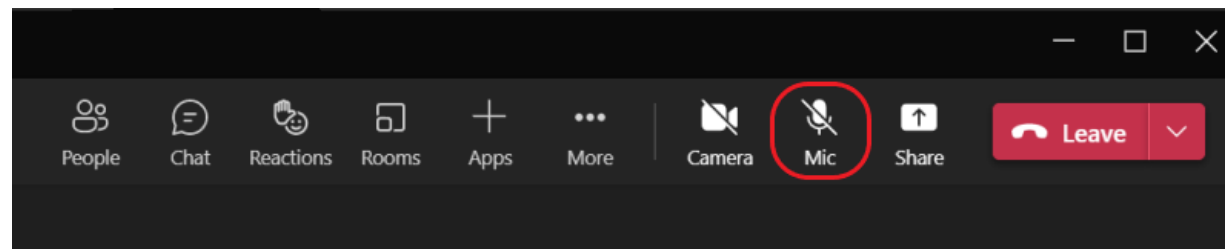
Source: [United States Department of Transportation](#)

Agenda

| Time | Agenda Item |
|----------|---|
| 10:15 AM | Opening Remarks |
| 10:25 AM | Session 1: EE Recent Decisions |
| 10:45 AM | Session 2: Independent Evaluators' Semi-Annual Reports 2023 |
| 11:05 AM | Break |
| 11:15 AM | Session 3: IOU Portfolio Update & Upcoming Solicitations |
| 12:15 PM | Lunch |
| 12:45 PM | Session 4: Implementer Panel |
| 1:45 PM | Break |
| 1:55 PM | Session 5: Independent Evaluator Panel |
| 2:35 PM | Open Discussion |
| 2:50 PM | Closing Remarks |
| 3:00 PM | Adjourn |

Logistics

- All attendees have been muted
- To ask questions, please ‘raise your hand’ and a host will unmute you so you can ask your question
- If you would rather type, use the “Chat” function
- Chat questions will be read aloud by staff; attendees may be unmuted to respond to the answer verbally
- ****Reminder**** Please press mute when done speaking
- For anonymous questions, please contact: Gillian.Weaver@cpuc.ca.gov
- For those attending in person, there are notecards you can use to ask questions



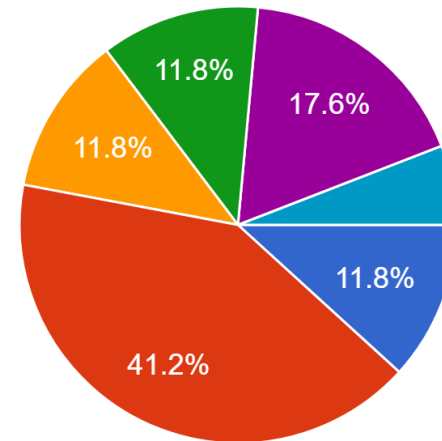
Survey Overview from March 2023 Meeting

- Seventeen responses including 7 implementers / bidders, 2 “Stakeholders” and 3 IEs
- Suggestions for topics/areas of improvement included:
 - Length and complexity of solicitations process
 - Cultivating small and diverse businesses as 3P implementers
 - Distribution of risk in pay for performance programs
 - Feedback to bidders
- 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/1FAIpQLSeBticX2NhDCsvYNdg9la pYcEf6_sSCstEkW9LeUVIz4Y6WkA/viewform?usp=sf_link

What is your role in EE solicitations?

17 responses



Ninth Semi-Annual Energy Efficiency Third Party Solicitations Stakeholder Engagement Forum

Jessie Levine, CPUC Energy Division Third-Party Lead

February 29, 2024



California Public
Utilities Commission

Agenda

1. Third Party Solicitations Overview
2. Recent CPUC Policies
3. CPUC Resources for Third Parties
4. Questions and Survey

Third Party Solicitations Overview

Past Stakeholder Engagement

8 semiannual workshops

- July '19, Feb '20, July '20, Jan '21, July '21, Jan '22, July '22, Mar '23

1 CPUC all party meeting

- October '20

Contracts Executed to Date

- First contracts effective and programs launched in July 2020
- 103 contracts have been executed with 43 different implementers
- \$1.9 billion in total program budgets approved
- Mean contract value: \$19M

*Data updated as of February 2024

Recent CPUC Policies

Recent CPUC EE Decisions

D.23-02-002

**EE Solicitations
Process
Improvements**

February 2023

Removed requirement for two-stage solicitation process

Adopted oversight requirements and certain limits to contract provisions

D.23-04-035

**EE Codes and
Standards and Nat.
Gas Measures**

April 2023

Guidance on Incentives for Gas Energy Efficiency Measures

Guidance for Codes and Standards subprograms and budgets

D.23-06-055

**EE Applications
and Business Plans**

June 2023

Adopts EE portfolios during the period 2024-2027 and the business plans for 2024-2031 from nine portfolio administrators

D.23-08-005

**EE Goals for
2024-2035**

August 2023

Adopts total system benefit (TSB) goals for ratepayer-funded EE portfolios for 2024 – 2035

