



CLEAResult[®]

Public Energy Performance (PEP) Program –
Implementation Plan Workshop

9/21/2022

Decoration Safety Tips:

- Candles, jack-o-lanterns, lighters, and matches are all fire hazards. Place lighted candles and lanterns away from curtains and other flammable objects, and do not leave them unattended. Instead of candles, consider using a small flashlight or battery candle.
- To avoid injuries, let children draw a face or design on the pumpkin and then have an adult carve it
- Keep candles, matches, lighters and other fire hazards in a place that children cannot reach.
- Turn off all lights/candles when going to bed or leaving the house
- Check indoor/outdoor decorative lights for broken or cracked sockets, frayed or bare wires or loose connections.
- If using a ladder or stool to hang decorations, be extra careful. Make sure to have good, stable placement and wear shoes that allow for good traction.





Today's Agenda

Speakers

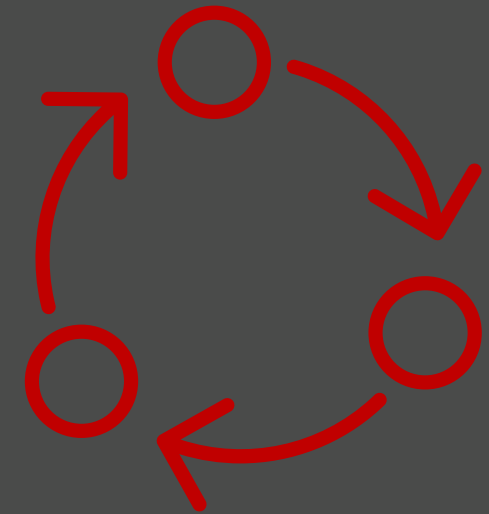
- ✓ Safety Moment
- ✓ Program Overview
- ✓ Program Design
- ✓ Program Delivery
- ✓ Strategic Energy Management (SEM)
- ✓ Program Metrics
- ✓ Program Measures
- ✓ Questions?

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House Keeping: If you have a question during the presentation, you may post it in the chat or wait until the end for the Questions section and raise your hand. Thank you!

Program Overview





Program Overview

- ✓ CLEAResult's Public Energy Efficiency Performance (PEP) Program will provide energy efficiency services, technical assistance, and incentives to the Public sector, including **public/private local education authorities, municipal, county and federal governments, tribal entities, and private universities/trade schools** within **Southern California Edison's (SCE) service territory**.
- ✓ The program will act as a **single point of contact** for these customer segments connecting and leveraging other resources and funding sources including On-Bill Financing.
- ✓ The PEP program will provide a **comprehensive approach** based on individual customer needs and opportunities through multiple participation pathways, including **prescriptive (deemed), calculated (custom), meter-based (NMEC), and Strategic Energy Management (SEM)**.
- ✓ Incentive Pathways
 - Deemed
 - Custom
 - NMEC
 - SEM – Holistic, whole facility approach

