



**BEFORE THE PUBLIC UTILITIES COMMISSION
OF THE STATE OF CALIFORNIA**

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Order Instituting Rulemaking Concerning
Energy Efficiency Rolling Portfolios, Policies,
Programs, Evaluation, and Related Issues.

Rulemaking 13-11-005
(Filed November 14, 2013)

**ENERGY EFFICIENCY INDEPENDENT EVALUATORS' SEMI-ANNUAL REPORT
OF SOUTHERN CALIFORNIA GAS COMPANY (U 904 G) THIRD PARTY ENERGY
EFFICIENCY SOLICITATION PROGRAM AND PROGRESS**

PUBLIC VERSION

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July 8, 2020

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REPORT OF SOUTHERN CALIFORNIA GAS COMPANY (U 904 G) THIRD PARTY
ENERGY EFFICIENCY SOLICITATION PROGRAM AND PROGRESS**

Southern California Gas Company ("SoCalGas") respectfully submits the Third Party Energy Efficiency Independent Evaluators' Semi-Annual Report ("Report"), attached hereto as Attachment A, in the above-captioned proceeding. Pursuant to Decision (D.) 18-01-004, the Independent Evaluators have conducted a semi-annual assessment of the third-party Energy Efficiency ("EE") program solicitation process and progress of SoCalGas. SoCalGas files the Report on behalf of the Independent Evaluators for the reporting period November 2019 through March 2020. SoCalGas did not prepare this report and although SoCalGas was provided an opportunity to review, its input was limited to a review of confidentiality markings for the filing of the Report.

Respectfully submitted on behalf of SoCalGas,

By: /s/ Holly A. Jones
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ATTACHMENT A

Energy Efficiency Independent Evaluators' Semi-Annual Report

Energy Efficiency Third-Party Program Solicitation Process

Southern California Gas Company

Reporting Period: November 2019 through March 2020

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MCR Corporate Services

The Mendota Group, LLC

June 23, 2020

Disclaimer: Certain portions of this report are redacted due to the sensitive nature of the information.

ENERGY EFFICIENCY INDEPENDENT EVALUATORS' SEMI-ANNUAL REPORT – SoCalGas

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I. Overview

A. Purpose

The Energy Efficiency Independent Evaluators' Semi-Annual Report (Semi-Annual Report or Report) provides an assessment of the Southern California Gas Company's (SoCalGas or the Company) third-party energy efficiency (EE) program solicitation process and progress by SoCalGas' assigned Independent Evaluators (IE). The Report is intended to provide feedback to the California Public Utilities Commission (CPUC), SoCalGas, the Procurement Review Group (PRG), and other stakeholders on the progress of the Company's energy efficiency program solicitations in compliance with the CPUC direction.¹

In compliance with Decision 18-01-004, EE IEs are ordered to provide assessments of the overall third-party EE program solicitation process and progress, on at least a semi-annual basis, to the CPUC via reports filed in the relevant EE rulemaking (currently Rulemaking 13-11-005).² This Semi-Annual Report is provided in response to this requirement and represents an assessment of the program solicitation activities conducted during the period from November 2019 through March 2020. These Reports will be filed periodically throughout SoCalGas' entire third-party program solicitation process. This Report identifies areas for improvement and highlights best practices as noted by the IEs based on SoCalGas' current program solicitations. The Report is not intended to replace the required Final IE Assessment Reports, which will be provided to SoCalGas and its PRG by the assigned IE at the conclusion of each solicitation.

Due to the sensitive nature of the information contained in the IEs' assessments, the IEs are submitting two reports—a Public (redacted) version and a Non-Public version. The Non-Public version is deemed to contain information that might disclose market sensitive information which could provide a competitive advantage to other businesses, if this information was released which could lead to a negative or detrimental impact on the Bidders, the customers, and/or the Investor-Owned Utility (IOU).

B. Background

In August 2016, the CPUC adopted Decision 16-08-019, which defined a “third-party program” as a program proposed, designed, implemented, and delivered by non-utility personnel under contract to a utility program administrator. In January 2018, the CPUC adopted Decision 18-01-004 directing the four California IOUs—Pacific Gas and Electric Company (PG&E), Southern California Edison Company (SCE), SoCalGas, and San Diego Gas & Electric Company (SDG&E)—to ensure that their EE portfolios contain a minimum percentage of third-party designed and implemented programs by predetermined dates over the next three years. Further directions were included in Decision (D.)18-05-041, which states:

“The third-party requirements of Decision (D.) 16-08-019 and D.18-01-004 are required to be applied to the business plans of the investor-owned utilities approved in this decision. All utility program administrators shall have at least 25 percent of their 2020 program year forecast budgets under contract for programs designed and implemented by third parties by no later than December 19, 2019.”³

Two Stage Solicitation Approach

The IOUs are required by the CPUC to conduct a two-stage solicitation approach for soliciting third-party

¹ Decision 18-01-004, OPN 5.c.

² Id.

³ OP 4, pp.182-183.

program design and implementation services as part of the EE portfolio. All IOUs are required to conduct a Request for Abstract (RFA) solicitation, followed by a full Request for Proposal (RFP) stage.⁴

The CPUC also requires each IOU to assemble an EE PRG. The IOU's EE PRG, a CPUC-endorsed entity, is composed of non-financially interested parties, such as advocacy groups, utility-related labor unions, and other non-commercial, energy-related special interest groups. The EE PRG is charged with overseeing the IOU's EE program procurement process (both local and statewide), reviewing procedural fairness and transparency, examining overall procurement prudence, and providing feedback during all solicitation stages. Each IOU briefs its PRG on a periodic basis throughout the process on topics including RFA and RFP language development, abstract and proposal evaluation, and contract negotiations.

Each IOU is required to select and utilize a pool of EE IEs to serve as consultants to the PRG. The IEs are directed to observe and report on the IOU's entire solicitation, evaluation, selection, and contracting process. The IEs review and monitor the IOU solicitation process, valuation methodologies, selection processes, and contracting to confirm an unbiased, fair, and transparent competitive process that is devoid of market collusion or manipulation. The IEs are privy to viewing all submissions. The IEs are invited to participate in the IOU's solicitation-related discussions and are bound by confidentiality obligations.

Extension Request

In October 2019, SoCalGas sought an extension of time from the CPUC on the 25 percent threshold target date to allow for the full execution of its planned solicitation schedule to procure new third-party programs and to account for the newness of the program solicitation process.

On November 25, 2019, the CPUC's Energy Division granted the IOUs an extension of time to meet the 25 percent threshold (all other targets and dates remained).⁵ The revised targets and dates for SoCalGas⁶ are as follows:

- At least 25 percent by September 30, 2020 (revised);
- At least 40 percent by December 31, 2020; and
- At least 60 percent by December 31, 2022.

C. Overview of Solicitations

The Report represents a collection of individual IE assessments for each of SoCalGas' active program solicitations. For ease of review, the Report also provides an overview of key issues along with corresponding recommendations gleaned from the individual IE assessments. The following provides a summary of each program solicitation.

1. Local Residential Single Family

Summary

As part of the Company's group of solicitations focused on the residential sector, SoCalGas issued a Local Residential Single Family solicitation. The Residential Single Family solicitation encourages the exploration of all relevant delivery channels to produce a cost-effective program to maximize natural gas, electric, and water efficiency savings for residential single-family customers. Utilization of various delivery channels, such as (but not limited to) direct install, can facilitate the delivery of EE

⁴ Decision 18-01-004, p. 31.

⁵ CPUC Letter to IOUs regarding the "Request for Extension of Time to Comply with Ordering Paragraph 4 of Decision 18-05-041", November 25, 2019.

⁶ Note that other IOUs have different target dates for the 25 percent threshold. PG&E and SDG&E are set for June 30, 2020 while SCE is set for December 31, 2020.

retrofits to reduce energy and water use, resulting in comprehensive EE savings from the residential single-family segment.

Timeline

In November 2018, SoCalGas released the RFA for its Single Family solicitation. Table C.1 provides the Single Family solicitation’s key milestones.

Table C.1: Key Milestones	
Milestones	Completion Date
RFA	
RFA Released	November 26, 2018
Bidder Conference	December 5, 2018
Bidder Abstracts Due	January 7, 2019
Calibration Meetings Held	February 19 & 20, 2019
Bidders Notified	June 3, 2019
RFP	
RFP Released	July 31, 2019
Bidder Conference	August 8, 2019
Proposal Due	September 11, 2019
Calibration Meeting Held	October 9, 2019
Bidders Notified	January 22, 2020
Contracting	
Contract Negotiations	March–May 2020 for first batch of Single Family contracts
Contract Executed	June 2020 for first batch of Single Family contracts
Advice Letter Approved	September 2020 for first batch of contracts
Contract Begins	June 2020 for contracts without Advice Letters, October 2020 for those with Advice Letters

2. Local Residential Multifamily

Summary

As part of the Company’s group of solicitations focused on the residential sector, SoCalGas issued a Residential Multifamily solicitation. The Company’s Business Plan states that the Residential Multifamily solicitation seeks programs that can deliver innovative strategies to address a segment that continues to have significant EE potential, especially in the water heating end-use category. As further discussed in the Business Plan, this segment is an ideal candidate for a co-delivery approach between SoCalGas, a partner electric utility, and water agencies, to offer comprehensive measure solutions to SoCalGas’ large and diverse customer base using third-party program providers.

Timeline

In November 2018, SoCalGas released the RFA for its Residential Multifamily solicitation. Key milestones in the Multifamily solicitation are outlined in Table C.2 below.

Table C.2: Key Milestones	
Milestones	Completion Date
RFA	
RFA Released	November 26, 2018
Bidder Conference	December 5, 2018
Bidder Abstracts Due	January 7, 2019
Calibration Meetings Held	March 6 & 7, 2019
Bidders Notified	June 3, 2019
RFP	
RFP Released	July 31, 2019
Bidder Conference	August 8, 2019
Proposal Due	September 11, 2019
Calibration Meetings Held	October 14 & 16, 2019
Bidders Notified	January 22, 2020
Contracting	
Contract Negotiations	March–July 2020
Contract Executed	July 2020 for first batch of Multifamily contracts
Advice Letter Approved	November 2020 for first batch of contracts
Contract Begins	December 2020 for first batch of contracts

3. Local Small and Medium Commercial

Summary

SoCalGas’ small to medium-sized businesses account for approximately 67 percent of the commercial sector’s annual energy usage. SoCalGas is seeking a resource-based, innovative, and comprehensive EE program(s) for the very small to medium-sized commercial customer markets.

Timeline

The Commercial program solicitation is on schedule as originally planned.⁷ The RFA was released in January 2019, and the RFP was released in August 2019. Contract negotiations and contract execution are planned for Quarter 1 of 2020. Table C.3 presents a list of key solicitation milestones and expected completion dates. Unless otherwise noted, all milestone dates as of this Report were met or on schedule.

Table C.3: Key Milestones	
Milestones	Completion Date
RFA	
RFA Released	January 31, 2019
Bidder Conference	February 7, 2019
Bidder Abstracts Due	March 14, 2019
Calibration Meetings Held	May 13–14, 2019
Bidders Notified	August 1, 2019

⁷ Joint IOU Program Solicitation Schedule, dated December 2018. Subsequently, the IOUs updated the Joint IOU Program Solicitation Schedule to reflect changes to other solicitations. Solicitation schedules are updated periodically by the IOUs and the current schedule can be found at caecc.org.

Table C.3: Key Milestones	
Milestones	Completion Date
RFP	
RFP Released	August 23, 2019
Bidder Conference	September 4, 2019
Proposal Due	October 7, 2019
Calibration Meetings Held	November 12–13, 2019
Bidders Notified	January 22, 2020
Contracting	
Contract Negotiations	March–July 2020
Contract Executed	July 2020
Advice Letter Approved	November 2020
Contract Begins	December 2020

4. Local Small and Medium Public

Summary

SoCalGas initiated the Small and Medium Public Sector solicitation to develop a resource-based, innovative, and comprehensive program(s) for small and medium public-sector customers. This program includes the local government, state government, federal government, and education segments but excluded public buildings covered by statewide programs. The solicitation outlined several key program features, while also encouraging new innovative approaches. Highlighted features include energy assessments, simple/low cost retrofits, customer co-pays for comprehensive/higher cost retrofits, financing, partnering, organizational decision-making, and targeting rural and disadvantaged communities.

Timeline

The Public solicitation is generally on schedule as originally planned.⁸ The Public RFA was released in January 2019 and the RFP was released in August 2019. RFP selections occurred in December 2019 and contract negotiations began in March 2020. The detailed timing of the Public solicitation is outlined in the table below. Table C.4 outlines key milestones for this solicitation.

Table C.4: Key Milestones	
Milestones	Completion Date
RFA	
RFA Released	January 31, 2019
Bidder Conference	February 7, 2019
Bidder Abstracts Due	March 14, 2019
Calibration Meeting Held	May 9, 2019
Bidders Notified	August 1, 2019
RFP	
RFP Released	August 23, 2019
Bidder Conference	September 4, 2019
Proposal Due	October 7, 2019

⁸ Joint IOU Program Solicitations Schedule, dated December 2018. Subsequently, the IOUs updated the Joint IOU Program Solicitation Schedule to reflect changes to other solicitations. Solicitation schedules are updated periodically by the IOUs and the current schedule can be found at caecc.org.

Table C.4: Key Milestones	
Milestones	Completion Date
Calibration Meeting Held	November 11, 2019
Bidders Notified	January 22, 2020
Contracting	
Contract Negotiations	March–July 2020
Contract Executed	July 2020
Advice Letter Approved	November 2020
Contract Begins	December 2020

5. Statewide Point-of-Sale Food Service

Summary

The Statewide Point-of-Sale (POS) Food Service solicitation seeks to increase the sales of high-efficiency commercial foodservice equipment by engaging midstream market actors, including equipment manufacturers and dealers, to stock and actively market high-efficiency equipment.

Timeline

Key Milestones in the Statewide POS Food Service solicitation are outlined in Table C.5 below.⁹

Table C.5: Key Milestones	
Milestones	Completion Date
RFA	
RFA Released	August 12, 2019
Bidder Conferences	August 19 & 21, 2019*
Bidder Abstracts Due	September 27, 2019
Calibration Meeting Held	November 7, 2019
Bidders Notified	January 23, 2020
RFP	
RFP Released	January 29, 2020
Bidder Conference	February 10, 2020
Proposal Due	March 18, 2020
Calibration Meeting Held	April 20, 2020
Bidders Notified	May 15, 2020
Contracting	
Contract Negotiations	June–September 2020
Contract Executed	September 2020
Advice Letter Approved	January 2021
Contract Begins	February 2021

* A second Bidder Conference was held due to technical difficulties during the August 19, 2019 conference.

6. Statewide Midstream Water Heating

Summary

The Statewide Midstream Water Heating solicitation seeks to increase the sales of higher-efficiency water heaters into the non-residential market by leveraging the distributor and contractor

⁹ Id., at p. 8.

communities.

Timeline

Table C.6 details the expected and actual milestones for the Statewide Midstream Water Heating solicitation.¹⁰

Table C.6: Key Milestones	
Milestones	Completion Date
RFA	
RFA Released	August 12, 2019
Bidder Conferences	August 19 & 21, 2019*
Bidder Abstracts Due	September 27, 2019
Calibration Meeting Held	November 4, 2019
Bidders Notified	January 23, 2020
RFP	
RFP Released	January 29, 2020
Bidder Conference	February 10, 2020
Proposal Due	March 18, 2020
Calibration Meeting Held	April 21, 2020
Bidders Notified	May 15, 2020
Contracting	
Contract Negotiations	June–September 2020
Contract Executed	September 2020
Advice Letter Approved	January 2021
Contract Begins	February 2021

* A second Bidder Conference was held due to technical difficulties during the August 19, 2019 conference.

7. Statewide Gas Emerging Technologies

Summary

On behalf of the three California gas IOUs, SoCalGas is seeking a new, innovative Statewide Gas Emerging Technologies (GET) Program serving residential and nonresidential customers across all three IOUs' service territories.

Timeline

The GET program solicitation was delayed several times during 2019 while SoCalGas had discussions with the other IOUs and CPUC's Energy Division on program scope and approach. Ultimately, the GET RFA was released on February 12, 2020.¹¹ Table C.7 presents a list of key solicitation milestones and expected completion dates. Unless otherwise noted, all milestone dates as of this Report were met or on schedule.

Table C.7: Key Milestones	
Milestones	Completion Date
RFA	

¹⁰ Id., at p. 8.

¹¹ Joint IOU Program Solicitation Schedule, dated December 2018. Subsequently, the IOUs updated the Joint IOU Program Solicitation Schedule to reflect changes to other solicitations. Solicitation schedules are updated periodically by the IOUs and the current schedule can be found at caecc.org.

Table C.7: Key Milestones	
Milestones	Completion Date
RFA Released	February 12, 2020
Bidder Conference	February 19, 2020
Bidder Abstracts Due	March 25, 2020
Calibration Meeting Held	April 16–17, 2020
Bidders Notified	May 15, 2020
RFP	
RFP Released	July 2020
Bidder Conference	TBD
Proposal Due	TBD
Calibration Meeting Held	TBD
Bidders Notified	October 2020
Contracting	
Contract Negotiations	October–December 2020
Contract Executed	TBD
Advice Letter Approved	TBD
Contract Begins	TBD

8. Local Residential Manufactured Homes

Summary

SoCalGas initiated the Residential Manufactured Homes solicitation to develop a cost-effective program that maximizes natural gas, electric, and water efficiency savings for residential customers living in manufactured homes. The program scope includes all relevant delivery channels and all existing residential manufactured home customers throughout SoCalGas’ service territory. The solicitation requested delivery of simple/low cost energy efficiency retrofits, customer co-pays for more comprehensive upgrades, and financing options, and encouraged other innovative delivery approaches.

