

# Semi-Annual 2024 Portfolio Performance Report Review

Date: Monday October 28, 2024

Time: 9:30AM - 2:00PM

On October 28, 2024, representatives from California Energy Efficiency Coordinating Committee (CAEECC) Member organizations presented their 2024 Semi-Annual Portfolio Performance Report Review via Zoom. There were 103 attendees, including 17 representatives from 17 CAEECC Member organizations and two CAEECC Ex-Officio agencies, as well as 83 Members of the Public (see [Appendix A](#) for a full list of meeting registrants).

This meeting was facilitated by Katie Abrams (Abrams) of Birch Road Consulting and Michelle Vigen Ralston (Ralston) and supported by Mahal Miles (Miles) of Common Spark Consulting, as well as Susan Rivo (Rivo) of Raab Associates. Portfolio Administrator (PA) presenters and support included:

- **Pacific Gas & Electric (PG&E):** Sebastien Csapo, Billy Roderick, Angela McDonald, Samantha McNabola, and Michael Burger
- **Marin Clean Energy (MCE):** Alice Havenar-Daughton
- **Bay Area Regional Energy Network (BayREN):** Jane Elias and Tim Olsen
- **Southern California Edison (SCE):** Nicole Di Jerlando
- **SoCalGas:** Roy Christian and Darren Hanway
- **San Diego Gas & Electric (SDGE):** Kelvin Valenzuela and Stacie Risley
- **Southern California Regional Energy Network (SoCalREN):** Lujana Medina and Fernanda Craig
- **Tri-County Regional Energy Network (3C-REN):** Alejandra Tellez and Erica Helson
- **Inland Regional Energy Network (I-REN):** Benjamin Druyon and Tyler Masters

*RuralREN North, Central California Rural REN, and San Diego REN did not present as their portfolios are nascent and do not have data that warrants reporting at this time.*

Relevant materials include the Agenda, Slide Deck, PA Annual Reports, a link to [CEDARS](#) for additional data on energy savings, and the CAEECC Consensus Energy Efficiency (EE) Filing Process Proposal. Supporting meeting materials are available at <https://www.caeec.org/2024-semi-annual-portfolio-performance-report>.

## Overview

Key Themes from the Semi-Annual 2024 Portfolio Performance Report Review:

- Significant proportions of annual savings are anticipated in 2024 Quarter 3 (Q3) and Quarter 4 (Q4) across all PAs.
- Fuel substitution is expressed in reporting as negative savings and thus will require looking at bill impacts; may need additional attention to ensure negative values do not cause rippling impacts detrimental to understanding and valuing portfolio performance.
- EE with Electrification has helped PAs navigate total system benefit (TSB), cost effectiveness (such as the total resource cost, or TRC), and savings expectations
- Challenges achieving savings in the agricultural and industrial sectors are consistent across PAs.
- The public sector remains a priority across PAs, yet challenges like budget cuts affecting local government as well as staff turnover affect relationships and project development and completion.
- In anticipation of SDG&E's off-cycle Business Plan Application, they invite CAEECC input.

*This meeting summary is intended to capture the overarching discussion of ideas, thoughts, and concerns; it is a high-level summary and not a transcript.*

## Introductions and Background

*Slides: "Facilitator Team-Semi Annual PPRR Slides-10-23-2024 (posted 10-23-2024, rev. 10-30-2024)"*

Abrams welcomed everyone to the meeting. Ely Jacobsohn (Energy Division) shared opening remarks to introduce the purpose, background context, and high-level progress of the 2024 Semi-Annual Portfolio Performance Report Reviews.

Abrams presented the objectives, which included:

1. Highlight trends in PA portfolios
2. Get input from CAEECC on possible course corrections
3. Bring PA proposals for discussion (at least 3 months prior to filing)
4. Optional use of Working Groups or Task Forces to tackle challenges raised in the Annual Report

To achieve meeting objectives, the facilitation team, in consultation with Co-Chairs and Energy Division, and based on CAEECC Member feedback, developed the following agenda:

- Introduction and Background
- [Session 1](#): Semi-Annual Performance Overview
- [Session 2](#): NorCal Semi-Annual Performance Review (PG&E, MCE, & BayREN)
- [Session 3](#): Southern CA Semi-Annual Performance Review (SCE, SoCalGas, SDGE, & SoCalREN)
- [Session 4](#): Central CA Semi-Annual Performance Review (3C-REN & I-REN)
- [Session 5](#): Key Themes
- [Session 6](#): Wrap Up

Ralston and Miles provided general reminders, Zoom etiquette, meeting logistics, and instructions on how CAEECC Members and members of the public can ask questions and provide input on the Semi-Annual Portfolio Performance Reviews.