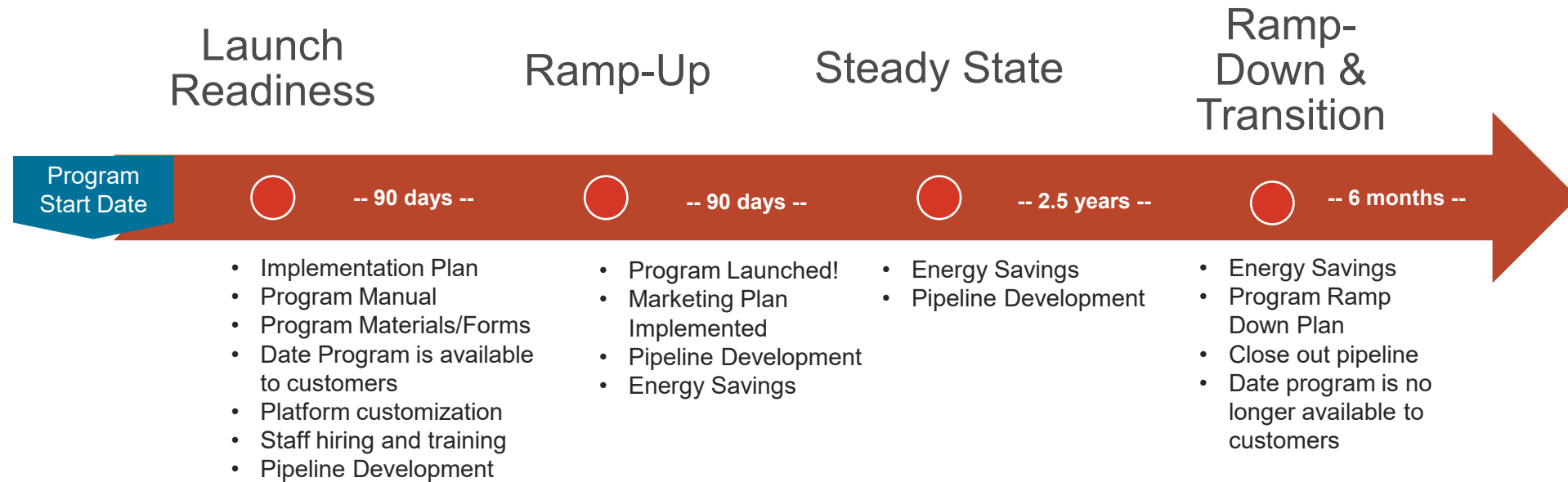
Savings and Cost Effectiveness Goals

Net Savings Goals	2023	2024	2025
Electric (kWh)	20,039,236	20,318,824	13,562,620
Demand (kW)	1,276	1,776	1,196

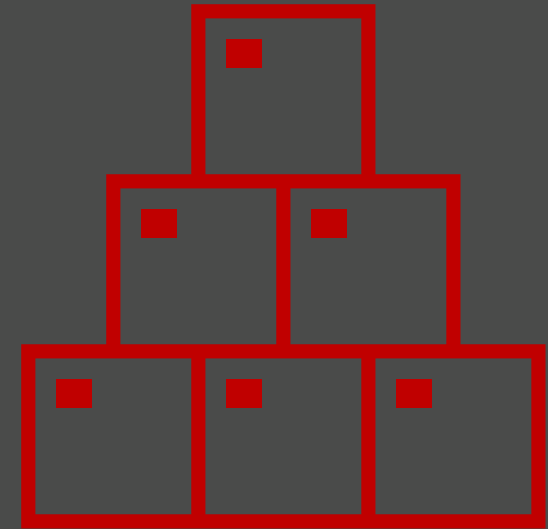
Cost Effectiveness	2023	2024	2025
TRC	1.71	1.01	1.09
PAC	3.05	1.70	1.99



Timeline & Milestones



Program Design





Program Design

The program is designed to meet the needs of public sector customers with long term engagements and a flexible incentive structure.

Combine technical assistance, incentives, and financing

- ✓ Reduce costs
- ✓ Align with benefits
- ✓ Reward on-going engagement and persistent savings

Focus on customer journey and provide customized value proposition

- ✓ Make participating simple and attractive
- ✓ Tailored to support varied customer decision making frameworks

Form meaningful links between energy savings and business priorities

- ✓ Increased production and quality
- ✓ Employee and operator support and retention



Participation Options – Choose Your Path

Strategic Energy Management

- Holistic, whole facility approach
- Expert energy coaching and technical services
- Custom projects with existing baseline condition

Deemed Projects

- Smaller projects
- Shorter timelines

Custom Projects

- Larger projects
- Longer timelines
- More technical services

Metered Projects

- Flexible project options
- High ROI

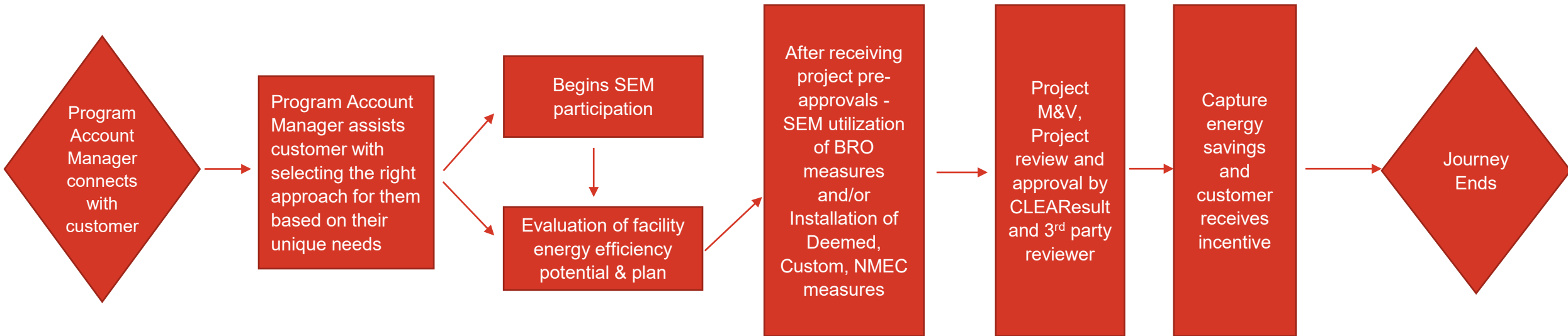
**Market-based incentive rates to be finalized upon Program Launch*