Timeline

In November 2018, SoCalGas released an RFA (original RFA) for Residential Manufactured Homes. As described in the June 2019 Semi-Annual Report and pursuant to PRG feedback, in April 2019 SoCalGas withdrew the RFA for the manufactured home solicitation due to low bidder participation. The remainder of this Report focuses on the re-issued RFA, which was sent to bidders in February 2020, and program launch is expected in the second quarter of 2021, per Table C.8 below.

Table C.8: Key Milestones	
Milestones	Completion Date
RFA	
RFA Released	February 21, 2020
Bidder Conference	March 3, 2020
Bidder Abstracts Due	April 3, 2020
Calibration Meeting Held	May 14, 2020
Bidders Notified	TBD
RFP	
RFP Released	June 2020

Table C.8: Key Milestones	
Milestones	Completion Date
Bidder Conference	TBD
Proposal Due	TBD
Calibration Meeting Held	TBD
Bidders Notified	TBD
Contracting	
Contract Negotiations	Q4 2020
Contract Executed	Q4 2020
Advice Letter Approved	TBD
Contract Begins	TBD

9. Local Large Commercial

Summary

The Local Large Commercial (Large Commercial) program solicitation was developed to be an innovative and comprehensive resource-based EE program for the Large Commercial customer grouper in SoCalGas' service territory. These Large Commercial customers account for approximately 33 percent of the commercial sector energy usage annually. The Large Commercial solicitation aims to solicit innovative, resource-based programs to address various market barriers and drivers, as identified in SoCalGas' Business Plan, resulting in more comprehensive and deeper, longer-term energy savings.

Timeline

The Large Commercial program solicitation was released as scheduled on February 21, 2020.¹² Table C.9 presents a list of key solicitation milestones and expected completion dates. Unless otherwise noted, all milestone dates as of this Report were met or on schedule.

Table C.9: Key Milestones	
Milestones	Completion Date
RFA	
RFA Released	February 21, 2020
Bidder Conference	March 3, 2020
Bidder Abstracts Due	April 3, 2020
Calibration Meetings Held	May 19–21, 2020
Bidders Notified	June 2020
RFP	
RFP Released	June 2020
Bidder Conference	TBD
Proposal Due	TBD
Calibration Meeting Held	TBD
Bidders Notified	TBD
Contracting	
Contract Negotiations	Q4 2020
Contract Executed	Q2 2021
Advice Letter Approved	TBD
Contract Begins	TBD

¹² Solicitation schedules are updated periodically by the IOUs and the current schedule can be found at cacecc.org.

10. Local Agricultural

Summary

The purpose of the Local Agricultural solicitation is to invite the EE industry to collaborate with SoCalGas in developing a resource-based, innovative, and comprehensive EE program for the agricultural market in SoCalGas' service territory.

Timeline

Table C.10 details the expected and actual milestones for the SoCalGas Agricultural solicitation.

Table C.10: Key Milestones	
Milestones	Completion Date
RFA	
RFA Released	February 21, 2020
Bidder Conference	March 3, 2020
Bidder Abstracts Due	April 3, 2020
Calibration Meeting Held	May 13, 2020
Bidders Notified	June 2020
RFP	
RFP Released	June 2020
Bidder Conference	June 2020
Proposal Due	TBD
Calibration Meeting Held	TBD
Bidders Notified	TBD
Contracting	
Contract Negotiations	Q4 2020
Contract Executed	Q4 2020
Advice Letter Approved	TBD
Contract Begins	TBD

11. Solicitation Summary

Table C.11 describes SoCalGas' current third-party solicitations. The Report does not address program solicitations for which SoCalGas has not yet released an RFA, as noted in the table below.

Table C.11: Solicitations Overview			
Report Section	Solicitations	Assigned IEs	Solicitation Status
1	Local Residential Single Family	The Mendota Group	Contracting
2	Local Residential Multifamily	The Mendota Group	Contracting
3	Local Small and Medium Commercial	Don Arambula Consulting	Contracting
4	Local Small and Medium Public	Apex Analytics	Contracting
5	Statewide Point-of-Sale Food Service	MCR Corporate Services	RFP
6	Statewide Midstream Water Heating	MCR Corporate Services	RFP
7	Statewide Gas Emerging Technologies	Don Arambula Consulting	RFA
8	Local Residential Manufactured Homes	Apex Analytics	RFA
9	Local Large Commercial	Don Arambula Consulting	RFA

Table C.11: Solicitations Overview			
Report Section	Solicitations	Assigned IEs	Solicitation Status
10	Local Agricultural	MCR Corporate Services	RFA
Legend: <u>Pre-RFA</u> = activities conducted prior to RFA release (not addressed in Report as RFA materials are pending review) <u>RFA</u> = includes bid preparation and evaluation period <u>Pre-RFP</u> = activities conducted prior to RFP release <u>RFP</u> = includes bid preparation evaluation period <u>Contracting</u> = contract negotiations			

D. IE Assessment of Solicitations

The following are key observations gleaned from the individual IE reports on specific solicitations, as presented in Attachment II. [REDACTED]

Table D.1: IE Assessment of Solicitations			
Topics	Key Observations	IE Recommendations	Outcomes
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

Table D.1: IE Assessment of Solicitations			
Topics	Key Observations	IE Recommendations	Outcomes
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
RFA Template	There are a significant number of data tables embedded in SoCalGas' RFA Narrative Form.	Data tables should migrate to the RFA Workbook. This will allow bidder to easily input data and for SoCalGas to efficiently review and confirm data accuracy.	SoCalGas indicates it will address this issue in future solicitations.
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

Table D.1: IE Assessment of Solicitations			
Topics	Key Observations	IE Recommendations	Outcomes
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

Table D.1: IE Assessment of Solicitations			
Topics	Key Observations	IE Recommendations	Outcomes
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

E. PRG Feedback

[REDACTED]

[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

F. Stakeholder Feedback from CPUC Workshops

A public stakeholder meeting was held on February 7, 2020, to discuss feedback on all the IOUs’ energy efficiency program solicitation activities from the bidder community and various other stakeholders. The

main topics that were raised by stakeholders included the following:

- **Updates on the July 2019 Stakeholder Meeting.**
- **Stakeholder Engagement:** Stakeholders were clear that they wanted more engagement (not just feedback) in the solicitation process to better understand the process and to promote continuous learning for all parties involved. A Stakeholder Engagement Team was established to follow up on this matter.
- **Communication:** Communication with stakeholders needs to be more consistent and proactive. The dissemination of materials is very complicated, and bidders would like more simplification and an easier screening process for bidders. Communication follow-up has been addressed by the Stakeholder Engagement Team.
- **Cost-Effectiveness Tool (CET):** The IOUs discussed employing some improvements to the CET planning tool (e.g., CET-Lite) that would do a better job of compiling the numbers while assisting with training and more user-friendly systems (Mac/PC), etc. A team was established to follow up on CET approaches/issues/solutions.
- **RFA/RFP Challenges:** The bidders felt there was a lack of transparency from RFA to RFP. Bidders were not clear how abstracts were selected to move to the RFP stage. Stakeholders would like more information and more openness on this process.
- **Transition Plans:** There is the potential for a gap when transitioning from one program to the next. Thus, careful attention and management of the effects on customers and the EE market in general during such transition is appropriate. Lags in service due to possible reduction of goals and budgets during program transitions should be avoided. The PRG is interested in seeing detailed transition plans to ensure a smooth process.

Responses to these issues should be addressed through the California Energy Efficiency Coordinating Committee (CAEECC) and/or the next public workshop, scheduled for July 2020.

Attachments: Individual Energy Efficiency Independent Evaluators' Semi-Annual Reports

Energy Efficiency Independent Evaluators' Semi-Annual
Report on the

Local Residential Single Family Solicitation

Reporting Period: November 2019 through March 2020

Prepared by:
The Mendota Group, LLC

June 23, 2020

Disclaimer: Certain portions of this report are redacted due to the sensitive nature of the information.

Local Residential Single Family Program

1. Solicitation Overview

This Report covers the activities associated with the Local Residential Single Family solicitation for the period from November 2019 through March 2020. During the period covered by this Report, SoCalGas was implementing the final step in its RFP stage and beginning contract negotiations with selected bidders. Unless specifically mentioned, all solicitation references in this Report relate to Contracting. The RFA stage of the solicitation was covered in the June 2019 Semi-Annual Report, and most of the RFP stage was covered in the December 2019 Semi-Annual Report. It should be noted that SoCalGas ran its Multifamily and Single Family solicitations at the same time, used similar template documents, and followed similar processes. Therefore, many of the items discussed in this Report are similar to those discussed in the Multifamily Report.

1.1. Overview

SoCalGas' first phase of solicitations focused on the residential sector, which accounts for approximately 52 percent of the natural gas consumption among SoCalGas' customer classes, according to the SoCalGas Solicitation Plan. SoCalGas' desired outcomes for its residential EE programs are to transform the sector to ultra-high levels of EE, while integrating other customer demand-side management options—including clean renewables—on a site-specific basis.

Scope

This solicitation encourages the exploration of all relevant delivery channels to produce a cost-effective program to maximize natural gas, electric, and water efficiency savings for residential single-family customers. Although traditional programs have proven to be successful, the legislative and regulatory mandate of doubling the EE target requires more aggressive and comprehensive efficiency upgrades. Utilization of various delivery channels, such as (but not limited to) direct install, can facilitate the delivery of EE retrofits to reduce energy and water use, resulting in comprehensive EE savings from the residential single-family segment.

This resource program solicitation aims to obtain program ideas to address various segment barriers identified in SoCalGas' Business Plan. Potential strategies aimed at achieving comprehensive energy efficiency include, but are not limited to:

- Providing simple, low-cost EE retrofits;
- Incorporating customer copays for comprehensive, higher-cost EE retrofits;
- Leveraging available financing options to fund project copays (e.g., Residential Energy Efficiency Loan program [REEL], Property Assessed Clean Energy financing [PACE], etc.); and
- Including ways to use local contractors and vendors.

This program may be made available to all residential single-family customers throughout SoCalGas' service territory but should also include the flexibility to target specific customers based on criteria such as specific climate zones, income levels, transmission/distribution system needs, hard-to-reach (HTR) customers, and members of Disadvantaged Communities (DAC).

Objectives

The objective of this solicitation is to invite the EE industry to collaborate with SoCalGas in offering an innovative program for the residential single-family market segment. This solicitation is based on the needs and strategies provided in SoCalGas' Business Plan as a tactic to achieve deeper EE savings.

1.2. Timing

In November 2018, SoCalGas released the RFA for its Single Family solicitation. Table 1.2 provides the

Single Family solicitation's key milestones.

Table 1.2: Key Milestones	
Milestones	Completion Date
RFA	
RFA Released	November 26, 2018
Optional Bidder Webinar	December 5, 2018
Questions Due from Bidders	December 10, 2018
Responses Provided by Company	December 17, 2018
Bidder Abstracts Due	January 7, 2019
Stage One Abstract Review Period Ends	January 31, 2019
Calibration Meetings Held	February 19 & 21, 2019
Shortlist Meetings Held	March 4, 2019
Shortlist Presented to PRG	March 5, 2019
RFP	
RFP Released	July 31, 2019
Optional Bidder Webinar	August 8, 2019
Questions Due from Bidders – Round 1	August 13, 2019
Responses Provided by SoCalGas – Round 1	August 20, 2019
Questions Due from Bidders – Round 2	August 23, 2019
Responses Provided by SoCalGas – Round 2	August 28, 2019
Bidder's Proposal Due in PowerAdvocate	September 11, 2019
Calibration Meetings Held	October 9, 2019
Shortlist Meetings Held	October 21, 2019
Shortlist Presented to PRG	November 5, 2019
Contracting & Implementation	
Selected Bidder(s) Notified	January 22, 2020
Contract Executed	June 2020 for first batch of Single Family contracts
Advice Letter Approved	September 2020 for first batch of contracts
Contract Begins (Notice to Proceed)	June 2020 for contracts without Advice Letters (AL), October 2020 for AL contracts.
Implementation Plan	August 2020 for contracts without ALs, December 2020 for contracts with ALs

1.3. Key Observations

Table 1.3 presents an overview of the key issues and observations during the RFP stage of the Residential Single Family solicitation.

Table 1.3: Key Issues and Observations			
Topics	Key Observations	IE Recommendations	Outcomes
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Delays	There was a significant delay from the end of the RFP stage to when the utility provided draft contract templates for IE review.	In each of its monthly reports to the PRG, we recommended that SoCalGas provide the draft documents and a contracting timeline to the IEs for review.	SoCalGas ultimately provided the contract templates for IE review in mid-February 2020.
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

2. Solicitation Outreach and Bidder Response

Because this solicitation is at the Contracting stage, there is no solicitation outreach. This section therefore discusses only the number of bidders invited to participate in the RFP stage, the responses received, and the

number disqualified.

2.1. Bidder Response to Solicitation

While the solicitation outreach activities, communications, and solicitation design were originally addressed as part of the previous Semi-Annual Report, the IE continues to believe that they have resulted in a robust, competitive solicitation. [REDACTED]

	Number
Abstracts Expected	[REDACTED]
Abstracts Received (including Disqualified/Failed)	[REDACTED]
Proposals Invited	[REDACTED]
Proposals Received (including Disqualified/Failed)	[REDACTED]
Bidders Advanced to Contracting	[REDACTED]

2.2. Bidder's Conference and Q&A

There were no bidder conferences or Q&A opportunities provided during the Contracting stage covered by this Semi-Annual Report.

2.3. Solicitation Design Assessment

SoCalGas' solicitation design—to offer both Residential Single Family and Multifamily solicitations—met the program portfolio need as presented in its CPUC-approved Business Plan and Solicitation Plan. The solicitation requested that bidders propose programs that would help achieve SoCalGas' savings goals and applicable portfolio and sector-level metrics as incorporated into the Annual Budget Advice Letter. The Residential Single Family solicitation has been conducted as a two-stage process and has actively involved both the PRG and IE at every stage.

3. RFA and RFP Design and Materials Assessment

3.1. RFA Design Requirements and Materials

The RFA stage of the Single Family solicitation was addressed in the June 2019 Semi-Annual Report.

3.2. RFP Design Requirements and Materials

The RFP stage of the Single Family solicitation was addressed in the December 2019 Semi-Annual Report.

3.3. Response to PRG and IE Advice

The RFA stage of the Single Family solicitation was addressed in the June 2019 Semi-Annual Report, and the RFP stage was addressed in the December 2019 Semi-Annual Report.

4. Bid Evaluation Methodology Assessment

4.1. Bid Screening Process

The RFA bid evaluation methodology was described in the June 2019 Semi-Annual Report. The RFP bid evaluation methodology was described in the December 2019 Semi-Annual Report.

¹ One bidder, without explanation, opted not to submit a Proposal.

4.2. Scoring Rubric Design

The RFA and RFP scoring rubrics for the Single Family solicitation were discussed in the December 2019 Semi-Annual Report.

4.3. Evaluation Team Profile

The RFA Evaluation Team profile was addressed in the June 2019 Semi-Annual Report. The RFP evaluation team profile was described in the December 2019 Semi-Annual Report.

4.4. Response to PRG and IE Advice

Not applicable to this reporting period.

5. Final Bid Selection Assessment

5.1. Conformance with Established Evaluation Processes

The RFA stage of the Residential Single Family solicitation was addressed in the June 2019 Semi-Annual Report. Most of the RFP stage was addressed in the December 2019 Semi-Annual Report.



5.2. Management of Deficient Bids

The RFA stage of the Single Family solicitation was addressed in the June 2019 Semi-Annual Report. The RFP stage was addressed in the December 2019 Semi-Annual Report.

5.3. Shortlist and Final Selections

a. Conformance with Established Evaluation Processes

The RFA stage of the Single Family solicitation was addressed in the June 2019 Semi-Annual Report. Most of the RFP stage was addressed in the December 2019 Semi-Annual Report.

b. Portfolio Fit

The Single Family solicitation was consistent with SoCalGas' Business Plan and the selected contractor met the objectives outlined in the Business Plan. Therefore, the selected program and contractors were good fits SoCalGas' portfolio.

c. Response to PRG and IE Advice

The selected bids were discussed during the November 5, 2019, PRG meeting.



5.4. Affiliate Bids and Conflict of Interest

The IOU did not receive a bid from an affiliate.

6. Assessment of Selected Bids

6.1. Bid Selections Respond to Portfolio Needs

The final selection is consistent with SoCalGas' solicitation needs as identified in its Business Plan. SoCalGas sought a combination of programs that would serve the needs of its Residential Single Family customer segment and the selected programs meet this need.

