



CLEAResult[®]

Higher Education Efficiency Performance (HEEP)
Program – Implementation Plan Workshop

9/19/2022

Key Items for a Vehicle Emergency Kit:

- Food (protein bars, unsalted nuts, dried fruits, pet food)
- First Aid Kit and extra doses of medications
- Water (in plastic bottles)
- Blankets
- Candle and matches
- Flashlight (extra batteries)
- Multi-tool
- Set of jumper cables
- Spare set of clothes (weather specific)
- A bag of salt, sand or kitty litter (winter)
- Small shovel, scraper and snow brush (winter)
- Optional: Map, Whistle, Pylon, Cards, Compass



Before Trips, Remember:

- ✓ No less than half tank of gas
- ✓ Full washer fluid
- ✓ Spare tire and tools
- ✓ Snow tires/all seasons (during winter)
- ✓ Keep up with vehicle maintenance
- ✓ Let someone know where you are travelling and your anticipated arrival time, consider using a check-in system



Today's Agenda

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

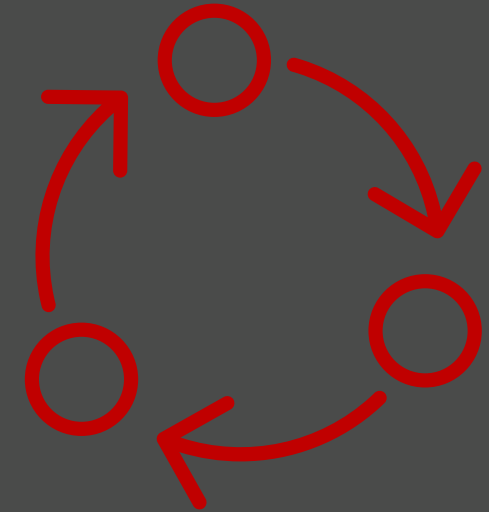
Speakers

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

Program Overview





Program Overview

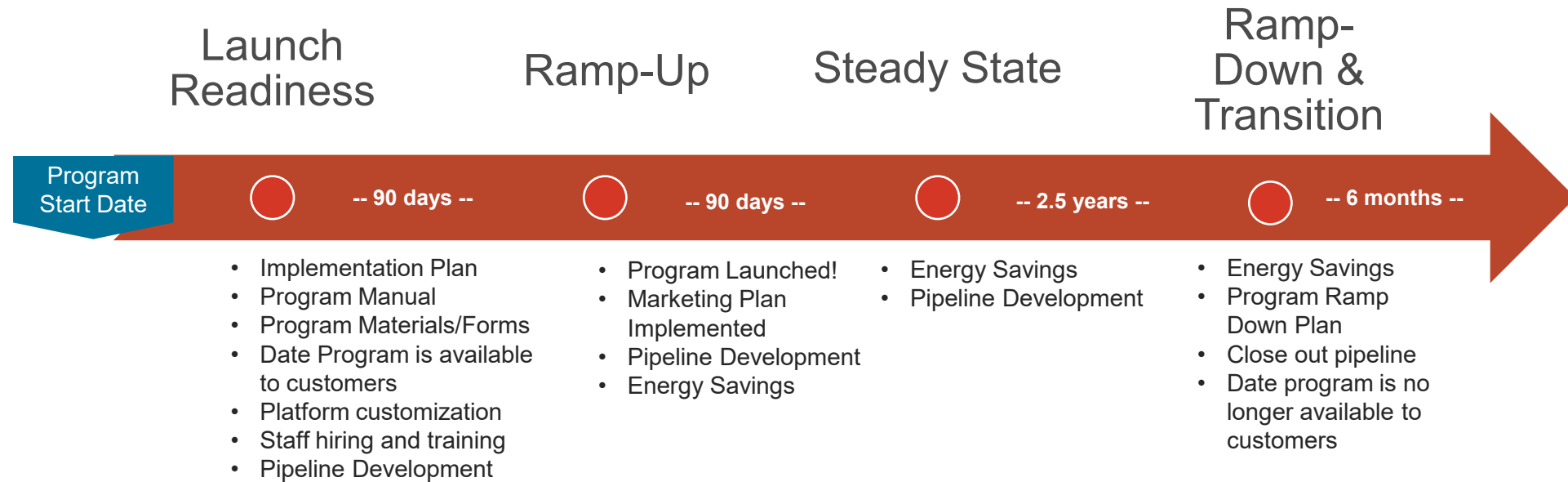
- ✓ CLEARResult's Higher Education Efficiency Performance (HEEP) Program will provide energy efficiency services, technical assistance, and incentives to the UC's, CSU's, and CCC's within SCE, PG&E, SDG&E, and SoCalGas's service territory.
- ✓ The program will act as a **single point of contact** for these customer segments connecting and leveraging other resources and funding sources including On-Bill Financing.
- ✓ The HEEP program will provide a **comprehensive approach** based on individual customer needs and opportunities through multiple participation pathways, including **prescriptive (deemed), calculated (custom), meter-based (NMEC), and Strategic Energy Management (SEM)**.
- ✓ Incentive Pathways
 - Deemed
 - Custom
 - NMEC
 - SEM – Holistic, whole facility approach

