

Initial Definitions for Market Support Indicators Rev. 2

Equity & Market Support Working Group (EMSWG)

*This document summarizes the outcomes of discussions in EMSWG Meeting #5 on relationship-related Market Support indicators and in EMSWG Meeting #6 on funding-related Market Support indicators. **Please review the definitions and respond to the [accompanying survey](#) by February 9 at 12pm PT. If you have any questions, please send them to katie@common-spark.com and sooji@common-spark.com.***

Definitions Near Consensus

Partnership

Related Market Support (MS) Indicators

MS #1	Number of partners by type and purposes (Q, P)
MS #2	Dollar value of non-ratepayer in-kind funds/contributions utilized via partnerships (A, P)
MS #18	Percentage of partners that have taken action supporting energy efficiency by type (Q, P)
MS #20	Assessed value of the partnership by partners (A, P)

Definition

1. Agreement between at least two entities to engage in a mutually beneficial relationship within the context of EE products, services, education, and/or training
2. The partnership may or may not be legally contracted
3. In cases where a partnership is not contracted, PAs have other documents/materials demonstrating agreement to work together

Partner

Related Market Support (MS) Indicators

MS #1	Number of partners by type and purposes (Q, P)
MS #18	Percentage of partners that have taken action supporting energy efficiency by type (Q, P)
MS #20	Assessed value of the partnership by partners (A, P)

Definition

1. An entity engaged in partnerships including and not limited to educational institutions/organizations, governments, community-based organizations, advocates, suppliers, manufacturers, contractors (see "Type")

Type

Related Market Support (MS) Indicators

MS #1	Number of partners by type and purposes (Q, P)
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Definitions

1. "Type" is used to describe the nature of a partner or partnership and includes and is not limited to:
 - a. In reference to the type of partner:
 - i. Advocate
 - ii. Community-based organization
 - iii. Community choice aggregator
 - iv. Contractor
 - v. Customer
 - vi. Educational institution/organization
 - vii. Government
 - viii. Lending agency

- ix. Manufacturer
- x. Supplier
- b. In reference to the type of partnership:
 - i. Contracted
 - ii. MOU
 - iii. Informal

Purpose

Related Market Support (MS) Indicators

MS #1	Number of partners by type and purposes (Q, P)
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Definition

1. What the partnership seeks to achieve
2. Includes and is not limited to:
 - a. Deliver EE products
 - b. Outreach
 - c. Education
 - d. Job training
 - e. Diversify funding options
 - f. Program enrollment

Non-ratepayer In-kind Funds / Contributions

Related Market Support Indicators

MS #2	Dollar value of non-ratepayer in-kind funds/contributions utilized via partnerships (A, P)
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Definitions

1. "Non-ratepayer in-kind contributions" refers to goods, services, and other tangible assets that are provided for free or at less than the usual charge ([Source](#)).
2. "Non-ratepayer in-kind funds" refers to monetary contributions offered for free (e.g., through a grant)

Other relevant notes

- The translation from "in-kind contributions" to a dollar value should be transparent and well-supported in documentation. It is not expected that the supporting document would be provided when reporting on the Indicator, but rather shared when requested by stakeholders
- It is reasonable to separate in-kind contributions from in-kind funds when reporting on Market Support Indicator #2.

Market-rate Capital

Related Market Support (MS) Indicators

MS #25	Comparisons between market-rate capital vs. capital accessed via energy efficiency programs (e.g., interest rate, monthly payment) (A, P)
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Definitions

1. Financing obtained from private investors, financial institutions, or capital markets at prevailing market interest rates that reflect the current economic conditions and risks associated with the investment.
2. The market rate, defined as the rate of interest, on a loan or investment which is commonly available on the market for that product. For a loan, the market rate is the average rate of interest that will be charged to the receiver from a variety of providers ([Source](#)).

Capital Accessed via EE Programs

Related Market Support (MS) Indicators

MS #25	Comparisons between market-rate capital vs. capital accessed via energy efficiency programs (e.g., interest rate, monthly payment) (A, P)
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Definitions

1. Financing acquired solely through EE initiatives and projects (e.g., energy performance contracts, utility programs and rebates, green bonds).

Definitions without Consensus

Collaboration

Related Market Support (MS) Indicators

MS #13	Number of collaborations, with a contextual description, by business plan sector to jointly develop or share training materials or resources (A, P)
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Outstanding Issues (from Meeting #5 discussion)

- This Indicator already exists as a Common Metric applied to Workforce Education and Training (WE&T) programs. It is not clear whether Market Support Indicator #13 should continue to apply only to WE&T programs, or if it should be expanded to also assess other program areas.
 - Continuing to limit the Indicator to WE&T would allow for a longitudinal study of the WE&T program data.
 - Expanding the Indicator beyond WE&T would capture information from collaborations in other programs (e.g., New Construction, Quality Installation / Quality Management)
- Per one Working Group member - there may be value in continuing to report this Indicator in both Common Metrics and Market Support Indicators (but applied to different program types); however, having a similar Indicator across two different reporting requirements could cause confusion in understanding the differences in the values reported.
- The Working Group did not reach consensus on whether "collaboration" and "partnership" should be defined in the same way. Multiple PAs (SDG&E, 3C-REN, and SoCalREN) look at the relationships the same way (i.e., as contractual and non-contractual agreements to work together); PG&E distinguishes collaborations as non-contractual relationships whereas partnerships are contracted agreements.
- If "collaboration" and "partnership" are defined in the same way, then there would be confusion between Market Support Indicator #13 and Market Support Indicator #1.
- If "collaboration and "partnership" are distinguished as non-contractual vs contractual relationships, some working

relationships/partnerships/collaborations may not be counted within the Market Support Indicators

- A missing perspective within the Working Group is the entities with which these partnerships and collaborations are occurring. They may want to be consulted about how their relationships are counted/considered by the Commission, PAs, and other stakeholders.

In Meeting #6, held January 31, 2024, a Working Group member noted that "collaboration" does not need to be explicitly defined, as the term is used only in Market Support Indicator #17 (and as a Common Metric). Based on the conversation, the Facilitation Team proposes the following:

- This working group need not adopt a definition for "Collaboration".
- MS #13 should not be redlined for specifications on the use of the term "collaboration".
- When reporting, PAs should provide definition through the contextual descriptions as required in the indicator.

Private Capital

Related Market Support (MS) Indicators

MS #17	Ratio of ratepayer funds expended to private capital leveraged by sector (Q, P)
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Definitions

1. Money owned or controlled by an individual person or a commercial company.
2. Private capital does not include federal or state funding.
3. Capital that was not previously available to the customer or program participant.

Outstanding Issues

- The Working Group did not reach an agreement on whether private capital would include an individual customer's cost. There was support, however, for relating the Indicator back to the sub-objective for Market Support: Access to Capital, which is to "build, enable, and maintain greater, broader, and/or more equitable access to capital and program coordination to increase affordability of and investment in energy efficient projects, products, or services. [Activity e.g.,

financing.]" (D.23-06-055 at page 59) This would imply that the private capital to be measured in this Indicator should be capital that was not previously available to the customer or program participant.

- Additional discussion is needed on how to count private capital to apply this Indicator across the portfolio.