6.2. Bid Selections Provide the Best Overall Value to Ratepayers

7. Reasonableness of Contracting Process

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

Energy Efficiency Independent Evaluators' Semi-Annual
Report on the

Local Residential Multifamily Solicitation

Reporting Period: November 2019 through March 2020

Prepared by:
The Mendota Group, LLC

June 23, 2020

Disclaimer: Certain portions of this report are redacted due to the sensitive nature of the information.

Local Residential Multifamily Program

1. Solicitation Overview

This Report covers the activities associated with the Local Residential Multifamily Program solicitation for the period from November 2019 through March 2020. During the period covered by this Report, SoCalGas was implementing the final step in its RFP stage and beginning contract negotiations with selected bidders. Unless specifically mentioned, all solicitation references in this Report relate to Contracting. The RFA stage of the solicitation was covered in the June 2019 Semi-Annual Report, and most of the RFP stage was covered in the December 2019 Semi-Annual Report. It should be noted that SoCalGas ran its Multifamily and Single Family solicitations at the same time, used similar template documents, and followed similar processes. Therefore, many of the items discussed in this Report are similar to those discussed in the Single Family Report.

1.1. Overview

SoCalGas' first phase of solicitations focused on the residential sector, which accounts for approximately 52 percent of the natural gas consumption among SoCalGas' customer classes, according to the SoCalGas Solicitation Plan. SoCalGas' desired outcomes for its residential EE programs are to transform the sector to ultra-high levels of EE, while integrating other customer demand-side management options—including clean renewables—on a site-specific basis.

Scope

This solicitation encourages the exploration of all relevant delivery channels to produce a cost-effective program to maximize natural gas, electric, and water efficiency savings for residential multifamily customers. Although traditional programs have proven successful, the legislative and regulatory mandate of doubling the EE target requires more aggressive and comprehensive efficiency upgrades. Utilization of various delivery channels, such as, but not limited to, direct install, can facilitate the delivery of EE retrofits to reduce energy and water use, thereby resulting in comprehensive EE savings from the residential multifamily segment.

This resource program solicitation aims to obtain program ideas to address various segment barriers identified in SoCalGas' Business Plan. Potential strategies aimed at achieving comprehensive energy efficiency include, but are not limited to:

- Providing simple/low-cost EE retrofits;
- Customer copays for comprehensive/higher-cost EE retrofits;
- Leveraging available financing options to fund project copays (e.g., REEL, PACE, On Bill Financing [OBF], etc.);
- Including ways to use local contractors and vendors;
- Benchmarking;
- Enhancing the single point-of-contact concept; and
- Split-incentive structuring.

This program may be made available to all residential multifamily customers throughout SoCalGas' service territory but should also include the flexibility to target specific customers based on criteria such as specific climate zones, income levels, transmission/distribution system needs, HTR customers, and members of DACs.

Objectives

The objective of this solicitation is to invite the EE industry to collaborate with SoCalGas in offering an innovative program for the residential multifamily market segment. This solicitation is based on the needs and

strategies provided in SoCalGas' Business Plan as a tactic to achieve deeper EE savings.

1.2. Timing

In November 2018, SoCalGas released the RFA for its Residential Multifamily solicitation. Key milestones in the Multifamily solicitation are outlined in Table 1.2 below.

Table 1.2: Key Milestones	
Milestones	Completion Date
RFA	
RFA Released	November 26, 2018
Optional Bidder Webinar	December 5, 2018
Questions Due from Bidders	December 10, 2018
Responses Provided by Company	December 17, 2018
Bidder Abstracts Due	January 7, 2019
Stage One Abstract Review Period Ends	January 31, 2019
Calibration Meetings Held	March 6 & 7, 2019
Shortlist Meetings Held	March 22, 2019
Shortlist Presented to PRG	April 2, 2019
RFP	
RFP Released	July 31, 2019
Optional Bidder Webinar	August 8, 2019
Questions Due from Bidders – Round 1	August 13, 2019
Responses Provided by SoCalGas – Round 1	August 20, 2019
Questions Due from Bidders – Round 2	August 23, 2019
Responses Provided by SoCalGas – Round 2	August 28, 2019
Bidder's Proposal Due in PowerAdvocate	September 11, 2019
Calibration Meetings Held	October 14 & 16, 2019
Shortlist Meetings Held	October 21, 2019
Shortlist Presented to PRG	November 5, 2019
Contracting & Implementation	
Selected Bidder(s) Notified	January 22, 2020
Contract Executed	July 2020 for first batch of Multifamily contracts
Advice Letter Approved	November 2020 for first batch of contracts
Contract Begins (Notice to Proceed)	December 2020 for first batch of contracts
Implementation Plan	January 2021 for first batch of contracts

1.3. Key Observations

Table 1.3 presents an overview of the key issues and observations during the RFP stage of the Residential Multifamily solicitation.

Table 1.3: Key Issues and Observations

Topics	Key Observations	IE Recommendations	Outcomes
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Delays	There was a significant delay from the end of the RFP stage to when the utility provided draft contract templates for IE review.	In each of its monthly reports to the PRG, we recommended that SoCalGas provide the draft documents and a contracting timeline to the IEs for review.	SoCalGas ultimately provided the contract templates for IE review in mid-February
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

2. Solicitation Outreach and Bidder Response

Because this solicitation is at the RFP stage, there is no solicitation outreach. This section therefore discusses only the number of bidders invited to participate in the RFP stage, the responses received, and the number disqualified.

2.1. Bidder Response to Solicitation

Table 2.1 provides statistics on the bidder response to the Multifamily solicitation.

Table 2.1: Solicitation Response	
	Number
Abstracts Expected	
Abstracts Received (including Disqualified/Failed)	
Proposals Invited	
Proposals Received (including Disqualified/Failed)	
Bidders Advanced to Contracting	

2.2. Bidder's Conference and Q&A

There were no bidder conferences or Q&A opportunities provided during the Contracting stage covered by this Semi-Annual Report.

2.3. Solicitation Design Assessment

SoCalGas' solicitation design—to offer both Residential Single Family and Multifamily solicitations—met the program portfolio need as presented in its CPUC-approved Business Plan and Solicitation Plan. The solicitation requested that bidders propose programs that would help achieve SoCalGas' savings goals and applicable portfolio and sector-level metrics as incorporated into the Annual Budget Advice Letter. The Residential Multifamily solicitation has been conducted as a two-stage process and has actively involved both the PRG and IE at every stage.

3. RFA and RFP Design and Materials Assessment

3.1. RFA Design Requirements and Materials

The RFA stage of the Multifamily solicitation was addressed in the June 2019 Semi-Annual Report.

3.2. RFP Design Requirements and Materials

The RFP stage of the Multifamily solicitation was addressed in the December 2019 Semi-Annual Report.

3.3. Response to PRG and IE Advice

The RFA stage of the Multifamily solicitation was addressed in the June 2019 Semi-Annual Report, and the RFP stage was addressed in the December 2019 Semi-Annual Report.

4. Bid Evaluation Methodology Assessment

4.1. Bid Screening Process

The RFA bid evaluation methodology was described in the June 2019 Semi-Annual Report. The RFP bid evaluation methodology was described in the December 2019 Semi-Annual Report.

4.2. Scoring Rubric Design

The RFA and RFP scoring rubrics for the Multifamily solicitation were discussed in the December 2019 Semi-Annual Report.

4.3. Evaluation Team Profile

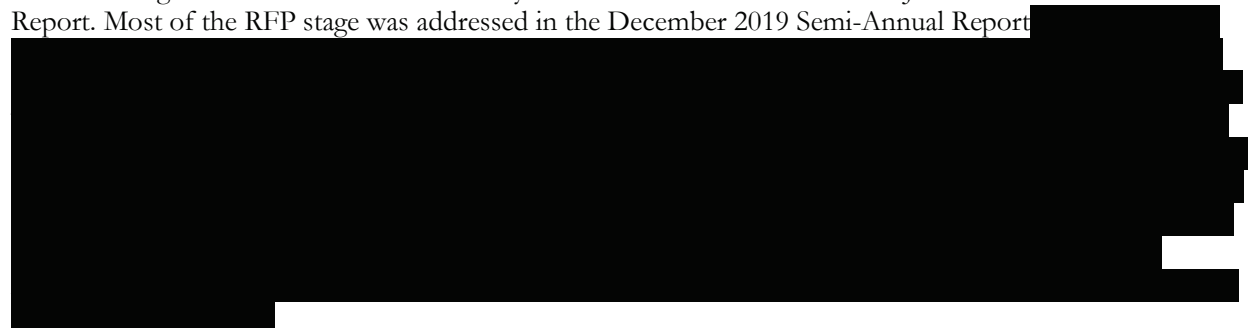
The RFA Evaluation Team profile was addressed in the June 2019 Semi-Annual Report. The RFP evaluation team profile was described in the December 2019 Semi-Annual Report.

4.4. Response to PRG and IE Advice

Not applicable to this reporting period.

5. Final Bid Selection Assessment

The RFA stage of the Residential Multifamily solicitation was addressed in the June 2019 Semi-Annual Report. Most of the RFP stage was addressed in the December 2019 Semi-Annual Report



5.1. Conformance with Established Evaluation Processes

The RFA stage of the Multifamily solicitation was addressed in the June 2019 Semi-Annual Report. The RFP stage was addressed in the December 2019 Semi-Annual Report.

5.2. Management of Deficient Bids

The RFA stage of the Multifamily solicitation was addressed in the June 2019 Semi-Annual Report. The RFP stage was addressed in the December 2019 Semi-Annual Report.

5.3. Shortlist and Final Selections

a. Conformance with Established Evaluation Processes

The RFA stage of the Residential Multifamily solicitation was addressed in the June 2019 Semi-Annual Report. Most of the RFP stage was addressed in the December 2019 Semi-Annual Report.

b. Portfolio Fit

The Multifamily solicitation was consistent with SoCalGas' Business Plan and the selected contractor met the objectives outlined in the Business Plan. Therefore, the selected program and contractors were good fits SoCalGas' portfolio.

c. Response to PRG and IE Advice



[REDACTED]

[REDACTED]

5.4. Affiliate Bids and Conflict of Interest

The IOU did not receive a bid from an affiliate.

6. Assessment of Selected Bids

6.1. Bid Selections Respond to Portfolio Needs

The final selection is consistent with SoCalGas' solicitation needs as identified in its Business Plan. SoCalGas sought a combination of programs that would serve the needs of its Residential Multifamily customer segment and the selected programs meet this need.

6.2. Bid Selections Provide the Best Overall Value to Ratepayers

7. Reasonableness of Contracting Process

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

Energy Efficiency Independent Evaluators' Semi-Annual
Report on the

Local Small and Medium Commercial Solicitation

Reporting Period: November 2019 through March 2020

Prepared by:
Don Arambula Consulting

June 23, 2020

Disclaimer: Certain portions of this report are redacted due to the sensitive nature of the information.

Local Small and Medium Commercial Program

1. Solicitation Overview

This Report on the Local Small and Medium Commercial (Commercial) solicitation covers the period from November 2019 through March 2020. As a result, much of the Report addresses the RFP stage of SoCalGas' program solicitation. Prior solicitation activity is addressed in the December 2019 Semi-Annual Report.¹

1.1. Overview

SoCalGas administers a comprehensive EE program portfolio directed at a large, diverse customer base spread over a vast 24,000-square-mile service territory throughout Central and Southern California. SoCalGas utilizes EE program implementers to serve its residential and nonresidential customers throughout SoCalGas' service territory. The Commercial program solicitation welcomes qualified bidders to propose, design, implement, and deliver an innovative, resource-based program(s) that provides comprehensive, long-term natural gas EE results for existing small and medium-sized commercial customers.

Scope

The purpose of SoCalGas' Commercial program solicitation was to invite the EE industry to collaborate with SoCalGas in developing a resource-based, innovative, and comprehensive EE program(s) for the very small, small, and medium-sized commercial customer markets in SoCalGas' service territory.² Most of SoCalGas' commercial customers are small to medium-sized businesses, which account for approximately 67 percent of the commercial sector energy usage annually.³ This RFA seeks innovative, resource-based program abstracts from interested bidders that target each of the customer markets.

Objectives

The solicitation is based on the needs and customer group profiles identified in SoCalGas' approved business plan. The solicitation is designed to achieve a more comprehensive, long-term energy savings. Interested bidders are encouraged to review and propose innovative programs that will assist SoCalGas in achieving portfolio and sector-level metrics⁴ related to very small, small, and medium customer groups, as well as those customers operating in DACs and defined as HTR.

1.2. Timing

The Commercial program solicitation is on schedule as originally planned.⁵ The RFA was released in January 2019, and the RFP was released in August 2019. Contract negotiations and contract execution are planned for Quarter 1 of 2020. Table 1.2 presents a list of key solicitation milestones and expected completion dates. Unless otherwise noted, all milestone dates as of this Report were met or on schedule.

Milestones	Completion Date
RFA	
RFA Released	January 31, 2019
Optional Bidder Webinar	February 7, 2019

¹ See Semi-Annual Independent Evaluator Report, Southern California Gas Company, dated December 2019, at caecc.org.

² See SoCalGas Business Plan, pp. 109-110 and p. 121, available at https://www.socalgas.com/regulatory/documents/a-17-01-016/SoCalGas_Business_Plan-1.17.17-FINAL.PDF.

³ *Id.* p. 109.

⁴ See SoCalGas Portfolio and Sector-Level Metrics Compliance Filing, pp. 69-75, available at <http://docs.cpuc.ca.gov/PublishedDocs/Efile/G000/M233/K545/233545545.PDF>.

⁵ Joint IOU Program Solicitation Schedule, dated December 2018. Subsequently, the IOUs updated the Joint IOU Program Solicitation Schedule to reflect changes to other solicitations. Solicitation schedules are updated periodically by the IOUs and the current schedule can be found at caecc.org.

Table 1.2: Key Milestones	
Milestones	Completion Date
Questions Due from Bidders	February 13, 2019
Responses Provided by Company	February 21, 2019
Bidder Abstracts Due	March 14, 2019
Stage One Abstract Review Period Ends	April 22, 2019
Calibration Meetings Held	May 13–14, 2019
Shortlist Meetings Held	May 16, 2019
Shortlist Presented to PRG	June 4, 2019
RFP	
RFP Released	August 23, 2019
Optional Bidder Webinar	September 4, 2019
Questions Due from Bidders – Round 1	September 9, 2019
Responses Provided by SoCalGas – Round 1	September 16, 2019
Questions Due from Bidders – Round 2	September 19, 2019
Responses Provided by SoCalGas – Round 2	September 24, 2019
Bidder’s Proposal Due in Power Advocate	October 7, 2019
Calibration Meetings Held	November 12–13, 2019
Shortlist Meetings Held	November 18, 2019
Shortlist Presented to PRG	December 3, 2019
Contracting & Implementation	
Selected Bidder(s) Notified	January 22, 2020
Contract Executed	July 2020
Advice Letter Approved	November 2020
Contract Begins (Notice to Proceed)	December 2020
Implementation Plan	January 2021

1.3. Key Observations

Table 1.3 presents key observations made by the IE during the solicitation during this reporting period (November 2019 through March 2020).



Table 1.3: Key Issues and Observations			
Topics	Key Observations	IE Recommendations	Outcomes
[Redacted]	[Redacted]	[Redacted]	[Redacted]

Table 1.3: Key Issues and Observations			
Topics	Key Observations	IE Recommendations	Outcomes
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

Table 1.3: Key Issues and Observations			
Topics	Key Observations	IE Recommendations	Outcomes
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

2. Solicitation Outreach and Bidder Response

2.1. Bidder Response to Solicitation

The solicitation outreach relied on general awareness of SoCalGas’ program solicitations to the bidder community through several announcements and IOU-specific workshops regarding SoCalGas’ upcoming EE program solicitations. SoCalGas also posted general information onto its third-party solicitation webpage and the CAEECC website [REDACTED]

Table 2.1: Solicitation Response	
	Number
Abstracts Expected	[REDACTED]
Abstracts Received	[REDACTED]
Proposals Expected	[REDACTED]
Proposals Received	[REDACTED]

2.2. Bidder’s Conference and Q&A

RFA

The previous IE Semi-Annual Report (December 31, 2019) provides information regarding the Bidders’ Conference held during the RFA stage.

RFP

During the RFP stage, SoCalGas held a Bidders’ Conference on September 4, 2019. Potential bidders had ample time during the conference to ask questions. Bidders were also provided an opportunity after the Bidders’ Conference to provide written questions. SoCalGas provided the bidders two opportunities to provide written questions. Round 1 bidder questions were due to SoCalGas by September 9, 2019. Round 2 questions were due by September 19, 2019. SoCalGas received a total of 10 questions covering an array of topics, including proposal requirements, Support Services, third-party funding threshold requirements, and a request for a measure database similar to that of another IOU solicitation. SoCalGas provided responses to all Round 1 questions by September 16, 2019, and to all Round 2 questions by September 24, 2019, which is within the acceptable parameters recommended by the PRG. Bidder conference details are provided in Table 2.2.

Table 2.2: Bidder Conferences

RFP Bidder Conference Date	September 4, 2019
Number of Questions Received	10

2.3. Solicitation Design Assessment

The solicitation design met SoCalGas' intended need to procure a resource-based program(s) targeted at the commercial businesses within the very small, small and medium-sized customer groups.

3. RFA and RFP Design and Materials Assessment

3.1. RFA Design Requirements and Materials

The previous IE Semi-Annual Report (December 31, 2019) provides information regarding the RFA design requirements and materials.

