

# Semi-Annual Program Administrator Performance Report

October 28, 2024



Together, Building  
a Better California



# Achievement and Forecast Summary

	2023 Annual Report	Q1 2024		Q2 2024		Q1 + Q2 2024		
	Total System Benefit (\$)*	Total System Benefit (\$)	Total Expenditure (\$)	Total System Benefit (\$)	Total Expenditure (\$)	Total System Benefit (\$)	Total Expenditure (\$)	TRC Ratio
	<b>Resource Acquisition</b>	\$160,147,634	\$36,850,071	\$ 19,483,131	\$24,287,218	\$19,748,351	\$61,137,290	\$39,231,481
<b>Market Support</b>	\$638,433	\$37,611	\$553,346	\$3,166,160	\$11,595,402	\$3,203,771	\$12,148,748	0.22
<b>Equity</b>	\$36,097	\$1,838	(\$25,961)	\$3,043	\$349,192	\$4,881	\$323,231	0.02
<b>EM&amp;V</b>	N/A	N/A	\$0	N/A	\$1,578,556	N/A	\$1,578,556	N/A
<b>Codes and Standards</b>	N/A	N/A	\$1,853,089	N/A	\$12,533,890	N/A	\$14,386,978	1.56
<b>TOTAL Portfolio</b>	<b>\$160,822,163</b>	<b>\$36,889,521</b>	<b>\$21,863,604</b>	<b>\$27,456,421</b>	<b>\$45,805,392</b>	<b>\$64,345,942</b>	<b>\$67,668,996</b>	<b>1.50</b>

2024 Forecast Estimate	
	Total PA Portfolio
	Total System Benefit (\$)
<b>Q1 and Q2 Claims</b>	\$64,345,942
<b>Q3 and Q4 Forecast**</b>	\$266,836,868
<b>Total TSB Forecast Attainment</b>	<b>\$331,182,810</b>
<b>TSB Target***</b>	\$211,992,628
<b>TSB Percent of Target</b>	<b>156%</b>
<b>Total Expenditure Forecast**</b>	<b>\$214,643,059</b>

Data Pulled from CEDARS Quarterly Claims Segment Dashboard and CEDARS Record Level Data.

Excludes ESA Data & RENs/CCAs in PG&E's territory.

\*TSB was not a PA goal in 2023 and used a different avoided cost calculator version than 2024

Excludes ESA & RENs/CCAs in PG&E's territory.

Q1 and Q2 Claims from CEDARS Quarterly Claims Goal Attainment Dashboard

\*\*Q3 and Q4 from TUAL forecast

\*\*\*TSB goals were set for the entire 2024-2027 cycle, and not individual years. The amount for 2024 is the target for 2024 identified in the P&G study.



# Q1 and Q2 Claims Detail

Claims Summary By Sector								
		Q1 + Q2					Q1+Q2 Total	
		Agricultural	Commercial	Cross-Cutting	Industrial	Public		Residential
TSB		\$8,120,227	\$13,764,424	\$2,879,989	\$11,674,584	\$1,912,194	\$25,994,525	\$64,345,942
Lifecycle Net CO2 Reductions (metric tons)		30,616	62,902	3,548,831	45,511	6,512	88,166	3,782,538
kWh	Annual Gross	1,047,922	4,815,029	2,079,010,255	4,026,554	(1,663,141)	132,066,980	2,219,303,599
	Annual Net	548,752	3,155,436	614,888,230	4,094,426	(1,748,266)	137,086,908	758,025,486
	Lifecycle Net	6,146,258	27,730,569	8,243,418,131	20,869,527	(17,292,317)	125,594,141	8,406,466,309
Therms	Annual Gross	1,320,901	1,070,376	23,845,728	925,971	210,947	5,371,633	32,745,555
	Annual Net	868,707	704,893	12,411,364	803,780	220,730	5,515,307	20,524,781
	Lifecycle Net	5,411,818	10,314,499	181,639,778	7,241,733	2,220,044	8,551,122	215,378,995
kW	Annual Gross	124	1,006	400,730	560	33	17,884	420,338
	Annual Net	67	642	125,664	571	33	18,753	145,730
Expenditures		\$2,970,682	\$9,794,512	\$21,510,068	\$6,569,889	\$7,173,962	\$17,804,850	\$67,668,996*

Data Pulled from CEDARS Quarterly Claims Sector Dashboard and CEDARS Record Level Data.  
Excludes ESA Data & RENs/CCAs in PG&E's territory.