## Session 1: Semi-Annual Performance Overview

*Slides: "CPUC ED Semi Annual PPRR Slides-10-22-2024 (posted 10-23-2024; rev. 10-24-2024)" and "Facilitator Team-Semi Annual PPRR Slides-10-23-2024 (posted 10-23-2024, rev. 10-30-2024)"*

Ralston provided the purpose and context to the CAEECC Engagement in Portfolio Review Process. Ralston shared regulatory references that would be presented over the course of the meeting.

Ely Jacobsohn, (Energy Division) provided a holistic overview of the PAs' 2024 Semi-Annual Portfolio Performance Report Review Quarter 1 (Q1) and Quarter 2 (Q2) highlights, including EE portfolio expenditures, TSB, and total resource cost (TRC). Jacobsohn acknowledged that constraints may need to be addressed in order to better understand TRC and low TSB from the industrial and agricultural sectors.

## Session 2: NorCal Semi-Annual Performance Review (PG&E, MCE, & BayREN)

PG&E, MCE, and BayREN presented their respective 2024 Semi-Annual Portfolio Performance Report Review. Each presentation was followed by Questions & Input from CAEECC Members and then by Members of the Public via Slido. The session concluded with a Regional Q&A, providing attendees the opportunity to direct questions to any specific PA in the region or present high-level themes for multiple PAs to address.

### Summary of Discussion on PG&E's 2024 Semi-Annual Portfolio Performance Report Review

*Slides "PGE-Semi Annual PPRR Slides-10-21-2024 (posted 10-23-2024)"*

- PG&E explained that their Home Energy Report program is a behavioral program structured as a randomized controlled trial, which does not result in reported EE projects.
- A Member observed that a considerable portion of kWh were saved from cross-cutting programs. PG&E clarified that most of the savings in that category were from codes and standards (C&S), which has historically been the most cost-effective intervention for PG&E's EE portfolio, resulting in the vast majority of kWh savings.
- A Member noted that PG&E had 18% of portfolio savings attributed to equity and market support and PG&E confirmed that they expect this number to increase due to several upcoming equity pilots.

*Slido and chat Questions, Responses, and Input are available in [Appendix B: PG&E Questions and Input](#).*

## Summary of Discussion on MCEs 2024 Semi-Annual Portfolio Performance Report Review

Slides: "MCE-Semi Annual PPRR Slides-10-21-2024 (posted 10-23-2024)"

- MCE responded to an inquiry about the process of switching to a new Market Access Program vendor, sharing that they were deliberate about the transition's timing. MCE is maintaining relationships with the two vendors as the old vendor conducts closeout activities and the new vendor is onboarding.

Slido and chat Questions, Responses, and Input are available in [Appendix B: MCE Questions and Input](#).

## Summary of Discussion on BayREN's 2024 Semi-Annual Portfolio Performance Report Review

Slides: "BayREN-Semi Annual PPRR Slides-10-21-2024 (clean) (posted 10-30-2024)"

- BayREN responded to an inquiry on their Business Flex Market program success, noting that while the program is a Resource Acquisition program, it is focused on small and hard-to-reach businesses. BayREN attributed its program's success to program leads working diligently to refine program design and test for a niche market. BayREN elaborated that they work with a coalition of nine counties, who have collaborated with economic development entities that conduct outreach and bring in projects.
- BayREN clarified that metric tons was the unit of measurement used for the Greenhouse Gas projections in their presentation.

Slido and chat Questions, Responses, and Input are available in [Appendix B: BayREN Questions and Input](#).

## Summary of Discussion on NorCal Regional Q&A

- A member of the Facilitation Team observed that fuel switching under the residential sector seemingly results in negative energy savings in both BayREN and MCE's presentations. Members clarified that TSB, not energy savings, feeds into cost effective portfolio requirements, noting the focus on TSB, not TRC. Members further clarified that some PAs are not held to the same cost effectiveness requirement as others, and therefore offer EE in addition to electrification. Members clarified that PAs assess bill affordability and work with customers to increase bill savings.
- Members highlighted the importance of customer education and support to prevent limiting program offerings due to bill impact evaluations. One PA noted that combining electrification with energy efficiency can enhance customer savings.
- Members discussed the trade off that occurs between energy savings and TSB. TSB as a goal enables electrification measures. A Member noted that TSB is helpful to identify most impactful measures independent of energy savings. A member of the Facilitation Team reiterated that more alignment between energy savings and TSB is expected in 2024 as compared to 2023.

Slido and chat Questions, Responses, and Input are available in Appendix B: [NorCal Regional Q&A](#).

