September 1, 2020

California Public Utilities Commission
Energy Division Tariff Unit
505 Van Ness Ave.
Fourth Floor
San Francisco, CA 94102-3298
Advice Letter 16-E

(BayREN ID #941)

Subject:

BayREN 2021 Annual Energy Efficiency Program and Portfolio Budget Request

Purpose

The purpose of this advice filing is to seek approval for the 2021 Annual Energy Efficiency Program and Portfolio Budget request for the San Francisco Bay Area Regional Energy Network ("BayREN").

BayREN is a collaboration of the nine counties that make up the San Francisco Bay Area. Led by the Association of Bay Area Governments ("ABAG")[1], BayREN implements effective energy saving programs on a regional level and draws on the expertise, experience, and proven track record of Bay Area local governments to develop and administer successful climate, resource, and sustainability programs. Since its inception, BayREN has been addressing the three areas indicated by the California Public Utilities Commission ("Commission" or "CPUC") Decision 12-11-015 in the formation and implementation of programs: filling gaps that the investor-owned utilities ("IOUs") are not serving; developing programs for hard-to-reach markets; and piloting new approaches to programs that have the potential to scale and offer innovative avenues to energy savings.

The BayREN 2019 Process Evaluation[2] was completed in 2020. The recommendations in the report will continue to be incorporated into programmatic and operational changes in 2021, including expanding connections to local jurisdictions and continuing to make California's policy objectives of reducing Greenhouse Gas Emissions and increasing energy savings practical at the local level by conducting activities within BayREN's three value pillars (see discussion in the metrics session below).

Background

In D.14-10-046, the Commission approved the Rolling Portfolio funding, and provided that 2015 is "year zero" insofar as we are leaving 2015 programs and funding in place until the earlier of when we provide superseding direction, or 2025."[3] In D.16-08-019: "[E]xisting approved activities [of the RENs] may

[1] On July 1, 2017 ABAG underwent a staff consolidation with the Metropolitan Transportation Commission (MTC). ABAG and its Executive Board continue to exist.
[2] BayREN 2019 Process Evaluation, prepared by Grounded Research and Consulting, March 1, 2020, viewable at https://www.bayren.org/reports.
[3] D.14-10-046 at page 31.

have ongoing funding that was previously approved."[4] In D.18-05-041, BayREN's Business Plan and Budgets for the term of the Rolling Portfolio was approved with slight modifications. D.19-12-021 allowed for the continued operation of existing RENs and directed that they be permanent program administrators removing the "pilot" designation.

D.15-10-028 established that on the first business day in September, each Program Administrator ("PA") will file a Tier 2 advice letter for continued collection of Energy Efficiency (EE) funding from ratepayers. This filing, which envisions ministerial review, is intended to formalize the Program Administrator's annualized budget which shall remain in place until superseded by Commission or Commission Staff action on the new budget.[5]

Discussion

1. BayREN 2021 Budget Request

BayREN requests a total portfolio and Evaluation, Measurement and Verification ("EM&V") budget of $24,171,613. This represents a slight increase in the 2021 approved budget; the reasons for the increase are described below. The change in budget is proposed to come from prior years' unspent funds. The Commission has provided staff the authority to approve this request since BayREN's overall budget request is well within the Rolling Portfolio cap, and is less than 20 percent of unspent funds from previous years.[6] The budget breakdown by sector and the energy savings is provided in Table 1.

[4] D.16-08-019 at page 10.
[5] D.15-10-028, at pages 59-60.
[6] In D.18-05-041, the Commission provided that the overall amount of funding through 2025, as reflected in the business plans, essentially serves as a cap on program administrators' total spending for the business plan period. In adopting such a cap on overall spending, the Commission expressly allowed staff discretion to dispose of a PA's portfolio budget request that exceeds the corresponding annual funding amount included in its business plan, plus unspent funds from previous years in the business plan period, through the ABAL review process. *See* D.18-05-041, at page 132. Specific to RENs, the forecasted budget must not exceed the annual budget in the approved business plan for the program year for which the ABAL requests budget authority, plus any unspent funds from previous years in the business plan period, by more than 20 percent. D.18-05-041, at page 134.

Table 1: BayREN 2021 Budget and Savings (Net)[7]

Sector	Program Year 2021 Budget	Forecast GWh	Forecast kW	Forecast MM therms
Residential	$16,722,252	7.77	224	0.13
Commercial	$3,692,226	5.11	672	0.02
Industrial				
Agriculture				
Emerging Tech				
Public				
Codes and Standards	$1,973,650	n/a	n/a	n/a
WE&T				
Water Energy Nexus	$1,473,420	n/a	n/a	n/a
Finance				
OBF Loan Pool				
Subtotal	$23,911,548	12.88	896	0.15
BayREN EM&V	$260,065			
Total BayREN 2021 Spending Budget	$24,171,613			
Uncommitted and Unspent Carryover Balance[8]	$9,250,517			
Total BayREN 2021 Budget Recovery Request	$ 23,218,363			
Authorized 2021 Budget Cap (D.18-05-041)	$23,215,583			

Forecast 2021 TRC	0.34
Forecast 2021 PAC	0.45
Forecast 2021 RIM	0.45

2. Discussion of Proposed Program and Portfolio Changes and COVID-19 Impacts

A. COVID-19 Impacts

The COVID-19 pandemic brought immediate and significant impacts to Bay Area residents and businesses. While BayREN in-person contacts were abruptly halted, program activities quickly pivoted to online efforts including contractor, real estate and business department trainings and virtual energy audits. From a strategy perspective, we developed a three phased COVID-19 response. In March 2020, we were in "Triage" wherein we developed health and safety protocols, virtual workforce education and training and virtual assessment capacity. As restrictions in our territory were partially lifted, we shifted into the "Post-Shelter-in-Place – Evolve and Adapt" phase and tweaked our programs to offer financial stimulus to our contractors and small businesses, revised the incentive structure for our multifamily program, while

[7] Values provided in Table 1 (and all subsequent Tables) are without the 5% market effects.

[8] In 2020, invoicing terms were changed and ABAG now receives quarterly advances from PG&E. Of BayREN's Uncommitted and Unspent Carryover Balance, only the 2020 program cycle projected unspent funds balance ($953,250) is paid in advance and applicable to the budget recovery request. The remainder ($8,297,267) is associated with prior program cycles under a time and materials reimbursable contract and were not invoiced nor paid and, therefore, do not impact the budget recovery request.

continuing to offer online and targeted trainings. In 2021 and beyond we anticipate moving to the "Rebuild" phase with a focus on capacity building and economic support for the workforce and Bay Area communities, revisiting our programs' structures, continued and increased online and in-person trainings and expanded Decarbonization initiatives.

Currently, BayREN anticipates meeting 2020 budget and project goals despite the COVID-19 impacts given the portfolio changes that were made beginning in March, including pivoting to virtual marketing and outreach. The incentive kickers and redesigned incentive structures (discussed below) have been well received by the market and we are currently seeing an uptick in our programs as restrictions have been lifted.

BayREN programs will remain largely the same in 2021, but will build on the "BayREN is electrifying the Bay Area" campaign that was launched in 2020 following the *Decision Modifying the Energy Efficiency Three-Prong Test Related to Fuel Substitution*.[9] Decarbonization activities were implemented throughout the portfolio including new electrification measures with a mix of incentives, marketing and education services, cross-promotion of companion programs and financing. These efforts have allowed for significant collaboration with the Community Choice Aggregators (CCAs) in our territory and have also positioned BayREN for new funding sources resulting in more comprehensive program offerings. In 2020, BayREN developed new trainings for building officials on heat pump water heaters and will continue to expand these trainings in 2021. While BayREN's electrification activities have been well received, they have resulted in a decreased TRC, for reasons discussed below.

As the impacts of COVID-19 become more apparent, BayREN will continue to be flexible and tweak programs as needed to best serve our residents, businesses, local governments, and other stakeholders.

B. 2021 Programs

Multifamily (BAMBE)

Starting in 2020, BayREN launched a decarbonization pathway that provides additional incentives for multifamily projects with scopes of work that include electrification measures. BayREN also started prioritizing populations for which it has been difficult to obtain savings. In response to the COVID-19 pandemic, phased incentive payments were offered to accommodate projects with cash flow concerns.

BayREN is requesting a $600,000 increase in incentives from the 2021 budget in the Business Plan. The program had intended to begin scaling down incentive amounts in 2020, anticipating advancements in energy efficiency market drivers, policies, and program options. Since these advancements have not materialized, and the sector is unexpectedly seeing dwindling cash reserves because of the impacts of COVID-19, incentive levels will not be decreased in 2021. Unspent funds from the Codes and Standards program will allow for this increase in budget.

Given the slight delay in projects due to Shelter-in-Place and other COVID-19 impacts, it is anticipated that some incentives will be committed in 2020 but will not be paid until the beginning of 2021. There are currently 8 large projects, totaling 1,942 units initially slated to complete in 2020 that are now expected to complete in 2021 as a result of COVID-19 related delays. This amounts to $1,456,500 in committed incentive funds.

[9] D.19-08-009.

Single Family (Home+)

The Home+ program focuses on lower-to-middle income[10] homeowners and renters in the Bay Area, a population that is consistently underserved in ratepayer energy efficiency programs throughout the state. The program was designed to expand the reach of participants by allowing renters (representing one third of the target market) to participate.

In 2020, the Home+ program was revised to include decarbonization measures Four new rebate mixes are now offered and are intended to provide a pathway for existing homes to become all-electric in furtherance of state goals. Home+ is now offering direct to consumer rebates (for induction cooktop/ranges and heat pump clothes dryers). In 2021, BayREN will seek to establish better partnerships with retail outlets in coordination with other statewide activities.

Several Bay Area CCAs have started to offer rebates for converting gas to electric heat pump water heaters. The Home+ program has increased coordination with the various CCAs to encourage a seamless experience for the homeowner through streamlined rebate processing and coordinated outreach to plumbing contractors and homeowners. This coordination and collaboration will continue in 2021.

Focus has turned to increased efforts to enroll more contractors in order to engender long-term, sustainable growth of the program. This has been accomplished through the virtualization of required on-boarding webinars, increased engagement with building trade associations and the establishment of contractor introductory webinars promoted through BayREN member county agency mailings. All participating contractors are required to attend a COVID-19 safety webinar so that future marketing can emphasize the contractor as a reliable, vetted option. While these efforts were necessitated by the COVID-19 pandemic and the immediate impact on Home+ participating contractors, due to the success of these activities as measured by contractor feedback as well as an increased number of new contractors into the program, these activities will be continued in 2021.

BayREN will continue to offer the direct install of basic energy efficiency measures component of the program which is targeted specifically at households that have historically low program participation. These measures are installed with youth trained through our partner Rising Sun Center for Opportunity, via the "Green House Calls" offering. Due to COVID-19, Green House calls in 2020 were done contact-free. It is too early to say when in 2021 in person visits will commence.

Green Labeling

The number of Home Energy Score rebates has significantly increased since the program launched in 2018. A small increase in the implementation budget is requested in order to comply with the U.S. Department of Energy's QA/QC requirements. This budget is also requested to allow the Green Labeling program to continue to respond to the needs and goals of the Bay Area, including the incorporation of electrification data and training, homeowner feedback, and database improvements. To ensure equitable distribution throughout the region as well as to keep up with demand, the program will offer more "green realtor" trainings in 2021.

Commercial

Continuing in 2021, the BayREN Small-and-Medium (SMB) Commercial Pay-for-Performance Program ("the Program") will help SMB owners and entrepreneurs in the Bay Area recover from the COVID-19 pandemic which has caused long-term impacts that vary from business to business. Some businesses may

[10] Households with annual income range of $48,000 – 125,000.

rebound quickly, some may experience prolonged changes or permanently close months down the road, and others may be forced to close in the near term. As such, the Program intends to sustain three adjustments made in 2020 designed to address the impacts from the pandemic.

Within the BayREN portfolio, this program had the biggest impact from COVID-19 since it was just launching at the time of Shelter-in-Place, and this market has been among the hardest hit economically. Consistent with the BayREN three stage approach to COVID-19, changes were made to the Program in 2020 to better accommodate the new environment and the significant hardship in the sector. One change was to implement a scaled increase in the incentive structure, which is advantageous to the program implementer and participants because the Program will pay a premium for the initial group of projects. This significantly improves the program implementer's cash-flow and reduces risk from poor performance in the future. For the program participants, the energy efficiency outcomes will improve their cash-flow by reducing their utility and operating costs. This scaled approach is also advantageous to the Program because it "right-sizes" the incentive level according to the precariousness of the sector. Lastly, it supports fast deployment of energy efficiency projects to meet energy savings goals. Depending on 2020 results as well as a continued analysis of the COVID-19 impacts on this sector, we will determine if the temporary incentive increases in 2020 should continue into 2021. If the data and resulting trends indicate that increased incentives are needed to increase project adoption, and supplement the SMB recovery efforts, the Program will develop a new incentive schedule in 2021.

Health and safety were priorities in 2020 and will continue to be in 2021. In alignment with the Bay Area's revised Shelter-in-Place order, the Program has accommodated the return of all construction activities on participant sites. In order to ensure safety and health, the Program will continue to provide a summary of health protocols to program participants. This summary builds upon, and is in addition to, county and state guidelines and requirements related to construction activities during the order.

In 2021, the Program will sustain the Measurement and Verification ("M&V") Plan developed and adopted in 2020. As a result of the effects of the pandemic, the original M&V Plan was revised to reflect new realities. Due to a prolonged shut down and decreases in service capacities of many businesses, the Program could no longer reliably use the past twelve billing months as a baseline period to measure performance of the energy efficiency retrofits in the "performance monitoring period". Therefore, instead of comparing the participant's energy efficiency performance with its past, the Program will compare the participant's performance with similar businesses that are non-Program Participants. That is, the Program switched from a participant-only M&V plan to that of "comparison groups". Under advisement and consultation from the Program's M&V provider and based on the CPUC's NMEC Rulebook, the Program deployed this new M&V strategy. The pandemic created new and unforeseen challenges, but the new M&V strategy ensures ratepayer funds are not paid for non-existent energy savings.

Water Upgrades $ave Program

Water Upgrades $ave (formerly known as the Water Bill Savings Program) is a collaboration of BayREN and ABAG to help Bay Area residents and businesses upgrade their properties to be more water efficient using an on-bill financing offer through their local water utility. The program aligns with the CPUC's Water-Energy Nexus initiative. This financing program is based on the Pay-As-You Save® (PAYS®) model: Water utility customers install eligible efficiency improvements with no up-front cost — and repay project costs with a monthly on-bill charge that is significantly lower than the estimated savings — so they begin saving right away.

In 2020, the Program anticipates completing the regional expansion of the program including: Finalizing the Master Agreement packet "approval to form," aligning the Program with SB 564 — Water Bill

Savings Act (2017), onboarding the Program Operator, onboarding one to two Program Contractors, setting up the ABAG financing service processes, establishing the Program brand and marketing plan, designing Customer Relationship Management (CRM) strategy, and starting outreach to water utilities. In May 2020, the Sebastopol City Council voted to enroll in Water Upgrades $ave as its first Partner Utility.