Program Delivery





Customer Journey





Customer Engagement

- ✓ Direct customer outreach will be the key tactic to drive customer participation. The Program Account Managers will focus on face-to-face meetings, email and phone calls to create and sustain relationships and drive program adoption.
- ✓ Lead generation will come from a variety of sources including:
 - Direct to customer marketing
 - Program Account Managers
 - Manufacturers, distributors and vendors serving these segments
 - Industry and trade organizations
- ✓ The program will focus on customer satisfaction as repeat participation and word-of-mouth are key program savings strategies.



Customer Services

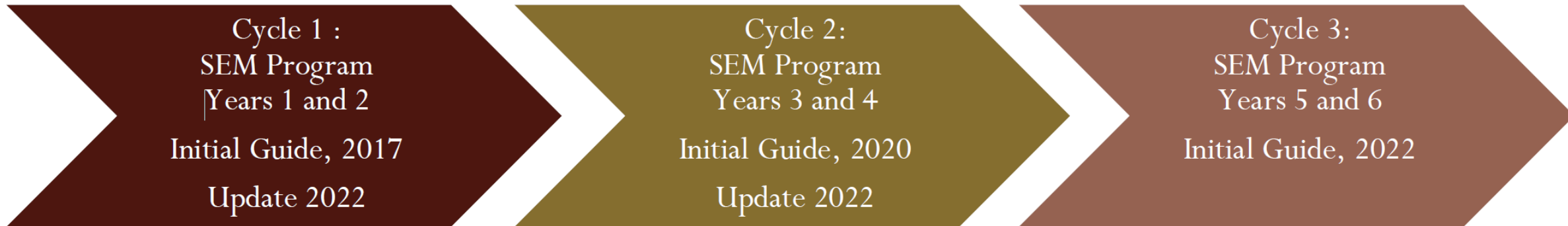
- ✓ **Dedicated Account Managers** provide personalized attention, follow-through, and assistance in identifying solutions that meet customers' needs, budget and levels of readiness for change.
- ✓ **Facility Audit Options:** Targeted facility audit to provide a complete view of the facility and operating systems to assist in development of a list of potential measures and opportunities.
- ✓ **Technical Assistance:** The program will offer technical assistance to customers to help them understand the full scope of available resource conservation options and guide customers through the process from project identification to completion.
- ✓ **Financing:** Financing options provided to reduce the need for capital investment in energy efficiency measures.

Strategic Energy Management





History of Strategic Energy Management in California



California SEM Design Guide For: Cycle 1, 2, and 3



STRATEGIC ENERGY MANAGEMENT (SEM)