## Session 3: Southern CA Semi-Annual Performance Review (SCE, SoCalGas, SDGE & SoCalREN)

Representatives from SCE, SoCalGas, SDGE, and SoCalREN presented their 2024 Semi-Annual Portfolio Performance Report Review. Each presentation was followed by Questions & Input from CAEECC members and then by Members of the public. The session concluded with a Regional Q&A, providing attendees the opportunity to direct questions to any specific PA in the region or present high-level themes for multiple PAs to address.

### Summary of Discussion on SCE's 2024 Semi-Annual Portfolio Performance Report Review

Slides: "SCE-Semi Annual PRR Slides-10-21-2024 (posted 10-23-2024)"

- SCE responded to an inquiry about their increased third party expenditure stating that their solicitations team has generated additional interest by filling market gaps and creating additional programs to meet customer needs.
- SCE shared reflections on the expansion of On-Bill Financing (OBF) for EE, noting that their teams are exploring specific measures that might be of interest to their customers. SCE clarified that the OBF loans are for their Comprehensive Commercial Program.
- SCE, upon request, highlighted their commercial sector efforts, noting that over time, they have been able to address market needs. SCE attributed their commercial success to their implementer establishing good relationships with commercial customers. SCE noted they and their implementer encouraged customers to take advantage of incentives before installations are required by C&S.
- SCE responded to an inquiry about sectors needing further advancements, identifying the industrial sector as a challenging sector to serve, pointing to the impact of net to gross ratios. SCE mentioned collaboration with third parties and the CPUC to overcome challenges. SCE also identified the agricultural sector and challenges of EE outreach interfering with agricultural business cycles. SCE also noted they are aiming to connect with specific parties that head capital expenditure decision making in the public sector.

Slido and chat Questions, Responses, and Input are available in [Appendix B: SCE Questions and Input](#).

### Summary of Discussion on SoCalGas' 2024 Semi-Annual Portfolio Performance Report Review

Slides: "SoCalGas-Semi Annual PRR Slides-redlined-10-21-2024"

- SoCalGas responded to a question about challenges serving industrial and agricultural sectors, noting that the Los Angeles region offers many opportunities

in these sectors, and they anticipate administering solicitations and pursuing projects in the upcoming years.

- SoCalGas clarified that the \$137 million projected savings reflects their projected TSB savings for Q3 and Q4 projects.

*Slid and chat Questions, Responses, and Input are available in [Appendix B: SoCalGas Questions and Input](#).*

## **Summary of Discussion on SDGE's 2024 Semi-Annual Portfolio Performance Report Review**

*Slides: "SDGE-Semi Annual PPRR Slides-10-21-2024 (posted 10-23-2024)"*

- SDG&E acknowledged the slow start to TSB attainment for the industrial program in Q1 and Q2, noting incoming projects. SDG&E noted they are hiring internal technical support to manage project volume as their customer base grows.
- A Member of the Energy Division requested that SDG&E share its plan to fulfill the load management needs for San Diego customers if it departs regional programs. SDG&E noted that they are strategizing on a plan to fulfill the load management needs of San Diego customers in anticipation for SDG&E's departure from regional programs and plans to share more information as they get closer to their off-cycle submittal.
- SDG&E discussed the effects of their commercial sector segmentation, including reasons for the slow growth which were carried over from 2023. SDG&E attributed commercial sector portfolio growth to fuel substitution measures and customer demand for the deemed savings versus custom projects.

*Slido and chat Questions, Responses, and Input are available in [Appendix B: SDGE Questions and Input](#).*

## **Summary of Discussion on SoCalREN's 2024 Semi-Annual Portfolio Performance Report Review**

*Slides: "SoCalREN-Semi Annual PPRR Slides-10-22-2024 (posted 10-23-2024)"*

- A Member of the Energy Division expressed appreciation of SoCalREN's application of confidence intervals to their forecasts. SoCalREN noted that the preferred range for confident intervals varies.

*Slido and chat Questions, Responses, and Input are available in [Appendix B: SoCalREN Questions and Input](#).*

## **Summary of Discussion on Southern Regional Q&A**

- A Member of the Energy Division identified a theme of PA challenges to serving the industrial and agricultural sectors, and emphasized the importance of holding a conversation to progress in those sectors.
- A Member noted an additional challenge of serving the public sector, especially in light of state budget cuts, as small and local jurisdictions are reliant on state

funding. A Member called for more reflection on how to support the public sector to implement EE projects.

- The Facilitation Team asked Members for reflections on the transfer of relationships and knowledge of navigating various sectors in the region as SDG&E's role potentially shifts. SDG&E shared that they are working on Joint Cooperation Memos (JCMs) and other resources. SDGE explained that options such as contracting extensions are available to increase runway for SDREN; SDREN noted that they have not indicated interest one way or another in what occurs with SDG&E offerings.