2021 Program goals include: Operationalize custom CRM platform, initiate targeted customer marketing activities throughout the region, begin serving water utility customers in Q1, implement a utility enrollment campaign, enroll one to two additional water utilities (five total by the end of the second year of field services), establish a scalable financing service plan, institute the small/medium business services offer, and monitor activities and refine as needed. The Program will leverage ABAG funding to finance customer-side project installation costs.

Codes & Standards

BayREN's Codes & Standards program will be continuing and improving its efforts to build knowledge and understanding of energy code compliance and energy policy at the local government level, and to offer resources supporting local government staff.

In 2020, we began offering our trainings online as a result of the coronavirus pandemic. Once it is safe to hold in-person classes meetings again, we plan to develop and offer a mix of in-person and online training events, drawing on the strengths of both formats, as well as ensuring that personal comfort levels may be accommodated. We will also be coordinating with 3C-REN's Codes and Standard Program in terms of online trainings and continuing to develop ways to leverage each other's efforts (and ratepayer dollars) to benefit both of our regions.

BayREN will be continuing to offer resources to support local governments with enforcement of the California Energy Code, including permit guides based on the 2019 Energy Code. In 2021, we anticipate offering expanded services via our CodeCycle pilot project, which will be expanding both its software to cover additional topics and also its geographic coverage.

Our policy work will also continue in 2021, and will offer support to local governments in adopting and implementing reach codes and other energy policies. This will include providing information and resources on policies that could help local governments with climate action planning and decarbonization efforts. We anticipate following statewide 2022 Energy Code proposals, providing comments when appropriate, and also helping Bay Area local government staff to provide input. We will continue to provide a mechanism for local governments to provide feedback to the California Energy Commission on the Code changes.

3. Strategies for Increased Cost-effectiveness

Given BayREN's directive to focus on filling gaps, piloting different or unique approaches that have the potential to scale and/or targeting hard-to-reach customers, we are not held to a particular cost-effectiveness threshold. This was reaffirmed in D.19-12-021: "Because RENs are designed to fill gaps and serve hard-to-reach customers, and because their portfolios are smaller, their program offerings are likely to be naturally less cost-effective than the larger portfolios of the utilities."[11]

BayREN has three resource programs and for all, strives to increase cost-effectiveness. However, our piloting of unique activities (consistent with the Commission criteria for the RENs) that cannot be undertaken by other program administrators given cost-effective limitations, can hamper these efforts.

[11] D.19-12-021, Finding of Fact 10, page 82.

Reasons for the decrease in the TRC as well as strategies for increasing the cost effectiveness of these resource programs in 2021 are:

Single Family

As a result of moving the Home+ Program's focus towards fuel-substitution measures and the re-forecasted measure mix for 2021, BayREN is realizing a lower than anticipated TRC. This is due to several factors:

- Over time, the aging of the existing measure mix has seen significant reductions in TRC cost benefit calculations. For example, as requirements for duct sealing has become more stringent with Title 24 requiring lower leakage rates year-to-year, programs are forced to increase minimum requirements. This increases the cost of the measure while also lowering the savings, resulting in a lower TRC.

- Fuel substitution measures, while allowed by the new "two-prong test", are still using TRC calculation methods that do not take into consideration all of the benefits from switching to cleaner and renewable energy sources.

- The Home+ Program maintains a focus towards hard-to-reach and middle-income communities. These communities would face greater difficulty in making energy efficiency improvements to homes were the program to implement increased expectations for efficiency measures in an attempt to improve TRC. For example, feedback from our Trade Allies has shown that increasing the gas furnace measure efficiency requirement for the Program from $\geq$95% AFUE to $\geq$98% would increase the cost to the customer by potentially thousands of dollars on an already costly home improvement. This extensive increase in cost, with only a marginal increase in efficiency and TRC, would have the negative result of excluding many of the customers who BayREN seeks to reach.

The program offers deemed measures that have a range of cost-effectiveness. The lowest cost measures are offered through the mail-in kits and the direct install Green House Call activities, maximizing the number of homes receiving these energy saving measures.

In 2021, efforts will be focused on promoting these offerings while also marketing home upgrade measures with deeper energy savings which include water heaters and smart thermostats.

Multifamily

Starting in 2020 BayREN launched a decarbonization pathway, which offers additional incentives for multifamily projects with scopes of work that include electrification measures. BayREN will continue to expand this offering into 2021 and beyond. The long-term strategy will be to communicate marketability and non-energy benefits to participants in order to build market awareness around energy efficiency and electrification as we prepare to transition away from rebates. Additionally, ongoing coordination with other Bay Area Multifamily Program Administrators is designed to support the efficient use of ratepayer funds.

Commercial

In 2021, the Program will continue to keep its eye on cost-effectiveness. The pay-for-performance nature of the incentive structure and the rigorous measurement and verification processes that ensue equipment installation already ensure that ratepayer funds are not paying for non-existent savings. The pandemic has made many SMBs concentrate on core competencies, rather than upgrades. As a result, should data and trends continue to indicate a dramatic economic down-turn in the SMB sector, sustaining high levels of incentives – paying a premium for energy efficiency – may be required. At the same time, with an eye on

cost-effectiveness, the Program will continue to implement a stepped, metered approach to increasing incentives in 2021.

4. Budget Changes

BayREN seeks a modest increase in the 2021 Business Plan budget as follows:

- Multifamily: BayREN is requesting a $600,000 increase in incentives than what was requested in the 2021 Business Plan budget. The program initially intended to begin scaling down its incentive amount in 2021, anticipating advancements in energy efficiency market drivers, policies, and program options. Since these advancements have not materialized, and since the sector is expecting to see dwindling cash reserves because of the impacts of COVID-19, we have decided against decreasing the incentive levels at this time.

- Water Upgrades $ave: 2021 budget adjustments include additional funds to: Complete CRM customization and necessary tie-ins to partner systems (i.e., ABAG, BayREN, water utilities), expand utility enrollment activities, plan and implement contractor recruitment by sub region (dividing Bay Area into four quadrants) in which there are active or enrolling utilities, engage communications consultant to create effective utility messaging and Program team enrollment performance, monitor/support ABAG financing service processes, and create long-term plan for scalable ABAG financing service funding (e.g., bond funding as cited in SB 564). The scope of tasks was greater than had been envisioned when submitting the Business Plan budget.

- Increased Local Government Support. These activities will fill the gaps left by the elimination of half of the PG&E Local Government Partnerships in our territory, as well as the sun setting by the Investor Owned Utilities of the Statewide Energy Efficiency Collaborative. These efforts align with both Commission directives[12] and the recommendations from the Process Evaluation regarding providing support to local jurisdictions.

- Business Plan Development. The recent *Assigned Commissioner and Administrative Law Judges' Amended Scoping Ruling Addressing Impacts of COVID-19* directed all Program Administrators to file new Business Plans to incorporate new Commission policy and the impacts of COVID-19 on portfolios. Through this process, BayREN will need additional support that had not been envisioned at the time of the filing the Business Plan Budget. BayREN may also propose new program areas to better serve typically underrepresented markets and to fill gaps in the market.

5. Metrics

As directed in D.18-05-041 Ordering Paragraph 9, the metrics, targets and indicators for BayREN's portfolio and for the specific programs, were filed on May 15, 2020 along with BayREN's 2019 Annual Energy Efficiency Report.

D.18-05-041 allows program administrators to propose in annual advice letter filings new or modified metrics or indicators.[13] Specific to certain existing metrics and indicators for Codes and Standards, BayREN

[12] "We also agree with the numerous parties who pointed out in their comments that the importance of the RENs may increase as budgets and roles for LGPs are shrinking within the utility portfolios for multiple reasons." D.19-12-021, at page 18. "The Commission should make special provision for the role of local governments and the energy efficiency landscape either through RENs or LGPs, as appropriate and desired by individual local government entities." D.19-12-021, Conclusion of Law 4, at page 84.

[13] D.18-05-041, Ordering Paragraph 9, at page 184.

– together with the Tri-County Regional Energy Network (3C-REN)[14] - requests modifications and additions as provided in redline/track changes in Exhibit D, attached hereto.

BayREN also proposes new "value metrics"[15] as directed by the Commission and CPUC staff, that the RENs "state their desired outcome from activities that fill gaps of other program administrators […] and propose savings goals and metrics associated with their unique value, as well as a methodology for measuring progress toward their metrics.[16] These proposed value metrics have been presented to CPUC staff, the Evaluation, Measurement & Verification (EMV) PCG, CPUC EMV consultants, and were posted to the public PDA for comment. The proposed metrics are attached as Exhibit D.[17]

The proposed value metrics must be understood in the context of the BayREN value constructs or value pillars described in the 2019 BayREN Process Evaluation. Specifically, BayREN makes the State's policy objectives (i.e., reducing GHG emissions and increasing energy savings) practical at a local level by conducting activities within three overarching categories (also referred to as BayREN's value pillars):

1. BayREN builds human and organizational infrastructure[18] within local jurisdictions so that Bay Area communities are better able to save energy and reduce greenhouse gas emissions. BayREN is suited to serve in this capacity because of the member agencies' connections to local jurisdictions and their understanding of what is needed by local governments and their communities.

2. BayREN obtains energy savings locally while also supporting local difficult to serve (LDTS)[19] populations. Local governments have a deep understanding of the needs of their communities. Based on the member's (i.e., local government's) assessment of the needs in their communities, they have identified populations that need additional support and they are designing program activities to better target these populations.

3. BayREN tests innovative solutions that have the potential to help local jurisdictions increase energy savings and reduce greenhouse gas emissions. The innovative solutions tested by BayREN have bubbled up from discussions with local governments and thus represent local needs. These innovative

[14] The Tri-County REN (3C-REN), representing the counties of San Luis Obispo, Santa Barbara and Ventura, also has a Codes and Standards program. Whenever possible, BayREN and 3C-REN collaborate including the sharing of training materials.
[15] Labeled as BVM-1 through BVM-3 for "BayREN Value Metric" in the 2021 ABAL Appendix Template attachment, attached as Exhibit E.
[16] D.19-12-021, pages 30-31.
[17] All of BayREN's IPs are being updated with new Logic Models which represent the key outcomes for the programs. The program outcomes form the building blocks of the value pillars (described above). The measurement of these outcomes are the value metrics identified in Exhibit D. For the overview and further discussion on the value metrics, please see the document entitled "Overview of BayREN Value Metrics" viewable at https://www.bayren.org/reports.
[18] The CPUC uses the term capacity building, which is similar to "building human and organizational infrastructure." BayREN uses this alternative term since we have been unable to identify a specific CPUC definition for capacity building, and therefore are unable to identify whether or not these activities align. Note that the utilities have conducted some capacity building activities in prior years under their local government partnerships, but these activities are currently limited (and are constrained by IOU directives).
[19] The term "underserved" is similar in nature to the phrase "local difficult to serve populations" used in this document. The term "underserved," may ultimately be defined by the CPUC and the ultimate definition may or may not align with the populations that are difficult to serve in BayREN's region. As such, BayREN uses an alternative term, local difficult to serve, to specifically define Bay Area populations that have been defined as underserved by the Bay Area local government members.

solutions are wholly designed and implemented by the BayREN members, which are themselves local governments, to fill gaps that the members (local governments) feel exist.

The value metrics provided in Exhibit D, are measurements (within the three value pillars) that demonstrate BayREN's impacts helping to reduce GHG emissions and increase energy savings These are focused measurements, intended to directly speak to the value that BayREN provides to the State. Indicators (that is, values without specific targets) are provided for the first reporting year (2021). Whether or not we will select targets for these indicators for future years will be revisited after the first year of collecting data and a baseline is established.

6. Program Implementation Plans/Implementation Plans

BayREN has uploaded to CEDARS revised redlined and clean versions of the Implementation Plans (IPs) for all programs. There are new logic models for each program that align with the BayREN value pillars and value metrics; the other changes are relatively minor and include the 2021 program budgets.

7. List of Exhibits

Attached hereto are the following exhibits:

Exhibit A: Cedars Confirmation Sheet
Exhibit B: Supplemental Budget Filing
Exhibit C: Program Level Explanation
Exhibit D: Proposed New and Revised Metrics
Exhibit E: ABAL Appendix Template

Protest

Anyone may protest this Advice Letter. The Protest must state the grounds upon which it is based. The Protest must be made in writing and received by the Commission within 20 days of the date this Advice Letter was filed with the Commission, or September 23, 2020. There is no restriction on who may file a protest. The address for mailing or delivering a protest to the Commission is:

Public Utilities Commission
CPUC Energy Division
Attention: Tariff Unit
505 Van Ness Avenue
San Francisco, CA 94102

Copies of the protest should also be sent via e-mail to the attention of the Energy Division at EDTariffUnit@cpuc.ca.gov. It is also requested that a copy of the protest be sent by email to address shown below on the same date it is mailed or delivered to the Commission.

Jennifer K. Berg
Assistant Director - Energy Programs
Association of Bay Area Governments
375 Beale Street
7th Floor
San Francisco, CA 94105
JBerg@bayareametro.gov

California Public Utilities Commission

ADVICE LETTER SUMMARY

ENERGY UTILITY

MUST BE COMPLETED BY UTILITY (Attach additional pages as needed)

Company name/CPUC Utility No.: 941

Utility type:
☑ ELC ☑ GAS ☐ WATER
☐ PLC ☐ HEAT

Contact Person: Jennifer K. Berg
Phone #: 415-820-7947
E-mail: jberg@bayareametro.gov
E-mail Disposition Notice to: jberg@bayareametro.gov

EXPLANATION OF UTILITY TYPE
ELC = Electric GAS = Gas
PLC = Pipeline HEAT = Heat
WATER = Water

(Date Submitted / Received Stamp by CPUC)
September 1, 2020

Advice Letter (AL) #: 16-E

Tier Designation: 2

Subject of AL: 2021 Annual Energy Efficiency Program and Portfolio Budget Request for the San Francisco Bay Area Regional Energy Network (BayREN).

Keywords (choose from CPUC listing):

AL Type: ☐ Monthly ☐ Quarterly ☑ Annual ☐ One-Time ☐ Other:

If AL submitted in compliance with a Commission order, indicate relevant Decision/Resolution #:

Does AL replace a withdrawn or rejected AL? If so, identify the prior AL: N/A

Summarize differences between the AL and the prior withdrawn or rejected AL: N/A

Confidential treatment requested? ☐ Yes ☑ No

If yes, specification of confidential information:
Confidential information will be made available to appropriate parties who execute a nondisclosure agreement. Name and contact information to request nondisclosure agreement/ access to confidential information:

Resolution required? ☐ Yes ☐ No

Requested effective date: 10/1/20

No. of tariff sheets: 0

Estimated system annual revenue effect (%): N/A

Estimated system average rate effect (%): N/A

When rates are affected by AL, include attachment in AL showing average rate effects on customer classes (residential, small commercial, large C/I, agricultural, lighting).

Tariff schedules affected: N/A

Service affected and changes proposed[1]: N/A

Pending advice letters that revise the same tariff sheets: None

[1]Discuss in AL if more space is needed.