Savings and Cost Effectiveness Goals

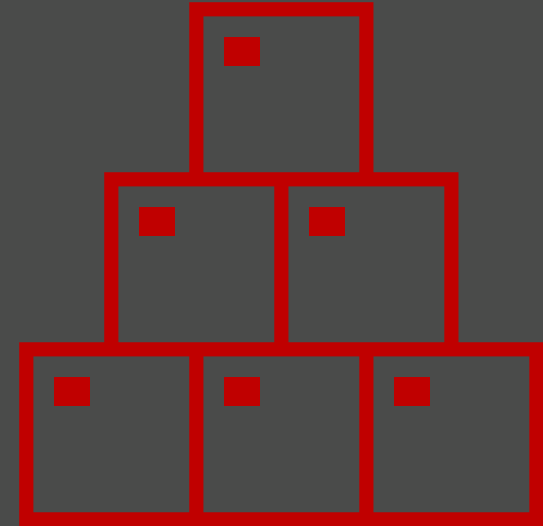
Net Savings Goals	2023	2024	2025
Electric (kWh)	8,262,424	8,826,100	9,423,896
Gas (therms)	160,700	179,076	177,180
Demand (kW)	716	516	704

Cost Effectiveness	2023	2024	2025
TRC	1.73	1.08	1.13
PAC	2.67	1.78	1.99

CR Timeline & Milestones



Program Design



Program Design

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

Combine technical assistance, incentives, and financing

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

Focus on customer journey and provide customized value proposition

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

Form meaningful links between energy savings and business priorities

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



Participation Options – Choose Your Path

Strategic Energy Management

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

Deemed Projects

- Smaller projects
- Shorter timelines

Custom Projects

- Larger projects
- Longer timelines
- More technical services

Metered Projects

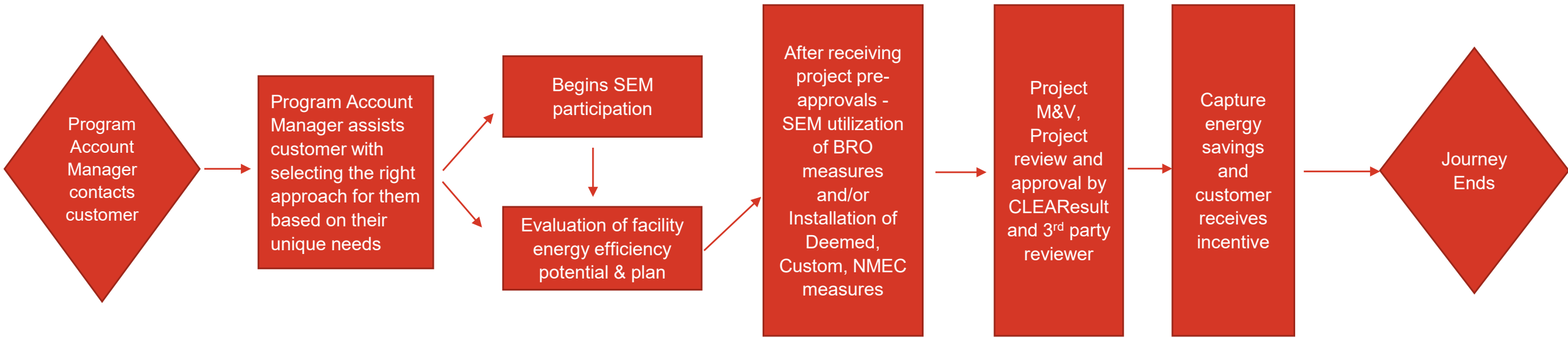
- Flexible project options
- High ROI

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

Program Delivery



CR Customer Journey





Customer Engagement

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



Customer Services

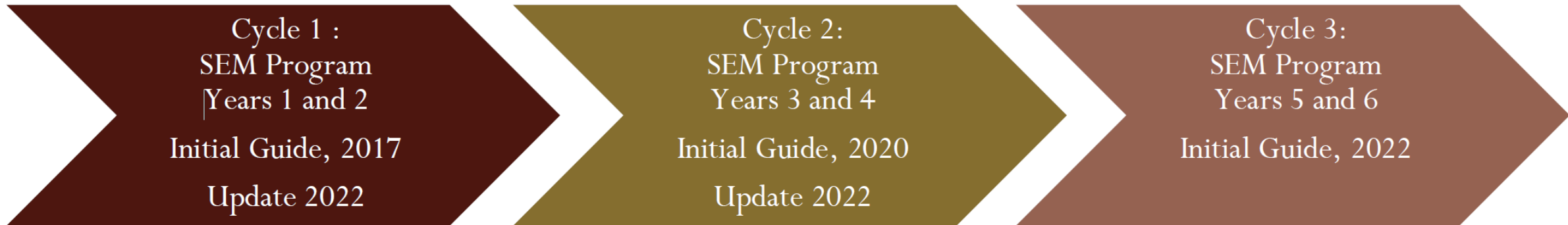
- ✓ **Dedicated Account Managers** provide personalized attention, follow-through, and assistance in identifying solutions that meet customers' needs, budget and levels of readiness for change.
- ✓ **Facility Audit Options:** Targeted facility audit to provide a complete view of the facility and operating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

Strategic Energy Management



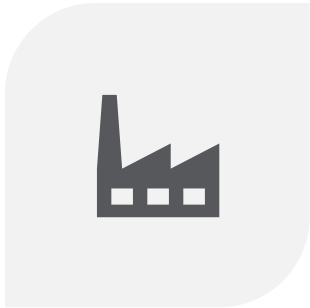


History of Strategic Energy Management in California



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

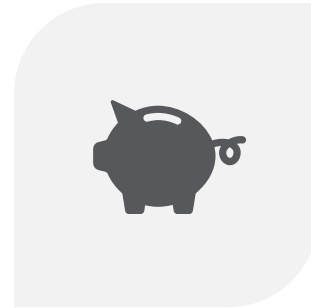
STRATEGIC ENERGY MANAGEMENT (SEM)