## **Session 4: Central CA Semi-Annual Performance Review (3C-REN & I-REN)**

Representatives from 3C-REN and I-REN presented their 2024 Semi-Annual Portfolio Performance Report Reviews. Each presentation was followed by Questions & Input from CAEECC members and then by members of the public. The session concluded with a Regional Q&A, providing attendees the opportunity to direct questions to any specific PA in the region or present high-level themes for multiple PAs to address.

### **Summary of Discussion on 3C-REN's 2024 Semi-Annual Portfolio Performance Report Review**

*Slides: "3CREN-Semi Annual PPRR Slides-10-21-2024 (posted 10-23-2024)"*

- 3C-REN described how Ventura County has identified "designated" disadvantaged community definitions to better reflect the nuances of their community, a process that is run through the County's planning commission and board of supervisors, noting these definitions align more closely with Ventura County than those provided by CalEnviroScreen.
- 3C-REN shared lessons learned from the Normalized Meter Energy Consumption (NMEC) programs for the residential sector, noting that they are taking time to conduct quality control using the aggregator model. 3C-REN elaborated that they are also working on developing contractor relationships and highlighted the importance of obtaining data to inform program design for best practices.
- 3C-REN discussed the effectiveness of layering or targeting program incentives to specific groups for the FLEXmarket program.

*Slido and chat Questions, Responses, and Input are available in [Appendix B: 3C-REN Questions and Input](#).*

### **Summary of Discussion on I-REN's 2024 Semi-Annual Portfolio Performance Report Review**

*Slides: "IREN-Semi Annual PPRR Slides-10-21-2024 (posted 10-23-2024)"*

- I-REN shared that they do not have immediate plans to apply for the industrial and agricultural sectors, but will discuss with their Executive Committee.
- I-REN responded to inquiries on NMEC incentive determination and lessons learned, noting that they began with a robust NMEC incentive program and have

focused on marketing, education, and outreach. I-REN noted that although agencies have stated that financial incentives are important, I-REN has not seen impact from adding additional incentive dollars.

## Summary of Discussion on Central CA Regional Q&A

- A Member of the Energy Division requested more reflections from PAs on the importance of data in their decision making. Members reiterated the importance of data accessibility in order to support NMEC design and forecasting as well as the inability to access data that prevents program implementation. PAs noted they conduct surveys to understand impacts and customize programs, but the data from the utilities ultimately informs forecasting.
- A Member of the Energy Division inquired about specific lag times to data access. PAs explained the nondisclosure agreements, as well as bureaucratic processes from utilities' legal and policy teams, slow the time to data access. A PA noted that there are additional challenges faced with the nuance of being public agencies.

## Session 5: Key Themes from the 2024 Semi-Annual Portfolio Performance Report Review

*Slides: "Facilitator Team-Semi Annual PPRR Slides-10-23-2024 (posted 10-23-2024, rev. 10-30-2024)"*

### Key Themes

The Facilitation Team summarized Segmentation Justification & Program Overlap as well as Key Themes from the Semi-Annual Portfolio Performance Report Review presentations.

### Summary of Segmentation Justification & Program Overlap and Member Discussion

Abrams presented summarized segmentation justification and overlap across PA presentations, which was compiled by the Facilitation Team from PA slides in advance of the meeting.

### Discussion

- Members discussed the potential of overlapping programs complementing one another to serve hard-to-reach customers. Members noted that although sometimes programs target the same customer, the programs are meeting different needs of the market. PAs noted they can work together to provide more benefits and incentives to a similar customer base. Members referred agencies to other PA programs, which results in agencies making informed decisions in their best interest. PAs identified they can use collaboration as a way to strategize about their portfolio offerings. Members recognized the value of



collaboration as a way to impact their communities and fulfill their ratepayer fiduciary duties.

## Summary of Key Themes and Member Discussion

Ralston shared key themes observed across all the PA Semi-Annual Portfolio Performance Report Reviews.

### Key themes

- Significant proportions of annual savings are anticipated in 2024 Quarter 3 (Q3) and Quarter 4 (Q4) across all PAs.
- Fuel substitution is expressed in reporting as negative savings and thus will require looking at bill impacts; may need additional attention to ensure negative values do not cause rippling impacts detrimental to understanding and valuing portfolio performance.
- EE with Electrification has helped PAs navigate total system benefit (TSB), cost effectiveness (such as the total resource cost, or TRC), and savings expectations
- Challenges achieving savings in the agricultural and industrial sectors are consistent across PAs.
- The public sector remains a priority across PAs, yet challenges like budget cuts affecting local government as well as staff turnover affect relationships and project development and completion.
- In anticipation of SDG&E's off-cycle Business Plan Application, they invite CAEECC input.