HOLISTIC



CONTINUOUS
IMPROVEMENT



LOW/NO COST &
BEHAVIORAL

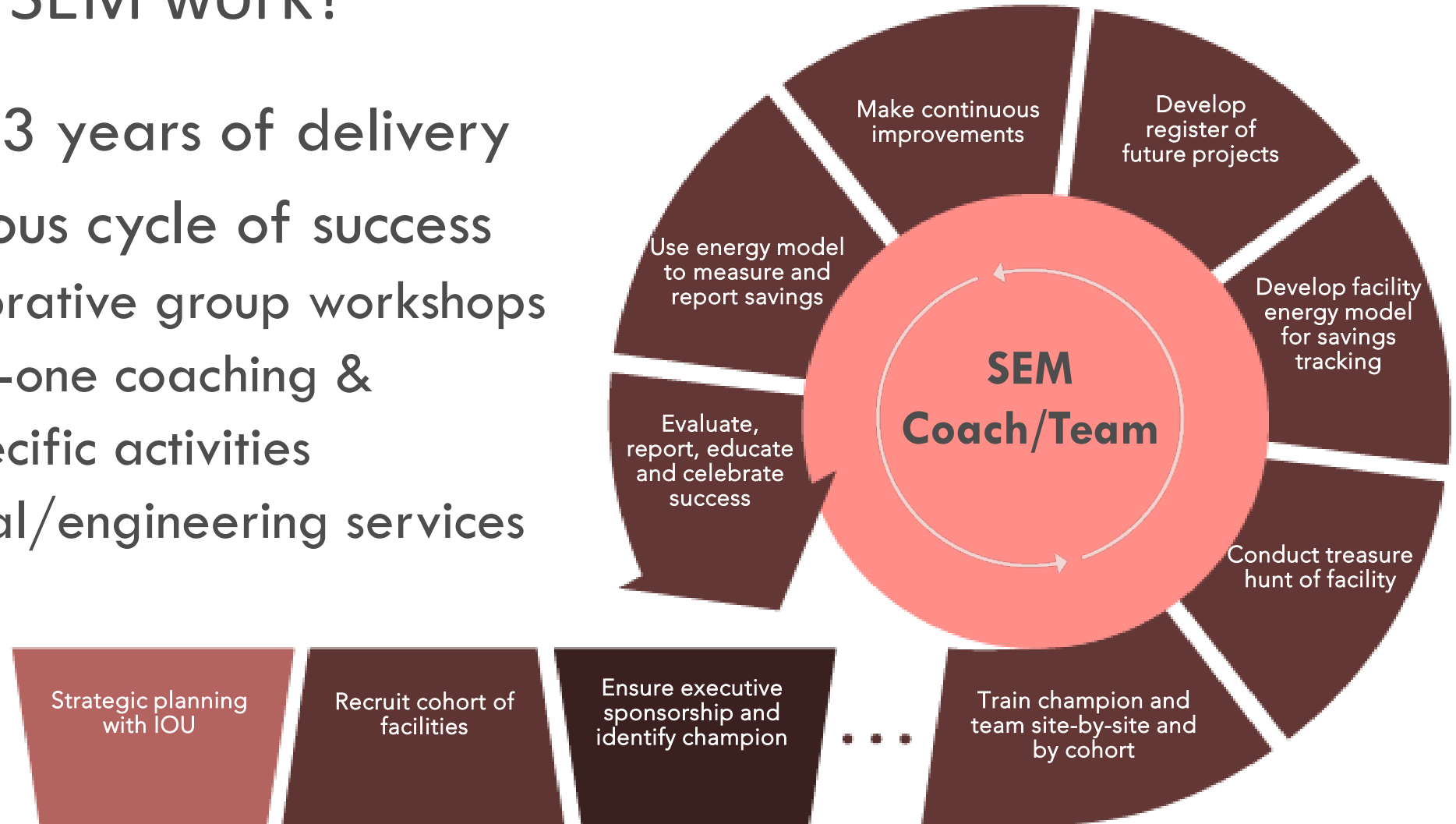


STAKEHOLDER
ENGAGEMENT



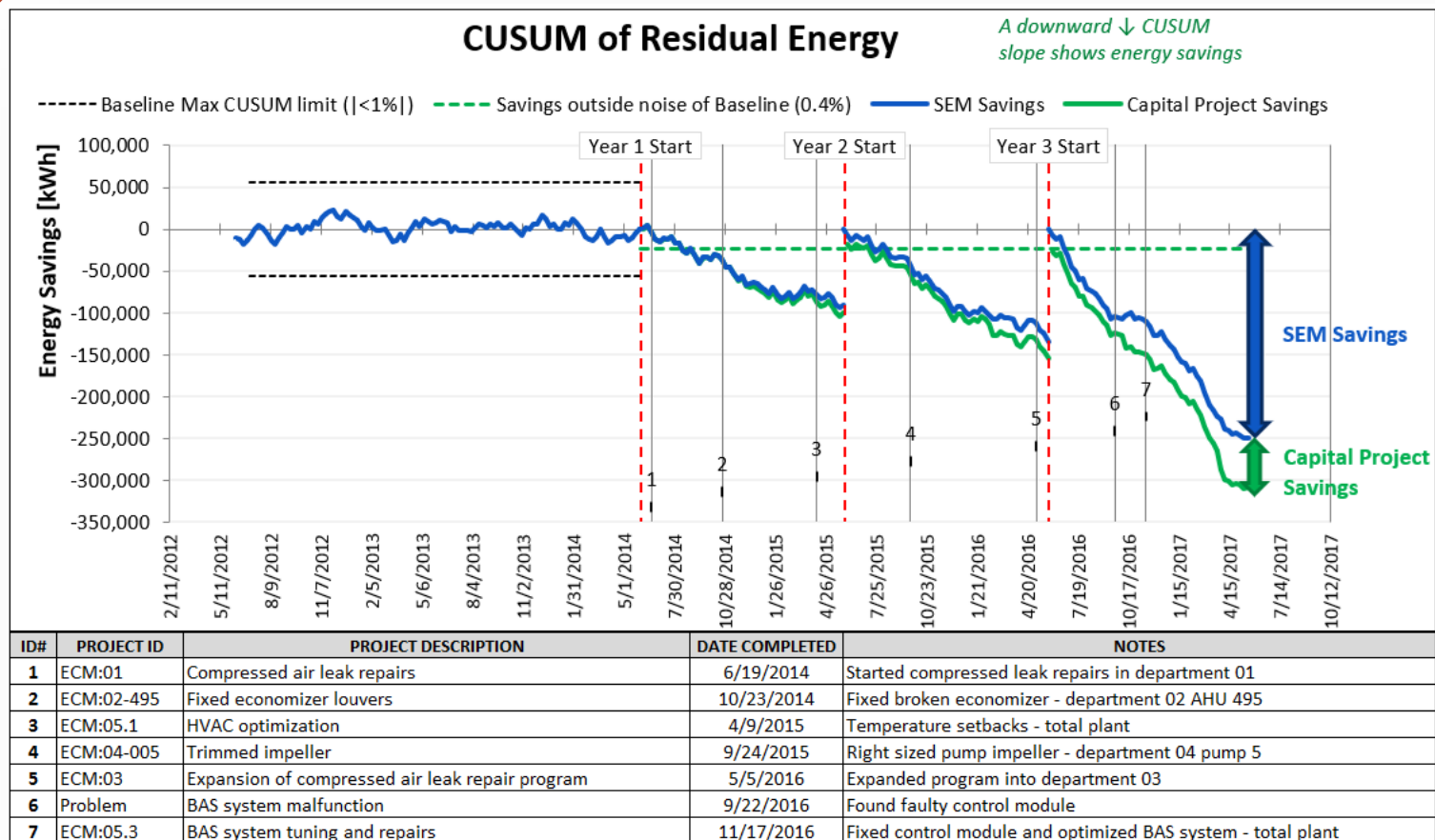
How does SEM work?