Deep Dive: Decision (D.) 23-06-055

EE Applications and Business Plans

Total Budget and Collections Authorization for all Portfolio Administrators

Expanded Use of Metered Savings and Normalized Metered Energy Consumption for Resource Acquisition Programs

Non-REN PAs to solicit Market Access Programs in both residential and commercial downstream retrofit opportunities by July 1, 2024

Clarified three customer groups for the Equity Segment: Hard to Reach, Underserved, and Disadvantaged Communities

Adopted Indicators for the Equity and Market Support Segments

Integrated Demand Side Management:
Comprehensive program strategy to allow a customer to install a multi-DER project, receiving incentives through one process

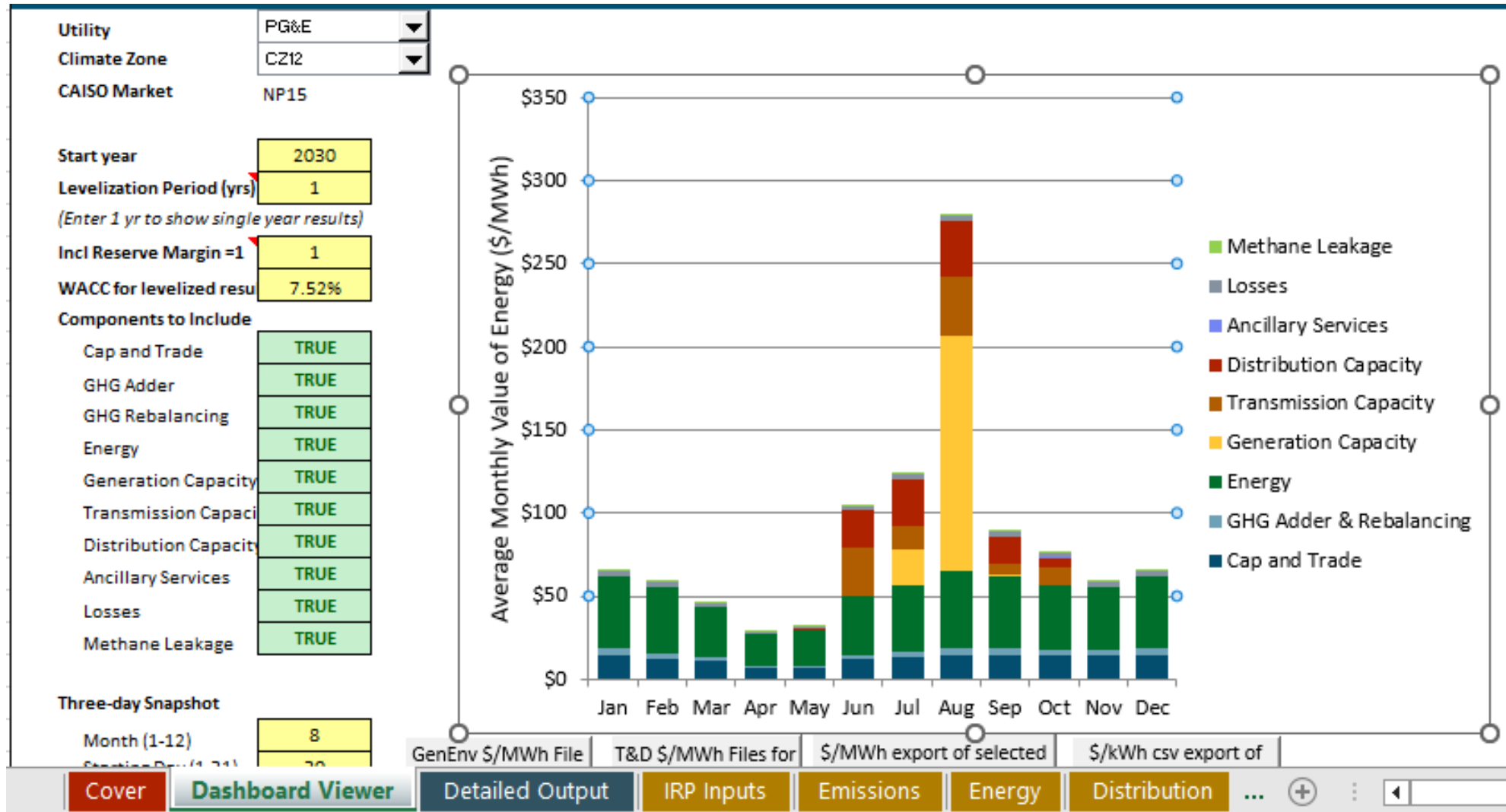
CPUC Resources for Third-Party Implementers

Avoided Cost Calculator (ACC)