Clear Form

Protests and all other correspondence regarding this AL are due no later than 20 days after the date of this submittal, unless otherwise authorized by the Commission, and shall be sent to:

CPUC, Energy Division
Attention: Tariff Unit
505 Van Ness Avenue
San Francisco, CA 94102
Email: EDTariffUnit@cpuc.ca.gov

Name: Jennifer K. Berg
Title: Assistant Director
Utility Name: BayREN
Address: 375 Beale Street, 7th Floor
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Clear Form

ENERGY Advice Letter Keywords

Affiliate	Direct Access	Preliminary Statement
Agreements	Disconnect Service	Procurement
Agriculture	ECAC / Energy Cost Adjustment	Qualifying Facility
Avoided Cost	EOR / Enhanced Oil Recovery	Rebates
Balancing Account	Energy Charge	Refunds
Baseline	Energy Efficiency	Reliability
Bilingual	Establish Service	Re-MAT/Bio-MAT
Billings	Expand Service Area	Revenue Allocation
Bioenergy	Forms	Rule 21
Brokerage Fees	Franchise Fee / User Tax	Rules
CARE	G.O. 131-D	Section 851
CPUC Reimbursement Fee	GRC / General Rate Case	Self Generation
Capacity	Hazardous Waste	Service Area Map
Cogeneration	Increase Rates	Service Outage
Compliance	Interruptible Service	Solar
Conditions of Service	Interutility Transportation	Standby Service
Connection	LIEE / Low-Income Energy Efficiency	Storage
Conservation	LIRA / Low-Income Ratepayer Assistance	Street Lights
Consolidate Tariffs	Late Payment Charge	Surcharges
Contracts	Line Extensions	Tariffs
Core	Memorandum Account	Taxes
Credit	Metered Energy Efficiency	Text Changes
Curtailable Service	Metering	Transformer
Customer Charge	Mobile Home Parks	Transition Cost
Customer Owned Generation	Name Change	Transmission Lines
Decrease Rates	Non-Core	Transportation Electrification
Demand Charge	Non-firm Service Contracts	Transportation Rates
Demand Side Fund	Nuclear	Undergrounding
Demand Side Management	Oil Pipelines	Voltage Discount
Demand Side Response	PBR / Performance Based Ratemaking	Wind Power
Deposits	Portfolio	Withdrawal of Service
Depreciation	Power Lines	

CEDARS FILING SUBMISSION RECEIPT

The BAY portfolio filing has been submitted and is now under review. A summary of the filing is provided below.

PA: Bay Area Regional Energy Network (BAY)

Filing Year: 2021

Submitted: 15:55:48 on 01 Sep 2020

By: Jennifer Berg

Advice Letter Number: 16-E

* Portfolio Filing Summary *

- TRC: 0.3447
- PAC: 0.4482
- TRC (no admin): 0.6834
- PAC (no admin): 1.2605
- RIM: 0.4482
- Budget: $24,171,613.00

* Programs Included in the Filing *

- BAYREN02: Multi Family
- BAYREN02-A: BAMBE Electrification
- BAYREN03: Codes and Standards Program
- BAYREN04: Water/Energy Nexus
- BAYREN05-A: Evaluation Measurement and Verification - BAYREN
- BAYREN06: Commercial
- BAYREN07: Green Labeling
- BAYREN08: Single Family

EXHIBIT B

SUPPLEMENT TO BAYREN 2021 ANNUAL ENERGY EFFICIENCY PROGRAM AND PORTFOLIO BUDGET REQUEST (AL 16-E) PURSUANT TO D.18-05-041, ORDERING PARAGRAPH 44

Pursuant to Decision (D.)18-05-041, Ordering Paragraph 44, the Bay Area Regional Energy Network (BayREN) provides this updated budget information with the 2021 Annual Budget and Advice Letter (ABAL). Budget tables are included in Exhibit E tabs 11 through 18.

I. Narrative Description of the Association of Bay Area Government's (ABAG) Organizational Structure Supporting its Energy Efficiency (EE) Portfolio

ABAG was created in 1961 to provide a forum for local elected officials to discuss topical issues, specifically around regional planning and, in later years, services. ABAG was the first Council of Governments established in California – recognizing that community issues transcend local boundaries, ABAG now examines issues of regional and local concern by addressing planning and research needs related to land use, environmental, and water resource protection. Through this mission, ABAG also builds local governments' capacity regarding disaster resilience and energy and water efficiency and provides financial services to local counties, cities, and towns. On July 16, 2012 ABAG filed a Motion for Consideration of the San Francisco Bay Area Regional Energy Network requesting be a program administrator of energy efficiency funds; the Commission granted said motion in D.12-11-005. ABAG has administered BayREN since January 1, 2013.

In July 2017, through a contract for services[1], the staff of ABAG were consolidated under the Metropolitan Transportation Commission (MTC), the transportation planning, financing, and coordinating agency for the nine-county San Francisco Bay Area. As a result of the staff consolidation, MTC's policies for administration, personnel, payroll, employee relations purchasing, contracting, and other business operations apply to the operations of ABAG and, by extension, BayREN.

1. Functions Conducted by Each Department

Multiple sections within ABAG/MTC support work on BayREN, including Energy, Administration and Facilities, Technology Services, Budget and Revenue, Treasury, the Office of General Counsel, and Executive Management. The Energy Section is the only department with full-time staff employed with EE funding; it is also the only section that directly charges to the BayREN budget. (Appendices A.1 and A.2 contain function descriptions performed by each respective department and role(s) that support BayREN's EE portfolio.) Appendix B outlines function category definitions.

[1] https://abag.ca.gov/sites/default/files/mtc_abag_approved_contract_for_services_final.pdf

2. Management Structure and Organization Chart

The consolidated staff of ABAG and MTC function under one executive director; however, ABAG and MTC continue to be separate governance entities with their own statutory authorities and responsibilities, policy positions, assets, liabilities, revenues, debts and local collaboration programs. (Appendix A contains a consolidated organizational chart.)

3. Staffing Needs by Department

Full Time Equivalents (FTEs) are a unit of measure showing how many employees work on BayREN assuming all employees work a full-time schedule. For the purposes of this exercise, a full-time schedule refers to a 34.4-hour work week, or 1,788 hours worked a year. In 2019, ABAG/MTC employed 3.25 FTE's supporting BayREN, or about 5,811 total hours. In 2021, BayREN forecasts having 4.5 FTEs supporting BayREN's EE portfolio, or about 7,974 hours, primarily due to the addition of a Single Family Program Manager hired in 2020. Appendix C provides FTEs by functional group, as defined by the functional definitions developed jointly by the PAs, TURN, and the Office of Ratepayer Advocates.

4. Non-program Functions Currently Performed by Contractors

ABAG currently has no consultants retained solely for the purpose of engaging in "non-program functions". Certain consultants have scopes of work that include tasks related to general BayREN communications and regulatory support. ABAG will continue to engage consultants to support these BayREN specific tasks.

5. Anticipated Drivers of In-House Cost Changes by Department

We interpret 'in-house cost' to be any BayREN-associated cost (including labor) paid directly by ABAG/MTC. Based on this interpretation, these costs are driven by the addition of new staff and/or an increase to our program portfolio.

6. Explanation of Method for Forecasting Costs

ABAG/MTC does not maintain accounting records in the cost categories specified in the supplemental EE excel file (template), submitted concurrently herewith. Therefore, to prepare these responses, staff analyzed actual historical costs and estimated the amount that was spent in the various cost categories. The relative historical amounts in each category were then applied to future budgets to estimate the forecasted amounts in the requested categories. Costs are estimated by using a 'bottom-up' approach at the program level. Each BayREN program lead estimates the required administration, marketing, implementation, and incentives needed based on the expected

scope and participation in the program. Where appropriate, forecasts include anticipated impacts related to the Covid-19 pandemic.

II. Management and Administrative Strategies

1. Please justify administrative budgets and describe primary determinants of budget. What are the drivers of administrative and implementation (non-incentive) cost categories?

The BayREN administrative budget includes costs associated with the general functioning of the approved programs, as well as activities required for overall management of the portfolio.[2] These tasks are typically standardized across all programs in the portfolio and include: accounting, reporting, legal, regulatory compliance, regular BayREN staff meetings, and procurement/contracting. Given the relatively small size of staff working on BayREN, many activities are split between administration and implementation, resulting in efficiencies and overall lower administrative costs.

The Energy Efficiency Policy Manual, Version 5, lists discrete activities under the recognized budget categories for administration and implementation. The level of need for each of these activities will impact the budget.

The overall drivers of administrative costs include:

- The number of programs in the portfolio
- The number of participating agencies
- Procurement and contracting with expansion of portfolio and natural timeline for current programs
- Increased regulatory participation
- Reporting requirements
- IT services

The drivers of implementation costs include:

- The number of participants in a program
- Processing of rebate applications
- Inspecting rebated/incentive measures
- Engineering related activities

[2] D.12-11-015 did not limit BayREN's administrative budget as prior decisions have done for the IOUs. However, the BayREN's Business Plan sets forth an administrative budget below 10%.

- Measurement development
- Education and training of contractors/partners/customers
- Project management activities (i.e. Planning Scope of Work, working with contractors and customers, setting goals, reviewing goals, reacting to market conditions, and responding to customer inquiries (i.e. calls, emails, letters)
- Program planning, development and design
- Customer support
- Energy audits and continuous energy improvement
- Market transformation and long-term strategic plan support
- Compiling and maintaining information (i.e., data, customer records) for projects
- Licensing fees or IT development cost for program specific applications for implementation (e.g., benchmarking tool or project management tool);
- Direct-implementation specific IT costs (e.g., licensing fees or IT development cost for program-specific applications)
- Staff travel to undertake direct implementation-specific work activities (excluding conference participation)
- Program planning/design/project management and information gathering costs related to specific Strategic Plan related non-resource and resource programs
- Whether the program is new or existing
- The amount of technical assistance provided both in terms of customers and effort[3]
- If the program target is a "hard-to-reach" market since this typically requires more interaction/education/marketing to get the customer to act

2. Explanation of allocation of labor and O&M costs between EE-functions and GRC-functions or other non-EE functions

- ***When an employee spends less than 100% of her/his time on EE, how are costs tracked and recovered (e.g., on a pro rata basis between EE rates and GRC rates; when time exceeds a certain threshold, all to EE; etc.)***

[3] Technical assistance (for at least the multifamily program) is planned to decline over time and shift to implementation activities that leverage other marked drivers.

While ABAG is not engaged in 'GRC-functions', both ABAG and MTC consistently implement grant-funded projects which necessitate systems to ensure all staff time is tracked on an hourly basis by program and fund source. ABAG staff time spent on BayREN activities is tracked within time sheets that are reviewed by appropriate management before submission to the MTC finance department (payroll) on a bi-weekly basis.[4] On a monthly basis, ABAG provides a report to PG&E (BayREN's fiscal agent), which includes all expenses associated with the EE portfolio, including staff time itemized by individual, rate, program and budget category (administration, marketing, and implementation). Operating budgets, current expenditures, and remaining budgets are clearly identified in a format proposed by PG&E.

- ***Describe the method used to determine the proportion charged to EE balancing accounts for all employees who also do non-EE work.***

Approximately 4 FTE EE employees (as calculated and identified in Section I.3) directly charge time to EE programs. The hourly rates for all ABAG/MTC employees are fully loaded. Therefore, the cost of non-EE employees performing general functions which qualify as overhead (e.g., Administration and Facilities, Technology Services, Legal, etc.) are shared amongst the agency and contained within the fully loaded rate of EE employees. In the event there is no direct staff time charged to EE work, the EE programs do not incur an overhead cost.

- ***Identify the EE functions that are most likely to be performed by employees who also do non-EE work (e.g. Customer Account Representatives?)***

The departments containing employees who are likely to perform EE functions but that also do non-EE work, as identified in Appendix A, are Administration and Facilities, Technology Services, Budget and Revenue, Treasury, the Office of General Counsel, and Executive Management. Appendix A.1 and A.2 contain the department, function, and personnel descriptions.

- ***Are labor costs charged to EE fully loaded?***

Labor rates are fully loaded (i.e., inclusive of overhead and fringe benefits).

- ***How are burden benefit-related administrative and general (A&G) expenses for employees who work on EE programs recovered (EE rates or GRC rates)? **PG&E allocates these costs to EE pursuant to a settlement agreement with MCE and TURN, which was adopted in D.14-08-032.***

[4] Time sheets are reviewed and approved by the Energy Programs Manager, the Executive Office, and accounting staff.

Not applicable.

- ***When EE and non-EE activities are supported by the same non-labor resources, how are the costs of those resources or systems allocated to EE and non-EE activities?***

General administrative resources are allocated via the overhead rate included in all labor rates. Labor costs are charged to individual programs (BayREN or non-BayREN) as appropriate, and thus the overhead costs are spread appropriately to the individual programs.

- ***Identify the EE O&M costs that are most likely to be spread to non-EE functions as well as EE, if any.***

General administrative resources are allocated via the overhead rate included in all labor rates. Labor costs are charged to individual programs (BayREN or non-BayREN) as appropriate, and thus the overhead costs are spread appropriately to the individual programs.

III. Budget Tables as directed in Ordering Paragraph 44 from D.18-05-041

See Attachment C- 2021 ABAL Appendix Template.

a. Solicitation Schedule

BayREN currently intends to release a solicitation in the first quarter of 2021 to assist with better implementing equity within both the portfolio and the organization. As for other solicitations, it is difficult to determine at this juncture given that the impacts of Covid-19 are far from known.

Appendix A – ABAG/MTC Governance Structure and Consolidated Organizational Chart

GOVERNANCE CHART

MEMBERS
101 Towns and CIties and Nine Counties

GENERAL ASSEMBLY

ABAG EXECUTIVE BOARD *

INTER AGENCY COMMITTEES
- Regional Airport Planning Committee
- Bay Area Regional Collaborative

APPOINTMENTS
- Bay Conservation and Development Commission (4)
- Metropolitan Transportation Commission (1)
- Bay Area Council Economic Institute (13)
- San Francisco Estuary Partnership (3)
- Regional Seaport Advisory Committee (2)
- San Francisco Bay Restoration Authority (7)

STANDING COMMITTEES
- ADMINISTRATIVE COMMITTEE
- FINANCE COMMITTEE
- REGIONAL PLANNING COMMITTEE
- LEGISLATION COMMITTEE

CONSOLIDATED ORGANIZATIONAL CHART

Contract for Services

METROPOLITAN TRANSPORTATION COMMISSION

Office of General Counsel

Executive Director

Executive Administrative Staff

LOCAL GOVERNMENT SERVICES
Deputy Executive Director
- San Francisco Estuary Partnership
- Staffing for San Francisco Bay Restoration Authority
- Regional Trails
- San Francisco Bay Trail
- San Francisco Water Trail
- Energy Programs
  - POWER
  - BayREN
- Advancing California Finance Authority
- Staffing for the Bay Area Regional Collaborative

POLICY
Deputy Executive Director
- Regional Planning Program
- Programming and Allocations
- Legislation and Public Affairs

OPERATIONS
Deputy Executive Director
- Administration and Facilities
- Technology Services
- Operations
- Electronic Payments

FINANCE
Chief Financial Officer
- Budget and Revenue
- Treasury

* Advises the Executive Board and Commission directly

Appendix A.1 – Summary Department and Function Descriptions

Department	Function Description	Primary Representative Functional Group(s)
Executive Board	Policy guidance, procurement review, ultimate decision authority and oversight.	Planning and Compliance
Executive Office	Policy review, approval of contracts and senior staff decision maker.	All
Office of General Counsel	Review of contracts and other legal documents.	Agency Regulatory Support
Energy	This department performs the majority of tasks for BayREN, including program and portfolio management, invoice review and approval, coordination with PG&E, CCAs, local Energy Watch programs, and other stakeholders. This list is not exhaustive.	Policy, Strategy, and Regulatory Reporting Compliance; Program Management; Portfolio Analytics; Contract Management
Budget and Revenue	Invoice review and submittal; preparation of ABAG internal review and budgeting, audit compliance, etc.	Contract Management
Treasury	Initiate and verify electronic funds transfers, monthly bank reconciliation, and fiscal management.	Contract Management
Technology Services	Website management	IT – Project Specific; IT – Regular O&M

Appendix A.2 – Summary Personnel Descriptions

Department	Representative Positions	Function Description
Energy Programs	Assistant Director, Energy Programs Manager	Manager for all energy programs. Leads regulatory compliance and program oversight. Develops internal and portfolio budgets. Responsible for administrative tasks for the entire BayREN portfolio.
Energy Programs	Program/Project Manager	Subprogram oversight. Tasks include policy, strategy and regulatory compliance and overall program management.
Energy Programs	Energy Programs Coordinator	Provides administrative support to Program Managers and Assistant Director.
Budget and Revenue	Accountant / Accounting Specialist	Invoice preparation, review and submittal; preparation of ABAG internal review and expense monitoring, audit compliance, etc.
Budget and Revenue	Accounting Supervisor	Prepare financial reporting and budget preparation/review.
Treasury	Financial Analyst	Initiate and verify electronic fund transfers.
Office of General Counsel	General Counsel	Review of contracts and other legal documents relating to BayREN.
Executive Office	Deputy Executive Director	Provide strategy of section within agency; overall managerial tasks.
Technology Services	Webmaster	Website management.
Administration and Facilities	Contracts Analyst / Specialist	Review of contracts and oversight of BayREN procurement.