- ✓ 2 Cycles, 3 years of delivery
- ✓ A continuous cycle of success
 - Collaborative group workshops
 - One-on-one coaching & site-specific activities
 - Technical/engineering services





SEM M&V



California SEM M&V Guide

- ✓ Latest version of the guide will be followed (currently 3.02)
- ✓ CPUC has specified in decision and other documentation that M&V Guide provides the basis by which energy savings shall be determined for CA SEM
- ✓ Designed to work in coordination with CA SEM Design Guide
- ✓ [California SEM M&V Guide](#)

Program Metrics



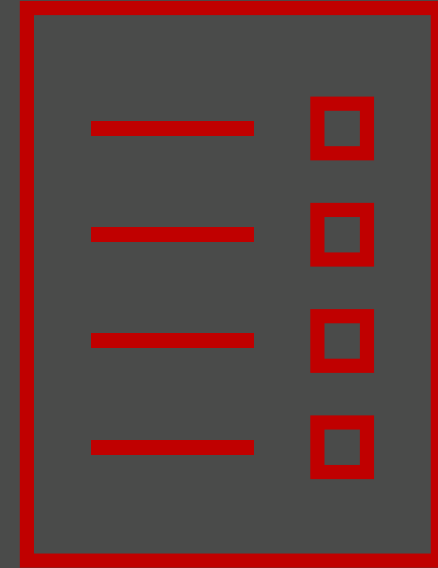


Program Metrics

The program will track and report on the following:

- ✓ Savings Goal Attainment – kWh, kW
- ✓ Cost Effectiveness
- ✓ Savings Forecast Accuracy
- ✓ Hard-to-Reach (HTR) Market Participants
- ✓ Disadvantaged Communities (DAC) Participants
- ✓ On-Bill Financing (OBF) Participants
- ✓ Customer Satisfaction Rating
- ✓ Safety Rating
- ✓ Cost Per Unit Saved
- ✓ Average energy savings per project building or facility

Program Measures





Measure List

- ✓ Air Cooled Chiller
- ✓ Cogged V-Belt for HVAC Fan
- ✓ Comprehensive RCx
- ✓ Commercial Convection oven
- ✓ Data Center Setpoint Changes
- ✓ Demand Control Ventilation
- ✓ Economizer Repair or Controls
- ✓ Evaporative Pre-Cooler System and Controls
- ✓ HVAC and Controls Retrofits
- ✓ Interior Lighting
- ✓ Lighting Controls
- ✓ Refrigeration Upgrades
- ✓ AC Unit
- ✓ Heat Pump
- ✓ Pool Pump VFD
- ✓ VFD, ADEC, NEMA, PMM
- ✓ VSD on HVAC Control
- ✓ Vending Machine Controller
- ✓ Water-Cooled Chiller
- ✓ Measures not limited to this list*

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