3.2. RFP Design Requirements and Materials

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

4. Bid Evaluation Methodology Assessment

4.1. Bid Screening Process

RFA

The previous IE Semi-Annual Report (December 31, 2019) provides information regarding the bid screening process.

RFP

SoCalGas proposed a bid screening process consistent with the approach presented to bidders in the RFP. The SoCalGas bid evaluation consisted of two parts: (1) a Threshold Assessment to determine the responsiveness of the proposal to minimum requirements; and (2) Proposal Content Scoring (for proposals that meet the Threshold Assessment requirements). SoCalGas first evaluated the Threshold Assessment criteria (Items A, B, and C) on a Pass/Fail basis, as presented below. Only proposals that received a “Pass” on the Threshold Assessment were evaluated for proposal content.

Threshold Assessment Criteria

- A. On-Time Submittal Via PowerAdvocate
- B. Proposal Responsiveness
- C. Bidder and Proposed Program are eligible if bidder meets the RFP requirements and the proposal does not include the following:
 - Unproven new energy efficiency technologies, tool development, research and development (R&D), or completion (market testing) of a product;
 - Demonstration, pilot, or “proof-of-concept” projects, R&D prototypes, and limited production technologies that cannot support a full-scale EE program;
 - Statewide EE programs and programs that overlap or duplicate the efforts of statewide EE programs;
 - Programs that are primarily based on behavioral measures (Note: Resource program designs which include a behavioral-based strategy are acceptable);
 - Income-Qualified EE programs and non-EE products or services;
 - Programs that solely promote demand response programs;
 - Non-EE programs/services and services that support other EE programs;
 - Evaluation, measurement and verification (EM&V) consulting services and program support services;
 - Programs that are solely non-resource (Note: Resource program designs which include non-resource strategies, such as marketing and training, are acceptable);
 - Local Government Partnership or Regional Energy Network Programs or programs that overlap or duplicate the efforts of Local Government Partnerships or Regional

Energy Networks; or

- Programs based solely on deemed measures, without supporting CPUC-approved deemed workpapers.

4.2. [Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]

[Redacted]

- [Redacted]

⁶ Section 4.4.3, p. 53. SBE is defined per Title 2, Section 1896.12, of the California Code of Regulations.

[Redacted text block]

4.3. Evaluation Team Profile

[Redacted text block]

[Redacted]			
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]

4.4. Response to PRG and IE Advice

SoCalGas provided the opportunity for both the PRG and IE to review and comment on the proposed bid evaluation methodology including the detailed scorecard. [Redacted]

[Redacted]

[Redacted]

5. Final Bid Selection Assessment

5.1. Conformance with Established Evaluation Processes

[Redacted]

[Redacted]

5.2. Management of Deficient Bids

SoCalGas did not receive any deficient bids as part of the Small Commercial RFA or RFP stages.

5.3. Shortlist and Final Selections

[Redacted]

[Redacted]

[Redacted]

5.4. Affiliate Bids and Conflict of Interest

The CPUC, in Decision 05-01-055, prohibits any transaction between a California IOU and any program implementer for EE that is a California affiliate of an IOU. SoCalGas required all bidders to acknowledge that they are not an affiliate of any IOU. There was no instance where a California IOU affiliate participated as a bidder in the solicitation.

Additionally, as part of SoCalGas' evaluation team instructions, SoCalGas directed each team member to identify any potential conflicts of interests with participating bidders. None were identified as part of this solicitation.

6. Assessment of Selected Bids

The IE supports the IOU's two selections. SoCalGas' decision to split the service territory among two bidders was reasonable given the large size of the territory, the preference to minimize risk by using two implementers, and the proposal of one bidder to focus only on a portion of the territory. The IE supports the IOU's preference to select these programs for their ability to offer a comprehensiveness measure mix to the small and medium-sized commercial customers. Overall, SoCalGas' final selections were sound and reasonable.

7. Reasonableness of Contracting Process

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

Energy Efficiency Independent Evaluators' Semi-Annual
Report on the

Local Small and Medium Public Solicitation

Reporting Period: November 2019 through March 2020

Prepared by:
Apex Analytics, LLC

June 23, 2020

Disclaimer: Certain portions of this report are redacted due to the sensitive nature of the information.

Local Small and Medium Public Program

1. Solicitation Overview

This Report covers the activities associated with the Local Small and Medium Public (Public) solicitation for the period of November 2019 through March 2020. During this period, SoCalGas completed the RFP shortlisting and selection and began contract negotiation. During this period, the IE was involved in monitoring all solicitation-specific activities, such as reviewing proposals, participating in the calibration and shortlisting meeting, reviewing contract templates and monitoring negotiations.

1.1. Overview

The objective of this solicitation is for the EE industry to collaborate with SoCalGas in offering an innovative and cost-efficient program for the very small, small, and medium public segments (maximum annual therm usage less than or equal to 50,000 therms).

Scope

This solicitation targeted the local government, state government, federal government, and education segments but excluded public buildings covered by statewide programs. The solicitation scope outlined several key program features, but also encouraged other innovative approaches. Highlighted features in the scope included energy assessments, simple/low-cost retrofits, customer copays for comprehensive/higher-cost retrofits, financing, partnering, organizational decision-making, and rural community and DAC involvement.

This solicitation is seeking a natural gas-focused resource program. Programs may address all or a subset of very small, small, and medium public sector customers in SoCalGas' service territory. Bidders may propose additional optional measures that save water and/or electricity.

This solicitation aims to solicit program ideas to address various segment barriers identified in SoCalGas' Business Plan through comprehensive strategies such as, but not limited to:

- Providing energy assessments and other forms of technical assistance;
- Providing simple/low-cost EE retrofits;
- Assessing customer copays for comprehensive/higher-cost EE retrofits;
- Leveraging available financing options to fund project co-pays (e.g. OBF, Public Funding Assistance, private sector financing etc.);
- Partnering with local small business organizations and community-based organizations;
- Including ways to use local technical consultants, contractors, and vendors;
- Including focus on modifying organizational decision-making and adoption in rural and disadvantaged communities; and
- Leveraging existing SoCalGas Local Government Partnerships.

Objectives

The solicitation is based on the needs and customer group profiles identified in SoCalGas' approved business plan; the solicitation is designed to achieve comprehensive, long-term energy savings. Programs should assist SoCalGas in achieving portfolio and sector-level metrics related to very small, small, and medium customer groups, as well as those customers operating in DACs and defined as HTR.¹

¹ See SoCalGas Portfolio and Sector-Level Metrics Compliance Filing, p. 69-75, available at [SoCalGas Portfolio and](#)

1.2. Timing

The Public solicitation is generally on schedule as originally planned.² The Public RFA was released in January 2019 and the RFP was released in August 2019. RFP selections occurred in December 2019 and contract negotiations began in March 2020. The detailed timing of the Public solicitation is outlined in the table below. Table 1.2 outlines key milestones for this solicitation.

Table 1.2: Key Milestones	
Milestones	Completion Date
RFA	
RFA Released	January 31, 2019
Optional Bidder Webinar	February 7, 2019
Questions Due from Bidders	February 13, 2019
Responses Provided by Company	February 21, 2019
Bidder Abstracts Due	March 14, 2019
Stage One Abstract Review Period Ends	April 22, 2019
Calibration Meetings Held	May 9, 2019
Shortlist Meetings Held	May 16, 2019
Shortlist Presented to PRG	June 4, 2019
RFP	
RFP Released	August 23, 2019
Optional Bidder Webinar	September 4, 2019
Questions Due from Bidders – Round 1	September 9, 2019
Responses Provided by SoCalGas – Round 1	September 16, 2019
Questions Due from Bidders – Round 2	September 19, 2019
Responses Provided by SoCalGas – Round 2	September 24, 2019
Bidder's Proposal Due in Power Advocate	October 7, 2019
Calibration Meetings Held	November 11, 2019
Shortlist Meetings Held	November 18, 2019
Shortlist Presented to PRG	December 3, 2019
Contracting & Implementation	
Selected Bidder(s) Notified	January 22, 2020
Contract Executed	July 2020
Advice Letter Approved	November 2020
Contract Begins (Notice to Proceed)	December 2020
Implementation Plan	January 2021

1.3. Key Observations

In general, the solicitation process through the RFP selection and beginning of contract negotiations has been smooth, transparent, and well-managed by SoCalGas. The RFA and RFP processes were conducted in a transparent, fair, and equitable manner. SoCalGas allowed for IE input into every step of the process and integrated feedback where relevant. Table 1.3 outlines key issues and observations during this period.

Table 1.3: Key Issues and Observations			
Topics	Key Observations	IE Recommendations	Outcomes
RFP Process			

[Sector-Level Metrics.](#)

² Joint IOU Program Solicitations Schedule, dated December 2018. Subsequently, the IOUs updated the Joint IOU Program Solicitation Schedule to reflect changes to other solicitations. Solicitation schedules are updated periodically by the IOUs and the current schedule can be found at caecc.org.

Table 1.3: Key Issues and Observations			
Topics	Key Observations	IE Recommendations	Outcomes
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

Table 1.3: Key Issues and Observations			
Topics	Key Observations	IE Recommendations	Outcomes
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Contracting and Negotiations			
IE Inclusion	SoCalGas has included IEs in all emails, meetings, and internal discussions.	None, SoCalGas should continue this process.	
Negotiation Process	SoCalGas' process is organized and includes a comment tracker for back and forth with bidders across multiple elements.	None, SoCalGas should continue this process.	

2. Solicitation Outreach and Bidder Response

2.1. Bidder Response to Solicitation

This solicitation activity was addressed in the December 2019 Semi-Annual Report.

2.2. Bidder's Conference and Q&A

SoCalGas offered bidder conferences for both the RFA and RFP phase. SoCalGas Webinar system (Microsoft Teams) does not allow the tracking of the number of participants and/or bidder companies that participate. SoCalGas recorded the webinars and posted the recordings to Power Advocate.

RFA

This solicitation activity was addressed in the June 2019 Semi-Annual Report.

RFP

This solicitation activity was addressed in the December 2019 Semi-Annual Report.

2.3. Solicitation Design Assessment

This solicitation activity was addressed in the December 2019 Semi-Annual Report.

3. RFA and RFP Design and Materials Assessment

3.1. RFA Design Requirements and Materials

This solicitation activity was addressed in the June 2019 Semi-Annual Report.

3.2. RFP Design Requirements and Materials

This solicitation activity was addressed in the December 2019 Semi-Annual Report.

3.3. Response to PRG and IE Advice

This solicitation activity was addressed in the December 2019 Semi-Annual Report.

4. Bid Evaluation Methodology Assessment

4.1. Bid Screening Process

RFA

This solicitation activity was addressed in the June 2019 Semi-Annual Report.

RFP

This solicitation activity was addressed in the December 2019 Semi-Annual Report.

4.2. Scoring Rubric Design

RFA

This solicitation activity was addressed in the June 2019 Semi-Annual Report.

RFP

This solicitation activity was addressed in the December 2019 Semi-Annual Report.

4.3. Evaluation Team Profile

This solicitation activity was addressed in the December 2019 Semi-Annual Report.

4.4. Response to PRG and IE Advice

This solicitation activity was addressed in the December 2019 Semi-Annual Report.

5. Final Bid Selection Assessment

The RFA selection process was addressed in the December 2019 Semi-Annual Report. This section covers the RFP selection.

5.1. Conformance with Established Evaluation Processes

[REDACTED]

- [REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

5.2. Management of Deficient Bids

In the RFP phase, there were no deficient bids.

5.3. Shortlist and Final Selections

a. Conformance with Established Evaluation Processes

[REDACTED] We appreciated that SoCalGas included the IE in the discussion of the shortlist with the SoCalGas team, rather than presenting a decision after it has been made.

b. Portfolio Fit

Portfolio fit was not used in the bid selection. The winning bidder's proposal was consistent with the Scope of work and consistent with the Business Plan needs.

c. Response to PRG and IE Advice

[REDACTED]



5.4. Affiliate Bids and Conflict of Interest

At the RFA and RFP stage, no bidders were found to have affiliates. During the RFA and RFP stages, SoCalGas confirmed with each member of its scoring team and found no conflicts of interest.

6. Assessment of Selected Bids

For the RFA selection, the bids selected to move forward met portfolio needs.

6.1. Bid Selections Respond to Portfolio Needs

The final selection is consistent with SoCalGas' portfolio needs as identified in its Business Plan and Solicitation Plan.

6.2. Bid Selections Provide Best Overall Value to Ratepayer

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

7. Reasonableness of Contracting Process

During this period, SoCalGas developed a contract template with review from the PRG and IEs. SoCalGas also began negotiations with the bidder in March 2020 and has met several times with the bidder to discuss key topics. SoCalGas expects the PRG to review the contract in early July 2020 and execute the contract in late July 2020. Therefore, future Semi-Annual Reports will address this topic.

Energy Efficiency Independent Evaluators' Semi-Annual
Report on the

Statewide Point-of-Sale Food Service Solicitation

Reporting Period: November 2019 through March 2020

Prepared by:
MCR Corporate Services

June 23, 2020

Disclaimer: Certain portions of this report are redacted due to the sensitive nature of the information.

Statewide Point-Of-Sale Food Service Program

1. Solicitation Overview

SoCalGas is the statewide lead program administrator responsible for the Statewide Point-of-Sale (POS) Food Service program.¹ SoCalGas seeks proposals from third-party implementers to propose programs to be implemented on a statewide basis.

The Statewide POS Food Service solicitation is one of two simultaneous statewide solicitations, the other being the Statewide Midstream Water Heating program, which is reported separately. Many of the activities described in the two reports are the same, in terms of schedule and effort. Therefore, many of the items discussed in this Report are similar to those discussed in the Statewide Midstream Water Heating Report. For example, both statewide solicitations share a common schedule, which results in common events such as solicitation release, bidder web seminars, due dates, etc.

1.1. Overview

This Report covers the activities associated with the Statewide POS Food Service program solicitation for the period from November 2019 through March 2020.

Scope

SoCalGas manages a large portfolio of customer-focused EE programs and utilizes third-party program implementers to serve residential and nonresidential customers within its service territory. The POS Food Service solicitation provides an opportunity for third parties to propose, design, implement, and deliver new, innovative, and cost-efficient programs to help SoCalGas achieve its portfolio goals.²

SoCalGas has categorized the non-residential Food Service segment as part of the IOUs' Commercial sector³ and is primarily composed of office buildings, stores, restaurants, warehouses, schools, hospitals, public buildings and facilities, and others throughout the IOU service territories. This program is designed to effectively promote energy efficiency at the midstream vendor level. The term "Vendor," which includes both cash and carry and online organizations, is classified as the following:

- Food Service Equipment Manufacturers
- Buying Groups
- Wholesale Distributors
- Dealers
- Build Design Consultants/Contractors
- Operators
- Service & Maintenance Companies
- Franchisors
- Corporate-Owned Business⁴

¹ In Decision 18-05-041, the CPUC assigned Program Administrators to lead specific statewide programs.

² RFP 91622 – Statewide Point-of-Sale Food Service Request for Proposal, Southern California Gas Company, (SoCalGas RFP) January 29, 2020, at p. 2.

³ SoCalGas Business Plan, at p. 26.

⁴ SoCalGas RFP, at p. 11.

Objectives

The purpose of this solicitation is to invite the EE industry to collaborate with the IOUs to offer an innovative, resource-based EE program(s) to public and non-residential end-use customers throughout California. This solicitation is based on the vision and goals presented in the approved SoCalGas Business Plan⁵, which seeks to increase the sales of high-efficiency commercial food service equipment by engaging midstream market actors to stock and actively market high-efficiency equipment.⁶

This solicitation encourages the exploration of all relevant midstream delivery channels to produce a cost-effective program to maximize natural gas, electric, and water efficiency savings for public and non-residential end-use business customers. Although traditional programs have proven to be successful, the legislative and regulatory mandate of doubling the EE target requires more aggressive and comprehensive efficiency upgrades.⁷

Proposals may address all, or a subset of, Food Service customers throughout the IOUs' service territories but should include the flexibility to target specific customers based on criteria such as specific climate zones, customer site-specific energy savings potential, distribution system needs, HTR status, and members of disadvantaged communities.⁸

Program Characteristics⁹

This solicitation is seeking a natural gas and electric-focused, resource program. Bidders should consider the segment challenges/barriers identified in Table 1.1 in their submissions:

Table 1.1: Program Characteristics	
Food Service Segment Barriers in Implementing Energy Efficiency	Documentation of Barriers
Ability to influence Stocking and Selling Practices	Stocking and selling decisions are typically based on what has sold and what is expected to sell. Changing stock practices often involves risk.
Extensive Market Outreach and Engagement	Unlike downstream programs that typically have a single transaction with many customers, midstream programs have a high number of market actors. Relationships with midstream allies are more extensive and ongoing and require a deeper understanding of the trade ally's business requirements and perspective.
Timely and Reliable Incentive Payments	Most trade allies operate on a net 60- or 90-day credit term. Reducing accounts receivable aging is a significant financial motivator for market actors.
Ease of Application Processing	If the application tracking and submittal processes are too difficult, distributors and dealers refuse to participate. Fully automated systems with interactive dashboards and simplified application processing, payment tracking and streamlined reporting (including participating customer data) are necessary for program participation.
Program Stability	Changes to program requirements must be communicated in as far in advance as possible. Having trade allies make stocking and purchasing decisions influenced by the

⁵ SoCalGas Business Plan, p. 26.