- Total System Benefit (TSB) is calculated using the Avoided Cost Calculators
- The ACC is updated biennially in even years, typically adopted by early fall
- There are separate ACCs for gas, electric, and refrigerants
 - The Electric ACC is the hourly avoided costs per component of electricity including Generation Capacity, Energy, Transmission & Distribution Capacity, Ancillary Services, Renewable Portfolio Standard, Greenhouse Gas, High Global Warming Potential Gases (i.e., methane)
 - The Gas ACC is used for the evaluation of EE programs that impact natural gas usage. The model is a representation of gas avoided costs (commodity and T&D capacity)
 - The Refrigerant ACC calculates the avoided costs of refrigerant leakage for devices containing a refrigerant, when refrigerant type or amount is changed or a device is replaced early
- Resources for the ACC: [2022 Avoided Cost Calculator](#), [2024 ACC Update](#), CPUC Proceeding [R.22-11-013](#); [CPUC Standard Practice Manual](#)

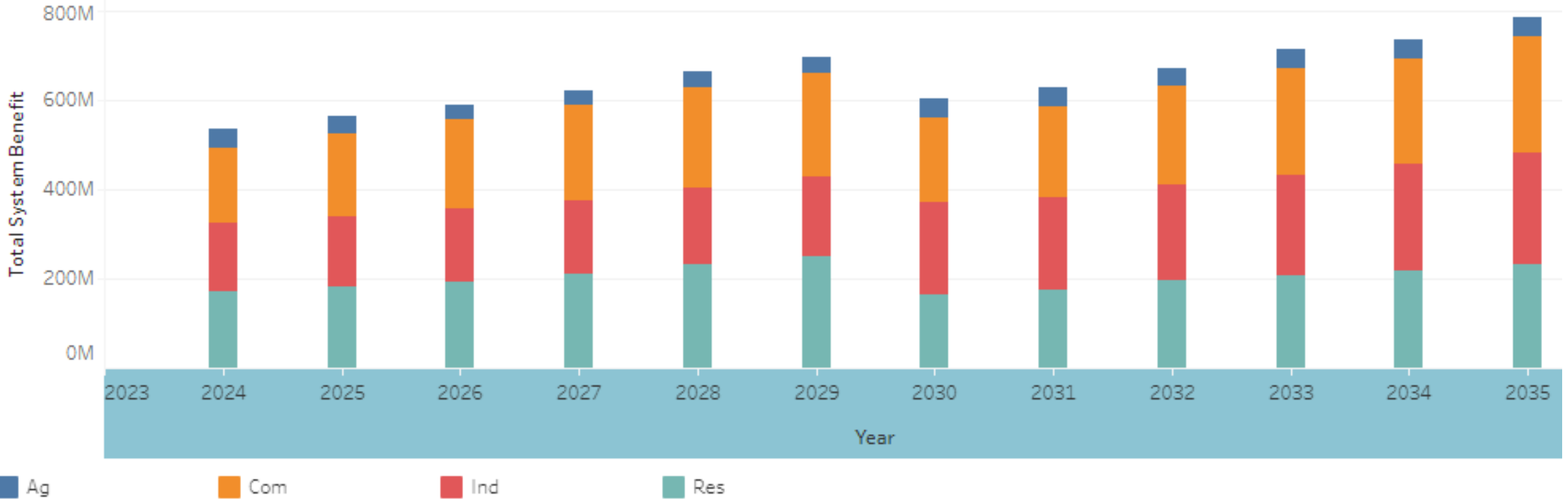
2022 Electric ACC Dashboard



2023 Potential and Goals Study: Public Facing Dashboard



Total System Benefit Breakdown



Source: [2023 PG Study Results Viewer v2.0 | Tableau Public](#) Final Decision: [D.23-08-005](#)

Final Report: cpuc.ca.gov/-/media/cpuc-website/divisions/energy-division/documents/energy-efficiency/2023-potential-goals-study/final-2023-group-e-pg-study-report.pdf

Ways to Participate in CPUC Processes

- **How to Track Issues of Interest (Service List)** (R.13-11-005)
 - Including workshops notices, application filings, decisions
 - Email **process_office@cpuc.ca.gov**
 - CPUC website with further information is [linked here](#)
- **How to Become a Party to a Proceeding** (R.13-11-005)
 - Formal way to participate in a proceeding and provides the most potential to impact the outcome of CPUC proceedings
 - CPUC Brochure is [linked here](#) and CPUC Website is [linked here](#)
- **Accessing the CPUC Docket Card**
 - Information and evidentiary records for CPUC proceedings
 - CPUC website → Proceedings and Rulemaking → Docket Card
 - Docket Card is [linked here](#) | Enter proceeding number R1311005



Other Demand Side Resource Programs

- **Energy Savings Assistance Program (ESA)**

- Providing no-cost weatherization services to consumers who meet the CARE income limits | [More information is linked here](#)

- **CPUC Demand Response (DR) Resources**

- DR is a way for customers to help California manage its electricity demand | [More information is linked here](#)

- **Building Decarbonization Resources**

- Goal of reducing greenhouse gas emissions from buildings | [More information is linked here](#)

- **Self-Generation Incentive Program**

- Provides rebates for qualifying distributed energy systems installed on the customer's side of the utility meter | [More information is linked here](#)



Publicly Facing Third Party Solicitations Materials

- [Joint IOU Solicitation Timeline \(February 2024\)](#)
 - Scheduled stages of solicitations, past and future
- [Third-Party Implementers Table \(February 2024\)](#)
 - Executed contracts, with date of execution and associated advice letters
- [Energy Efficiency Third-Party Solicitations Dynamic Schedule \(February 2024\)](#)
 - Gantt chart schedule showing milestone dates
- [California Energy Data and Reporting System Program List](#)
 - Filter for Third-Party Solicited programs
 - Shows expenditures, budgets, claimed savings, Implementation Plans

Questions?