### Discussion

- SDG&E clarified that they need CPUC approval to adjust portfolio offerings, such as through the off-cycle business plan they intend to file. SDREN is not "taking" programs from SDG&E. SDG&E noted they expect more coordination with PAs later this year and shared that they are open to CAEECC feedback on their business plan.
- A Member of the Energy Division requested more specificity around the challenges in reaching the agricultural and industrial sectors. Members discussed needing offerings beyond EE for the agricultural sector, such as electric equipment. Members noted that Integrated Demand Side Management would be helpful in this space. Members also discussed the difficulty of staff turnover within the public sector, and how this provides barriers to relationship-building with public agencies.
- A Member of the Energy Division commented that it is exciting to see EE updates, such as the focus on TSB and equity and market support objectives and programs and appreciation for the PA and implementers' operational efforts.

## Session 6: Wrap Up of the 2024 Semi-Annual Portfolio Performance Report Review

Slides: "Facilitator Team-Semi Annual PPRR Slides-10-23-2024 (posted 10-23-2024, rev. 10-30-2024)"

### Next Steps

Abrams summarized the next steps:

- Draft meeting summary will be posted by 11/11/24, with responses from PAs for outstanding questions.

### Live Meeting Evaluation

A live meeting evaluation was conducted among some participants who noted that the meeting was overall inclusive and effective.

Abrams additionally inquired on the experience and value of this Semi-Annual Portfolio Performance Report Review as compared to the Annual Portfolio Performance Review Report which was hosted in May 2024.

- Members shared that the meeting was overall valuable, and guessed that limited feedback and discussion were due to the nature of the content being a forecast as opposed to a report. A Member noted the cost to ratepayers of lengthy meetings.
- Members expressed interest in a more consolidated meeting format with more discussion and less presentations.
- Members expressed concern over the lack of public engagement, particularly in light of the Evolving CAEECC Working Group's interest and initiatives. A Member recommended that the Facilitation Team offer anonymous feedback opportunities to encourage honest feedback.

## Appendix A: Attendees

Organization	Name
<b>CAEECC Members</b>	
3C-REN	Alejandra Tellez
BayREN	Jane Elias
Code Cycle	Dan Suyeyasu
CCRREN	Jordan Garbayo
Frontier Energy	Nancy Barba
I-REN/WRCOG	Benjamin Druyon
MCE	Alice Havenar-Daughton
PG&E	Sebastien Craig
RuralREN North	Stephen Kullmann
SBUA	Ted Howard

SCE	Jessica Lau
SDGE	Stacie Risley
SDREN	Sheena Tran
SJVCEO	Courtney Kalashian
SoCalGas	Roy Christian
SoCalREN	Lujuana Medina
The Energy Coalition	Laurel Rothschild
<b>Ex-Officio</b>	
CEC	Owen Howlett
CPUC Energy Division	Ely Jacobsohn
CPUC Energy Division	Pamela Rittelmeyer
CPUC Energy Division	Coby Rudolph
<b>Other Interested Stakeholders</b>	
350CCA	Lisa Jackson
3CREN	Erica Helson
Bidgely	Anushree Purkayastha
Cadmus	John Morris
CalMTA	Nils Strindberg
Cascade Energy	Emily Lange
CPUC	James Ahlstedt
CPUC	Peter Franzese
CPUC	Will Graswich
CPUC	Kapil Kulkarni
CPUC	Jessie Levine
CPUC	P Li
CPUC	Savannah McLaughlin
CPUC	Lisa Paulo
CPUC	Christine Torok
CPUC	Gillian Weaver
CPUC	Amy Reardon
CPUC	Lindsay Keane
Don Arambula Consulting	Don Arambula
Ecology Action	Lore James
Embertec	Rod Williams
Frontier Energy	Jesse Farber-Eger
Frontier Energy	Aaron Jones
Frontier Energy	Margaret Marchant
Galawish Consulting & Associates	Elsia Galawish
Grounded Research	Jenn Mitchell-Jackson
Guidehouse	Yamini Arab

Guidehouse	Karen Maoz
Guidehouse	Neil Podkowsky
High Sierra Energy Foundation	Pam Bold
LA County ISD	Sulma Hernandez
LEI, Inc.	Susan Davison
Lincus	Alyza Khan
Lincus	Patrick Ngo
Mark Wallenrod Consulting	Mark Wallenrod
MCE	Wade Stano
Mendota Group, LLC	Grey Staples
RuralREN North	Patricia Terry
OC Power	Nataly Morales Sandoval
Okapi Architecture	Debbie Eggers
Opinion Dynamics	Bob Ramirez
PG&E	Michael Burger
PG&E	Paola Benassi
PG&E	Angela McDonald
PG&E	Samantha McNabola
PG&E	Billy Roderick
PG&E	William Roderick
PG&E	Claire Braico
Quality Conservation Services	Richard Esteves
Renew Home	Elysia Vannoy
SCE	Marissa Barrera
SCE	Justine Chao
SCE	Nicole Di Jerlando
SCE	Barbara Emerson
SCE	Gary Golden
SCE	Ashley Hall
SCE	Erica Keating
SCE	Kevin Lin
SCE	John McCarson
SCE	Willie Middleton
SCE	Darren Ong
SCE	Larry Tabizon
SCE	Desiree Villalobos
SCE	Debra Weberg
SDG&E	Kelvin Valenzuela
SDG&E	John Zwick
SDREN	Aisha Cissna