⁶ SoCalGas RFP, at p. 10.

⁷ Id., at p. 11

⁸ Id., at p. 12.

⁹ Id.

Table 1.1: Program Characteristics	
Food Service Segment Barriers in Implementing Energy Efficiency	Documentation of Barriers
	presence of a program that is then abruptly changed or discontinued can permanently damage a relationship. Implementers benefit from the momentum and scale of these programs, but they require time and notice to change.

1.2. Timing

Key Milestones in the Statewide POS Food Service solicitation are outlined in Table 1.2 below.¹⁰

Table 1.2: Key Milestones	
Milestones	Completion Date
RFA	
RFA Released	August 12, 2019
Optional Bidder Webinars	August 19 & 21, 2019*
Questions Due from Bidders	August 23, 2019
Responses Provided by Company	September 4, 2019
Bidder Abstracts Due	September 27, 2019
Stage One Abstract Review Period Ends	October 25, 2019
Calibration Meeting Held	November 7, 2019
Shortlist Meetings Held	November 14, 2019
Shortlist Presented to PRG	December 3, 2019
RFP	
RFP Released	January 29, 2020
Optional Bidder Webinar	February 10, 2020
Questions Due from Bidders – Round 1	February 14, 2020
Responses Provided by SoCalGas – Round 1	February 21, 2020
Questions Due from Bidders – Round 2	February 26, 2020
Responses Provided by SoCalGas – Round 2	March 4, 2020
Bidder’s Proposal Due in Power Advocate	March 18, 2020
Calibration Meeting Held	April 20, 2020
Shortlist Meeting Held	April 27, 2020
Shortlist Presented to PRG	May 5, 2020
Contracting & Implementation	
Selected Bidder(s) Notified	May 2020
Contract Executed	September 2020
Advice Letter Approved	January 2021 (est.)
Contract Begins (Notice to Proceed)	February 2021
Implementation Plan	March 2021

* A second Bidder Conference was held due to technical difficulties during the August 19 conference.

1.3. Key Observations

Table 1.3 summarizes Key Issues in [REDACTED]. The key issues are detailed throughout the appropriate sections of the Report.

¹⁰ Id., at p. 8.

Table 1.3: Key Issues and Observations			
Topics	Key Observations	IE Recommendations	Outcomes
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

Table 1.3: Key Issues and Observations			
Topics	Key Observations	IE Recommendations	Outcomes
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

2. Solicitation Outreach and Bidder Response

2.1. Bidder Response to Solicitation

SoCalGas conducted outreach through the standard channels [REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

Table 2.1: Solicitation Response	
	Number
Abstracts Expected	[REDACTED]
Abstracts Received	[REDACTED]
Proposals Expected	[REDACTED]
Proposals Received	[REDACTED]

2.2. Bidder's Conference and Q&A

RFA

SoCalGas held a combined RFA Bidder Web Conference for the two statewide solicitations on August 10 and 21, 2019. This solicitation activity was addressed in the previous Semi-Annual Report.

RFP

SoCalGas held a combined RFP Bidder's Web Conference for the two statewide solicitations on February 10, 2020. Due to the technical setup of the Bidder Web Conference, it is impossible to know exactly how many attendees participated.

Attendees asked nine questions via Slido during the Conference and nine more before the first round of

questions ended February 14. SoCalGas responded to all 18 questions on February 21, 2020. SoCalGas received 11 additional questions during the second round of bidder questions that ran from February 14 through February 26, 2020. SoCalGas provided answers to the second-round questions on March 4, 2020. Table 2.2 provides a summary of the Bidder Web Conference details.

RFP Bidder Conference Date	February 10, 2020
No. of Attendees	Unknown
No. of Q&A Received	Eighteen (18) Round 1 (9 during Bidder’s Conference and 9 more via PowerAdvocate prior to the February 14, 2020 question deadline.) ¹¹ Eleven (11) Round 2 (A second round of bidder questions from February 14 to 26, 2020.)

2.3. Solicitation Design Assessment

The POS Food Service solicitation is one of four statewide solicitations for which SoCalGas is the Lead Program Administrator. The Commission requires the Lead Program Administrator to provide the objectives, metrics, and solicitation strategy for each statewide program. The program will deliver energy savings by providing end-use customers equipment rebates for high-efficiency commercial kitchen equipment purchased at the point-of-sale. The scope of the RFP for this program was guided by SoCalGas’ Business Plan including the sector goals, sector-level strategies, and the program intervention strategies. The following example metrics, presented in its Business Plan, illustrate SoCalGas’ approach:

- Number of midstream market actors engaged
- Number of units rebated

3. RFA and RFP Design and Materials Assessment

3.1. RFA Design Requirements and Materials

The RFA stage of the Statewide POS Food solicitation was addressed in the previous Semi-Annual Report.

3.2. RFP Design Requirements and Materials

The RFP has seven sections¹², as follows:

1. **Solicitation Overview** – describes the Solicitation Objectives, Background, Process, Structure, Terminology, Bidder Eligibility, Disclosure of Affiliation and Conflict of Interest, Key Dates, and the Role of SoCalGas.
2. **Program Overview** – describes the program that is sought by this solicitation.
3. **Bidder’s Proposal** – describes in detail what content should be provided in the bidder’s Proposal.
4. **Proposal Evaluation Criteria and Process** – describes how the proposals will be evaluated and

¹¹ Questions during the Bidder’s Conference were addressed orally, and all 18 questions received written responses via PowerAdvocate on February 21, 2020.

¹² SoCalGas RFP, at p. 5.

scored.

5. **Proposal Submittal Procedures** – describes the process for submitting the proposal.
6. **Goals, Legislative Drivers and Energy Efficiency Policies** – describes SoCalGas’ goals and legislative drivers which adhere to applicable CPUC energy efficiency policies and requirements.
7. **RFP Defined Terms** – list of defined RFP terms.

In addition to these seven sections, the RFP refers to Exhibits and Attachments that are posted in PowerAdvocate and available for bidders to download. Exhibits provide supplemental reference materials for the bidder. Attachments are documents that the bidder must complete and upload to PowerAdvocate.

Innovation is an important component of SoCalGas’ RFP. Each bidder must describe how their program is innovative whether through marketing, delivery methods, incentive design, the targeting of certain customer and market segments, and/or application of best practices that are used to achieve reliable energy savings. For the purposes of this solicitation, SoCalGas and key stakeholders have agreed that to be “innovative,” the proposal must demonstrate that the program will ultimately increase the uptake of cost-effective energy efficiency by advancing a technology, marketing strategy, or delivery approach in a manner different from previous efforts.¹³

Such strategies would ideally be scalable and replicable across sectors, segments, and technologies and seek to integrate other demand side technologies where feasible, such as demand response and distributed generation, to minimize lost opportunities in conformance with the guidance established by the Commission.

To demonstrate that a proposed program is innovative, the bidder must include:

- A clear and concise rationale in the RFA and RFP stages for why new combinations of proven technologies,¹⁴ updated or re-designed marketing strategies, or modified delivery approaches (including using new relationships or partnerships) would yield greater uptake savings than previous models
- A high-level analysis in the RFA stage and a detailed analysis in the RFP stage showing how the innovative approach will yield increased savings and/or participation beyond existing strategies
- Key Performance Indicators that will be used to track progress

SoCalGas includes helpful examples of technology innovation, market strategy innovation and delivery approach innovation in its RFP.¹⁵

3.3. Response to PRG and IE Advice

RFA

The RFA stage of the Statewide POS Food solicitation was addressed in the previous Semi-Annual Report.

RFP

[REDACTED]

¹³ SoCalGas RFP, at p. 17.

¹⁴ Emerging Technology (ET) program technologies would not be part of this approach as it would be pursued within the ET program.

¹⁵ SoCalGas RFP, at p. 18.

[REDACTED]

[REDACTED]

4. Bid Evaluation Methodology Assessment

4.1. Bid Screening Process

RFA

The RFA stage of the Statewide POS Food solicitation was addressed in previous Semi-Annual Report.

RFP

[REDACTED]

[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

[REDACTED]

[REDACTED]

¹⁶ SoCalGas RFP, at pp. 20-21.

¹⁷ SoCalGas RFP, at p. 21.

[REDACTED]

[REDACTED]

[REDACTED]

4.2. Scoring Rubric Design

RFA

The RFA stage of the Statewide POS Food solicitation was addressed in previous Semi-Annual Reports.

RFP

[REDACTED]

[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

¹⁸ Technical deficiencies included, but were not limited to, measure assumptions (costs, savings, EUL, climate zone), workpaper applicability, measure type. SoCalGas did not, otherwise, seek corrections and/or improvements to the Bidder’s Proposal.

[Redacted]		[Redacted]	
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]

4.3. Evaluation Team Profile

RFA

The RFA stage of the Statewide POS Food solicitation was addressed in previous Semi-Annual Reports.

RFP

Table 4.3 details the evaluators [Redacted].

[Redacted]		[Redacted]	
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted text block]

- [Redacted bullet point]

4.4. Response to PRG and IE Advice

RFA

The RFA stage of the Statewide POS Food solicitation was addressed previous Semi-Annual Reports.

RFP

[Redacted text block]

5. Final Bid Selection Assessment

5.1. Conformance with Established Evaluation Processes

RFA

[Redacted text block]

[Redacted text block]

[Redacted text block]

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[REDACTED]

5.3. Shortlist and Final Selections

SoCalGas held the statewide solicitation shortlist meeting on November 14, 2019, during which the SoCalGas’ evaluation teams discussed which abstracts were worthy of advancing to the proposal phase.

[REDACTED]

SoCalGas presented its shortlist to the PRG on January 7, 2020. On January 23, 2020, SoCalGas sent out communications to all Statewide RFA bidders informing them whether they had been invited to participate in Phase II – RFP. The final Statewide RFP packages were released via PowerAdvocate on January 29, 2020.

5.4. Affiliate Bids and Conflict of Interest

SoCalGas did not receive any bids from affiliates during either the RFA or RFP stage of the POS Food Service solicitation or identify any conflicts of interest among SoCalGas employees associated with the POS Food Service solicitation.

In both stages of the solicitation, bidders were required to acknowledge any known affiliations and potential conflicts of interest.¹⁹ Failure to respond would result in immediate rejection and disqualification of Bidder from the Solicitation. Providing incomplete or inaccurate information might also result in the nullification of any contract signed as a result of this solicitation if such inaccuracies are discovered after a contract has been signed.

6. Assessment of Selected Bids

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

7. Reasonableness of Contracting Process

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

¹⁹ The CPUC prohibits any transaction between a California IOU and any program implementer for EE that is a California affiliate of an IOU (D.05-01-055, OP 2) and determined that allowing consultants and/or firms who perform program and portfolio impact-related studies to also perform program delivery creates a conflict of interest (D.05-01-055, pp. 122-123).

Energy Efficiency Independent Evaluators' Semi-Annual
Report on the

Statewide Midstream Water Heating Solicitation

Reporting Period: November 2019 through March 2020

Prepared by:
MCR Corporate Services

June 23, 2020

Disclaimer: Certain portions of this report are redacted due to the sensitive nature of the information.

Statewide Midstream Water Heating Program

1. Solicitation Overview

SoCalGas is the statewide lead program administrator responsible for the Statewide Midstream Water Heating program.¹ SoCalGas seeks proposals from third-party implementers to propose programs to be implemented on a statewide basis.

The Statewide Midstream Water Heating solicitation is one of two simultaneous statewide solicitations, the other being the Statewide POS Food Service program, which is reported separately. Many of the activities described in these two reports are the same, in terms of schedule and effort, for both solicitations. For example, both statewide solicitations share a common schedule, which results in common events such as solicitation release, bidder web seminars, due dates, etc.

1.1. Overview

This Report covers the activities associated with the Statewide Midstream Water Heating program solicitation for the period from November 2019 through March 2020.

Scope

SoCalGas manages a large portfolio of customer-focused EE programs and utilizes third-party program implementers to serve residential and nonresidential customers within its service territory. The Midstream Water Heating Program solicitation provides an opportunity for third parties to propose, design, implement, and deliver new, innovative, and cost-efficient natural gas and electric-focused resource-based EE programs to non-residential customers² throughout the four IOU service territories. Multi-family common area water heating equipment is also acceptable within this proposal.

The focus of this solicitation is to encourage higher efficiency water heating products into the non-residential market by leveraging the distributor group to target small, medium, and large non-residential, public, and multi-family customers throughout the IOUs' service territories. As this program is designed to effectively promote EE at the midstream distributor level, the term "Distributor," which includes both cash and carry and online organizations, can be defined to include equipment manufacturers, wholesale distributors and dealers. Market actors such as, but not limited to, buying groups, build-design consultants/contractors, operators, and service and maintenance companies can provide market influence in procurement of higher efficiency water heating equipment.

This solicitation is based on the vision and goals presented in the approved SoCalGas Business Plan³, which seeks to increase the sale of higher efficiency water heaters into the non-residential market by leveraging the distributor and contractor communities.

Objectives

This solicitation encourages the exploration of all relevant midstream delivery channels to produce a cost-effective program to maximize natural gas, electric, and water efficiency savings for small, medium, and large non-residential, public, and multi-family common area water heating on a commercial rate. Although traditional programs have proven to be successful, the legislative and regulatory mandate of doubling the EE target requires more aggressive and comprehensive efficiency upgrades.

The purpose of this RFP is to select (an) Implementer(s) to address the unique Midstream Water Heating Program market barriers through the implementation of innovative strategies and tactics that align with the SoCalGas approved business plan and that of the other IOUs. Proposals will be reviewed and evaluated

¹ In Decision 18-05-041, the CPUC assigned Program Administrators to lead specific statewide programs.

² For the purpose of this RFP, the term "customer" will be defined as, but is not limited to, an end-use utility customer, contractor or any other entity positioned between the end-use customer and the "Distributor."

³ SoCalGas Business Plan, p. 27.

based on their ability to address the market needs as outlined in the approved business plans and comply with all applicable regulatory requirements for statewide programs. These strategies may include, but are not limited to:

- Simplified customer program experience
- Simplified distributor program experience
- Segment-specific solutions
- Industry partnering
- Technical assistance
- Dealer participation incentive
- Design-Build component

Proposals may address all, or a subset of, Midstream Water Heating Program distributors throughout the IOUs’ service territories but should include the flexibility to target specific distributors based on criteria such as specific climate zones HTR status, and members of disadvantaged communities.⁴

Program Characteristics⁵

This solicitation is seeking a natural gas and electric-focused, resource program. Bidders should consider the segment challenges/barriers identified in Table 1.1 in their submissions:

Midstream Water Heating Program Segment Barriers in Implementing Energy Efficiency	Documentation of Barriers
Ability to Influence Stocking and Selling Practices	Stocking and selling decisions are typically based on what has sold and what is expected to sell. Changing stock practices often involves risk.
Extensive Market Outreach and Engagement	Unlike downstream programs that typically have a single transaction with many customers, midstream programs have a high number of market actors. Relationships with midstream allies are more extensive and ongoing and require a deeper understanding of the trade ally’s business requirements and perspective.
Timely and Reliable Incentive Payments	Most trade allies operate on a net 60- or 90-day credit term. Reducing accounts receivable aging is a significant financial motivator for market actors.
Ease of Application Processing	If the application tracking and submittal processes are too difficult, distributors and dealers refuse to participate. Fully automated systems with interactive dashboards and simplified application processing, payment tracking and streamlined reporting (including participating customer data) are necessary for program participation.
Program Stability	Changes to program requirements must be communicated in as far in advance as possible. Having trade allies make stocking and purchasing decisions influenced by the

⁴ HTR and disadvantaged communities are defined in Section 7, “RFP Defined Terms”, of Midstream Water Heating Program RFP.

⁵ Ibid.

Table 1.1: Program Characteristics	
Midstream Water Heating Program Segment Barriers in Implementing Energy Efficiency	Documentation of Barriers
	presence of a program that is then abruptly changed or discontinued can permanently damage a relationship. Implementers benefit from the momentum and scale of these programs, but they require time and notice to change.

1.2. Timing

Table 1.2 details the expected and actual milestones for the Statewide Midstream Water Heating solicitation.⁶

Table 1.2: Key Milestones	
Milestones	Completion Date
RFA	
RFA Released	August 12, 2019
Optional Bidder Webinars	August 19 & 21, 2019*
Questions Due from Bidders	August 23, 2019
Responses Provided by Company	September 4, 2019
Bidder Abstracts Due	September 27, 2019
Stage One Abstract Review Period Ends	October 25, 2019
Calibration Meeting Held	November 4, 2019
Shortlist Meetings Held	November 14, 2019
Shortlist Presented to PRG	December 3, 2019
RFP	
RFP Released	January 29, 2020
Optional Bidder Webinar	February 10, 2020
Questions Due from Bidders – Round 1	February 14, 2020
Responses Provided by SoCalGas – Round 1	February 21, 2020
Questions Due from Bidders – Round 2	February 26, 2020
Responses Provided by SoCalGas – Round 2	March 4, 2020
Bidder’s Proposal Due in Power Advocate	March 18, 2020
Calibration Meeting Held	April 21, 2020
Shortlist Meeting Held	April 27, 2020
Shortlist Presented to PRG	May 5, 2020
Contracting & Implementation	
Selected Bidder(s) Notified	May 2020
Contract Executed	September 2020
Advice Letter Approved	January 2021 (est.)
Contract Begins (Notice to Proceed)	February 2021
Implementation Plan	March 2021

* A second Bidder Conference was held due to technical difficulties during the August 19 conference.