Exhibit C - Program Level Explanations

PA justification	Third party implementer or Core	Statewide or Local	**Programs to be closed with the disposition of 2021 ABAL**	% change	2019 Claimed TRC	2020(Q1) Claimed TRC	2021 Filed TRC	2021 Budget	2020 Budget	Year program started	For existing third party implemented programs, MM/YY Program was due to sunset prior to PY 2021 ABAL planning and new 3P contracting	For existing third party implemented programs, MM/YY Program is extended to as a result of PY 2021 ABAL planning and timing for new 3P contracts' ramp up
Not applicable to BayREN as no programs in 2021 meet status category criteria outlined in the instructions tab.								$ -	$ -			

PA justification	Third party implementer or Core	Statewide	**Programs to be closed upon completion of commitments**	% change	2020 Claimed TRC		2021 Filed TRC	2021 Budget	2020 Budget	Year program started	For existing third party implemented programs, MM/YY Program was due to sunset prior to PY 2021 ABAL planning and new 3P contracting	For existing third party implemented programs, MM/YY Program is extended to as a result of PY 2021 ABAL planning and timing for new 3P contracts' ramp up
Not applicable to BayREN as no programs in 2021 meet status category criteria outlined in the instructions tab.				N/A				$ -	$ -			

PA justification	Third party implementer or Core	Statewide	**Programs with reduced budgets (>40% budget decrease), to continue in 2021**	% change	2020 Claimed TRC		2021 Filed TRC	2021 Budget	2020 Budget	Year program started	For existing third party implemented programs, MM/YY Program was due to sunset prior to PY 2021 ABAL planning and new 3P contracting	For existing third party implemented programs, MM/YY Program is extended to as a result of PY 2021 ABAL planning and timing for new 3P contracts' ramp up
Not applicable to BayREN as no programs in 2021 meet status category criteria outlined in the instructions tab.				N/A				$ -	$ -			

PA justification	Third party implementer or Core	Statewide	**Programs with enhanced budgets (>40% budget increase)**	% change	2020 Claimed TRC		2021 Filed TRC	2021 Budget	2020 Budget	Year program started	For existing third party implemented programs, MM/YY Program was due to sunset prior to PY 2021 ABAL planning and new 3P contracting, or mark "NEW 3P" program if program is result of 3P solicitation process per D1801004	For existing third party implemented programs, MM/YY Program is extended to as a result of PY 2021 ABAL planning and timing for new 3P contracts ramp up , or mark "NEW 3P" program if program is result of 3P solicitation process per D1801004.
Not applicable to BayREN as no programs in 2021 meet status category criteria outlined in the instructions tab.				N/A				$ -	$ -			

PA justification	Third party implementer or Core	Statewide	**Programs that are new in 2021**	% change	2020 Claimed TRC		2021 Filed TRC	2021 Budget	2020 Budget	MM/YY program to start	MM/YY Program is due to sunset; and flag as "NEW 3P" program if program is result of 3P solicitation process per D1801004	For existing third party implemented programs, MM/YY Program is extended to as a result of PY 2021 ABAL planning and timing for new 3P contracts ramp up , or mark "NEW 3P" program if program is result of 3P solicitation process per D1801004
Not applicable to BayREN as no programs in 2021 meet status category criteria outlined in the instructions tab.								$ -	$ -			

Exhibit D

Proposed and Revised Metrics

Proposed Revised Metrics - REN Codes and Standards

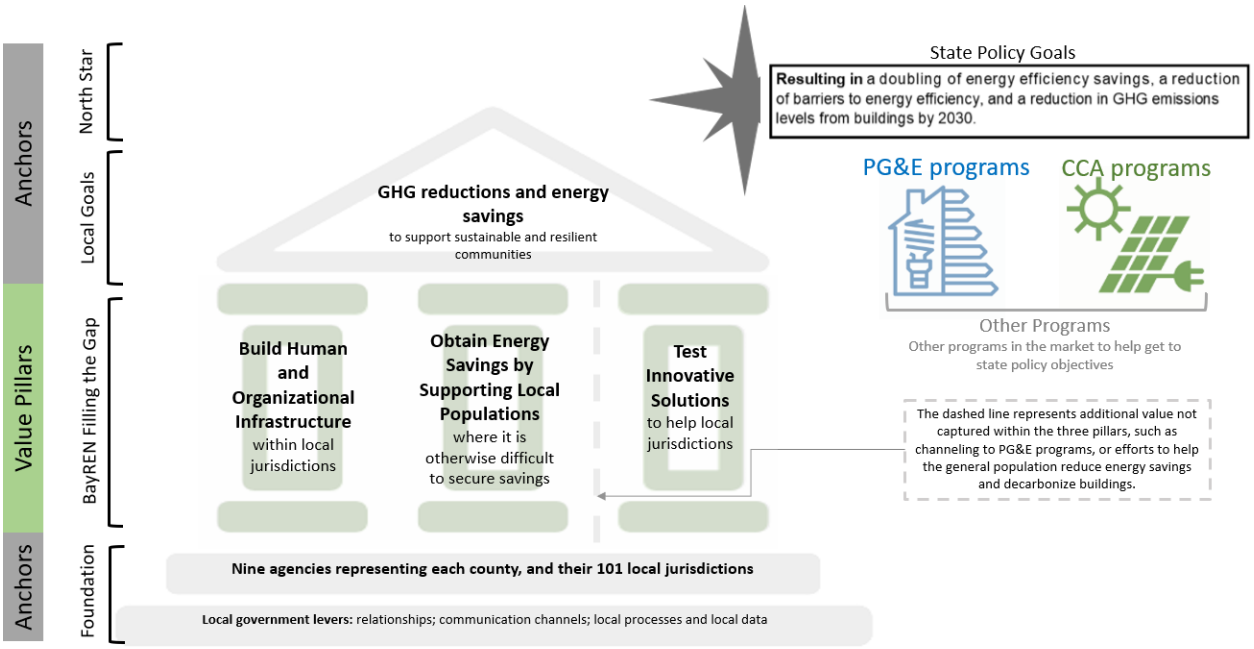
Metric/ Indicator	Category: REN C+S (changes in strikethrough and red)	Type and Reason for Change
Metric	~~The percentage increase in closed permits for building projects triggering energy code compliance within participating jurisdictions~~	**Remove** because data collection is difficult and burdensome and even when collected would not effectively show progress toward our goals since energy code compliance is not information that is collected in a permit application
Indicator	Number ~~and percent~~ of ~~jurisdictions~~ organizations with staff participating in an Energy Policy Forum	**Update** broadens beyond jurisdictions, reflecting total number of organizations participating in forums across all sectors and includes different stakeholders
Indicator	~~Number and~~ Percent of jurisdictions with staff participating in an Energy Policy Forum	**Update** maintains focus on jurisdictions by reporting % of jurisdictions participating in forums
Indicator	Total number of attendees participating in an Energy Policy Forum	**New** indicates overall participation in forums which produces opportunities to build relationships and collaborate among energy actors
Indicator	Number of organizations directly engaged in Codes & Standards activities ~~and percent of jurisdictions receiving Energy Policy technical assistance~~.	**Update** broadens beyond policy technical assistance to reflect <u>full reach</u> of <u>all</u> REN Codes & Standards activities, i.e. to include the private sector and other stakeholders and beyond jurisdictions
Indicator	~~Number and~~ Percent of jurisdictions directly engaged in Codes & Standards activities ~~receiving Energy Policy technical assistance~~.	**Update** maintains focus on jurisdictions but broadens beyond policy technical assistance
Indicator	Buildings receiving enhanced code compliance support ~~and delivering compliance data to program evaluators~~	**Update** the RENs are obligated to provide data to evaluators when requested; therefore, this seems unnecessary

Proposed Value Metrics

Below are proposed value metrics and indicators, broken down by Value Pillar. Contextual information is also provided.

Value Metrics and/or Indicators by Value Pillar

This section presents BayREN's proposed value metrics and indicators that support the overall goal of saving energy and reducing GHG emissions. Note that we are proposing indicators (that is, values without specific targets) for the first reporting year (2021). Whether or not BayREN would select targets for future years will be revisited after the first year of collecting data, that is, once a baseline is established. This figure illustrates the BayREN Value Pillars. The Value Pillars, shown in colored boxes at the top of the three columns (pillars), describe BayREN's efforts to help meet the State goals of GHG reductions and energy savings. The key outcomes from each program form the building blocks of the Value Pillars. These value metrics are how we propose measuring the outcomes.



All of the tables below attempt to provide both quantitative counts (in the second to last column) along with the additional details of the information that BayREN will collect to provide context to the quantitative value. Each row below directly relates to the logic models.

Pillar 1 Metrics: Building Human and Organizational Infrastructure

Table 1. Draft Value Metrics and/or Indicators – Building Organizational Infrastructure

Program	Infrastructure Building Block(s)	Indicator (will not change in the Annual Report)	Annual Accomplishments Quantitative Value (actual numbers in the Annual Report)	Details and Additional Information to Provide Context to the Quantitative Value
Organizational Infrastructure				
Codes	Jurisdictions adopt and implement energy policies and reach codes	Number of jurisdictions that adopt and implement reach codes or energy policies	# Jurisdictions that adopt and implement reach codes or energy policies (with description)	BayREN will include a description of the type of reach codes and energy policies adopted to give context to the number.
Codes	Local Governments (LGs) institutionalize the use of BayREN guides and tools for code compliance	Number of jurisdictions that use BayREN guides and tools for code compliance	# Jurisdictions that use BayREN guides and tools	This would include jurisdictions using permit guides, CodeCycle and ePermit tools, and other tools and guides Institutionalized indicates that it has become part of the normal process. Evaluation activities could follow up to determine this (via survey/observation), as desired. Annual proxy metric is "use."
Water Energy Nexus	Water utilities offer on-bill mechanism	Number of water utilities offering programs with BayREN on-bill mechanism	# water utilities offering programs with BayREN on-bill mechanism	This would be a cumulative value Note that customers are also in the outputs to track but this metric measures the building of the infrastructure across jurisdictions.
Water Energy Nexus	Regional fund to support water/energy projects	Amount of regional funds and description of long-term funding plan	$ Million in funding and milestones reached (see Innovative Solutions section)	This would include a description, as well BayREN will also track allocated funds (see output tracked) but this metric was developed to measure the infrastructure.
Green Labeling	Regional mechanism(s) to make home energy assets transparent at the time of sale (e.g., green label(s) and/or public database(s))	Description of tools (e.g., HEScore, MLS green fields, public databases for making scores transparent, etc.) and use of these tools	Milestones reached (see information under Innovative Solutions)	This will emerge and potentially change as the innovative solution develops, but the final endpoint will include organizational infrastructure such as databases or green fields that make energy assets at a site more transparent at the time of sale.

Notes: Start to track cumulative as of 2020 wherever possible.

Pillar 1 Metrics: Building Human and Organizational Infrastructure (continued)

Table 2. Draft Value Metrics and/or Indicators – Building Human Infrastructure

Program	Infrastructure Building Blocks	Indicator	Annual Accomplishments (Quantitative Value)	Details and Additional Information to Provide Context to the Quantitative Value
Human Infrastructure				
Codes	LG staff knowledgeable of energy code requirements and best practices for code compliance *(110 jurisdictions)*	Number of jurisdictions with staff who note an increase in knowledge (including understanding of best practices for code compliance)	# Jurisdictions with staff who attend energy code training # and % of local government staff attendees who increased knowledge of energy code requirements and best practices for code compliance*	This would be collected from counts of jurisdictions with training and surveys that are given at the end of each training. These post-training surveys are already administered at the end of each course. Note that they examine the increase in knowledge (comparing pre and post but the survey is administered once to reduce burden on the class/respondent). The questions asked align with the indicator here.*
Codes	LG staff expand energy policy knowledge and/or networks that enable future energy policy work	Number of jurisdictions with LG staff who indicate an increase in energy policy knowledge Number of jurisdictions with LG staff who indicate forum expanded their energy efficiency networks (helping to build relationships that will enable future energy policy work)	# Jurisdictions with staff attending forum # and % of respondents indicating increase in energy policy knowledge* # and % of respondents indicating that they expanded their networks in a way that can enable future energy policy work*	The number of jurisdictions with staff and the percentage of all respondents indicating increased energy policy knowledge and/or expanded networks (collected from post-event survey) will be used as a proxy for the indicator. These post-training surveys are already administered. The questions asked align with the indicators here.*
Green Labeling	Local realtors and appraisers green certified	Number of realtors and appraisers certified (e.g., National Green Certified Real Estate Professionals)	# realtors and appraisers certified	Local realtors and appraisers take a test and receive a green certification or designation from a national organization
Green Labeling	Local lenders trained and knowledgeable of EE financing options	Number of local lenders trained who report an increase in knowledge about EE financing options	# local lenders trained % reporting increase in knowledge*	This would be collected from counts of lenders attending training and surveys that are given at the end of each training.*
Single-Family	Local contractors proficient with decarb measures	Number of contractors who have performed 3+ projects of decarbonization measures	# Contractors with 3+ projects	Contractors will be reported by both individuals and companies. 3 is the minimum to be considered active in program. Report by type of measure installed

*Notes: Start to track cumulative as of 2020. While we focus on building human infrastructure within specific groups described in the table above, these programs also build knowledge among private sector building professionals and others. Where possible, this will also be tracked or evaluated; however, this is outside of the Value Metrics listed here. *The surveys and survey questions are available but are not included here.*

Pillar 2 Metrics: Obtaining Energy Savings in Local Difficult to Serve (LDTS) Populations

A significant part of the intention behind the BayREN Business Plan is to create better access to energy efficiency programs for all ratepayers, particularly within those local population that have been difficult to serve with past programs (i.e., audiences that have various barriers to taking energy efficient actions). The value metrics and/or indicators below describe the local difficult to serve populations targeted by BayREN programs, the number served within the populations, as well as the net annual savings associated within those populations.