SDREN	Marissa Van Sant
SDREN	Amy Whitehouse
Sierra Energy Reimagined	Jan Maes
Silent Running LLC	James Dodenhoff
SoCalGas	Sandra Gonzalez
SoCalGas	Darren Hanway
SoCalGas	Emma Ponco
SoCalREN	Fernanda Craig
The Energy Coalition	Mark Shahinian
The Energy Coalition	Marc Costa
The Energy Coalition	Rachel Pennington
The Energy Coalition	Craig Perkins
The Energy Coalition	Tim Olsen
Willdan	Rosalie Deliz
Willdan	Rosie Kang
Yinsight, Inc.	Carol Yin
<b>Facilitators</b>	
Katie Abrams	Birch Road Consulting
Michelle Vigen Ralston	Common Spark Consulting
Mahal Miles	Common Spark Consulting
Susan Rivo	Raab Associates

## Appendix B: Slido and Zoom Chat Questions and Responses

Note: this section includes questions & input provided via Slido, Zoom chat, as well as verbal questions that PAs committed to provide responses after the meeting. Input (remarks that were not questions) are indicated in *italics*.

### PG&E Questions and *Input*

- **Lujana Medina, SoCalREN:** What’s the number or % of projects converted from Home Energy Reports? And are you getting savings claims just from someone filling out an electronic form? If so, how much savings are you allowed to claim from one form? Also can you speak more about your Public TSB and kWh savings? Would love to hear the inverse correlation you see on those two numbers.
  - **PG&E Response:** Projects don’t come from Home Energy Report, it’s a behavioral program. With energy usage, comparing customers to peer groups and giving them tips. Actual projects don’t come from those reports.

- **Lujana Medina, SoCalREN:** What's the budget for the program?
  - **PG&E Response:** PG&E provided additional information on their Home Energy Report program in "PG&E Response to 10-28-2024 Semi-Annual PRR Questions (posted 10-11-24)", linked here: [https://www.caecc.org/\\_files/ugd/849f65\\_da23849e8fc84d548b0c9cef7454f77e.pdf](https://www.caecc.org/_files/ugd/849f65_da23849e8fc84d548b0c9cef7454f77e.pdf)
- **Lujana Medina, SoCalREN:** Getting savings claims from somebody filling out an electronic form? How much do you get to claim per electric form filled out?
  - **PG&E Response:** The way we assess performance for the Home Energy Reports is through a randomized control trial. There is a pool of customers that don't get Home Energy Reports. Therefore, we compare their performance against those that do receive the home Energy Reports.. We have about 3.1 million customers that receive Home Energy Reports out of a total residential customer base of over 5 million.

### **MCE Questions and *Input***

- **Stacie Risley, SDGE:** When switching to the new MAP (Market Access Program) vendor, any lessons learned on avoiding gaps for customers?
  - **MCE Response:** Up until the day MCE transitioned to a new vendor, customers could continue to apply to projects from the old vendor. Following the transition, MCE is maintaining contracts with both vendors, one to continue closeout of existing projects and the other to accept new projects. Communication went out to aggregators so they understood the shift in implementer and any rules or process updates that they needed to be aware of.

### **BayREN Questions and *Input***

- **Ted Howard, SBUA:** The Business FLEX Market program, focused on small and HTR business customers, appears to be very successful. Can you share reasons why it appears to be so successful?
  - **BayREN Response:** The BayREN Flex Market Program, while it is a Resource Acquisition program, it focuses on small and hard to reach businesses. The program leads have worked diligently to put together program design, testing, making adjustments to refine and make it as successful as possible for a niche market. Working with coalition of 9 counties, identified champions working with economic development corporations and within communities, doing a lot of outreach and identifying businesses that fit the definition to build on the project pipeline.

- **Ely Jacobsohn, Energy Division:** What is the unit of measurement for GHG on S8?
  - **BayREN Response:** Metric tons, apologies for the dollar sign.