1.3. Key Observations

Table 1.3 summarizes Key Issues identified by the IE [REDACTED]

⁶ Id., at p. 8.

[REDACTED]			
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

2. Solicitation Outreach and Bidder Response

2.1. Bidder Response to Solicitation

SoCalGas conducted outreach through the standard channels [REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

Table 2.1: Solicitation Response	
	Number
Abstracts Expected	[REDACTED]
Abstracts Received	[REDACTED]
Proposals Expected	[REDACTED]
Proposals Received	[REDACTED]

2.2. Bidder’s Conference and Q&A

RFA

SoCalGas held a combined RFA Bidder Web Conference for the two statewide solicitations on August 10 and 21, 2019. This solicitation activity was addressed in previous Semi-Annual Reports.

RFP

SoCalGas held a combined RFP Bidder’s Web Conference for the two statewide solicitations on February 10, 2020. Due to the technical setup of the Bidder Web Conference, it is impossible to know exactly how many attendees participated.

Attendees asked nine questions via Slido during the Conference and nine more before the first round of questions ended February 14, 2020. SoCalGas responded to all 18 questions on February 21, 2020. SoCalGas received 11 additional questions during the second round of bidder questions that ran from February 14 through February 26, 2020. SoCalGas provided answers to the second-round questions on March 4, 2020.

Table 2.2 provides a summary of the Bidder Web Conference details.

Table 2.2: Bidder Conferences	
RFP Bidder Conference Date	February 10, 2020
No. of Attendees	Unknown
No. of Q&A Received	Eighteen (18) Round 1 (9 during Bidder’s Conference and 9 more via PowerAdvocate prior to the February 14, 2020 question deadline.) ⁷ Eleven (11) Round 2 (A second round of bidder questions from February 14 to 26, 2020.)

2.3. Solicitation Design Assessment

The Midstream Water Heating Program solicitation is one of four statewide solicitations for which SoCalGas is the Lead Program Administrator. The Commission requires the Lead Program Administrator to provide the objectives, metrics, and solicitation strategy for each statewide program. The program’s objective is to push higher efficiency water heaters into the non-residential market by leveraging the distributor and contractor communities. The scope of the RFP for this program was guided by SoCalGas’ Business Plan including the sector goals, sector-level strategies, and the program intervention strategies. The following example metrics, presented in its Business Plan, illustrate SoCalGas’ approach:

- Number of distributors enrolled
- Number of units rebated
- Number of higher efficiency units sold

⁷ Questions during the Bidder’s Conference were addressed orally, and all 18 questions received written responses via PowerAdvocate on February 21, 2020.

3. RFA and RFP Design and Materials Assessment

3.1. RFA Design Requirements and Materials

The RFA stage of the Midstream Water Heating Program solicitation was addressed in previous Semi-Annual Reports.

3.2. RFP Design Requirements and Materials

The RFP has seven sections⁸:

1. **Solicitation Overview** – describes the Solicitation Objectives, Background, Process, Structure, Terminology, Bidder Eligibility, Disclosure of Affiliation and Conflict of Interest, Key Dates, and the Role of SoCalGas.
2. **Program Overview** – describes the program that is sought by this solicitation.
3. **Bidder’s Proposal** – describes in detail what content should be provided in the bidder’s Proposal.
4. **Proposal Evaluation Criteria and Process** – describes how the proposals will be evaluated and scored.
5. **Proposal Submittal Procedures** – describes the process for submitting the proposal.
6. **Goals, Legislative Drivers and Energy Efficiency Policies** – describes SoCalGas’ goals and legislative drivers which adhere to applicable CPUC energy efficiency policies and requirements.
7. **RFP Defined Terms** – list of defined RFP terms.

In addition to these seven sections, the RFP refers to Exhibits and Attachments that are posted in PowerAdvocate and available for Bidders to download. Exhibits provide supplemental reference materials for the Bidder. Attachments are documents that the Bidder must complete and upload to PowerAdvocate.

Innovation is an important component of SoCalGas’ RFP. Each bidder must describe how their program is innovative whether through marketing, delivery methods, incentive design, the targeting of certain customer and market segments, and/or application of best practices that are used to achieve reliable energy savings. For the purposes of this solicitation, SoCalGas and key stakeholders have agreed that to be “innovative,” the proposal must demonstrate that the program will ultimately increase the uptake of cost-effective EE by advancing a technology, marketing strategy, or delivery approach in a manner different from previous efforts.⁹

Such strategies would ideally be scalable and replicable across sectors, segments, and technologies and seek to integrate other demand side technologies where feasible, such as demand response and distributed generation, to minimize lost opportunities in conformance with the guidance established by the Commission.

To demonstrate that a proposed program is innovative, proposals must include the following sections:

- A clear and concise rationale in the RFA and RFP stages for why new combinations of proven technologies,¹⁰ updated or re-designed marketing strategies, or modified delivery approaches (including using new relationships or partnerships) would yield greater uptake savings than previous models.

⁸ SoCalGas RFP, at p. 5.

⁹ SoCalGas RFP, at p. 17.

¹⁰ Emerging Technology (ET) program technologies would not be part of this approach as it would be pursued within the ET program.

- A high-level analysis in the RFA stage and a detailed analysis in the RFP stage showing how the innovative approach will yield increased savings and/or participation beyond existing strategies.
- KPIs that will be used to track progress.

SoCalGas includes helpful examples of technology innovation, market strategy innovation and delivery approach innovation in its RFP.¹¹

3.3. Response to PRG and IE Advice

RFA

The RFA stage of the Midstream Water Heating Program solicitation was addressed previous Semi-Annual Reports.

RFP

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

4. Bid Evaluation Methodology Assessment

4.1. Bid Screening Process

RFA

The RFA stage of the Midstream Water Heating Program solicitation was addressed in the December 2019 Semi-Annual Report.

RFP

[REDACTED]

[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

¹¹ SoCalGas RFP, at p. 18.

¹² SoCalGas RFP, at pp. 20-21.

[Redacted]

[Redacted]

[Redacted]

[Redacted]

¹³ SoCalGas RFP, at p. 21.

¹⁴ [Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]

4.3. Evaluation Team Profile

RFA

The RFA stage of the Midstream Water Heating Program solicitation was addressed in previous Semi-Annual Reports.

RFP

[Redacted]

[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]

[Redacted]

[Redacted]

- [Redacted]
- [Redacted]
- [Redacted]
- [Redacted]
- [Redacted]
- [Redacted]
- [Redacted]
- [Redacted]
- [Redacted]

4.4. Response to PRG and IE Advice

RFA

The RFA stage of the Midstream Water Heating Program solicitation was addressed in previous Semi-Annual Reports.

RFP

[Redacted]

[REDACTED]

5. Final Bid Selection Assessment

5.1. Conformance with Established Evaluation Processes

[REDACTED]

5.2. Management of Deficient Bids

[REDACTED]

5.3. Shortlist and Final Selections

SoCal Gas held the statewide solicitation shortlist meeting on November 14, 2019, during which the SoCalGas' evaluation teams discussed which abstracts were worthy of advancing to the proposal phase.

[REDACTED]

SoCalGas presented its shortlist to the PRG on January 7, 2020. On January 23, 2020, SoCalGas sent out

communications to all Midstream Water Heating Program SW RFA bidders informing them whether they had been invited to participate in Phase II – RFP. The final SW RFP packages were released via PowerAdvocate on January 29, 2020.

5.4. Affiliate Bids and Conflict of Interest

SoCalGas did not receive any bids from affiliates during either the RFA or RFP stage of the Midstream Water Heating Program solicitation or identify any conflicts of interest among SoCalGas employees associated with the Midstream Water Heating Program solicitation.

In both stages of the solicitation, bidders were required to acknowledge any known affiliations and potential conflicts of interest.¹⁵ Failure to respond would result in immediate rejection and disqualification of bidder from the Solicitation. Providing incomplete or inaccurate information might also result in the nullification of any contract signed as a result of this solicitation if such inaccuracies are discovered after a contract has been signed.

6. Assessment of Selected Bids

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

7. Reasonableness of Contracting Process

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

¹⁵ The CPUC prohibits any transaction between a California IOU and any program implementer for EE that is a California affiliate of an IOU (D.05-01-055, OP. 2) and determined that allowing consultants and/or firms who perform program and portfolio impact-related studies to also perform program delivery creates a conflict of interest (D.05-01-055, pp. 122-123).

Energy Efficiency Independent Evaluators' Semi-Annual
Report on the

Statewide Gas Emerging Technologies Solicitation

Reporting Period: November 2019 through March 2020

Prepared by:
Don Arambula Consulting

June 23, 2020

Disclaimer: Certain portions of this report are redacted due to the sensitive nature of the information.

Statewide Gas Emerging Technologies Program

1. Solicitation Overview

This Report on the Statewide Gas Emerging Technologies (GET) program solicitation covers the period from November 2019 through March 2020. As a result, much of the Report addresses the RFP stage of SoCalGas' program solicitation. Prior solicitation activity is addressed in the December 2019 Semi-Annual Report.¹

1.1. Overview

The Statewide GET Program is a cross-cutting, non-resource program designed to help California IOU-funded EE programs meet the state's EE needs by identifying emerging technologies that can deliver cost-effective energy savings, ensuring that Program Administrators and Implementers receive actionable market information to inform program delivery, as well as helping technology manufacturers understand what measures are needed for EE programs.

Scope

SoCalGas, on behalf of PG&E, SDG&E, and itself, is seeking Abstracts from entities to propose, design, implement, and deliver innovative approaches addressing GET's vision and needs as further detailed in the natural gas investor-owned utilities' Energy Efficiency Business Plans (Business Plans).²

Objectives

The GET program solicitation seeks programs with innovative design approaches, cost-efficient implementation, and timely introduction of new EE emerging technologies by performing the following activities:

- Identify, screen, assess, demonstrate, showcase and pilot emerging, underutilized, commercially-available gas EE emerging technologies, products and services (including those identified by the CEC and the IOU Codes & Standards Programs for adoption in upcoming codes and standards) as appropriate for inclusion in the California IOUs' EE program portfolios.^{3,4}
- Provide information about program portfolio EE measure needs to technology, product, and service developers, manufacturers, technology development actors, and other stakeholders that engage in the California technology development pipeline so they may tailor their offerings accordingly.⁵

¹ See Semi-Annual Independent Evaluator Report, Southern California Gas Company, dated December 2019 at caeccc.org.

² See Emerging Technologies sector presentations within the IOUs' EE Business Plans. <https://www.caeccc.org/business-plans-1>

³ D.12-05-015 OP 99: "Pacific Gas and Electric Company, Southern California Edison Company, San Diego Gas & Electric Company, and Southern California Gas Company shall coordinate with the Codes and Standards program and the California Energy Commission's Codes and Standards programs to (a) support the advancement of emerging technologies and approaches, including demonstration of technologies, that are candidates for adoption into future codes and standards as well as Reach Codes, and (b) identify critical early planning workforce training needs for advanced technologies."

⁴ D.12-05-015 OP 91: "In the Codes and Standards program implementation plan sections of their 2013-2014 applications, Pacific Gas and Electric Company, Southern California Edison Company, San Diego Gas & Electric Company, and Southern California Gas Company shall include a detailed description for the statewide "Planning and Coordination Subprogram" that implement the "integrated dynamic approach." The program implementation plan should include an outline of the relevant roles of each of the Codes and Standards sub-programs relative to other IOUs programs and non-IOUs initiatives, as well as program objectives, strategies, expected outcomes, and program budgets."

⁵ D.12-05-015 p. 270: "The Emerging Technologies Program is well suited to take on a leadership role to bring all

- Identify the non-energy benefits of emerging and underutilized energy-saving technologies, products and services to help utility customers better understand the value proposition of the product, thus stimulating their adoption.

1.2. Timing

The GET program solicitation was delayed several times during 2019 while SoCalGas had discussions with the other IOUs and CPUC’s Energy Division on program scope and approach. Ultimately, the GET RFA was released on February 12, 2020.⁶ Table 1.2 presents a list of key solicitation milestones and expected completion dates. Unless otherwise noted, all milestone dates as of this Report were met or on schedule.

Table 1.2: Key Milestones	
Milestones	Completion Date
RFA	
RFA Released	February 12, 2020
Optional Bidder Webinar	February 19, 2020
Questions Due from Bidders	February 26, 2020
Responses Provided by Company	March 4, 2020
Bidder Abstracts Due	March 25, 2020
Stage One Abstract Review Period Ends	April 14, 2020
Calibration Meetings Held	April 16–17, 2020
Shortlist Meetings Held	April 23, 2020
Shortlist Presented to PRG	May 2020
RFP	
RFP Released	July 2020
Optional Bidder Webinar	TBD
Questions Due from Bidders – Round 1	TBD
Responses Provided by SoCalGas – Round 1	TBD
Questions Due from Bidders – Round 2	TBD
Responses Provided by SoCalGas – Round 2	TBD
Bidder’s Proposal Due in PowerAdvocate	TBD
Calibration Meetings Held	TBD
Shortlist Meetings Held	TBD
Shortlist Presented to PRG	TBD
Contracting & Implementation	
Selected Bidder(s) Notified	October 2020
Contract Executed	December 2020–January 2021
Advice Letter Approved	TBD
Contract Begins (Notice to Proceed)	TBD
Implementation Plan	TBD

1.3. Key Observations

Table 1.3 presents key observations made by the IE during the solicitation during this reporting period (November 2019 through March 2020). The IE shared these key recommendations and others with the IOU

market actors together in order to increase coordination and to leverage the R&D opportunities, funds, and collaborative prospects.”

⁶ Joint IOU Program Solicitation Schedule, dated December 2018. Subsequently, the IOUs updated the Joint IOU Program Solicitation Schedule to reflect changes to other solicitations. Solicitation schedules are updated periodically by the IOUs and the current schedule can be found at caecc.org.

and PRG throughout the reporting period. [REDACTED]

Table 1.3: Key Issues and Observations			
Topics	Key Observations	IE Recommendations	Outcomes
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Small Business Enterprises	The CPUC encourages Small Business Enterprises (SBEs) to participate in these program solicitations. The RFA does not address SBEs nor encourages their participation.	The RFA should define SBEs and include a statement which encourages SBE involvement in the solicitation.	SoCalGas defined SBE and encouraged SBE involvement in the solicitation.
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

2. Solicitation Outreach and Bidder Response

2.1. Bidder Response to Solicitation

The solicitation outreach relied on general awareness of SoCalGas’ program solicitations to the bidder community through several announcements and IOU-specific workshops regarding SoCalGas’ upcoming EE program solicitations. SoCalGas also posted general information onto its third-party solicitation webpage and the CAEECC website. Overall, the solicitation outreach was adequate, [REDACTED]

[REDACTED]

Table 2.1: Solicitation Response

	Number
Abstracts Expected	
Abstracts Received	
Proposals Expected	
Proposals Received	

[REDACTED]

2.2. Bidder's Conference and Q&A

RFA

During the RFA stage, SoCalGas held a Bidders' Conference on February 19, 2020. Potential bidders had ample time during the conference to ask questions. Bidders were also provided an opportunity after the Bidders' Conference to provide written questions. SoCalGas received a total of 18 questions covering an array of topics, including GET metrics, diverse business enterprise definition, eligible program activities, public utilities involvement, resource program definition, and eligibility for market transformation administration.

RFP

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

2.3. Solicitation Design Assessment

The solicitation design met SoCalGas' intended need to procure a statewide GET program targeted at gas EE measures that support the Program Administrators' entire EE program portfolio.

3. RFA and RFP Design and Materials Assessment

3.1. RFA Design Requirements and Materials

The RFA requirements were adequate to provide SoCalGas sufficient information on the bidders' proposals. The RFA requirements limited bidders to nine questions regarding their program abstracts.

[REDACTED]

3.2. RFP Design Requirements and Materials

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

3.3. Response to PRG and IE Advice

[REDACTED]

4. Bid Evaluation Methodology Assessment

4.1. Bid Screening Process

RFA

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

RFP

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

4.2. Scoring Rubric Design

RFA

As stated in the RFA, and as shown below in more detail,



The table content is redacted with black boxes. The table structure appears to have multiple columns and rows, with some blue highlighting in the header area.

By the conclusion of this semi-annual IE reporting period, the RFA evaluation had not been completed. A detailed assessment will be provided in the next Semi-Annual Report.

4.3. Evaluation Team Profile

SoCalGas held a group training session for the scoring team prior to evaluating the proposals.



The table content is redacted with black boxes. The table structure appears to have multiple columns and rows, with some blue highlighting in the header area.

4.4. Response to PRG and IE Advice

SoCalGas received and accepted all PRG and IE comments on the proposed evaluation methodology.

5. Final Bid Selection Assessment

5.1. Conformance with Established Evaluation Processes

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

5.2. Management of Deficient Bids

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

5.3. Shortlist and Final Selections

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

5.4. Affiliate Bids and Conflict of Interest

The CPUC, in Decision 05-01-055, prohibits any transaction between a California IOU and any program implementer for EE that is a California affiliate of an IOU. SoCalGas required all bidders to acknowledge that they are not an affiliate of any IOU. There was no instance where a California IOU affiliate participated as a bidder in the solicitation.