Please complete the survey!

- Please make sure to complete the survey so that we can effectively respond to your feedback



California Public Utilities Commission

For more information:

Jessica.Levine@cpuc.ca.gov

For anonymous questions:

Gillian.Weaver@cpuc.ca.gov

INDEPENDENT EVALUATORS' OBSERVATIONS

Stakeholder Meeting

February 29, 2024

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

SEMI ANNUAL REPORTS OVERVIEW

- ▶ The IEs have submitted two semi-annual reports for each IOU since the last March 16, 2023 Stakeholder meeting
- ▶ The two reports cover the October 2022 – March 2023 timeframe and the April 2023 – September 2023 timeframe
- ▶ The reports were filed in June 2023 and December 2023
- ▶ 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 the status and assigned IE for the solicitations and some of the key Effective Practices that we have noted

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 | Contracting |

PG&E SOLICITATIONS

| | Solicitation | Assigned IE | Status |
|----|---|-------------------------|-------------|
| 15 | Statewide C&S Advocacy | Don Arambula Consulting | Contracting |
| 16 | Local C&S Compliance | EAJ Energy Advisors | Contracting |
| 17 | Local C&S Code Readiness | EAJ Energy Advisors | RFP |
| 18 | Local Residential Equity | EAJ Energy Advisors | Contracting |
| 19 | Zonal Electrification | Great Work Energy | RFP |
| 20 | Residential Customer Energy Orchestration | Don Arambula Consulting | RFP |
| 21 | Summer Reliability Platform Administrator | 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 | RFP |
| 20 | Local Retail, Office and Wholesale | Don Arambula Consulting | RFP |
| 21 | Local Groceries, Restaurants and Food Storage | Barakat Consulting, Inc | RFA |

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 | RFP |
| 9 | Local Equity - SMB | Barakat Consulting, Inc | RFP |
| 10 | Local Commercial Grocery | Don Arambula Consulting | Canceled |
| 11 | Local Commercial Food Services | Don Arambula Consulting | Canceled |
| 12 | Industrial & Agricultural SEM | Great Work Energy | RFP |
| 13 | Commercial SEM | Great Work Energy | RFP |
| 14 | Large Commercial | Merrimack | RFP |

SOCALGAS SOLICITATIONS

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

SOCALGAS SOLICITATIONS

| | Solicitations | Assigned IEs | Solicitation Status |
|----|----------------------------------|-------------------------|---------------------|
| 14 | Local Marketplace | Don Arambula Consulting | Completed |
| 15 | Local Outreach | Apex Analytics | Completed |
| 16 | Local Multifamily Whole Building | Apex Analytics | Completed |
| 17 | HERS Rater Training | MCR Corporate Services | Completed |
| 18 | Energy Efficiency Advisor | MCR Corporate Services | Completed |
| 19 | Local Industrial | Don Arambula Consulting | Completed |
| 20 | Local IDEEA 365 | Don Arambula Consulting | RFP |
| 21 | Local Commercial SEM | Apex Analytics | RFP |



EFFECTIVE SOLICITATION PRACTICES

Note: These Effective Practices are based on what was observed and reported on during the October 2022 through September 2023 Reporting Timeframe

EFFECTIVE SOLICITATIONS PRACTICES

- ▶ During the Semi-Annual Report development process, the IEs have identified effective practices focused on the 3P process
- ▶ We are only highlighting newly adopted Effective Practices by one or multiple IOUs during the most recent Semi-Annual Reporting Periods
- ▶ The effective practices presented here do not reflect a consensus among Independent Evaluators

EFFECTIVE SOLICITATION PRACTICES

For two stage solicitations, developing the RFP materials in parallel with Abstract evaluation reduces the overall timeline for the solicitation (minor modifications can be made post Abstract evaluation) (PG&E, SDG&E)

**Developing RFP
Materials Early**

Creating detailed meeting agendas, calendaring all meeting dates, setting aside sufficient meeting times and having a matrix that tracks the progress of meetings / providing notes post negotiations helps keep the negotiations process on track (SDG&E, SoCalGas)

**Contract Negotiations
Preparation and Tracking**

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 SOLICITATION PRACTICES – CONTINUED

Scoring / considering the SBE status of the lead bidder may increase the participation of smaller bidders in the solicitations (SDG&E, SCE)

SBE Consideration

In a one-stage solicitation, releasing an RFI before the RFP is an effective practice when needing market input to refine a solicitation's scope and to gauge third-party interests. (PG&E)

RFI to Inform the RFP

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 (SCE, SDG&E)

Hybrid Implementer Compensation Structures



DISCUSSION

For anonymous questions:
Gillian.Weaver@cpuc.ca.gov

10 Minute Break

Start the Survey!