## NorCal Regional Questions and *Input*

- **Michelle Vigen Ralston, Facilitation Team:** To what extent is evaluating bill impacts becoming, or is a limiting factor, in the types of measures or programs you're able to offer?
  - **Katie Abrams, Facilitation Team:** PG&E, anything that would want to contribute on bill impacts?/
    - **PG&E Response:** Cost effectiveness element for the RA segment. Will find out how projects are lining up and whether that negative value creates any ripple effect. PG&E Clarification:
      - **Bill Impact:** The negative values for kWh on slide 3 (public column) represents electrification (fuel substitution). The bill impact implications likely vary depending on how many fuel substitution measures are installed at a program participants' site, the type of measure(s) installed (time of day usage occurs), the electric rate schedule the customer qualifies for, and how the customers' electric cost increases compare to the gas costs decreases. Please note the equity pilots afoot aim to retain overall bill neutrality (i.e., gas savings from electrification would off-set an increase in electric use).
      - **Cost-Effectiveness:** Since the cost-effectiveness (e.g., TRC) requirements are set at the segment level (not at the project level), an RA electrification project could have a positive or negative impact on cost-effectiveness depending on the total project cost (and assuming positive TSB). As such, there is sufficient flexibility to accommodate different types of projects that generate positive TSB but may positively or negatively impact cost-effectiveness (TRC). It needs to be emphasized that the equity segment is not subject to the CPUC's cost-effectiveness requirement unlike the RA segment.
- **Ted Howard, SBUA:** There seems to be an ongoing concern about the trade-off potentially between TSB and TRC. And I'm curious if you all have any comments on that, if you've experienced that, to what degree if you tried to quantify it. Do you have any concerns, just any insights? Broad, wide, open question.
  - **MCE Response:** Wonder if you mean trade off between energy savings and TSB? TSB and TRC are linked pretty closely and should coordinate. similar to what we talked about earlier, sometimes energy savings impacts. great to focus on TSB as a goal instead of energy savings, enables some of the electrification measures

- *Michelle Vigen Ralston, Facilitation Team: Conversation in 2023. TSB was lower than in 2024 because of updated avoided cost calculator values. Expecting more alignment between energy savings and TSB in 2024 than we did in 2023.*
  - **PG&E Response:** Supportive of electrification. In terms of interplay between that and the TRC, that's a good one. PG&E Clarification: Deployed measures general must have a positive Total System Benefit (TSB). Although, specific measures could positively or negatively impact a segment's cost-effectiveness (depending on the measure cost), such as RA, where cost-effectiveness (TRC) is assessed.
  - **BayREN Response:** TSB helpful to identify most impactful measures independent of energy savings.

## SCE Questions and *Input*

- **Ely Jacobsohn, Energy Division:** Can you dive a little deeper on the sectors needing a breakthrough on S5 9 (Slide 5)? Deeper dive into those sector issues?
  - **SCE Response:** As it relates to industrial, we recognize this particular area has been challenging. We see some challenges with net to gross (NTG) and some of the fundamental aspects in the way that the industrial sector is treated. Looking forward to working through not only with third parties, but also with the CPUC to see what breakthroughs we can make with issues that have impeded. Still challenges with implementers breaking through to agricultural. As it relates to the public sector, programs are in the portfolio, hopeful for additional performance.
- **Owen Howlett, CEC:** 37 OBF loans totaling \$3.2M means approximately \$90k/loan. Are these commercial loans?
  - **SCE Response:** Yes, Comprehensive commercial program.

## SoCalGas Questions and *Input*

- **Ely Jacobsohn, Energy Division:** Is SCG having challenges serving Industrial & Agriculture? Why?
  - **SoCalGas Response:** The Los Angeles basin is the largest manufacturing region in the country. We have strong relationships with these customers and are working to fill a growing pipeline of projects in these sectors. Given the longer nature of projects in this sector, these pipeline projects will result in claimed savings over the next couple years.
- **Owen Howlett, CEC:** SoCalGas's total TSB savings is projected to be \$137M vs. SCE's at \$30M. Is there a simple reason why the disparity between those is so big?
  - **SoCalGas Response:** \$137 million is our Q3 and Q4 projects, which doesn't include what we've already achieved.
  - **Energy Division:** Not sure if SCE will chime in, but I think we're looking at its end projects, or second half of the year projects versus Q1 and Q2 claims.