Table 3. Draft Value Metrics and/or Indicators – Obtaining Energy Savings by Supporting Local Difficult to Serve (LDTS) Populations

Program	LDTS Building Blocks	Metric/Indicator Unit	Annual Accomplishments (Quantitative Value)	Details and Additional Information to Provide Context to the Quantitative Value
Single-Family	SFMI households served *(1,879,492 total SF households, or HH)* *(725,000 SFMI HH)*	SFMI households (HH)	# participating HH (e.g., 5,000 in PY20)	Report both All and # of LDTS (i.e., SFMI) For annual, report exceeded / did not meet annual goal.
Single-Family	SFMI energy savings	Annual Net First Year Savings kWh kW Therms	# kWh # kW # Therms	Report all savings and savings from LDTS (i.e., SFMI). Also present as percentage of savings goals.
Multifamily	MF sites served	Small and/or owner-occupied buildings*	# participating buildings	Report both All and # of LDTS (e.g., small and owner occupied).
Multifamily	MF tenants (units) served *(1,431,478 total MF units)*	Small and/or owner-occupied tenant units*	# participating tenant units	Report both All and # of LDTS (e.g., small and owner occupied) For annual, report exceeded / did not meet annual goal.
Multifamily	MF energy savings in MF units and common areas	Annual Net Savings kWh kW Therms	# kWh # kW # Therms	Report all and savings from LDTS* (e.g., small and owner occupied). Also present as percentage of savings goals.
Commercial	SMB customers served (All, HTR and DAC) *(61,926 total SMB Customers)* *(11,000 total DAC SMB Customers)*	SMB customers	# participating customers	Report for All, HTR and DAC. Include microloans in count of customers served. For annual, report exceeded / did not meet annual goal.
Commercial	SMB energy savings (All, HTR and DAC)	Annual Net Savings kWh kW Therms	# kWh # kW # Therms	Report All, HTR, and DAC as a percentage of savings goals.
Water Energy Nexus	Will also track customers and savings in the categories above.			

*Notes: Details by county will be in a separate table. Start to track cumulative as of 2020 as this will show the overarching value over time when compared to the population. *The full description of LDTS is found under the introduction to the MF program and all would be included in the metric counts and savings.*

Pillar 3 Metrics: Testing Innovative Solutions

BayREN is designing innovative solutions to explore new program delivery mechanisms and measures of the future, enabling PAs to achieve deeper savings and transform markets. The BayREN pilots are limited in scope and duration so that results are available in a specified time frame. The duration and description of each pilot is listed below.

Metrics for this area, "testing innovative solutions," are very different than those for a typical program, which may look at numbers reached and/or energy savings. While there is no specific CPUC guidance on metrics for this REN directive, two existing CPUC documents provide some insights. Specifically, the Emerging Technologies Protocol and the more recent work on a Market Transformation Framework provide a starting point.

In 2006, California created the Emerging Technologies (ET) protocol[1] because of the absence of specific energy/demand goals and the longer lead time required to introduce new solutions directly into the market. The protocol is flexible and while there is a minimum level of evaluation rigor, stakeholders are still informed about whether the effort is on track to achieve longer-term objectives. Portions of the protocol are helpful to consider when measuring BayREN efforts within this value pillar. Most relevant is "investigating the underlying concepts and developing models to advance understanding of some aspect of a program, project or phenomenon." That is, laying out the theory of change and having a model of where change may occur is important in determining appropriate metrics for this BayREN value pillar. Note that each of the innovative solutions below is supported by a program theory and logic model, found in the program documents and also described briefly below.

More recently (2019), California adopted a stage gate approach for the development and deployment of efforts that seek to transform a market. Within the Adopted Market Transformation (MT) Framework (D.19-12-021), stage gates "describe critical decision-making points and expected activities at each stage" and define a process that is "designed to reduce and manage the risk inherent in undertaking market transformation initiatives." The MT framework describes the development phase (a phase that includes a pilot effort that moves through two stage gates) as including "identification of a market adoption baseline, creation of a logic model, and establishment of progress metrics" as well as defining success criteria for the pilot effort.[2] These stages are measured by milestones. Similarly, for each of the four pilots, BayREN has developed milestones to measure progress towards the pilot's goal or end point. Tables 4-7 below describe these four pilot efforts.

[1] California Energy Efficiency Evaluation Protocols: Technical, Methodological, and Reporting Requirements for Evaluation Professionals. April 2006

[2] The MT framework includes seven stages and three phases. Phase 1 (concept development) has two stages, Phase 2 (program development) has two stages, and Phase 3 (market deployment) has three stages. The framework includes multiple deliverables for each stage. For example, stage 3 (strategy development) includes market characterization studies, pilot testing plans that include evaluation plans and success criteria. We do not include information on all phases and stages as they are not as relevant for BayREN consideration.

Pillar 3 Metrics: Testing Innovative Solutions (continued)

Pilot 1: The BayREN Multifamily program is developing a ZNC/Clean heating pathway that will be able to be scaled to the full BayREN region or beyond. The specific plan and timeframe to move a successful pilot program to a larger scalable effort is described below.

Table 4. Draft Milestones for the Innovative Solution – ZNC/Clean Heating Pathway Innovative Solution

Description and theory		
Description of the solution and why it is believed that this solution is needed	The Clean Heating Pathway provides financial incentives to encourage multifamily property owners and/or managers to replace natural gas measures with electric measures (e.g., heat pump water heaters) because they are unlikely to do it on their own since the GHG reductions accrue to the state and not to the property owner. This solution is needed in order to accelerate adoption, develop workforce and bring down the cost of gas-to-electric installations.	
Theory of what will occur over time based on the pilot intervention	As the market adjusts to reflect the health, resiliency, and grid benefits of electrification, existing projects will show that that installation of decarbonization measures provide benefits in multifamily buildings (and costs are in line with other measures), and property owners will become willing to install decarbonization measures.	
BY YEAR	*Milestone(s)*	*Accomplishments*
Pre-Program (2019)	BAAQMD funding (for DAC pilot) to get a head start on the challenges of implementing a BayREN program	Was reported in 2019 Annual Report*
First year (2020)	Build on lessons learned from 2019 to roll out a decarbonization pathway that offers supplemental incentives for decarb heating technologies	Will be reported in 2020 Annual Report
Expected 2021 accomplishment(s)	• Program expands to offer multiple decarb measures in a broader population (e.g., 1,250 units with pathway measures installed *cumulative*) • Program aligns with local and state agencies and utilities offer electrification & controls incentives to promote clean, resilient housing (e.g., Program incorporates demand controls measures on heat pump technology where incentives are available) • **Mid-pilot evaluation effort to assess implementation and share lessons learned**	Will be reported in 2021 Annual Report
Expected 2022 accomplishment(s)	• Clean Heating Pathway project units exceed Traditional Pathway project units • Traditional incentives begin to be phased out for general MF population for gas-to-gas upgrades with feasible electric options • Integration of demand control measure requirements/Controls required on heat pump water heater and HVAC equipment where cost effective • Electrification Incentive adders re-evaluated and reset as needed	Will be reported in 2022 Annual Report
Endpoint		
Endpoint (roughly 3 years out)	ZNC/ Clean Heating Pathway ready to scale	

*2019 Annual Report described - Launched a BAAQMD pilot in DAC communities. From the more than 520 properties that have participated in BAMBE and the stakeholder relationships developed over 6 years, the program has gained valuable insight into how to evolve and intensify the role that the multifamily market plays in helping California meet its energy efficiency and decarbonization goals. See Annual Report for additional details.

Pillar 3 Metrics: Testing Innovative Solutions (continued)

Pilot 2: The BayREN Commercial program is developing a SMB P4P model that will be able to be scaled to the full BayREN region or beyond. The specific plan and timeframe to move a successful pilot program to a larger scalable effort is described below.

Table 5. Draft Milestones for the Innovative Solution - SMB P4P Model (Endpoint/Yellow Shape in Logic Model)

Description and theory		
Description of the solution and why it is believed that this solution is needed	The P4P innovative solution provides small and medium business customers (SMBs) with the ability to obtain energy savings for a lower upfront cost. It gives SMB customers a flexible solution that shields the customer (and ratepayers) from paying for expected savings that fail to materialize. A P4P design encourages maximizing savings from a wholistic set of measures. A solution like this is needed because SMB customers have thin financial margins and/or do not view energy efficiency as an investment in their business. Local governments are able to come up with innovative solutions to meet local needs.	
Theory of what will occur over time based on the pilot intervention	Sharing information on lessons learned from P4P program implementation in the SMB segment will improve BayREN's P4P program and enable new programs to be launched outside of BayREN. Note that BayREN's efforts should be one of a number of pilots to determine best practices. SMB customers will become comfortable with obtaining energy savings from a P4P program design, which will lead to SMB customers being served more easily each year.	
BY YEAR	*Milestone(s)*	*Accomplishments*
First year (2019)	• Solicitations for program implementer and allies • Execution of agreements with BayREN member and other counties and development of county-specific marketing strategies • Creation of program systems and tools (e.g., calculators and platforms)	Was reported in 2019 Annual Report*
Expected 2020 accomplishment(s)	• Launch the program • Install measures for initial projects • Establish peer-to-peer information sharing system	Will be reported in 2020 Annual Report
Expected 2021 accomplishment(s)	• Expand number of projects while adjusting P4P model to make measurement and verification more accurate and reliable (to help program scale) • Share information though peer-to-peer information sharing system	Will be reported in 2022 Annual Report
Expected 2022-2023 accomplishment(s)	• Expand number of projects while adjusting P4P model to make measurement and verification more accurate and reliable (to help program scale) • Improve data flow mechanism(s) to allow BayREN P4P model to be more reliable, secure and consistent (to help program scale) • **Mid-pilot evaluation effort to assess implementation** • Share information though peer-to-peer information sharing system	Will be reported in 2022 and 2023 Annual Reports
Endpoint		
End point (roughly 5 years out)	SMB P4P program model ready to scale	

*2019 Annual Report described - Successfully completed two (2) Request for Proposals Solicitations: one for Implementer and the other for Program Ally. Executed agreement between SF Environment and Mission Asset Fund for the Microloan subprogram. Engaged the nine BayREN counties to develop the Program's marketing strategy and finalized the marketing collateral. Established and initialized programmatic systems, such as database set up, meter-measurement and verification, and incentive calculation systems for a smooth launch in 2020. Started the process to request smart meter data from PG&E and CCAs to automate the targeting and pre-qualification process. Reviewed and vetted the program's energy savings calculator tools. Updated the Implementation Plan and Program Manual. See Annual Report for additional details.

Pillar 3 Metrics: Testing Innovative Solutions (continued)

Pilot 3: The BayREN Water Energy Nexus program is developing an on-water-bill mechanism to support water and energy saving actions. This is a new implementation mechanism that does not rely on energy or water[3] ratepayer dollars to obtain both energy and water savings. The program will be able to be used regionally (and possibly beyond) to meet new state water goals for 2022-2025. The specific plan and timeframe to move a successful pilot program to a larger scalable effort is described below.

Table 6. Draft Milestones for the Testing of Innovative Solution – Water Energy Nexus Program

Description and theory		
Description of the solution and why it is believed that this solution is needed	BayREN's Water Energy Nexus program will create a regional project financing service and a new mechanism (on-water-bill) for obtaining water-related energy savings that does not rely on energy-ratepayer dollars. New proactive state and local water goals (for 2023-2027) will create an opportunity for additional water/energy savings from customer-side water efficiency projects. Water utilities will need new programs to reach these goals yet can be constrained in terms of incentives they can put in place. As such, there is an opportunity for a regional solution that can reduce water use while saving energy. Water utilities will participate because it helps their customers install water efficiency improvements with no up-front cost — using a utility-approved on-bill charge that is significantly lower than the estimated savings — so the customer begins saving right away.	
Theory of what will occur over time based on the pilot intervention	Water utilities will support water savings (that also save energy) using an on-water-bill financing mechanism that does not rely on CPUC- or water utility–funded customer rebates because utilities want to help their customers and be ready for stricter state goals.	
Starting year/date/status	Began in 2012 with 1 pilot and expanding to 3 pilots by 2016 Regional effort started ramping up in 2019 Status: 2020 Regional design phase	
BY YEAR	*Milestone(s)*	*Accomplishments*
Pre-2019	Pilot in communities (three pilot efforts)	See process evaluation of pilots for details
First year (2019) for regional effort	Lay the foundation for regional program Funding mechanism set	Was reported in 2019 Annual Report*
Expected 2020 accomplishment(s)	Endpoint #1: • Program design and processes established (e.g., ABAG legal "approves to form" the Master Agreement packet. Program hires and trains Program Operator. Program completes branding/marketing plan for customer and utility enrollment. Program Operator contracts and trains Program Contractors. Program begins CRM platform operation. Program aligns services with Partner Utility state water conservation targets.) • Two (2) water utilities offer on-bill programs to their customers.	Will be reported in 2020 Annual Report
	Endpoint #2: • Program provides initial project- and measure-level data reporting to initiate discussions with CPUC and stakeholders regarding savings protocols for this program	Will be reported in 2020 Annual Report

[3] The program facilitates upgrades using customer investment (through payment of their on-bill charge) rather than using CPUC funds used to pay a rebate.

Expected 2021-2022 accomplishment(s)	Endpoint #1: • Program design and processes expanded based on second year accomplishments and Partner Utility state water conservation targets. Program expanded to offer services to small/medium commercial customers. • Eight (8) water utilities offer on-bill programs to their customers *(i.e., program enrolls six (6) additional Partner Utilities and begins customer service delivery.)* • Program develops long-term scalable funding plan with ABAG and secures additional ABAG funding, as needed	Will be reported in 2021-2022 Annual Reports
	Endpoint #2: Establish feedback loop with CPUC-designated lead(s) to gather input and feedback on project- and measure-level benefits and costs not currently eligible for CPUC resource claims.	Will be reported in 2021-2022 Annual Reports
Expected 2023-2024 accomplishment(s)	**General: Mid-point evaluation effort to assess implementation and share lessons learned**	
	Endpoint #1: • Sixteen (16) water utilities offer on-bill programs to their customers (*i.e., eight (8) additional Partner Utilities begin customer service delivery.)* • Program secures additional ABAG funding, as needed. • Program analyzes self-supporting capacity tied to project volume.	Will be reported in 2023-2024 Annual Reports
	Endpoint #2: Updated reporting by Water Energy Nexus program per CPUC input and feedback (e.g., Adjust program reporting protocols in accordance with CPUC input and feedback.)	Will be reported in 2023-2024 Annual Reports
Expected 2025 accomplishment(s)	Endpoint #1: • Twenty (20) water utilities offer on-bill programs to their customers • Program secures additional ABAG funding, as needed. Program analyzes self-supporting capacity tied to project volume.	Will be reported in 2025 Annual Report
	Endpoint #2: Water Energy Nexus Program reports energy and water program metrics data based on agreed-upon protocols	Will be reported in 2025 Annual Report
Endpoint(s)		
Endpoint #1	Water Energy Nexus Program used regionally (and possibly beyond) to meet State water goals	
Endpoint #2	Water Energy Nexus Program able to report energy and water program metrics data using agreed-upon protocols	

*2019 Annual Report described - Secured an initial $1 million fund for project financing in partnership with the Association of Bay Area Governments (ABAG) and Metropolitan Transportation Commission. Obtained ABAG Executive Board approval to execute Water Upgrades $ave Master Agreements with Partner Municipal Water Utilities. Drafted and engaged stakeholder review of the Master Agreement and nine Exhibits outlining the contractual roles/responsibilities for all Program partners in preparation for "approval to form" by the ABAG/BayREN legal team. Ensured all Program documents are compliant with Senate Bill 564 — Water Bill Savings Act (2017) and applicable state codes. Initiated Customer Relationship Management platform to design activities to provide automated and consistent flow of program information between Program Partners. Initiated a branding and market strategy process for customer and utility enrollment. Engaged existing Pilot Utility partners (Windsor, Hayward and EBMUD) and City of Sebastopol on preliminary interest in joining as Partner Utilities for Water Upgrades $ave. See Annual Report for additional details.