Additionally, as part of SoCalGas' evaluation team instructions, SoCalGas directed each team member to identify any potential conflicts of interests with participating bidders. None were identified as part of this solicitation.

6. Assessment of Selected Bids

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

7. Reasonableness of Contracting Process

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

Energy Efficiency Independent Evaluators' Semi-Annual
Report on the

Local Residential Manufactured Homes Solicitation

Reporting Period: November 2019 through March 2020

Prepared by:
Apex Analytics LLC

June 23, 2020

Disclaimer: Certain portions of this report are redacted due to the sensitive nature of the information.

Local Residential Manufactured Homes Program

1. Solicitation Overview

This Report covers the activities associated with the Local Residential Manufactured Homes (Manufactured Homes) solicitation for the period from November 2019 through March 2020. During this period, SoCalGas completed the RFA bid package, hosted a bidder's conference, and responded to questions from bidders. During this period, the IE was involved in monitoring a variety of solicitation-specific activities, such as reviewing the RFA package, participating in the Bidder's Conference, and reviewing SoCalGas' responses to bidders.

1.1. Overview

The purpose of the Manufactured Homes solicitation is to invite the EE industry to collaborate with SoCalGas in developing a resource-based, innovative, and comprehensive EE program(s) for the residential manufactured home market in SoCalGas' service territory.¹ Most of SoCalGas' manufactured home customers reside in master-meter mobile home parks, which makes it difficult to qualify for other rebate programs due to split-incentive issues between owners, tenants, and the homeowner's association. This solicitation seeks innovative, resource-based programs that can overcome these barriers and increase customer participation in EE.

Scope

The program scope includes all relevant delivery channels and all existing residential manufactured homes customers throughout SoCalGas' service territory. SoCalGas serves more than 1,200 mobile home parks that used more than 34 million therms in 2018. The solicitation requests delivery of simple/low-cost EE retrofits, customer copays for more comprehensive upgrades, and financing options, while encouraging other innovative delivery approaches. This solicitation encourages the exploration of all relevant delivery channels and program strategies, such as direct install and incentives, to produce a cost-effective program to maximize natural gas efficiency savings. The solicitation encourages comprehensive tactics which may include but are not limited to:

- Providing simple, low-cost EE retrofits;
- Incorporating customer co-pays for comprehensive, higher-cost EE retrofits;
- Leveraging available financing options to fund project co-pays (e.g., REEL);
- Partnering with local contractors and vendors; and
- Partnering with local small business organizations, community-based organizations, and other local water and electric utilities.

SoCalGas also encourages program designs that coordinate with other electric and/or water efficiency programs offered by other entities and requires program adherence to the CPUC decision on workforce standards.

Objectives

The solicitation is designed to achieve comprehensive, long-term energy savings and program opportunities that will assist SoCalGas in achieving portfolio and sector-level metrics² related to the residential single-family customer segment, of which the manufactured home segment is a part, as well as those customers operating

¹ See SoCalGas Business Plan, pp. 61-65 & p. 121, available at [SoCalGas Business Plan](#).

² See SoCalGas Portfolio and Sector-Level Metrics Compliance Filing, pp.57-61, available at [SoCalGas Portfolio and Sector-Level Metrics](#).

in DACs and HTR communities.³

1.2. Timing

In November 2018, SoCalGas released an RFA (original RFA) for Manufactured Homes. As described in the June 2019 Semi-Annual Report and pursuant to PRG feedback, in April 2019 SoCalGas withdrew the RFA for the manufactured home solicitation due to low bidder participation. The remainder of this Report focuses on the re-issued RFA, which was sent to bidders in February 2020, and program launch is expected in the second quarter of 2021, per Table 1.2 below.

Table 1.2: Key Milestones	
Milestones	Completion Date
RFA	
RFA Released	February 21, 2020
Optional Bidder Webinar	March 3, 2020
Questions Due from Bidders	March 10, 2020
Responses Provided by Company	March 17, 2020
Bidder Abstracts Due	April 3, 2020
Stage One Abstract Review Period Ends	May 1, 2020
Calibration Meeting Held	May 14, 2020
Shortlist Meetings Held	May 22, 2020
Shortlist Presented to PRG	June 2, 2020
RFP	
RFP Released	June 2020
Optional Bidder Webinar	TBD
Questions Due from Bidders – Round 1	TBD
Responses Provided by SoCalGas – Round 1	TBD
Questions Due from Bidders – Round 2	TBD
Responses Provided by SoCalGas – Round 2	TBD
Bidder's Proposal Due in PowerAdvocate	TBD
Calibration Meetings Held	TBD
Shortlist Meetings Held	TBD
Shortlist Presented to PRG	TBD
Contracting & Implementation	
Selected Bidder(s) Notified	TBD
Contract Executed	Q4 2020
Advice Letter Approved	TBD
Contract Begins (Notice to Proceed)	TBD
Implementation Plan	TBD

1.3. Key Observations

[REDACTED]			
[REDACTED]			
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

³ See Decision 18-05-041, Conclusion of Law 27, available at [CPUC Decision 18-05-041](#).

2. Solicitation Outreach and Bidder Response

2.1. Bidder Response to Solicitation

Similar to the original RFA, SoCalGas posted the RFA opportunity to the PowerAdvocate Opportunities Dashboard, to the PEPMA “upcoming events”, and in an email blast to over 3,500 registered users of PEPMA. In an attempt to overcome the low bidder participation from the previous round, SoCalGas also sent an email blast to the Manufactured Home Association list, posted the opportunity to the national Association of Energy Services Professionals RFP webpage, updated the CAEEC website with this opportunity, sent to the Service List R.13-11-005, and sent notification to supply-management’s list of identified DBEs. Responses were received in April 2020 and are therefore outside the timing of this Report.

2.2. Bidder’s Conference and Q&A

SoCalGas offered bidder conferences for the RFA phase. SoCalGas systems do not allow the tracking of the number of participants and/or bidder companies that participate in bidder conferences.

SoCalGas conducted the bidder conference on March 3, 2020, in conjunction with concurrent RFAs for Agricultural and Large Commercial programs. The conference was thorough and well facilitated and did not have technological difficulties. SoCalGas recorded the webinar and posted the recordings to Power Advocate.

A total of 54 questions were received both during and after the bidder conference. SoCalGas wrote thorough responses in a timely manner and included all IEs involved in the solicitations and reviewing the responses.

Bidders submitted questions related to DBE, workforce standards, and subcontractors. Additionally, several questions were focused on manufactured homes, showing that bidders were engaged and thinking thoroughly about the scope of the program, including topics such as:

- Whether new manufactured homes are included or excluded
- If income-qualified manufactured homes are included or excluded
- TRC measure challenges
- Current participation rates
- Ability to claim electricity and/or water savings
- Pay-for-performance and other payment mechanisms

Table 2.2 provides an overview of the bidder conference and information.

Table 2.2: Bidder Conferences	
RFA Bidder Conference Date	March 3, 2020
No. of Attendees	[REDACTED]
No. of Q&A Received	54, during and after the conference

2.3. Solicitation Design Assessment

The solicitation design met SoCalGas’ intended portfolio need to procure a resource-based program(s) targeted at the manufactured homes sector, consistent with the CPUC-approved Business Plan and Solicitation Plan. The solicitation requested that bidders propose programs that would help achieve SoCalGas’ savings goals and applicable portfolio and sector-level metrics as incorporated into the Annual Budget Advice Letter. The solicitation was designed as a two-stage process in accordance with the CPUC-adopted IOU Solicitation Plan and included IE oversight on all aspects of the solicitation.

3. RFA and RFP Design and Materials Assessment

3.1. RFA Design Requirements and Materials

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]



3.2. RFP Design Requirements and Materials

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

3.3. Response to PRG and IE Advice

From November 2019 to March 2020, the PRG provided guidance on the issued RFA template, as described in Section 3.1 above. There were no significant unresolved issues among the PRG, IE and SoCalGas.

4. Bid Evaluation Methodology Assessment

4.1. Bid Screening Process

At the RFA stage, SoCalGas utilizes a bid-screening process consistent with the approach presented to bidders in the RFA. First, SoCalGas' Supply Management lead and the respective Program Management lead conduct a threshold assessment (pass/fail) on the following factors:

- On-time submittal via PowerAdvocate
- Proposal responsiveness (Bidder must complete and upload all mandatory documents and attachments in PowerAdvocate)
- Compliance with the RFP requirements, confirming that the Proposal does not include the following:
- Unproven new technologies⁴, tool development, R&D, or completion (market testing) of a product
- Demonstration, pilot or “proof of concept” projects, R&D prototypes, and limited production technologies that cannot support an effective EE program

⁴ Unproven new technologies are defined as deemed technologies without a work paper. Unproven technologies and unapproved technologies are synonymous.

- Statewide EE programs or programs that overlap with statewide programs⁵
- Programs that are primarily based on behavioral measures (program designs that include a behavioral-based strategy were acceptable)
- Income Qualified EE programs
- Programs that solely promote demand response programs
- Non-EE programs/services and services that support other EE programs
- EM&V consulting services and program support services⁶
- Programs that are solely a non-resource program (program designs that include non-resource strategies, such as marketing or training, were acceptable)
- Programs that overlap or duplicate the efforts of Local Government Partnerships or Regional Energy Networks⁷

Bids that pass the threshold assessment will be moved to the scoring phase, described below.

[Redacted]

[Redacted]

[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
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[Redacted]	[Redacted]	[Redacted]	[Redacted]
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[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]

⁵ A listing of current statewide program implementation plans is provided in CPUC’s Cedars website <https://cedars.sound-data.com/programs/list/>

⁶ Services that propose to support other EE programs with services and/or tools.

⁷ See D.18-05-041, OP 30. Please see the attached link to view the 2019 Joint Cooperating Memos: <https://www.caeecc.org/joint-cooperation-memos>

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[Redacted]	[Redacted]	[Redacted]	[Redacted]
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[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]

4.3. Evaluation Team Profile

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

4.4. Response to PRG and IE Advice

Not applicable to this reporting period.

5. Final Bid Selection Assessment

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

6. Assessment of Selected Bids

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

7. Reasonableness of Contracting Process

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

Energy Efficiency Independent Evaluators' Semi-Annual
Report on the

Local Large Commercial Solicitation

Reporting Period: November 2019 through March 2020

Prepared by:
Don Arambula Consulting

June 23, 2020

Disclaimer: Certain portions of this report are redacted due to the sensitive nature of the information.

Local Large Commercial Program

1. Solicitation Overview

The Semi-Annual Report on the Local Large Commercial (Large Commercial) program solicitation covers the period between November 2019 through March 2020.

1.1. Overview

The Large Commercial solicitation provides seeks qualified Bidders to propose, design, implement, and deliver an innovative, resource-based program(s) that provides comprehensive, long-term natural gas energy efficiency results for existing large and very large commercial (Large Commercial) customers.

Scope

The purpose of this solicitation is to invite the energy efficiency industry to develop a resource-based, innovative, and comprehensive EE program(s) for the Large Commercial customer groups in SoCalGas' service territory.¹ These Large Commercial customers account for approximately 33 percent of the commercial sector energy usage annually.²

Objectives

The Large Commercial solicitation aims to solicit innovative, resource-based programs to address various market barriers and drivers, as identified in SoCalGas' Business Plan, resulting in more comprehensive and deeper, longer-term energy savings. The selected Bidder(s) will assist SoCalGas in the achievement of various portfolio and sector metrics³ through a comprehensive set of program strategies and tactics.

1.2. Timing

The Large Commercial program solicitation was released as scheduled on February 21, 2020.⁴ Table 1.2 presents a list of key solicitation milestones and expected completion dates. Unless otherwise noted, all milestone dates as of this Report were met or on schedule.

Milestones	Completion Date
RFA	
RFA Released	February 21, 2020
Optional Bidder Webinar	March 3, 2020
Questions Due from Bidders	March 10, 2020
Responses Provided by Company	March 17, 2020
Bidder Abstracts Due	April 3, 2020
Stage One Abstract Review Period Ends	May 2020
Calibration Meetings Held	May 19–21, 2020
Shortlist Meetings Held	May 26, 2020
Shortlist Presented to PRG	June 2, 2020
RFP	
RFP Released	June 2020
Optional Bidder Webinar	TBD
Questions Due from Bidders – Round 1	TBD

¹ See SoCalGas Business Plan, pp. 109-110 (Commercial Sector Vision) & p. 121 (Commercial Sector Segmentation), available at [Business Plan](#).

² See SoCalGas Business Plan, p. 109 (Commercial Sector Chapter Summary), available at [Business Plan](#).

³ See SoCalGas Portfolio And Sector-Level Metrics Compliance Filing, pp. 69-75, available at [SoCalGas Portfolio And Sector-Level Metrics](#).

⁴ Solicitation schedules are updated periodically by the IOUs and the current schedule can be found at [caecc.org](#).

Table 1.2: Key Milestones	
Milestones	Completion Date
Responses Provided by SoCalGas – Round 1	TBD
Questions Due from Bidders – Round 2	TBD
Responses Provided by SoCalGas – Round 2	TBD
Bidder's Proposal Due in PowerAdvocate	TBD
Calibration Meetings Held	TBD
Shortlist Meetings Held	TBD
Shortlist Presented to PRG	TBD
Contracting & Implementation	
Selected Bidder(s) Notified	TBD
Contract Executed	TBD
Advice Letter Approved	TBD
Contract Begins (Notice to Proceed)	TBD
Implementation Plan	TBD

1.3. Key Observations

Table 1.3 presents key observations made by the IE during the solicitation during this reporting period (November 2019 through March 2020)

[Redacted]

[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]

2. Solicitation Outreach and Bidder Response

2.1. Bidder Response to Solicitation

The solicitation outreach relied on general awareness of SoCalGas' program solicitations to the bidder community through several announcements and IOU-specific workshops regarding SoCalGas' upcoming energy efficiency program solicitations. SoCalGas also posted general information onto its third-party solicitation webpage and the CAEECC website. Overall, the solicitation outreach was adequate, as it generated more than 100 registered bidders on SoCalGas' procurement website (i.e., PowerAdvocate) interested in the initial RFA. Table 2.1 summarizes SoCalGas' actual response to the local program solicitation.

	Number
Abstracts Expected	
Abstracts Received	
Proposals Expected	
Proposals Received	

2.2. Bidder's Conference and Q&A

RFA

During the RFA stage, SoCalGas held a Bidders' Conference on March 3, 2020. For efficiency's sake, the Bidder's Conference addresses two other program solicitations (Agricultural and Manufactured Homes). Potential bidders had ample time during the conference to ask questions. Bidders were also provided an opportunity after the Bidders' Conference to provide written questions. SoCalGas received a total of 13 questions covering an array of topics, including diverse business enterprise definition, HTR customer targeting, contractor's license requirements, partnering opportunities and general RFA requirements.

RFP

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

2.3. Solicitation Design Assessment

The solicitation design met SoCalGas' intended need to procure a Local Large Commercial resource program targeting SoCalGas' larger commercial customers (greater than 50,000 therms).

3. RFA and RFP Design and Materials Assessment

3.1. RFA Design Requirements and Materials

The RFA requirements were adequate to provide SoCalGas sufficient information on the bidders' proposals. The RFA requirements limited bidders to 14 questions regarding their program abstracts. This was a significant improvement over previous RFA solicitations.

3.2. RFP Design Requirements and Materials

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

3.3. Response to PRG and IE Advice

SoCalGas provided the opportunity for both the PRG and IE to review and comment on the RFA

[Redacted]

4. Bid Evaluation Methodology Assessment

4.1. Bid Screening Process

RFA

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

RFP

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

4.2. Scoring Rubric Design

RFA

[Redacted]

[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]

As of the conclusion of this semi-annual IE reporting period, the RFA evaluations had not been completed. A detailed assessment will be provided in the next Semi-Annual Report.

4.3. Evaluation Team Profile

SoCalGas held a group training session for the scoring team prior to evaluating the proposals. The training included an overview of the RFA, conformance with SoCalGas' code of conduct, scoring criteria, IE and PRG roles, and the scorecard.

[Redacted]

[Redacted]

[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]

4.4. Response to PRG and IE Advice

SoCalGas provided the opportunity for both the PRG and the IE to review and comment on the RFA and the proposed bid evaluation methodology, [REDACTED]

5. Final Bid Selection Assessment

5.1. Conformance with Established Evaluation Processes

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

5.2. Management of Deficient Bids

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

5.3. Shortlist and Final Selections

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

5.4. Affiliate Bids and Conflict of Interest

The CPUC, in Decision 05-01-055, prohibits any transaction between a California IOU and any program implementer for EE that is a California affiliate of an IOU. SoCalGas required all bidders to acknowledge that they are not an affiliate of any IOU. There was no instance where a California IOU affiliate participated as a bidder in the solicitation.

Additionally, as part of SoCalGas' evaluation team instructions, SoCalGas directed each team member to identify any potential conflicts of interests with participating bidders. None were identified as part of this solicitation.

6. Assessment of Selected Bids

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

7. Reasonableness of Contracting Process

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

Energy Efficiency Independent Evaluators' Semi-Annual
Report on the

Local Agricultural Solicitation

Reporting Period: November 2019 through March 2020

Prepared by:
MCR Corporate Services

June 23, 2020

Disclaimer: Certain portions of this report are redacted due to the sensitive nature of the information.