HOLISTIC



CONTINUOUS
IMPROVEMENT



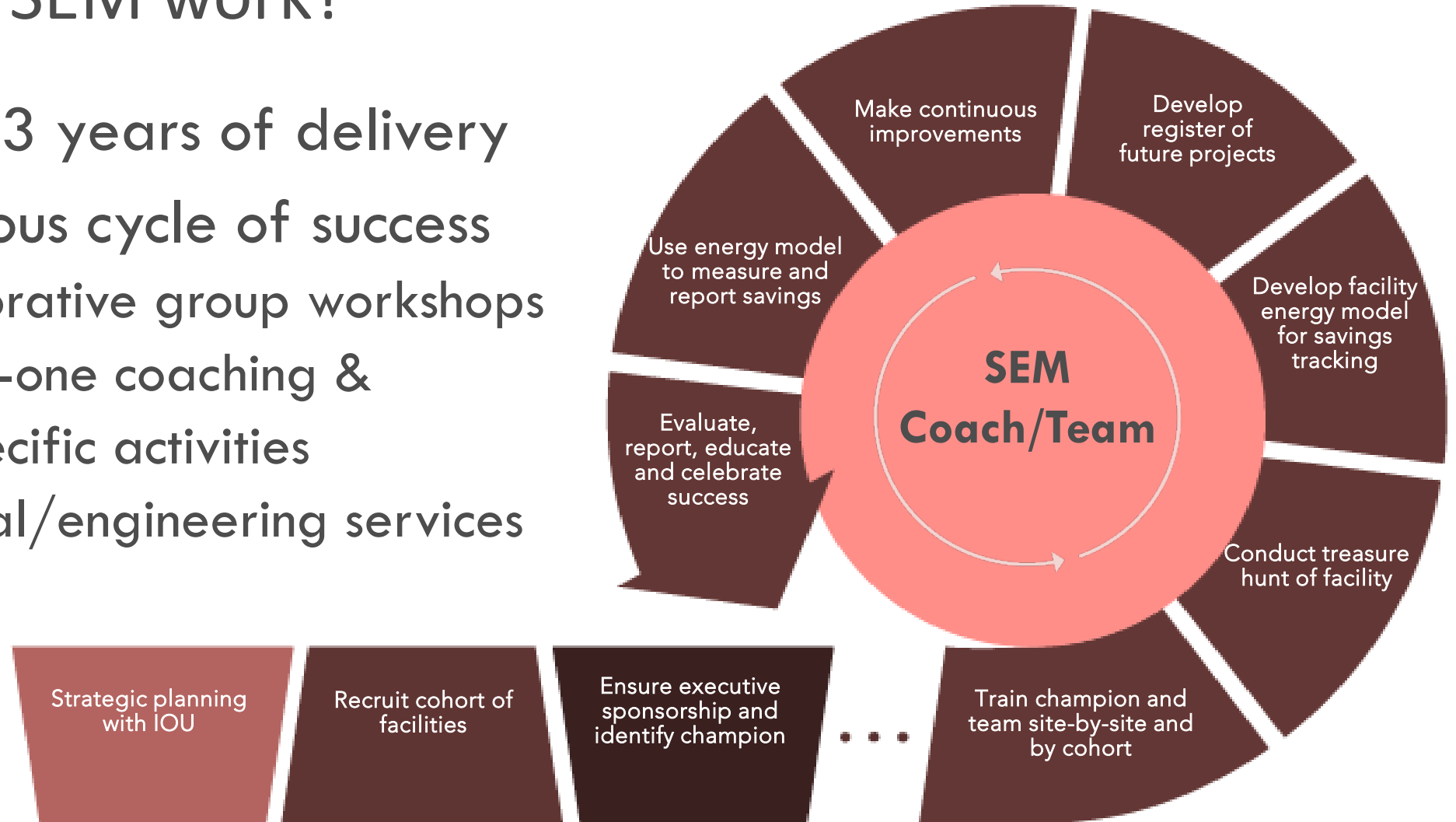
LOW/NO COST &
BEHAVIORAL



STAKEHOLDER
ENGAGEMENT

CR How does SEM work?

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

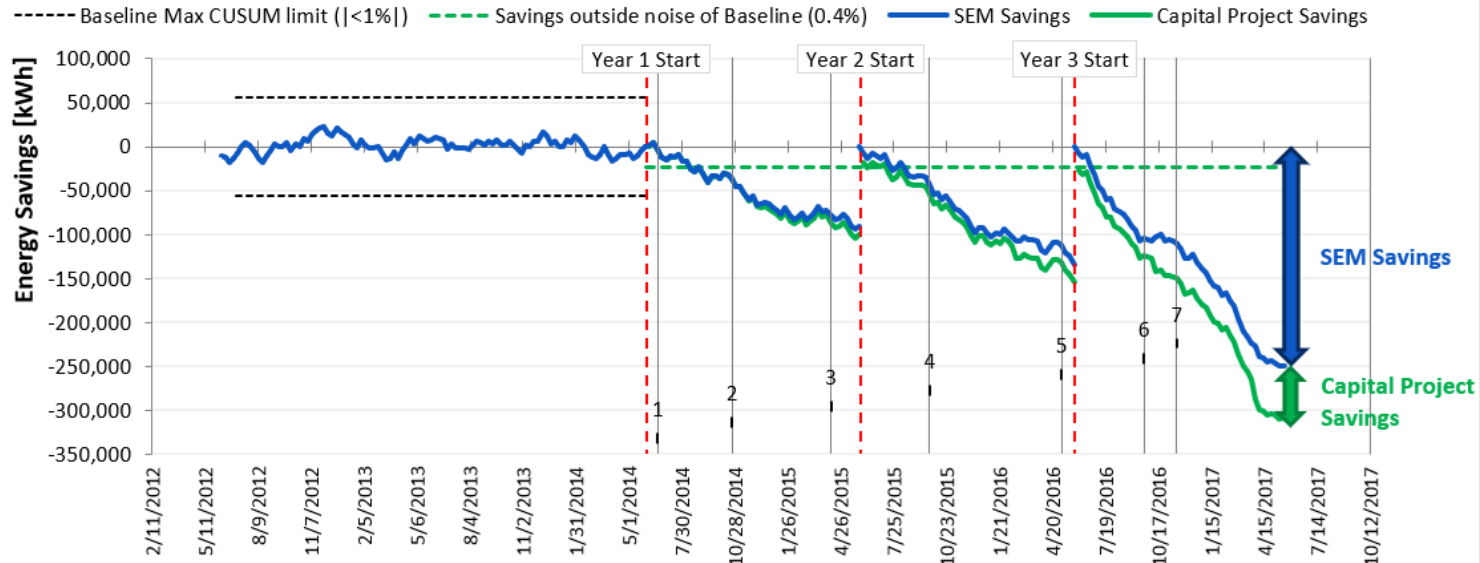




SEM M&V

CUSUM of Residual Energy

A downward \downarrow CUSUM slope shows energy savings



ID#	PROJECT ID	PROJECT DESCRIPTION	DATE COMPLETED	NOTES
1	ECM:01	Compressed air leak repairs	6/19/2014	Started compressed leak repairs in department 01
2	ECM:02-495	Fixed economizer louvers	10/23/2014	Fixed broken economizer - department 02 AHU 495
3	ECM:05.1	HVAC optimization	4/9/2015	Temperature setbacks - total plant
4	ECM:04-005	Trimmed impeller	9/24/2015	Right sized pump impeller - department 04 pump 5
5	ECM:03	Expansion of compressed air leak repair program	5/5/2016	Expanded program into department 03
6	Problem	BAS system malfunction	9/22/2016	Found faulty control module
7	ECM:05.3	BAS system tuning and repairs	11/17/2016	Fixed control module and optimized BAS system - total plant

California SEM M&V Guide

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

Program Metrics





Program Metrics

The program will track and report on the following:

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

Program Measures





Measure List – Electric & Gas

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

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