Pillar 3 Metrics: Testing Innovative Solutions (continued)

Pilot 4: The BayREN Green Labeling program is developing regional mechanisms to make energy assets transparent at the time of sale. The specific plan and timeframe to move a successful pilot program to a larger scalable effort is described below.

Table 7. Draft Milestones for the Testing of Innovative Solution - Regional Mechanism(s) to Make Energy Assets Transparent at Time of Sale

Description and theory		
Description of the solution and why it is believed that this solution is needed	The program supports mechanisms such as a home energy assessment that is both a score and a label and the infrastructure to get the information to customers. Homes are labeled to make energy assets transparent and valued at the time of sale because purchasers and real estate professionals do not value energy efficient investments. This infrastructure within local communities encourages energy efficient investments at a critical moment—the time of a home's sale.	
Theory of what will occur over time based on the pilot intervention	When there is information about energy assets of homes at the time of sale, it influences decisions and is valued. Realtors and buyers view homes with higher scores (i.e., are more efficient) as having a higher value. Homes with lower scores also provide value, in that the buyer has more knowledge about potential upgrades and utilities bills going into the sale versus a home with no label. If homes are scored and the scores are visible at the time of sale, (i.e., the process is institutionalized and becomes a normal process), the value of an efficient homes will be higher and buyers will be more informed, as they are with pest and home inspections.	
BY YEAR	*Milestone(s)*	*Accomplishments*
First year (2019) for regional effort	• Explore integrated and aligned green labeling and other opportunities (e.g., creation of a public registry of all scored homes and explore the connection to the MLS) to increase awareness and information transparency, and to support and increase savings in the single family programs. • Increase participation in $200 rebate program for Scores outside of City of Berkeley. • Increase the number of Assessors recruited into program. • Expand real estate professional knowledge of energy efficiency and BayREN programs.	Was reported in 2019 Annual Report*
Expected 2020 accomplishment(s)	• Increase transparency by obtaining more post-improvement scores by providing a kicker incentive for re-scores. • Establish home inspector delivery channel by working with home inspectors and realtors to enroll more inspectors in the program and increase scores at the time of sale. • Expand access and availability of real estate education through virtual trainings.	Will be reported in 2020 Annual Report
Expected 2021-2022 accomplishment(s)	**Mid-pilot evaluation effort to assess implementation and share lessons learned** • Explore ways to step down incentives, such as by incorporating into assessor business model or identifying other funding sources. • Diversify assessor types so that scores can happen at various intervention points (i.e. time of sale, before a major renovation, or when a homeowner would like more energy information on their home). • Increase the number of publicly available scores and reports. • Expand trainings for appraisers and lenders, so that EE is valued differently in the real estate process	Will be reported in 2021 and 2022 Annual Reports
Endpoint		
End point (roughly four years)	Regional mechanism(s) to make energy assets transparent at the time of sale (are institutionalized and ultimately change the valuation of homes)	

*2019 Annual Report described - Home Energy Score: Explored use of HEScore to help make energy use of a home transparent at time of sale. 2,449 Scores were performed across all 9 counties (258 of which were BESO Scores); Provided 2,082 rebates, totaling $416,950 in incentives. Successfully enrolled 19 Assessors, with 51 active Assessors in 2019. *Green Real Estate Trainings:* Provided five different types of training, as well as mentoring, to reach nearly all parties to a real estate transaction, including realtors, appraisers, and lenders: Provided four National Association of Realtors (NAR) Green Designation Trainings to 85 professionals. Led two Certified Green Real Estate Professional (CGREP) courses and certified 9 professionals. Provided one Certified Green Lender Professional (CGLP) Trainings to 3 professionals. Provided two Accredited Green Appraiser (AGA) Trainings to 40 professionals. See Annual Report for more details.

PA Name: Bay Area Regional Energy Network (BayREN) **Tab Not Applicable to BayREN (non-IOU PA)**
Budget Year: 2021

Table 1 -Bill Payer Impacts - Rates by Customer Class				
	Electric Average Rate (Res and Non-Res) $/kwh	**Gas Average Rate (Res and Non-Res) $/therm**	**Total Average Bill Savings by Year ($)**	**Total Average Lifecycle Bill Savings ($)**
Present Rates - System Average				
2018				
2019				
2020				
2021*				

* = Based on [relevant date] current effective rates

PA Name: Bay Area Regional Energy Network (BayREN)
Budget Year: 2021

Tab Not Applicable to BayREN (non-IOU PA)

Table 2a - Electric Bill Payer Impacts - Current and Proposed Revenues and Rates, Total and Energy Efficiency, by Customer Class

Customer Classes	2019 Energy Efficiency Electric Annual Revenue Change $000	2019 Percentage Change In Electric Revenue and Rates	2019 Electric Average Rate $/kWh	2019 Energy Efficiency Portion of Electric Average Rate $/kWh	2020 Energy Efficiency Electric Annual Revenue Change $000	2020 Percentage Change In Electric Revenue and Rates	2020 Electric Average Rate $/kWh	2021 Proposed Energy Efficiency Electric Annual Revenue Change $000	2021 Proposed Percentage Change In Electric Revenue and Rates	2021 Electric Average Rate $/kWh	2021 Energy Efficiency Portion of Electric Average Rate $/kWh
Departed Load (sum of CCAs + Direct Access)											
Bundled Customers											
System (sum of departed load and bundled load											

* = Based on [relevant date] current effective rates

Table 2b - Gas Bill Payer Impacts - Current and Proposed Revenues and Rates, Total and Energy Efficiency, by Customer Class

Customer Classes	2019 Energy Efficiency Gas Annual Revenue Change $000	2019 Percentage Change In Gas Revenue and Rates	2019 Gas Average Rate $/kWh	2019 Energy Efficiency Portion of Gas Average Rate $/kWh	2020 Energy Efficiency Gas Annual Revenue Change $000	2020 Percentage Change In Gas Revenue and Rates	2020 Gas Average Rate $/kWh	2021 Proposed Energy Efficiency Gas Annual Revenue Change $000	2021 Proposed Percentage Change In Gas Revenue and Rates	2021 Gas Average Rate $/kWh	2021 Energy Efficiency Portion of Gas Average Rate $/kWh

PA Name: Bay Area Regional Energy Network (BayREN)
Budget Year: 2021

Table 3a - Budget and Cost Recovery by Funding Source

	2021
2021 EE Portfolio Budget	$ 24,171,613
Unspent/Uncommitted Program Carryover Funds from 2020	$ 953,250
Total Funding Request for 2021 EE Portfolio	**$ 23,218,363**

Table 3b - Budget by Funding Source

2021 Authorized (Before Carryover)	2021 Budget	Allocation
Electric Procurement EE Funds	$ 16,678,413	69%
Gas PPP Surcharge Funds	$ 7,493,200	31%
Total Funds	**$ 24,171,613**	

Table 3c - Revenue Requirement for Cost Recovery by Funding Source

2021 Authorized Funding in Rates (including carryover)	2021 Revenue Requirement	Allocation after Carryover adjustment
Electric Procurement EE Funds		
Gas PPP Surcharge Funds		
Total Funds		

Table 3d - Unspent/Uncommitted Carryover Funds (in positive $ amonts)

Total Unspent/Uncommitted Funds	Electric PGC	Electric Procurement	Total Electric	Gas	Total
2020	$ -	$ 657,743	$ 657,743	$ 295,508	$ 953,250
2018-2019	$ -	$ 6,471,869	$ 6,471,869	$ 1,825,399	$ 8,297,267
Total Pre-2021	**$ -**	**$ 7,129,611**	**$ 7,129,611**	**$ 2,120,906**	**$ 9,250,517**

EM&V Unspent/Uncommitted Funds	Electric PGC	Electric Procurement	Total Electric	Gas	Total
2020	$ -	$ -	$ -	$ -	$ -
2018-2019	$ -	$ 275,338	$ 275,338	$ 77,659	$ 352,998
Total Pre-2021	**$ -**	**$ 275,338**	**$ 275,338**	**$ 77,659**	**$ 352,998**

Program Unspent/Uncommitted Funds	Electric PGC	Electric Procurement	Total Electric	Gas	Total
2020	$ -	$ 657,743	$ 657,742.50	$ 295,507.50	$ 953,250
2018-2019	$ -	$ 6,196,531	$ 6,196,531	$ 1,747,739	$ 7,944,270
Total Pre-2021	**$ -**	**$ 6,854,273**	**$ 6,854,273**	**$ 2,043,247**	**$ 8,897,520**

New/Existing Program #	Discontinued Program #	Main Program Name / Sub-Program Name	2020 Budget Spent as of 07/31/2020	2021 Proposed Budget	2021 Budget Offset (Expected 2020 Unspent/Uncommitted and Any Remaining Pre-2020 Unspent/Uncommitted Funding)	2021 Funds Requested	Program Type	New Business Sector
XXX000		**Residential Energy Efficiency Programs Total**	$ 6,478,689	$ 18,245,672	$ 670,500	$ 17,575,172		
BAYREN02		Multifamily	$ 2,155,385	$ 6,516,250	$ 75,000	$ 6,441,250	Core-SW	
BAYREN04		Water/Energy Nexus (Water Upgrades $ave)	$ 544,737	$ 1,473,420	$ 65,500	$ 1,407,920	Core-SW	
BAYREN07		Green Labeling	$ 472,450	$ 1,079,750	$ 30,000	$ 1,049,750	Core-SW	
BAYREN08		Single Family	$ 3,306,117	$ 9,176,252	$ 500,000	$ 8,676,252	Core-SW	
XXX000		**Commercial Programs Total**	$ 654,903	$ 3,692,226		$ 3,692,226		
BAYREN06		Commercial	$ 654,903	$ 3,692,226	$ -	$ 3,692,226	Core-SW	
XXX000		**Agricultural Programs Total**						
XXX000		**Industrial Programs Total**						
XXX000		**Lighting Programs Total**						
XXX000		**Codes & Standards Programs Total**	$ 749,602	$ 1,973,650	$ 282,750	$ 1,690,900		
BAYREN03		Codes and Standards	$ 749,602	$ 1,973,650	$ 282,750	$ 1,690,900	Core-SW	
XXX000		**Emerging Technologies Programs Total**						
XXX000		**Workforce Education & Training Programs Total**						
XXX000		**Statewide DSM Coordination & Integration Program Total**						
XXX000		**Financing Programs Total**						
	BayREN04	Property Assessed Clean Energy (PACE)	$ -	$ -	$ -	$ -		
	BayREN04	Pay As You Save (PAYS)	$ -	$ -	$ -	$ -		
	BayREN04	Multifamily Capital Advance (MFCAP)	$ -	$ -	$ -	$ -		
XXX000		**Third-Party Programs (Competitvely Bid) Total**						
XXX000		**Residential Third Party Programs Subtotal**						
XXX000		**Commercial Third Party Programs Subtotal**						
XXX000		**Agricultural Third Party Programs Subtotal**						
XXX000		**Industrial Third Party Programs Subtotal**						
XXX000		**Workforce Education & Training Third Party Programs Subtotal**						
XXX000		**Government Partnership Programs Total**						
N/A		**Other Programs**						
		PA PROGRAM TOTAL	**$ 7,883,195**	**$ 23,911,548**	**$ 953,250**	**$ 22,958,298**		
3281		**EM&V (PA & CPUC Portions) Total**						
72.5%		EM&V - CPUC						
27.5%		EM&V - PA	$ 91,699	$ 260,065	$ -	$ 260,065	EM&V	
		PA TOTAL with EM&V						
		Unallocated Authorized Funding (2016)						
		Non Utility Program						
		TOTAL PA EE PORTFOLIO	**$ 7,974,893**	**$ 24,171,613**	**$ 953,250**	**$ 23,218,363**		
		ME&O & ESA						
3259		ME&O[2]		$ 1,905,615				
		ESA[5]						
XXX000		**Financing Programs[3] Total**						

1. 2018 EE Budgets as filed in November 2017 Advice Letter 3111-E-A/2607-G-A (2018 ABAL).
2. ME&O requested budget for 2020 per AL 3125-E/2615-G
3. SDG&E Administrative cost is per AL 3451-E-A/2818-G
4 SDG&E reorganized its programs to match the new Business Plan Sectors.

PA Name: Bay Area Regional Energy Network (BayREN)
Budget Year: 2021

Table 5 - Total 2021 Requested and 2017-2020 Revenue Collected ($000)

Category (2017-20 Authorized[1] and 2021 Request)	Electric Demand Response Funds	Electric Energy Efficiency Funds	Natural Gas Public Purpose Funds	Total Energy Efficiency Funds
2017 Program Funds - Utility		$ -	$ -	$ -
2017 Program Funds - REN		$ 13,891	$ 2,646	$ 16,537
2017 Program Funds - CCA		$ -	$ -	$ -
2017 EM&V		$ 155	$ 34	$ 189
2017 Annualized Total		**14,046**	**2,680**	**16,726**
2018 Program Funds - Utility		$ -	$ -	$ -
2018 Program Funds - REN		$ 15,916	$ 3,032	$ 18,948
2018 Program Funds - CCA		$ -	$ -	$ -
2018 EM&V		$ 217	$ 41	$ 258
2018 Annualized Total		**16,133**	**3,073**	**19,206**
2019 Program Funds - Utility		$ -	$ -	$ -
2019 Program Funds - REN		$ 17,997	$ 5,076	$ 23,072
2019 Program Funds - CCA		$ -	$ -	$ -
2019 EM&V		$ 206	$ 58	$ 264
2019 Annualized Total		**18,203**	**5,134**	**23,337**
2020 Program Funds - Utility		$ -	$ -	$ -
2020 Program Funds - REN		$ 15,720	$ 7,062	$ 22,782
2020 Program Funds - CCA		$ -	$ -	$ -
2020 EM&V		$ 187	$ 84	$ 271
2020 Annualized Total		**15,907**	**7,146**	**23,053**
2021 Program Funds - Utility		$ -	$ -	$ -
2021 Program Funds - REN		$ 16,499	$ 7,413	$ 23,912
2021 Program Funds - CCA		$ -	$ -	$ -
2021 EM&V		$ 179	$ 81	$ 260
2021 Annualized Total		**16,678**	**7,493**	**24,172**

1 Authorized budget excludes reductions from past unspent funds, carryover and is consistent with funding approved in D. 09-09-047, D. 12-11-015, D.14-10-046 and D.15-10-028.