IOU Presentations

For anonymous questions:

Gillian.Weaver@cpuc.ca.gov

SCE Solicitations EE Stakeholder Forum

February 29, 2024

Energy for What's Ahead®



SCE Solicitation Schedule Updates

| | | | SCE Energy Efficiency Solicitation Schedule as of 1/1/2024 (Schedule may be subject to change at IOU's discretion) | | | | | | | | | | | | | | | | | | | | | | | |
|---------|---------|---|---|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|
| Segment | Year | | 2023 | | | | | | 2024 | | | | | | | | | | | | 2025 | | | | | |
| | Quarter | | Q3 | | Q4 | | | | Q1 | | | Q2 | | | Q3 | | | Q4 | | | Q1 | | Q2 | | | |
| | Month | | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
| RA | Local | Residential - Multifamily | | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ |
| RA | Local | Industrial - Large Customer, Comprehensive Projects | | | | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ |
| RA | Local | MAP - All Sectors | | | | | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ |
| RA | Local | Commercial - Large Customer, Comprehensive Projects | | | | | | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ |
| RA | Local | Residential - Single Family and Manufactured Homes | | | | | | | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ |
| TBD | Local | Gap-Filling Solicitation - TBD | | | | | | | | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ |

Today

| |
|---------------------------|
| LEGEND: |
| ■ RFP Prep |
| ■ RFP |
| ■ Contract Negotiation |
| ■ AL (if Applicable) & IP |

4 Solicitations in-flight:

- Residential Multifamily Negotiations
- Industrial Large Customer Evaluating Bids
- Market Access Program Accepting Bids
- Commercial Large Customer Accepting Bids

2 Upcoming Solicitations:

- Residential Single Family and Manufactured Homes
- Gap-Filling – Sector(s) and Segment(s) - TBD

SCE Process Improvements (Contract Changes)

- Improved cash flow for Implementers, establishing pay for (implementer-defined) deliverables.
- Reduced initial capital requirements and financial obligation with removal of Performance Assurance and Collateral.
- Improved flexibility in Offer Workbook, allowing bidders to submit a compensation model aligned with the proposal.
- Payment calculations simplified to align with Total System Benefit (TSB).

SCE Process Improvements (Other Changes)

- Added a Small Business Enterprise (SBE) adder to RFA/RFP valuation to encourage SBE participation.
- Solicitations are 1-stage by default, with use of 2-stage as appropriate.
- Co-Branding Opportunities.
- Account Manager support included for basic services.
- Revisited RFP solicitation materials with Independent Evaluator pool input.
- Increased Solicitation Marketing and Outreach activities.
- Streamlined Bidders' Conference.
- More targeted/specific feedback in Bidder debrief sessions; includes asking bidder for feedback.



EE 3PP STAKEHOLDER FORUM

February 29, 2024

2024 Solicitation Schedule

| IOU | Year | | 2024 | | | | | | | | | | | |
|----------|--------------------------------|-------------------------------------|--------|--------|--------|--------|--------|--------|-------|-------|-------|-------|-------|-------|
| | Quarter | | Q1 | | | Q2 | | | Q3 | | | Q4 | | |
| | Month | | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
| SoCalGas | Local - Residential Commercial | Market Access Program | Orange | Orange | Orange | Orange | Orange | Orange | Green | Green | Green | Green | Green | Green |
| SoCalGas | Local - Commercial | WE&T Youth Outreach Program | Orange | Orange | Orange | Green | Green | Green | Blue | Blue | Blue | Grey | Grey | Grey |
| SoCalGas | Local - Residential | Innovation Design for EE Activities | Green | Green | Green | Green | Green | Green | Green | Green | Green | Green | Green | Green |

- Market Access Program for commercial and residential, a one -stage solicitation.
- WE&T Youth Education Outreach, a one-stage solicitation.
- The IDEEA 365 is a recurring competitive procurement process.
 - In 2024, SoCalGas plans to release three separate IDEEA solicitations, a one-stage solicitation.



Solicitation Strategy Post 60%

❑ SoCalGas plans to:

- renew or recompete when contract terms are up,
- measure success and cost-effectiveness, and
- retain diversity and growth of market players in the EE program.

❑ The activities necessary for establishing the structure to assure implementation plan compliance, includes preparing SoCalGas specific procedures utilized for contract performance review.

- A Key Performance Index (KPI) reports are in place to control and monitor the program implementation details, scope, budget, and schedule.
- SoCalGas along with its respective business partners validate the flow of information in an accurate and timely manner, for meeting the overall program implementation plan.
- Variance explanations are provided based on established budgets, scope, schedule, and both parties are then asked to review the report.
- Where appropriate, corrective action plans are put in place.



