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## SoCalGas Planned Program Closures



# Webinar Purpose

- » Compliance with D.21-05-031
  - Program administrators should make proposed implementation plan updates and host a webinar or workshop that lays out timelines and milestones for the ramping down of an existing program or the ramping up of a new one. A webinar or workshop is not required in the narrow instance where a third-party contract is ending according to its original term length

# SoCalGas Approach to Support Public Sector

This presentation outlines SoCalGas' plan to retire the existing Local Government and Institutional Partnerships

- Our future in a dynamic and changing environment called for a transformation to a New Model that allows for more flexible engagement with ALL public sector customers.
- SoCalGas evaluated several criteria and developed an approach that ensures we continue to provide valuable programs and services for all Public Sector customers, Public Sector Energy Pathways.
- The new model demonstrates the value of regional partnering while maintaining our direct relationships with existing partners and implementers as well as developing new public agency relationships.
- As part of the launch to the Public Sector Energy Pathways, SoCalGas will transition current Local Government Partnerships to Public Sector Energy Pathways. In addition, Institutional Partnerships will close as new Statewide Programs launch.



# Public Sector Regional Energy Pathways

The New model provides flexibility and collaborative choices, while maintaining direct relationships with customers and other PS stakeholders.

The scope has been expanded to include additional cities, counties, special districts, and K-12 schools, that have not partnered in past LGP's.

## Regional Focus

- Regional focus on communities with similar environmental and energy efficiency priorities.
- Regions in proximity of each other may benefit from working relationships.
- Focus on inclusion of new partners, and enhanced support for DACs, Rural and HTR.
- Emphasis on intelligent outreach based on data driven strategies.

## Regional Opportunities

- Local EE Ambassador Engagement
- Partnering with local organizations
- Industry Associations
- Coordinate with Third Party EE programs
- Leveraging RENs offerings and services

# SoCalGas' Proposed Program Closure List

## Program ID Program Name

- SCG3738 PUB-CA Department of Corrections Partnership
- SCG3739 PUB-California Community College Partnership
- SCG3740 PUB-UC/CSU/IOU Partnership
- SCG3741 PUB-State of CA/IOU Partnership
- SCG3742 PUB-LA County Partnership
- SCG3746 PUB-Santa Barbara County Partnership
- SCG3747 PUB-South Bay Cities Partnership
- SCG3748 PUB-San Luis Obispo County Partnership
- SCG3749 PUB-San Joaquin Valley Partnership
- SCG3750 PUB-Orange County Cities Partnership
- SCG3754 PUB-Ventura County Partnership
- SCG3755 PUB-Public Sector EE Innovation
- SCG3773 PUB-Public Sector Resource Placeholder
- SCG3776 PUB-Gateway Cities Partnership
- SCG3777 PUB-San Gabriel Valley COG Partnership
- SCG3779 PUB-West Side Cities Partnership
- SCG3783 PUB-Western Riverside Energy Partnership
- SCG3802 PUB-San Bernardino Regional Energy Partnership

## Program Closure Milestones:

- ✓ December 31, 2021 – All implementation ceases
- ✓ Q1 2022 – Complete administrative wrap up activities
- ✓ SCG3739 and SCG3740 - All implementation to cease no later than December 31, 2022

# SoCalGas' Program Closures (by Program Category)

## Reason for Program Closure:

- **Local Government Partnerships:**

These partnerships are closing as part of the strategy to support Public Sector customers through the Regional Energy Pathways program.

In an effort to build on our experiences and successes with the Local Government Partnership model, SoCalGas would like to update our approach to ensure we are providing valuable programs and services for all Public Sector customers. SoCalGas will be transitioning the existing Local Governments into a Regional Energy Pathways program model.

The objective of this model is to maintain and allow for more flexible engagement with all public sector customers that demonstrates the value of regional partnering while maintaining our direct relationships with existing partners and implementers as well as developing new relationships with public agencies.

- **Institutional Partnerships:**

SCG3738 and SCG3741 - Will be closing at the end of 2021 due to transitioning to the statewide program.

- **Higher Education:**

SCG3739 and SCG3740 - Will sunset once the new Statewide Higher Education program launches in 2022.

## Communication Plan:

- SoCalGas met and communicated in Q3 2021 with implementers and partners about the program closures and launch of Public Sector Energy Pathways in 2022
- SoCalGas conducted an All-Partners Webinar on August 19, 2021 in which we communicated program closure and transition
- During partnership meetings, SoCalGas continues communicating details leading to program closure and our commitment to continue support for Public Sector customers

# Public Sector Regional Energy Pathways

## What to Expect:

- As part of PS Regional Energy Pathways, the current LGPs will ***sunset December 31, 2021.***
- The new PS Regional Energy Pathways is targeted to ***launch January 1, 2022.***
- SoCalGas will provide support through PS Program Managers, Account Executives, and Public Affairs Managers.
- SoCalGas Regional Ambassador **local** recruitment as part of Public Sector Regional Energy Pathways, will provide a path for interested implementers to propose new, innovative ways to support Public Sector customers. **Targeted Release Late Q4, 2021**
- SoCalGas Regional Energy Pathways will serve public agencies through:
  - PS Custom Incentives & Deemed Rebate Programs.
  - Various third-party programs.
  - Engagement with public sector stakeholders and local region ambassadors.
- SoCalGas will leverage collaborations with Regional Energy Networks (RENs).

# Additional Proposed Program Closures

## **Other Programs Closing at the end of 2021**

SCG3706 RES-Residential HVAC Upstream – Transitioning to statewide program

SCG3836 RES-LADWP HVAC – End of contract

SCG3825 COM-HVAC QI/QM – End of contract/Transitioning to statewide program

SCG3835 COM-Pasadena Direct Install – End of contract

SCG3730 WE&T-Connections – Transitioning to statewide program

SCG3809 COM-AB793-CEMTL Program – End of contract

SCG3721 ET-Technology Development Support – Transitioning to statewide program

SCG3722 ET-Technology Assessment Support – Transitioning to statewide program

SCG3723 ET-Technology Introduction Support – Transitioning to statewide program

## **Codes and Standards Programs Closing**

SCG3726 C&S-Compliance Enhancement

SCG3727 C&S-Reach Codes

SCG3728 C&S Planning Coordination

## **Other Programs Closing at the End of 2022 or until Commitments are complete**

SCG3810 RES-AB793-REMTS Program – End of Contract

SCG3823 Res-HVAC QI/QM – Transitioning to statewide program

SCG3757 IND-Small Industrial Facility Upgrades – End of Contract



# Additional Proposed Program Closures

## **Programs discontinued/transitioned to new third party programs:**

SCG3765 RES-Manufactured Mobile Homes – End of Contract  
SCG3843 RES-Single Family Solicitation  
SCG3844 RES-Multifamily Solicitation  
SCG3867 RES-Mobile Home Solicitation  
SCG3845 COM-SMB Solicitation  
SCG3866 COM-Large Solicitation  
SCG3846 PUB-SM Solicitation  
SCG3865 AG-Agricultural Solicitation

## **Program Codes closing due to program codes consolidation, program activities on-going:**

SCG3708 COM-Energy Advisor  
SCG3710 COM-Calculated Incentives  
SCG3711 COM-Deemed Incentives  
SCG3713 IND-Energy Advisor  
SCG3715 IND-Calculated Incentives  
SCG3716 IND-Deemed Incentives  
SCG3717 AG-Energy Advisor  
SCG3719 AG-Calculated Incentives  
SCG3720 AG Deemed Incentives  
SCG3815 PUB-Calculated Incentives  
SCG3816 PUB-Deemed Incentives

# Q&A