PA Name: Bay Area Regional Energy Network (BayREN)
Budget Year: 2021

Table 6 - Committed Energy Efficiency Program Funding - Funds Not Yet Spent as of 7/31/2020*

Accrued funds not yet spent ($000). Category	Electric Procurement Funds	Natural Gas Public Purpose Funds	Total
2017 to date EM&V Funds			$0
2017 to date Program Funds - Utility			$0
2017 to date Program Funds - REN			$0
2017 to date Program Funds - CCA			$0
2018 to date EM&V Funds			$0
2018 to date Program Funds - Utility			$0
2018 to date Program Funds - REN			$0
2018 to date Program Funds - CCA			$0
2019 to date EM&V Funds	$0	$0	$0
2019 to date Program Funds - Utility	$0	$0	$0
2019 to date Program Funds - REN	$0	$0	$0
2019 to date Program Funds - CCA	$0	$0	$0
2020 to date EM&V Funds	$0	$0	$0
2020 to date Program Funds - Utility	$0	$0	$0
2020 to date Program Funds - REN	$0	$0	$0
2020 to date Program Funds - CCA	$0	$0	$0

***As of 7/31/20, no accrued expenses**

PA Name: Bay Area Regional Energy Network (BayREN)
Budget Year: 2021

Table 7 - 2020 Authorized and Spent/Unspent Detail

Authorized, spent and unspent program funds (excludes EM&V) ($000) Category	Electric Procurement Funds	Natural Gas Public Purpose Funds	Total
2020 Annualized Authorized Program Budget	**$ 15,907**	**$ 7,146**	**$ 23,053**
2020 Actual Spent[1]	**$ 5,503**	**$ 2,472**	**$ 7,975**
2020 Unspent	**$ 10,404**	**$ 4,674**	**$ 15,078**
2020 Committed funds[2]	**$ 896**	**$ 402**	**$ 1,298**
2020 Unspent/uncommitted - estimated available for 2021[3]	**$ 9,508**	**$ 4,272**	**$ 13,780**

[1.] Actual spent means funds expensed, including accruals and payments made on previous year commitments as of July 31, 2020.
[2.] 2020 Commitments funds as of July 2020.
[3.] Funds to be amortized in 2021 rates.

PA Name: Bay Area Regional Energy Network (BayREN)
Budget Year: 2021

Tab Not Applicable to BayREN (non-IOU PA)

(Col D)*(IOU 'Electric Proportional Share' from INPUT TABLE) + [(1-Col D)*(IOU 'Gas Proportional Share' from INPUT TABLE)]

Col E * [Col A * (Col C months remain/12)] | Col F * [Col A * (Col C months remain/12)] | Col G * [Col A * (Col C months remain/12)] | Col H * [Col A * (Col C months remain/12)] | Col E * [Col B * (Col C months remain/12)] | Col F * [Col B * (Col C months remain/12)] | Col G * [Col B * (Col C months remain/12)] | Col H * [Col B * (Col C months remain/12)] | Col B * Col E | Col B * Col F | Col B * Col G | Col B * Col H

		Col A	Col B	Col C	Col D	Col E	Col F	Col G	Col H												
Statewide Program*	**Lead IOU**	**2020 Program Budget (Total for all contributing IOUs)****	**2021 Program Budget (Total for all contributing IOUs)****	**Expected or Actual Launch Date (MM/YYYY)*****	**Percent Electric**	**Combined (Electric & Gas) Proportional Contribution per Load-Share** (Target share. Actual funding may be within +/-20%)				**2020 Progam Budget by IOU****				**2021 Progam Budget by IOU****				**Annual Budget After Launch**			
						PG&E	**SDG&E**	**SCE**	**SCG**	**PG&E**	**SDG&E**	**SCE**	**SCG**	**PG&E**	**SDG&E**	**SCE**	**SCG**	**PG&E**	**SDG&E**	**SCE**	**SCG**
Workforce education, and training: Career and workforce readiness	PG&E																				
Res New Construction																					
NonRes New Construction																					
Codes and Standards Advocacy																					
Institutional Partnerships, DGS & Dept of Corrections																					
WE&T K-12 Connections																					
Water/wastewater pumping	SCE																				
Lighting (Upstream)																					
ETP, electric																					
Institutional Partnerships, UC/CSU/CCC																					
ETP, gas	SCG																				
Food Service POS																					
Midstream Comm Water Heating																					
Res HVAC QI/QM	SDG&E																				
Plug Load and Appliance																					
Upstream HVAC (Comm + Res)																					
Total																					

*Modify rows as needed to reflect consolidation or division of a program category per solicitation approach or contracts. Ultimately there should be one line per executed 3P contract.
**The budget is proportional to the anticipated launch date of the program.
***Launch date assumes that the signed contracts filed via AL are approved by ED in 90-days, where applicable.

BP Decision (D.18-05-041): OP 23. The 25 percent requirement for statewide funding articulated in D.16-08-019 shall be calculated as a proportion of the utility program administrator's total portfolio budget, including evaluation, measurement, and verification funding, but excluding funding allocated to other program administrators for other (non-statewide) programs. The percentage requirement for statewide program funding for the Southern California Gas Company shall be reduced to 15 percent, but remain 25 percent for the other utility program administrators consistent with D.16-08-019.

INPUT TABLE: DO NOT MODIFY

IOU	Percent PPP Electric	Percent PPP Gas	Electric Proportional Share	Gas Proportional Share
PG&E	80%	20%	44.4%	50.4%
SDG&E	90%	10%	15.5%	7.8%
SCE	100%	0%	40.1%	0.0%
SoCalGas	0%	100%	0.0%	41.8%

PA Name: Bay Area Regional Energy Network (BayREN)
Budget Year: 2021 **Tab Not Applicable to BayREN (non-IOU PA)**

Sector	Program Year (PY) 2000 Budget	[PA NAME] PY2020 FORECAST ENERGY		
		forecast kWh	forecast kW	forecast therms (MM)
Residential				
Commercial				
Industrial				
Agriculture				
Emerging Tech				
Public				
WE&T				
Finance				
OBF Loan Pool				
IOU Subtotal (does not include ESA savings)				
CPUC Savings Goal (w/o C&S)				
Forecast savings as % of CPUC Savings Goal (w/o C&S)				
Codes and Standards				
IOU EM&V				
IOU PY Spending Budget Request[1]				
(LESS) IOU Uncommitted and Unspent Carryover Balance[2]				
IOU PY Budget Recovery Request[3]				
IOU Authorized PY Budget Cap (D.18-05-041)				
Total PA (IOU+CCAs+RENs) PY Recovery Budget[5]				
IOU Forecast PY TRC (No Codes & Standards)				
IOU Forecast PY PAC (No Codes & Standards)				

For reference only

REN EM&V PY Budget	
CCA EM&V PY Budget	
EM&V PY PA Budget total	

[1] This is amount by which Statewide 25% requirement will be measured, and what the IOU intends to spend in the PY, including carryovers.

[2] The balance of unspent uncommitted must reflect the total unspent uncommitted starting Jan 1 2018 through Dec 31 of current year (PY-1). Because each ABAL is filed in Q3, this unspent uncommitted amount will be an estimate for the year in which the ABAL is filed.

[3] The amount of funds to be collected (budget recovery) for the Program Year - Line 19 less line 20

[4] Add a separate row for each REN or CCA

[5] Line 25 is a mix of budget spending and budget recovery for all PAs in the IOU service area

PA Name: Bay Area Regional Energy Network (BayREN)
Budget Year: 2021

Sector	Program Year 2021 Budget	BayREN FORECAST ENERGY SAVINGS Forecast GWh	Forecast kW	Forecast MM therms
Residential	$18,245,672	7.77	240	0.13
Commercial	$3,692,226	5.11	672	0.02
Industrial				
Agriculture				
Emerging Tech				
Public				
Codes and Standards	$1,973,650	n/a	n/a	n/a
WE&T				
Finance				
OBF Loan Pool				
Subtotal	$23,911,548	12.88	912	0.15
PA Savings Target per PY 2019 ABAL True-up		8.35	1042.58	0.24
% of Savings Target		154%	87%	64%
BayREN EM&V	$260,065			
Total BayREN 2021 Spending Budget	$24,171,613			
Uncommitted and Unspent Carryover Balance*	$9,250,517			
Total BayREN 2021 Budget Recovery Request	$23,218,363			
Authorized 2021 Budget Cap (D.18-05-041)	$23,216,000			

Forecast 2021 TRC	0.34
Forecast 2021 PAC	0.45

***In 2020, invoicing terms were changed and ABAG now receives quarterly advances from PG&E. Of BayREN's Uncommitted and Unspent Carryover Balance, only the 2020 program cycle projected unspent funds balance ($953,250) is paid in advance and applicable to the budget recovery request. The remainder ($8,297,267) is associated with prior program cycles under a time and materials reimbursable contract and were not invoiced nor paid and, therefore, do not impact the budget recovery request.**

[1] Total proposed program year budget spending, including uncommitted unspent carryover

[2] The balance of unspent uncommitted must reflect the total unspent uncommitted starting Jan 1 2019 through Dec 31 of current year (PY-1). Because

[3] Amount of funds to be collected for the Program Year - Line 18 less Line 19

PA Name: Bay Area Regional Energy Network (BayREN)
Budget Year: 2021

Tab Not Applicable to BayREN (non-IOU PA)

2021 Energy Efficiency Cap And Target Expenditure Projections							
		Expenditures			Cap & Target Performance		
Line	Budget Category	Non-Third Party Qualifying Costs (including PA costs and old-definition 3P/GP contracts that don't meet the new definition)	Third Party Qualifying Costs [2] (including SW)	Total Portfolio	Percent of Budget	Cap %	Target %
1	**Administrative Costs**						
2	IOU [1]					**10.0%**	
3	Third Party & Partnership [2]						**10.0%**
4	Target Exempt Programs [3]						
5	**Marketing and Outreach Costs [4]**						
6	Marketing & Outreach						**6.0%**
7	Statewide Marketing & Outreach [5]						
8	**Direct Implementation Costs**						
9	Direct Implementation (Incentives and Rebates)						
10	Direct Implementation (Non Incentives and Non Rebates)						**20.0%**
11	Direct Implementation Target Exempt Programs [3]						
12	**EM&V Costs (Investor Owned Utilities & Energy Division) [6,7]**					**4.0%**	
13	**Total [8]**						
14	**2021 Proposed Budget**						
15	**Third-Party Implementer Contracts (as defined per D.16-08-019, OP 10)**						

Notes:

1. 10% cap requirement based on D. 09-09-047 is set for IOU only.

2. New Third party program definition per D.16-08-019, OP 10. For Row 3 of this table, the "Third Party & Partnership" administrative costs under the "Non-Third Party Qualifying Costs" column are costs for programs that met the old Third Party definition prior to the transition to the new third party definition.

3. Target Exempt Programs are Non-Resource Programs which include: Emerging Technologies, Workforce Education & Training, Strategic Energy Resources (SER) program, 3P Placeholder for Public LGPs, and Codes & Standards programs (excluding Building Codes Advocacy, Appliance Standards Advocacy and National Standards Advocacy).

4. Statewide Marketing & Outreach (SW ME&O) is excluded from the Marketing and Outreach cost target calculation per D.13-12-038, at p. 82.

5. Statewide ME&O budgets for October 2019 through 2021 were requested in Advice Letter 4098-G/5544-E and supplements, and are pending approval. The amount in Line 7 represents the portion allocated to EE.

6. EM&V costs include only PG&E's IOU EM&V budget.

7. The EM&V percentage is based on PG&E's total programs budget of $X, which excludes SWME&O, BayREN, MCE and 3C-REN. This is the Total in line 13, minus SWME&O in line 7.

8. As directed in the Energy Efficiency Policy Manual Version 5 July 2013, page 92, this total includes SW ME&O and excludes BayREN, MCE, and 3C-REN budgets and is the denominator used to calculate the Admin, Marketing, and Direct Implementation Non-Incentives percentages.

9. PG&E's 2021 Proposed Budget of $X excludes SWME&O budget of $X and includes BayREN, MCE and 3C-REN budgets of $X, $X and $X respectively. BayREN, MCE, and 3C-REN budgets are based on their 2020 ABAL approved budgets and uses 45.6% of 3C-REN's budget for PG&E's portion.

10. PG&E's percentage for Third-Party Implementer Contracts uses $X as its denominator, which is PG&E's IOU Subtotal, excluding EM&V, SWME&O, BayREN, MCE, and 3C-REN. This is the Total in line 13 minus, minus SWME&O in line 7 and minus EM&V Costs in line 12.

11. PG&E's Third-Party Implementer Contracts (as defined per D.16-08-019, OP 10) includes third-party contract and incentive budgets and statewide qualifying contract and incentive budgets.