Solicitation Forecast

Solicitations Anticipated to Be Released if Determined to be Re-bid

| 2025 | 2026 | 2027 |
|---|---|--|
| <ul style="list-style-type: none">• Local - Residential Manufactured Housing• Local - Commercial Small & Medium Commercial• Local - Cross Cutting IDEEA365• Local - Cross Cutting Behavioral• Statewide - Commercial Point of Sale Food Service• Statewide - Commercial Midstream Water Heating• Statewide - Cross Cutting Gas Emerging | <ul style="list-style-type: none">• Local - Residential Single Family• Local - Residential Multifamily• Local - Commercial Large Commercial• Local - Public Public Sector• Local - Residential Multifamily Whole Building• Local - Cross Cutting Outreach• Local - Cross Cutting IDEEA365 | <ul style="list-style-type: none">• Local - Industrial Segment Solutions• Local - Cross Cutting IDEEA365• Local - Cross Cutting Marketplace• Local - Cross Cutting Other Market Support Solicitations |

Solicitation Process Improvements

Distributed notes after each negotiation session.

Utilized bidder interview sessions to clarify bidder proposal elements.

Timely debriefing sessions – immediately following proposal

Utilized excel based comment tracker during negotiation

Revising the language in the RFP main document about SCG financial assessment process

Implemented one-stage solicitation

Increased participation of small bidders via IDEEA365 program, an ongoing offering to capture innovative new program proposals



2024 Energy Efficiency Third-Party Stakeholder Forum

February 29, 2024



SDG&E 2023 – 2025 Solicitation Schedule*



| Year | | 2023 | | | | | | | | | | | | 2024 | | | | | | | | | | | | 2025 | | | |
|---------------------|--------------------------------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|
| Quarter | | Q1 | | | Q2 | | | Q3 | | | Q4 | | | Q1 | | | Q2 | | | Q3 | | | Q4 | | | Q1 | | | Q2 |
| 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 | Jan | Feb | Mar | Apr |
| Local Commercial | Groceries, Restaurants, Food Storage | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Local Commercial | Private Institutions, Healthcare | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Local Commercial | Lodging | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Local Commercial | Retail, Offices and Wholesale | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Local Cross-Cutting | Market Access Program | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| Legend: | |
|---------|------------------------------------|
| | RFA Prep |
| | RFA |
| | RFP Prep |
| | RFP |
| | Contract Negotiation |
| | AL (if applicable) + Approval + IP |

Areas of focus:

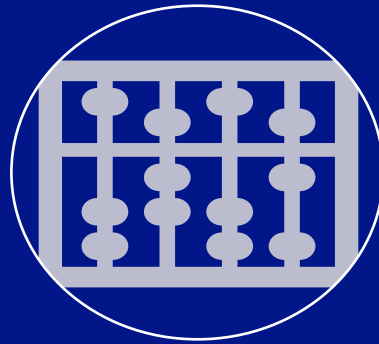
- Getting the 4 new local commercial programs through the solicitation schedule
- Assessing programs with contract expirations in 2024 and 2025 (SF, MF, HVAC, PLA, Federal)
- Market Access Program RFP Prep to begin in March 2024
- All local commercial program solicitations will be 2-stage while MAP will be 1-stage

*Subject to change, pending any modifications and/or approvals from the Commission related to SDG&E's Energy Efficiency program administration.

SDG&E 2023 Process Improvements



Use of a Contract Document Tracker



Post Interview Calibration Session



Hold IE check in meetings with the CMO lead and the operations lead



Reduced Number of RFA and RFP Questions



Debriefing Sessions and Bidder Feedback

PG&E Presentation to Third-Party Stakeholder Forum

February 29, 2024

Matthew Braunwarth – Manager, EE Procurement



Together, Building
a Better California



2024 Solicitation Schedule

| | | Year 2024 | | | | | | | | | | | | |
|----------------------|--|-----------|-------------|-----|-------------|-------------|-----|-------------|-----|-----|-----|-----|-----|-----|
| | | Q1 | | | Q2 | | | Q3 | | | Q4 | | | |
| Portfolio Segment | | Month | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
| Codes & Standards | SW CODES & STANDARDS ADVOCACY RFP - Wave 2 | | Contracting | AL | | | IP | | | | | | | |
| Codes & Standards | CODES & STANDARDS CODE READINESS RFP | | Contracting | | | | AL | | IP | | | | | |
| Resource Acquisition | 2024 SUMMER RELIABILITY PLATFORM ADMINISTRATOR RFP | | Contracting | | | | AL | IP | | | | | | |
| Equity | ZONAL ELECTRIFICATION (Residential & Commercial) RFP | | Contracting | | | | AL | | IP | | | | | |
| Equity | RESIDENTIAL ELECTRIFICATION EQUITY RFA/RFP | | Contracting | | | | | | | | AL | | IP | |
| Market Support | RESIDENTIAL WHOLE HOME LOAD MANAGEMENT (ResCEO) RFP | | RFP | | Contracting | | | | | | | AL | | IP |
| Resource Acquisition | COMMERCIAL ENERGY MANAGEMENT (SEM Expansion) RFP | | RFP | | | Contracting | | | | | | AL | | IP |
| Market Support | RESIDENTIAL MARKET SUPPORT (Single Point-of-Contact) RFP | | RFP PREP | RFP | | | | Contracting | | | | AL | | IP |

PG&E has been focused on launching new programs in the areas of:

- Equity
- Electrification
- Load Management
- Summer Reliability
- SEM-Expansion
- Codes & Standards

Upcoming Solicitations:

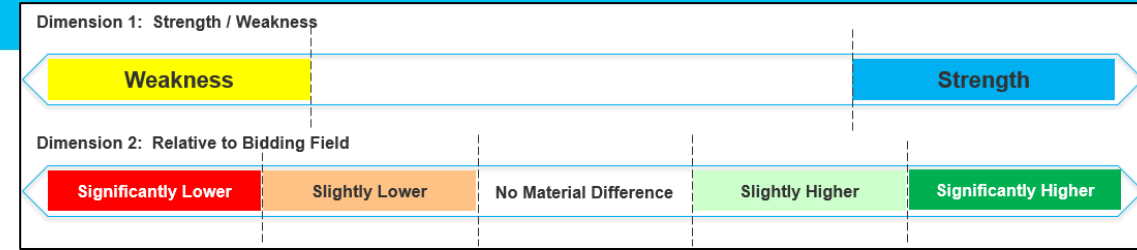
- Residential Single-Point-of-Contact

Potential Future Focus Areas:

- Customer Resiliency (Residential & Public)

Maintaining Bidder Feedback Process:

- Continuing with 2-Factor Feedback Sessions
- Feedback provided on each scoring sub criteria
- Feedback offered to all participants in RFA (advancing and non-advancing)



Solicitation Process Improvements noted in recent IE Semi-Annual Report:

- RFI – Used Request for Information (RFI) to help inform future RFP design
- Background Info – Provided deeper context of new pilot program subject matter
- NMEC – Provided NMEC “Dos & Don’ts” in Bidder Conference
- Interview Prep – Improved internal team training for interviews

Focus Areas of Future Process Improvements:

- Simplify / Streamline / Shorten Contracting Process
- Continued focus on streamlining 1-Stage Process

Discussion

For anonymous questions:

Gillian.Weaver@cpuc.ca.gov

Lunch

Start the Survey!





Hob Issa, P.E. , Executive Vice President, hissa@lincus.com



Patsy Dugger, Director of Business Development, pdugger@aesc-inc.com



Siva Sethuraman, Sr. Director of Business Dev. & Innovation, siva.sethuraman@cascadeenergy.com



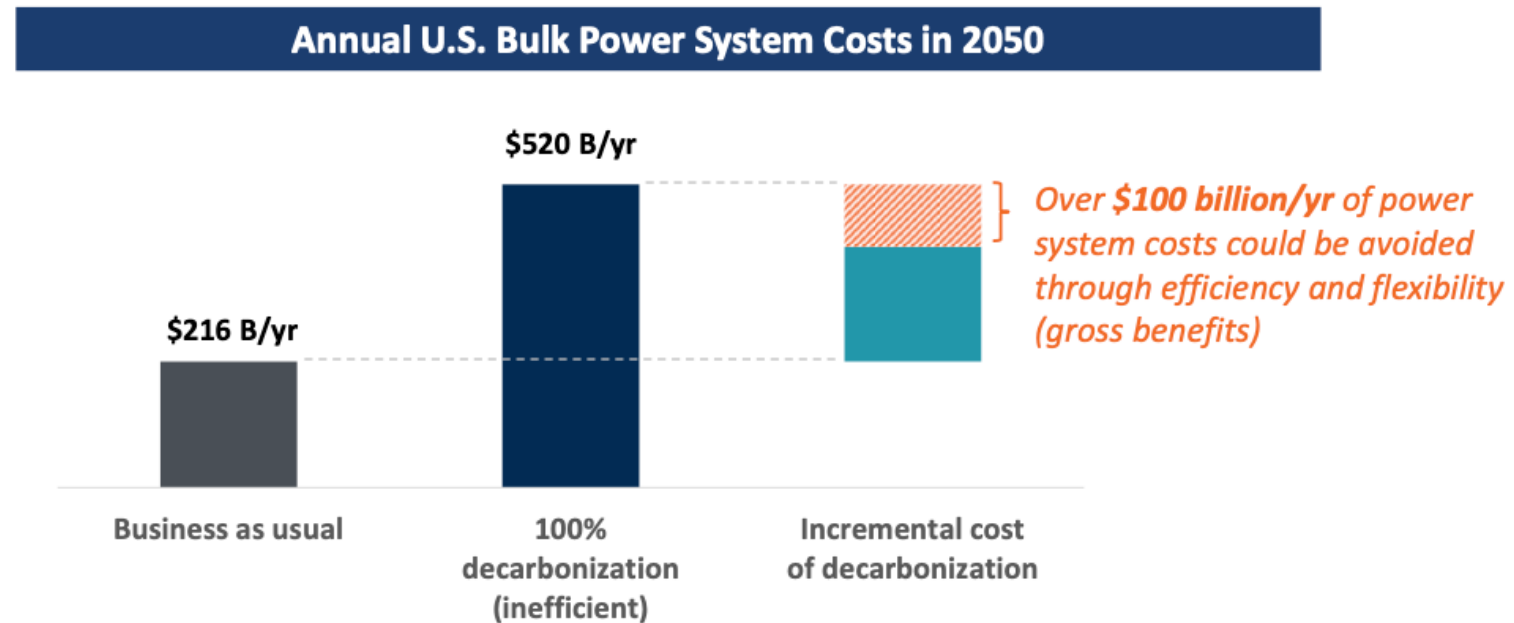
Global Energy Services, Inc.