Local Agricultural Program

1. Solicitation Overview

SoCalGas issued its Local Agricultural RFA on February 21, 2020. Abstracts are due April 3, 2020 and will be addressed in the next Semiannual Report. *Note: The Scope of Work for the Agricultural solicitation was expanded to include the entire sector instead of focusing on a smaller piece as initially scoped with the Small and Medium Agricultural solicitation.*

1.1. Overview

The purpose of the Local Agricultural solicitation is to invite the EE industry to collaborate with SoCalGas in developing a resource-based, innovative, and comprehensive EE program for the agricultural market in SoCalGas' service territory.

Scope¹

This solicitation welcomes abstracts from qualified bidders to propose, design, implement, and deliver an innovative, resource-based program(s) that provides comprehensive, long-term natural gas EE results for existing agricultural customers.

Agricultural customers are defined by energy consumption and by customer size.² The total Agricultural sector usage represents approximately 2 percent of the total SoCalGas usage and less than 4 percent of the total nonresidential customer load. Agricultural customers operate within a diverse set of segments throughout the service territory.

This solicitation encourages the exploration of all relevant delivery channels and program strategies, such as direct install and incentives, to produce a cost-effective program to maximize natural gas efficiency savings for the Agricultural customer market. SoCalGas prefers program offerings that include all Agricultural customers with a tailored approach for the very small (less than 2,000 therms/year), small (2,000 to 10,000 therms/year), and medium (10,000 to 50,000 therms/year) customers. SoCalGas also encourages program designs that are coordinated with other electric and/or water efficiency programs offered by other entities and requires adherence to the CPUC decision on workforce standards,³ where applicable.

Each response to this solicitation must propose a natural gas-focused resource program.⁴ In addition, bidders may propose optional programs that include technology solutions that save water and/or electricity. Although SoCalGas is striving to develop agreements with electric and water utilities, these agreements are not yet in place for this program and thus implementation of a gas/electric, gas/water, or gas/electric/water program may not be possible. If the bidder has an existing relevant agreement with an electric and/or water service provider that the bidder proposes to incorporate as part of the proposed program, the bidder shall provide proof of the agreement. Evidence of such agreements can improve a bidder's chances of being selected for Stage Two. Abstracts must clearly distinguish between gas, electric, and water elements (unless a single technology covers gas and another resource) so that SoCalGas can evaluate based on the gas-centric components.

Innovation is an important aspect of this RFA. Bidders must describe how their program is innovative whether through marketing, delivery methods, incentive design, the targeting of certain customer and market segments, and/or application of best practices that are used to achieve reliable energy savings. For the

¹ SoCalGas outlines its Scope of Work for this solicitation in Section 7 of the RFA, at pp. 27-29.

² See SoCalGas Business Plan, Pg. 211 (Table 7 – Energy Consumption by customer Size), available at https://www.socalgas.com/regulatory/documents/a-17-01-016/SoCalGas_Business_Plan-1.17.17-FINAL.PDF.

³ See D.18-10-008 OP 1, Pg. 76-77, available at <http://docs.cpuc.ca.gov/PublishedDocs/Published/G000/M234/K071/234071190.PDF>.

⁴ SoCalGas RFA, at p. 12.

purposes of this solicitation, SoCalGas and key stakeholders have agreed that, to be “innovative,” the proposal must demonstrate that the program will ultimately increase the uptake of cost-effective energy efficiency by advancing a technology, marketing strategy, or delivery approach in a manner different from previous efforts⁵.

Objectives

This RFA aims to solicit innovative, primarily resource-based program ideas to address various segment barriers and drivers identified in SoCalGas’ business plan and targets all Agricultural customers. The selected bidder will assist SoCalGas in the achievement of various portfolio and sector metrics,⁶ through comprehensive tactics which may include but are not limited to:

- Providing simple/low-cost EE retrofits
- Requiring customer co-pays for comprehensive/higher-cost EE retrofits
- Leveraging available financing options to fund project co-pays (e.g. OBF, etc.)
- Partnering with local contractors and vendors
- Partnering with local small business organizations and community-based organizations

Interested bidders may submit abstracts that address all, or a subset of, Agricultural sector customers in SoCalGas’ service territory. Abstracts should include the flexibility to target specific customers based on criteria such as, but not limited to, specific climate zones, customer site-specific energy savings potential, business size, distribution system needs, HTR status, and members of disadvantaged communities.

Bidders should consider the following Agricultural sector challenges:

- A considerable number of small Agricultural customers lack technical and financial resources.
- The Agricultural sector has competing priorities, which overshadow EE investment opportunities.
- A diverse Agricultural sector base makes it difficult to offer standard programs that fit the needs of all customers within and among segments.

1.2. Timing

Table 1.2 details the expected and actual milestones for the SoCalGas Local Agricultural solicitation.

Table 1.2: Key Milestones	
Milestones	Completion Date
RFA	
RFA Released	February 21, 2020
Optional Bidder Webinar	March 3, 2020
Questions Due from Bidders	March 10, 2020
Responses Provided by Company	March 17, 2020
Bidder Abstracts Due	April 3, 2020
Stage One Abstract Review Period Ends	May 1, 2020
Calibration Meeting Held	May 13, 2020
Shortlist Meetings Held	May 22, 2020

⁵ SoCalGas RFA, at pp. 16-17.

⁶ SoCalGas’ Portfolio And Sector-Level Metrics Compliance Filing, Pg. 86-88, available at: <http://docs.cpuc.ca.gov/PublishedDocs/Efile/G000/M233/K545/233545545.PDF>.

Table 1.2: Key Milestones	
Milestones	Completion Date
Shortlist Presented to PRG	June 2, 2020
RFP	
RFP Released	June 2020
Optional Bidder Webinar	June 2020
Questions Due from Bidders—Round 1	TBD
Responses Provided by SoCalGas—Round 1	TBD
Questions Due from Bidders—Round 2	TBD
Responses Provided by SoCalGas—Round 2	TBD
Bidder's Proposal Due in Power Advocate	TBD
Calibration Meeting Held	TBD
Shortlist Meeting Held	TBD
Contracting & Implementation	
Selected Bidder(s) Notified	TBD
Contract Executed	Q4 2020
Advice Letter Approved	Q1 2021
Contract Begins (Notice to Proceed)	Q1 2021
Implementation Plan	Q1 2021

1.3. Key Observations

Table 1.3 presents an overview of the key issues and observations during the RFP stage of the Agricultural solicitation.

[Redacted]			
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]

[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]

2. Solicitation Outreach and Bidder Response

2.1. Bidder Response to Solicitation

SoCalGas launched its Agricultural RFA on February 21, 2020. Bidder Abstracts were due April 3, 2020, and are therefore outside the timing of this Report. For that reason, Table 2.1, below, indicates all items are “pending” as of this Report.

	Number
Abstracts Expected	[Redacted]
Abstracts Received	[Redacted]

2.2. Bidder's Conference and Q&A

RFA

SoCalGas held an optional Bidder Web-Conference on March 3, 2020, from 9:00 a.m. to 11:30 a.m. Instructions were provided via to bidders registered in PowerAdvocate. This Bidder Conference covered three events: SoCalGas Agricultural RFA, SoCalGas Large Commercial RFA, and SoCalGas Residential Manufactured Homes RFA. The webinar session was recorded and posted to PowerAdvocate.

The agenda for the Bidder's Conference included the following:

- Overview, Introductions, Safety Message, Webinar Logistics
- Legal and Confidential Disclaimers
- IE and PRG Solicitation Background, Oversight and Role
- Two Stage Solicitation Process
- PowerAdvocate Tutorial
- Scope of Work for each Solicitation (3)

- RFA Schedule
- RFA Package, Scoring of RFA, FAQ
- Q&A Sessions (2)

Table 2.2 includes statistics from the March 3rd Bidder’s Conference.

Table 2.2: Bidder Conferences	
RFA Bidder Conference Date	March 3, 2020
No. of Attendees	42 ⁷
No. of Q&A Received	12 ⁸

IE Observations:

- The Bidder’s Conference started on time and there were no technical issues.
- Bidders were reminded that the conference was being recorded; legal disclaimer provided.
- SoCalGas provided:
 - Background, a summary of the process, and milestones.
 - Information on the two-stage process and the acceptable changes from the RFA to RFP stage.
 - Confirmation on how to ask questions and a reminder that all questions will be shared with all bidders.
 - Overview of PowerAdvocate, including viewing, uploading, and downloading documents.
 - RFA expectations for each sector, consistent with the RFA Scope of Work.

Slido Questions during the Bidder’s Conference addressed the following topics:

- Whether food processing applies to the Agricultural program or the Industrial program (see NAICS codes)
- [REDACTED]
- [REDACTED]
- DBE subcontracting goals (goal is 40%; will post information on PowerAdvocate)
- Workforce training standards (evaluated at RFP stage)
- Schedule for contract negotiations (reference to location of revised schedule)
- Benefits of electric savings (support goals in Business Plan)

⁷ This number may have changed slightly throughout the Bidder Conference and included participants interested in all three solicitations.

⁸ Twelve questions received on Slido during the Bidder’s Conference were answered orally during the conference. Written responses were also provided.



RFP

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

2.3. Solicitation Design Assessment

The Agricultural solicitation is just at the RFA stage, but IE confirms that it is designed in accordance with the CPUC-adopted IOU Solicitation Plan. This is a two-stage solicitation with an established PRG and an assigned IE to provide oversight on all aspects of the solicitation.

Stage One – RFA⁹

The first stage begins with this RFA, which is open to all interested parties. Stage One is intentionally designed to be less burdensome on bidders and aims to foster a marketplace for innovative ideas. However, bidders should carefully adhere to the RFA's guidelines and seek to present information that is clear and convincing and include sufficient detail to enable SoCalGas to assess whether the program is likely to be successful in implementation. Bidders can submit multiple Abstracts for different program designs in response to this RFA.

SoCalGas' evaluation of the abstracts will determine which bidders are qualified to continue to Stage Two. Bidders should note that SoCalGas reserves the right to bundle together proposed programs from individual bidders, which could be within or across solicitations, in order to create a broader-based program. Determination of which bidders move on to Stage Two will be based on the scoring criteria, including the bidder's proposed program design, implementation approach, innovative ideas, compliance with regulatory requirements, pricing structure, and demonstrated ability to implement a successful program.

Stage Two – RFP¹⁰

Based on abstracts submitted in Stage One, SoCalGas will select only the most qualified respondents to move to the RFP stage. The RFP will request bidders to provide more details about their proposed abstract(s), including cost-effectiveness calculations, M&V information, and other documents to assist SoCalGas in making its selection. Bidder's Stage Two proposal shall be materially similar to the bidder's Stage One abstract. Bidders will be requested to identify and explain changes from the Stage One abstract.

The following key program attributes should not change substantially from the Stage One abstract to the Stage Two proposal, although modest adjustments may be appropriate as part of the refinement process and may be accepted with justification:

- Designation of program as a resource or non-resource program.
- Program concept or program theory including expected outputs and outcomes.
- Customer sectors, segments, and geographical areas to be served.
- Use of upstream, midstream, or downstream delivery channels.
- Types of incentives and financing offered to participants.

From Stage One to Stage Two, unexplained or extensive changes that amount to a change in the basic program concept and design from the Bidder's Stage One abstract (as determined by SoCalGas), may result in

⁹ SoCalGas RFA, at pp. 8-9.

¹⁰ Id.

disqualification of the Bidder's Stage Two proposal.

From Stage One to Stage Two, a bidder may propose changes to the proposal to refine it or to conform to the requirements of the RFP. The numerical values provided in the Stage One abstract stage, including proposed budgets and energy savings, will be regarded as indicative and can be refined in the Stage Two proposal. The following are examples of allowable changes:

- Updating strategic partnerships to reflect new agreements.
- Changing or adding subcontractors.
- Changing planned utilization of SoCalGas Support Services.
- Refining the mix of proposed measures to make the proposed program more cost effective or accomplish other portfolio goals. However, bidders should avoid wholesale changes in the measures offered.
- Modifying the pricing strategy to mitigate risks identified in the proposal.
- Revising the energy savings forecast based on the Bidder's CET submission.
- Revising the program budget to reflect other changes noted above.
- Updating to respond to new policies adopted by the CPUC (e.g., decisions, rulings or guidance issued after the release of the RFA).
- SoCalGas reserves the right to request clarifications¹¹ from and potentially conduct interviews with a selection of bidders following review of RFP responses. If a bidder is selected for contracting, SoCalGas will rely on the bidder's abstract and proposal to draft the initial contract.

3. RFA and RFP Design and Materials Assessment

3.1. RFA Design Requirements and Materials

The Agricultural RFA launched on schedule on February 21, 2020. The due date for submitting abstracts was April 3, 2020 and therefore outside the scope of this Report.

[REDACTED]

¹¹ SoCalGas will not seek corrections and/or improvements to the Bidder's Proposal.

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

○ [REDACTED]

3.2. RFP Design Requirements and Materials

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

3.3. Response to PRG and IE Advice

RFA

[REDACTED]

RFP

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

4. Bid Evaluation Methodology Assessment

4.1. Bid Screening Process

RFA

Evaluation of bidder abstracts¹³ will consist of two parts: a threshold assessment to determine the responsiveness of the Abstract to minimum requirements, and abstract scoring (for abstracts that meet the minimum threshold requirements. Scoring criteria are shown in Table 4.1 below.

[REDACTED]		[REDACTED]		[REDACTED]	
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

¹² SoCalGas RFA, at pp. 10-11.

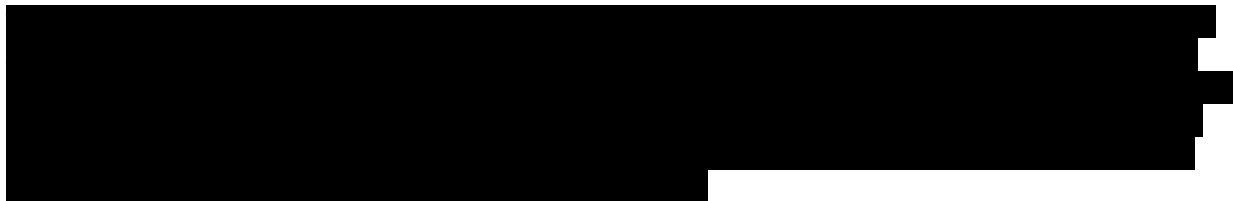
¹³ SoCalGas RFA, at pp. 19-20

D.			
E.			
F.			
G.			

SoCalGas will first evaluate the responsiveness criteria (Items A and B) on a Pass/Fail basis. Only Abstracts that receive a “Pass” on the threshold assessment will be further scored.

Threshold Assessment (Pre-Screening)¹⁵

After the bid due date/time has closed, Supply Management will conduct a Threshold Assessment. For the Threshold Assessment, Supply Management that pass this phase move on to the individual scoring phase. Bids that are missing required documents will be considered incomplete and disqualified. The Solicitation Team will provide the results of the threshold review to the assigned IE.



Abstract Scoring¹⁶

For bids that pass the Threshold Assessment, SoCalGas will conduct a competitive analysis of each abstract. SoCalGas reserves the right to reject any and all bids. All abstracts will be ranked according to their score, and the results presented to SoCalGas’ program (or market sector) management (responsible for the overall portfolio of programs) and to the EE PRG for further consideration.¹⁷



¹⁴ A detailed cost-effectiveness showing using the CPUC’s Cost-Effectiveness Tool will be required only in the RFP, Stage Two.
¹⁵ SoCalGas RFA, at p. 19, and RFA Scoring Guidelines for SCG Third Party Solicitations, March 26, 2020, at p. 3.
¹⁶ Much of the information in this section can be found in the RFA Scoring Guidelines for SCG Third Party Solicitations, March 26, 2020.
¹⁷ SoCalGas RFA at p. 19.

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

Calibration Meeting¹⁸

[Redacted]

[Redacted]

[Redacted]

¹⁸ RFA Scoring Guidelines, at pp. 4-5.

[Redacted]

[Redacted]

Shortlist and Selection Meeting¹⁹

[Redacted]

[Redacted]

RFP

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

4.2. Scoring Rubric Design

RFA

[Redacted]

[Redacted]

[Redacted]

[Redacted]

- [Redacted]

¹⁹ Id, at pp. 5-6.

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]

RFP

This solicitation activity has not yet occurred; future Semi-Annual Reports will address this topic.

4.3. Evaluation Team Profile

RFA

[Redacted]

[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]

SoCalGas has scheduled RFA Scoring Training for April 3, 2020. The IE reviewed the proposed training materials and will address the training in the next Semi-Annual Report.

RFP

This solicitation activity has not yet occurred, future Semi-Annual Reports will address this topic.

4.4. Response to PRG and IE Advice

This solicitation activity has not yet occurred, future Semi-Annual Reports will address this topic.

5. Final Bid Selection Assessment

This solicitation activity has not yet occurred, future Semi-Annual Reports will address this topic.

6. Assessment of Selected Bids

This solicitation activity has not yet occurred, future Semi-Annual Reports will address this topic.

7. Reasonableness of Contracting Process

This solicitation activity has not yet occurred, future Semi-Annual Reports will address this topic.