\*Expenditures total includes \$1,845,033 in portfolio support costs that are not attributable to an individual sector.



# Third Party Vendor Support and Implementation

Vendor Support By Sector for New and Active Programs							
	Q1 + Q2						EM&V
	Agricultural	Commercial	Cross-Cutting	Industrial	Public	Residential	
<b>PA Core Program Support Vendor(s)</b>	N/A	N/A	Energy Solutions 2050 Partners Frontier Energy McLain ID Consulting Misti Bruceri and Associates Binary Evolution NORESO Gabel Associates	N/A	N/A	N/A	Apex Analytics Cadmus Demand Side Analytics Grounded Research & Consulting kW Engineering Raven Energy Consulting Resource Innovations Resource Refocus
<b>IOU Third Party Prime Contractor(s)</b>	TRC Solutions Wildan	AESC kW Engineering Ecology Action (of Santa Cruz) Resource Innovations Energy Solutions ClearRESULT DNV GL Wildan	Cohen Ventures 2050 Partners McHugh Energy Frontier Energy TRC Solutions ICF Resources The Energy Coalition (CC) Strategic Energy Innovations (CWR)	Leidos CleaRESULT Cascade Energy Wildan	Lincus Wildan Energy Solutions Alternative Energy Systems The Energy Coalition ClearRESULT Marin County* Sonoma County* Redwood Coast Energy Authority* San Joaquin Valley Clean Energy* Sierra Business Council*	Oracle America Inc. Resource Innovations Quantum ES&T (QuEST) ClearRESULT Wildan TRC Solutions Frontier Energy Home Energy Analytics Bellawatt	N/A

Includes: All REN Program related vendors, CCA Program Related Vendors, and IOU Core Program vendors.