Basu Mukherjee, P.E. , President, basu@gesusa.org

Implementer Panel

Improved affordability

Efficiency & flexibility could avoid hundreds of billions of dollars in power system costs. And consumers will spend less on new electric heating systems.



For more detail: <https://buildings2050.lbl.gov/>

brattle.com | 17

Source: Presentation by Ryan Hledik: Principal at the Brattle Group at CEDMC's Fall Conference

10 Minute Break

Keep Filling Out the Survey!



IE Observations Panel

Richard Milward



Don Arambula



Kim Crossman



Elizabeth T. Lowe





MCR

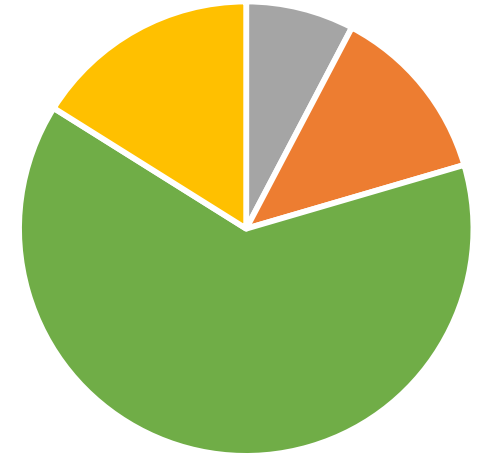


Diverse Business Enterprise Participation in Third-Party EE Solicitations and Implementation

Some Descriptive Statistics for Discussion

Proportion of Total Contract Amounts Expected to be Contracted to DBE Firms by IOUs

| IOU | Contracts | Total Contract Amounts | DBE Primes* | Total DBE %† | Total DBE \$‡ | Relative IOU Total DBE \$ |
|---------------|-----------|------------------------|-------------|--------------|----------------------|---------------------------|
| PG&E | 34 | \$409,444,771 | 2 | 8.8% | \$35,897,259 | 7.7% |
| SDG&E | 13 | \$292,610,254 | 2 | 20.3% | \$59,531,545 | 12.8% |
| SCE | 15 | \$885,401,716 | 2 | 33.4% | \$295,622,167 | 63.4% |
| SoCalGas | 29 | \$280,529,965 | 5 | 26.7% | \$75,001,071 | 16.1% |
| Totals | 91 | \$1,867,986,706 | 11 | 24.9% | \$466,052,042 | 100% |



Sources: Table C.2, IOU's Energy Efficiency Third-Party Solicitation Process Semi-Annual Independent Evaluators' Reports, December 2023.

* Number of programs with 100% of Total Contract Amount to be contracted to DBE firms.

† Percentage of IOU's Total Contract Amount expected to be contracted to DBE firms.

‡ Includes both prime and subcontractor DBE firms.

| DBE Firms as Prime Contractors – Third-Party EE Programs (Jan 2020 - Sept 2023) | | | | |
|--|-----------------------|-------------------------------|---------------------|------------------------|
| Prime DBE Contractors | Certifications | Employees (Estimated)* | IOUs | Contract Value |
| California Retrofit, LLC | WBE | 25 | SDG&E | \$10,501,926 |
| Ecology Action | WBE | 110 | PG&E | \$17,203,245 |
| Energy Infrastructure Partners | MBE | 20 | SoCalGas | \$4,882,770 |
| Global Energy Services, Inc. | MBE | 10 | SCE | \$4,275,000 |
| | | | SoCalGas (2) | \$5,694,250 |
| Lincus, Inc. | WBE | 25 | SCE | \$15,481,218 |
| Okapi Architecture | MBE, WBE | 6 | SDG&E | \$9,164,924 |
| Richard Heath & Associates | MBE | 260 | SoCalGas (2) | \$20,315,750 |
| Strategic Energy Innovations | WBE | 50 | PG&E | \$5,962,555 |
| Prime DBE Totals | | | 11 Contracts | \$93,481,638 |
| Totals – All IOUs | | | 91 Contracts | \$1,867,986,706 |
| Prime DBE Totals as Proportions of All IOUs | | | 12.1% | 5.0% |

Sources: Table C.2, IOU's Energy Efficiency Third-Party Solicitation Process Semi-Annual Independent Evaluators' Reports, December 2023.

* Estimated through various sources (Company websites, Business information sources, etc.).

Keys to Success: Tips and Tactics for Bidders

Open Discussion and Audience Q&A

Roundtable

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, click the link in chat, or use the URL below

[https://docs.google.com/forms/d/e/1FAIpQLSeBticX2NhDCsvYNdg9lapYcEf6_sSCstEkW9LeUVIz4Y6WkA/viewform?usp=sf link](https://docs.google.com/forms/d/e/1FAIpQLSeBticX2NhDCsvYNdg9lapYcEf6_sSCstEkW9LeUVIz4Y6WkA/viewform?usp=sf_link)