- **Ted Howard, SBUA:** Per CEC Building Decarb Assessment, renewable gas implementation is the most expensive building decarb option.... pursuing electrification is more cost effective than decarbonizing the gas system using renewable natural gas, which is the other method. Referred to what was seen in comments by PAO, cited CEC Building Decarb Assessment. Curious to me what SoCalGas general approach to this, in a broad sense?
  - **SoCalGas Response:** SoCalGas interprets this question to ask what the company's general approach to its sustainability strategy is, and this response only addresses that portion of the inquiry. In order to decarbonize our energy system more affordably and without jeopardizing energy reliability, a diversity of energy solutions and GHG mitigation strategies should all be considered in cohesion. SoCalGas will rely on collaborative support from policymakers, industry, academics, environmental organizations, and thought leaders working together to increase public acceptance and support for the use of cleaner fuels, including hydrogen as a central component of California's future energy portfolio. Furthermore, SoCalGas will continue to utilize energy efficiency as a critical tool to support the transition to decarbonized energy.
- **Ely Jacobsohn, Energy Division:** SCG at some point, provide an update if they're going to have new solicitations for industrial or agricultural in the future?
  - **SoCalGas Response:** SoCalGas' Agricultural Energy Efficiency Program is performing well, and our four industrial programs have just recently ramped up. We do not have plans for any new solicitations at this time but are continuously evaluating the performance of our programs to determine an appropriate path forward.

## **SDGE Questions and *Input***

- **Jessie Levine, Energy Division:** Hi Kelvin (SDG&E), Can you please speak to the challenges with SDG&E industrial program and the lack of TSB attainment to date in Q1 and Q2 claims?
  - **SDGE Response:** Slow start, carryover from legacy industrial program to new third-party implementer program. A lot of development had to happen. now that projects are coming in, needing internal technical support. Hired additional support on the technical side. that was the biggest hurdle
- **Ely Jacobsohn, Energy Division:** Can SDGE share what its recommendation will be to fulfill the load management needs for San Diego customers if it departs regional programs?
  - **SDGE Response:** That's what we are currently digesting and strategizing for Q1 2025. Don't have anything right now to share, will have more and more to share as get closer to off cycle submittal.

- **Ted Howard, SBUA:** About a year ago, SDG&E revised its approach to the commercial sector, breaking it into four sub-sectors (e.g. Groceries, Restaurants, & Food Storage). What are your lessons learned at this point?
  - **SDGE Response:** Highlight this in the annual report or May CAEECC meeting. Large commercial was slow up until last quarter. Same reasons for hockey stick in Q4 2023. Reasons include fuel substitution measures, more strategy on the deemed side versus custom, where customers were gravitating.

### SoCalREN Questions and *Input*

- **Ely Jacobsohn, Energy Division:** Greatly appreciate application of a confidence interval to forecasts. Can you share what SCR uses as its preferred range?
  - **SoCalREN Response:** Use 92-95%. It really varies, tracking projects from initial conversations all the way through the completion. Once we know what the project's going to be, we're pretty confident in what the savings will come out as. It's a wide range once you get to a certain stage.

### 3C-REN Questions and *Input*

- **Pam Rittelmeyer, Energy Division:** You mentioned that counties have their own definition of equity populations. Can you give examples?
  - **3C-REN Response:** Ventura County as an example. The statewide disadvantaged community definition doesn't represent us. Our county defines its own parameters for disadvantaged community. This definition goes to the planning commission and then our board of supervisors; more relevant than CalEnviroScreen.
- **Ted Howard, SBUA:** The FLEXmarket has allowed 3C-REN to render design incentives that line up with program goals. We've seen a lot of heat pumps coming through. Encouraged to hear that. Would be interested to hear lessons learned from that program, including the various incentives on reaching out to hard-to-reach customers and how that's been going.
  - **3C-REN Response:** Heat pumps have been a big driver of our NMEC program. There's a lot of tweaking of incentives along the way. Sometimes the tech program would come in, adding incentives. If we see a certain area, we can make it a target area and ramp up incentives there...3C-REN's Single Family Home Energy Savings program continues to tweak program design based on the successes and challenges that we see in the program. April Price is happy to have a conversation about the lessons learned, or can develop a summary of lessons learned in 2025 to share more broadly. She can be reached at: [aprice@countyofsb.org](mailto:aprice@countyofsb.org).

### I-REN Questions and *Input*

- **Pam Rittelmeyer, Energy Division:** Do you plan to expand into ag or industrial in the future?

- **I-REN Response:** At this time we have had conversations for our next business plan. We do not foresee applying for the agricultural or commercial sector. Going to bring that topic up at I-REN Executive Committee meetings to get feedback.
- **Ted Howard, SBUA:** Regarding the bullet point, NMEC incentive levels matter, how did you determine which incentive levels, and what are the lessons learned? How much you determine incentive levels, what seems to be the right amount for NMEC, upfront costs?
  - **I-REN Response:** Started with a robust incentive program, probably higher than utility offerings in the past to garnish some early projects. Threw in kickers and started promoting it a little bit more. Takes a little bit more finesse of marketing, education, and outreach to really let agencies know that incentives are there. Ongoing communication with agencies is important to getting those projects pushed through the pipeline. Not seen an impact so far on adding additional incentive dollars, even though agencies have said the financial portion of the project is a big part for them.