\*3P LGPs

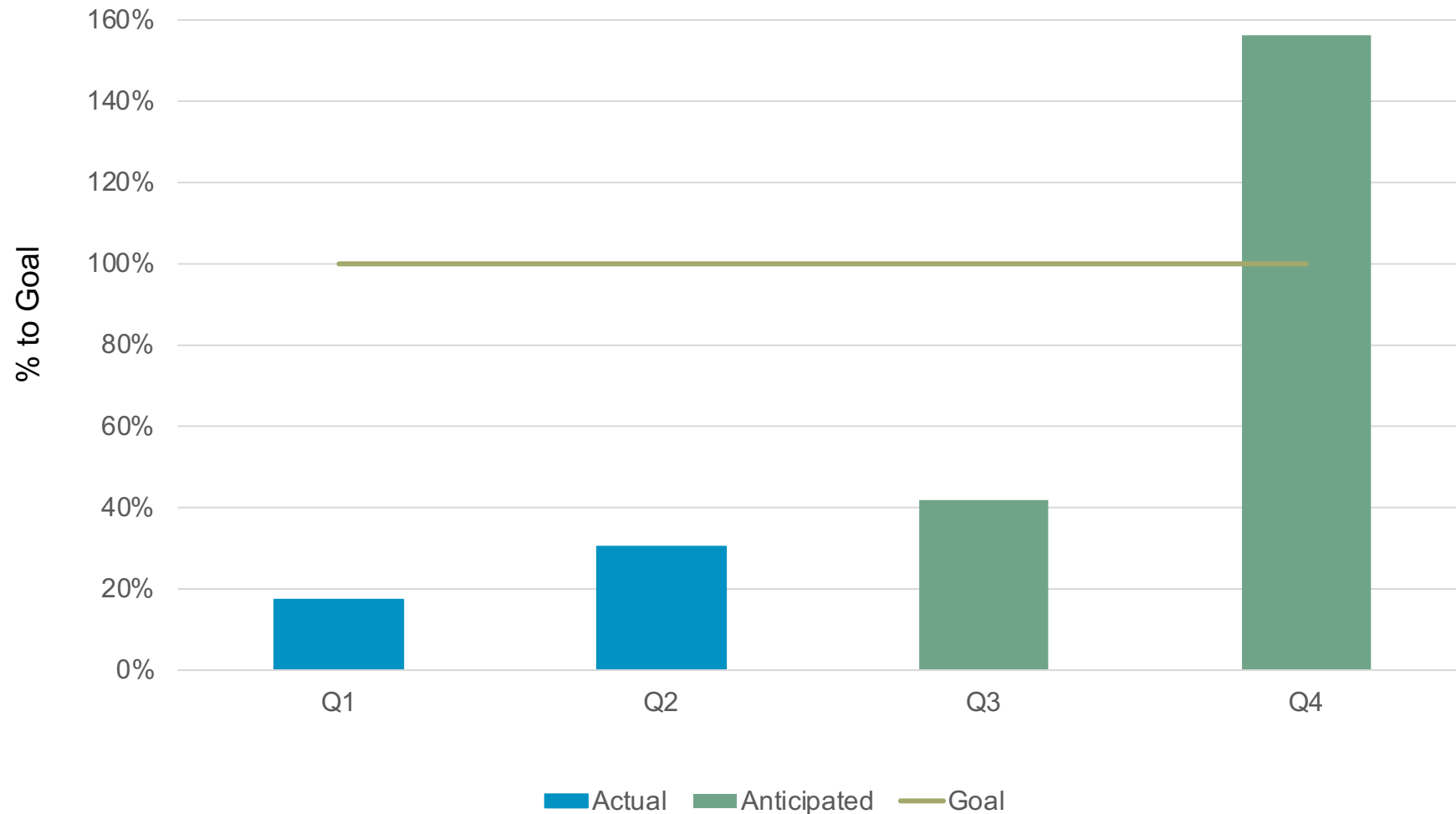


# Anticipated Progress- Resource Acquisition

In Q4 we expect significant contributions of TSB from:

- Strategic Energy Management (SEM) programs
- NetOne Commercial program
- Statewide IOU Partnership programs
- Residential Behavioral program

### Quarterly Progress towards TSB Goals - Resource Acquisition





# Recent Developments: Residential Programs

## Existing Programs

PG&E's **Continuous Energy Feedback Program**, in partnership with Oracle, received a prestigious award in September 2024 by the Alliance to Save Energy, the **2024 Star of Power and Utilities Energy Efficiency Award**.

**Peak Day Alerts (PDA)**, delivered under the Continuous Energy Feedback program, called a total of 10 events between June and September, reaching ~500k customers per event. The average load reduction achieved per event was 10.6 MW, with the largest single event reducing load by 16.9 MW.

## New Programs

Two **Zonal equity electrification pilots (ZEEP)** are speeding along towards the finish line. Both Advice Letters have been approved. ZEEP #1 Implementation Plan was submitted this week and ZEEP #2 Implementation Plan is on track to be submitted in November 2024. We anticipate both ZEEP pilots will launch in early 2025.

The Advice Letter for the **Residential Equity Electrification Pilot (REEP)** was approved in September 2024. We are on track to submit the Implementation Plan in November 2024 and expect the pilot will launch in early 2025.

We expect to file the Advice Letter for the **Residential Customer Energy Orchestration (Res CEO)** program in January 2025 and plan to launch the program in Q2 2025.



# Recent Developments: Non-Residential Programs

## New Programs:

In September, we launched the **Measured Savings for Summer Reliability (MSSR)** program. The program is designed to help commercial customers save money and minimize stress on the grid by implementing projects that target energy efficiency and reduce consumption during summer peak demand hours. In 2025, the program will begin enrolling single-family homes into the program where residential customers will receive the same program benefits as commercial customers.

We expect the Advice Letter for the **Commercial Energy Management (CEM)** program to be submitted in January 2025 and plan to launch the program in April 2025.

## Program Expansions:

The **On-Bill Financing (OBF)** program has expanded zero percent financing into clean energy technologies where customers can include battery storage and electric vehicle charging infrastructure in their energy efficiency OBF projects.

**Business Energy Reports** expanded in October, previously reaching ~25K customers, to now reaching ~92K SMB customers.

## Program Consolidation:

The **Business Energy Performance** program will ramp down throughout 2026. New projects within petroleum, chemical and mineral segments will be served by the **Industrial Systems Optimization (ISOP)** program and **Strategic Energy Management (SEM)** programs.

The **Cool Save Grocery** program will ramp down throughout 2025. New projects within the grocer segment will be served by the **NetOne Commercial Efficiency** program.

The **Smart Labs** program will ramp down throughout 2026. New projects within the Laboratory segment will be served by the **Advanced Energy Program for High Tech & Biotech**.



# Recent Segmentation Justification and Program Overlap Submissions

Please respond to the following questions:

1. Was the recent Segmentation Justification exercise helpful to clarify any aspect of your portfolio and its operation? If so, please share relevant conclusions.
  - A. PG&E had justified the segmentation of much of its portfolio in our Business Plan Application filings, and did not find the exercise clarified our portfolio.
2. Would you recommend any aspect of it be repeated? If so, with what regularity or with what trigger?
  - A. If it was to be repeated, the metric portion should be eliminated as it was administratively burdensome with little benefit and makes the output file more difficult to handle. Program segment justifications should happen with PAs business plan applications, and any new programs in the interim could justify the segmentation in their program advice letter filings.
3. Was the recent Program Overlap Advice Letter helpful to clarify any aspect of your portfolio and its operation? If so, please share relevant conclusions.
  - A. There were aspects that were beneficial including identification of areas where JCMs could be utilized to facilitate coordination. Overall, it was instructive to learn about the specific programs that have some level of redundancy and with which PA(s).
4. Would you recommend any aspect of it be repeated? If so, with what regularity or with what trigger?
  - A. As pointed out by the PG&E, SCE and SDG&E language in the joint OP 32 advice letter, additional analysis for capturing program overlap risk is needed. This additional analysis can include measure level assessments as well as a review of different market channel (e.g., upstream/midstream and downstream). While additional risk mitigation efforts, such as the JCM are useful, the consideration of a precedence framework may be warranted based on the level of identified risk.





# Current Pipeline By Sector

End of Year Projections for Projects Associated with 2024 Claims								
		Q3-Q4 Pipeline					Q3-Q4 Pipeline	
		Agricultural	Commercial	Cross-Cutting	Industrial	Public		Residential
TSB		\$4,134,226	\$59,097,811	\$8,216,428	\$142,444,091	\$18,047,358	\$34,896,954	\$266,836,868
Lifecycle Net CO2 Reductions (metric tons)		21,264	277,296	3,125,484	600,816	78,026	95,415	4,198,300
kWh	Annual Gross	10,554,928	34,530,630	2,331,616,313	58,504,758	20,353,628	140,025,664	2,595,585,922
	Annual Net	5,733,106	23,625,395	515,185,671	54,465,112	12,186,270	129,536,963	740,732,518
	Lifecycle Net	70,103,808	212,480,000	7,437,366,564	301,393,558	74,536,654	138,100,969	8,233,981,554
Therms	Annual Gross	239,118	4,405,571	22,546,882	12,983,608	1,369,351	4,510,083	46,054,611
	Annual Net	90,826	2,796,018	9,390,400	9,078,755	1,018,340	3,988,296	26,362,635
	Lifecycle Net	160,741	40,793,890	153,774,712	94,563,903	10,291,870	9,345,849	308,930,964
kW	Annual Gross	1,795	7,100	393,765	5,836	2,977	39,085	450,558
	Annual Net	944	5,041	98,194	5,304	1,803	37,944	149,230
Expenditures		\$7,025,448	\$32,919,210	\$36,599,044	\$19,627,668	\$10,104,727	\$27,140,478	\$146,974,063*

Data Pulled is the difference between 2024Q2 claims and 2024's TUAL forecast. Data source is CEDARS Record Level Data. Excludes ESA Data & RENs/CCAs in PG&E's territory.

\*Expenditures forecast total includes \$13,557,488 in portfolio support costs that are not attributable to an individual sector.