PA Name: Bay Area Regional Energy Network (BayREN)
Budget Year: 2021
FUNCTION DEFINITIONS

Aggregated Category	Definition	Functional Category	Detailed Definition
Policy, Strategy, and Regulatory Reporting Compliance	Includes policy, strategy, compliance, audits and regulatory support	Planning & Compliance	DSM Goal Planning; lead legislative review/positioning; policy support on reg proceedings; portfolio optimization; end use-market strategy; DSM lead for PRP, DRP, ES; locational targeting; audit support; SOX certifications; developing control plans; developing action plans; continuous monitoring; inspections; program/product QA/QC; decision compliance oversight/tracking; data requests; policies & procedures
		Company Regulatory Support	Case management for EE proceedings
Program management	Includes labor, contracts, admin costs for program design, program implementation, product and channel management for all sectors	Program Management & Delivery	Market Segment & Locational Resource programs; Business Core & Finance Programs; Large Power DR Programs; Non-Res HVAC & Technical Services; Program Integration & Optimization; Residential EE & DR Programs (incl. Res HVAC QI); IQP & Economic Assistance Programs; Mass Market DR Programs; Education & Information Products & Services; Energy Leader Partnerships; Institutional & Federal Partnerships; REN Coordination; Strategic Plan Support; Energy/Water Program Mgt; Service Level Agreement Tracking
		Product Management	Manage end-to-end new products and services (P&S) intake, evaluation, and launch process; develop and facilitate P&S governance teams, coordination of all sub-process owners, stakeholders, and technical resources required to evaluate and launch new products; evaluate and launch new services and OOR opportunities; develop external partnerships & strategic alliances; work with various companies and associations to help advance standards, products, and tech.; work with external experts to help reduce SCE costs to deliver new prog. and products; develop and launch new customer technologies, products, services for residential and business customers; conduct customer pilots of new technologies and programs; lead customer field demonstrations of new technologies and products; align new P&S to savings programs/incentives; develop new programs/incentives in support of savings goals
		Channel Management	
		Contract Management	Budget forecasting, spend tracking, invoice processing, and contract management with vendors and suppliers; Regulatory support for ME&O activities
Engineering Services	Includes engineering, project management, and contracts associated with workpaper development and pre/post sales project technical reviews and design assistance	Custom project support	Management of Emerging Products projects; Customized reviews; LCR/RFO support; Ex-ante review management; Technical policy support; Technical assessments; Workpapers; Tool development; End use subject matter expertise
		Deemed workpapers	
		Project management	
Customer Application/Rebate and Incentive Processing	Costs associated with application management and rebate and incentive processing (deemed and custom)	Rebate & Application Processing	
Inspections	Costs associated with project inspections	Inspections	
Portfolio Analytics	Includes analytics support, including internal performance reporting and external reporting	Data analytics	Data development for programs, products and services; Standard and ad hoc data extracts for internal and external clients ; Database management; CPUC, CAISO reporting; Data reconciliation; E3 support ; Compliance filing support; Funding Oversight; ESPI support; Program Results Data & Performance
EM&V	EM&V expenditures	EM&V Studies	Program and product review; manage evaluation studies
		EM&V Forecasting	EE lead for LTPP and IEPR; market potential study; integration w/ procurement planning; CPUC Demand Analysis Working Group
ME&O	Costs associated with utility EE marketing; no statewide; focus on outsourced portion	Marketing	Customer Programs, Products, and Services Marketing; Digital Product Development; Digital Content & Optimization
		Customer insights	Voice of the Customer; Customer satisfaction study measurement and analysis (JD Power, SDS); Customer testing/research
Account Management / Sales	Costs associated with account rep energy efficiency sales functions	Account Management	
IT	IT project specific costs and regular O&M	IT - project specific	Projects and minor enhancements. Includes project management/business integration ("PMO/BID"). Excluded: maintenance (which SCE defines as when something goes down, normal batch processing, verifying interfaces, etc.).
		IT - regular O&M	
Call Center	Costs associated with call center staff fielding EE program questions	Call Center	
Incentives	Costs of rebate and incentive payments to customers	Incentives	

PA Name: Bay Area Regional Energy Network (BayREN)
Budget Year: 2021
PORTFOLIO SUMMARY

	2019 EE Portfolio Expenditures ($Million)				2021 EE Portfolio Budget ($Million)				2019 EE Portfolio Savings			2021 EE Portfolio Forecasted Savings		
Sector	Labor	Non-Labor (excl. Incentives)	Incentives	Total	Labor	Non-Labor (excl. Incentives)	Incentives	Total	KWH	KW	MTHERMS	KWH	KW	MTHERMS
Residential	$ 0.69	$ 7.35	$ 9.01	$ 17.04	$ 0.59	$ 7.77	$ 8.41	$ 16.77	2,005,923	333	0.25	7,765,036	240	0.13
Commercial	$ 0.06	$ 0.64	$ -	$ 0.70	$ 0.08	$ 1.91	$ 1.70	$ 3.69	-	-	-	5,111,000	672	0.02
Agricultural	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	-	-	-	-	-	-
Industrial	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	-	-	-	-	-	-
Public (GP)	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	-	-	-	-	-	-
Cross Cutting*	$ 0.35	$ 1.87	$ -	$ 2.22	$ 0.47	$ 2.98	$ -	$ 3.45	-	-	-	-	-	-
Total Sector Budget	$ 1.10	$ 9.86	$ 9.01	$ 19.97	$ 1.14	$ 12.66	$ 10.11	$ 23.91	2,005,923	333	0.25	12,876,036	912	0.15
EM&V-PA	$ -	$ 0.15	$ -	$ 0.15	$ -	$ 0.26	$ -	$ 0.26						
EM&V-ED	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -						
OBF - Loan Pool**	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -						
EE Total***	1.10	10.01	9.01	20.12	1.14	12.92	10.11	24.17						

* Cross Cutting Sector includes Codes & Standards, Water/Energy Nexus, Emerging Technologies, Workforce Education & Training, OBF admin and 365 IDEA for 2018 only.
** For SDG&E and SCG the loan pool is not part of the authorized EE portoflio budget and is collected and tracked trhough a separate balancing account.
***Rounding Differences

A. → Attachment-A, Question C.8¶

"Present a single table summarizing energy savings targets, and expenditures by sector (for the six specified sectors). This table should enable / facilitate assessment of relative contributions of the sectors to savings targets, and relative cost-effectiveness."¶

¶

- → TURN and ORA invite the PAs to propose a common table format for this information. We don't have anything specific in mind.¶
- → Additionally, include a brief description of the method used by the PA to estimate the costs presented in the C.8 Table. ¶

¶

PA Name: Bay Area Regional Energy Network (BayREN)
Budget Year: 2021
PORTFOLIO STAFFING

Functional Group	2018 EE Portfolio FTE (2)	2020 EE Portfolio FTE (2)
Policy, Strategy, and Regulatory Reporting Compliance	1.2	1.9
Program Management	2.1	2.6
Engineering Services	-	-
Customer Application/Rebate/Incentive Processing	-	-
Customer Project Inspections	-	-
Portfolio Analytics (1)	-	-
EM&V	-	-
ME&O (Local)	-	-
Account Management / Sales	-	-
IT	-	-
Call Center	-	-
Total	3.3	4.5

Notes:
(1) SDG&E does not have a Portfolio Analystics group. Each group performas their own analytics.
(2) FTE is equal to productive labor of 1788 hour per year.

A. → Narrative·description·of·in-house·departments/organizations·supporting·the·PA's·EE·portfolio¶

¶

- → Functions·conducted·by·each·department/organization¶
- → Management·structure·and·org·chart¶
- → Staffing·needs·by·department/organization,·including·current·and·forecast·for·2018,·as·well·as·a·description·of·what·changes·are·expected·in·the·near·term·(2019-2020)·or·why·it's·impossible·to·predict·beyond·2018,·if·that's·the·PA's·position.¶
- → Non-program·functions·currently·performed·by·contractors·(e.g.·advisory·consultants),·as·well·as·a·description·of·what·changes·are·expected·in·the·near·term·(2019-2020)·or·why·it's·impossible·to·predict·beyond·2018,·if·that's·the·PA's·position.¶
- → Anticipated·drivers·of·in-house·cost·changes·by·department/organization¶
- → Explanation·of·method·for·forecasting·costs¶

¶
¶

B. → Table·showing·PA·EE·headcount·by·department/organization¶

¶

- → TURN·and·ORA·like·this·example,·taken·from·testimony·PG&E's·2017·GRC·addressing·its·Energy·Procurement·department.··We·would·be·looking·for·2016·or·2017·"recorded"·positions,·depending·on·what's·most·appropriate·for·the·PA,·or·both,·if·that·provides·the·most·clarity.··For·forecast·years,·we'd·want·at·least·2018.¶

PA Name: Bay Area Regional Energy Network (BayREN)
Budget Year: 2021
RESIDENTIAL BUDGET DETAIL

Sector	Cost Element	Functional Group	2018 EE Portfolio Expenditures ($Million)	2020 EE Portfolio Budget ($Million)
Residential	Labor(1)	Policy, Strategy, and Regulatory Reporting Compliance	$ 0.181	$ 0.156
		Program Management	$ 0.505	$ 0.434
		Engineering services	$ -	$ -
		Customer Application/Rebate/Incentive Processing	$ -	$ -
		Customer Project Inspections	$ -	$ -
		Portfolio Analytics	$ -	$ -
		ME&O (Local)	$ -	$ -
		Account Management / Sales	$ -	$ -
		IT	$ -	$ -
		Call Center	$ -	$ -
	Labor Total		$ 0.686	$ 0.590
	Non-Labor	Third-Party Implementer (as defined per D.16-08-019, OP 10)	$ -	$ -
		Local/Government Partnerships Contracts (3)	$ -	$ -
		Other Contracts	$ -	$ -
		Program Implementation	$ 7.190	$ 7.605
		Policy, Strategy, and Regulatory Reporting Compliance	$ 0.158	$ 0.167
		Program Management	$ -	$ -
		Engineering services	$ -	$ -
		Customer Application/Rebate/Incentive Processing	$ -	$ -
		Customer Project Inspections	$ -	$ -
		Portfolio Analytics	$ -	$ -
		ME&O (Local)	$ -	$ -
		Account Management / Sales	$ -	$ -
		IT (4)	$ -	$ -
		Call Center	$ -	$ -
		Facilities	$ -	$ -
		Incentives--(PA-implmeneted and Other Contracts Program Implementation) Programs	$ 9.011	$ 8.411
		Incentives--Third Party Program (as defined per D.16-08-019, OP 10)	$ -	$ -
	Non-Labor Total		$ 16.358	$ 16.182
Residential Total			$ 17.045	$ 16.772
	Other (collected through GRC) (2)	Labor Overheads	$ -	$ -

Notes:
(1) Labor costs are already loaded with (state loaders covered by EE)
(2) These costs are collected through GRC D.16-06-054
(3) LGP contracts that directly support the sector is included/not included in this item
(4) IT Costs are included in " Policy, Strategy, and Regulatory Reporting Compliance".

C. → Table showing costs by functional area of management structure

- Expenses broken out into labor, non-labor O&M (with contract labor identified)
- Identify any capital costs

B. → Attachment-A, Question C.9

"Using a common budget template developed in consultation with interested stakeholders (hopefully agreed upon at a "meet and confer" session), display how much of each year's budget each PA anticipates spending "in-house" (e.g., for administration, non-outsourced direct implementation, other non-incentive costs, marketing), by sector and by cross-cutting program."

- TURN and ORA invite the PAs to propose a common table format for this information. We don't have anything specific in mind.
- Additionally, include a brief description of the method used by the PA to estimate the costs presented in the C.9 Table.

PA Name: Bay Area Regional Energy Network (BayREN)
Budget Year: 2021
COMMERCIAL BUDGET DETAIL

Sector	Cost Element	Functional Group	2018 EE Portfolio Expenditures ($Million)	2020 EE Portfolio Budget ($Million)
Commercial	Labor(1)	Policy, Strategy, and Regulatory Reporting Compliance	$ 0.026	$ 0.033
		Program Management	$ 0.036	$ 0.047
		Engineering services	$ -	$ -
		Customer Application/Rebate/Incentive Processing	$ -	$ -
		Customer Project Inspections	$ -	$ -
		Portfolio Analytics	$ -	$ -
		ME&O (Local)	$ -	$ -
		Account Management / Sales	$ -	$ -
		IT	$ -	$ -
		Call Center	$ -	$ -
	Labor Total		$ 0.062	$ 0.080
	Non-Labor	Third-Party Implementers Contracts (as defined per D.16-08-019, OP 10)	$ -	$ -
		Local/Government Partnerships Contracts (3)	$ -	$ -
		Other Contracts	$ -	$ -
		Program Implementation	$ 0.597	$ 1.778
		Policy, Strategy, and Regulatory Reporting Compliance	$ 0.045	$ 0.134
		Program Management	$ -	$ -
		Engineering services	$ -	$ -
		Customer Application/Rebate/Incentive Processing	$ -	$ -
		Customer Project Inspections	$ -	$ -
		Portfolio Analytics	$ -	$ -
		ME&O (Local)	$ -	$ -
		Account Management / Sales	$ -	$ -
		IT (4)	$ -	$ -
		Call Center	$ -	$ -
		Facilities	$ -	$ -
		Incentives--(PA-implmeneted and Other Contracts Program Implementation) Programs	$ -	$ 1.700
		Incentives--Third Party Program (as defined per D.16-08-019, OP 10)	$ -	$ -
	Non-Labor Total		$ 0.642	$ 3.612
Commercial Total (5)			$ 0.704	$ 3.692
	Other (collected through GRC) (2)	Labor Overheads	0	$ -

Notes:

(1) Labor costs are already loaded with (state loaders covered by EE)
(2) These costs are collected through GRC D.16-06-054
(3) LGP contracts that directly support the sector is included/not included in this item
(4) IT Costs are included in " Policy, Strategy, and Regulatory Reporting Compliance".
(5) Under the previous program categories the following programs were classified as Cross Cutting: 3P-IDEEA, Local-IDSM-ME&O-Local Marketing (EE), SW-IDSM-IDSM. These are included in Table 16 Cross Cutting.
These three programs are now classified as Commercial with the elimination of Cross Cutting programs.

C. → Table showing costs by functional area of management structure

- Expenses broken out into labor, non-labor O&M (with contract labor identified)
- Identify any capital costs

B. → Attachment-A, Question C.9

"Using a common budget template developed in consultation with interested stakeholders (hopefully agreed upon at a "meet and confer" session), display how much of each year's budget each PA anticipates spending "in-house" (e.g., for administration, non-outsourced direct implementation, other non-incentive costs, marketing), by sector and by cross-cutting program."

- TURN and ORA invite the PAs to propose a common table format for this information. We don't have anything specific in mind.
- Additionally, include a brief description of the method used by the PA to estimate the costs presented in the C.9 Table.

PA Name: Bay Area Regional Energy Network (BayREN)
Budget Year: 2021 **Tab Not Applicable to BayREN (no Industrial Programs)**
INDUSTRIAL BUDGET DETAIL

Sector	Cost Element	Functional Group	2018 EE Portfolio Expenditures ($Million)	2020 EE Portfolio Budget ($Million)
Industrial	Labor(1)	Policy, Strategy, and Regulatory Reporting Compliance		
		Program Management		
		Engineering services		
		Customer Application/Rebate/Incentive Processing		
		Customer Project Inspections		
		Portfolio Analytics		
		ME&O (Local)		
		Account Management / Sales		
		IT		
		Call Center		
	Labor Total			
	Non-Labor	Third-Party Implementers Contracts (as defined per D.16-08-019, OP 10)		
		Local/Government Partnerships Contracts (3)		
		Other Contracts		
		Program Implementation		
		Policy, Strategy, and Regulatory Reporting Compliance		
		Program Management		
		Engineering services		
		Customer Application/Rebate/Incentive Processing		
		Customer Project Inspections		
		Portfolio Analytics		
		ME&O (Local)		
		Account Management / Sales		
		IT (4)		
		Call Center		
		Facilities		
		Incentives--(PA-implmeneted and Other Contracts Program Implementation) Programs		
		Incentives--Third Party Program (as defined per D.16-08-019, OP 10)		
	Non-Labor Total			
Industrial Total				
	Other (collected through GRC) (2)	Labor Overheads		

Notes:
(1) Labor costs are already loaded with (state loaders covered by EE)
(2) These costs are collected through GRC D.16-06-054
(3) LGP contracts that directly support the sector is included/not included in this item
(4) IT Costs are included in " Policy, Strategy, and Regulatory Reporting Compliance".

C. → Table showing costs by functional area of management structure

- Expenses broken out into labor, non-labor O&M (with contract labor identified)
- Identify any capital costs

B. → Attachment-A, Question C.9

"Using a common budget template developed in consultation with interested stakeholders (hopefully agreed upon at a "meet and confer" session), display how much of each year's budget each PA anticipates spending "in-house" (e.g., for administration, non-outsourced direct implementation, other non-incentive costs, marketing), by sector and by cross-cutting program."

- TURN and ORA invite the PAs to propose a common table format for this information. We don't have anything specific in mind.
- Additionally, include a brief description of the method used by the PA to estimate the costs presented in the C.9 Table.

PA Name: Bay Area Regional Energy Network (BayREN)
Budget Year: 2021 **Tab Not Applicable to BayREN (no Agricultural Programs)**
AGRICULTURAL BUDGET DETAIL

Sector	Cost Element	Functional Group	2018 EE Portfolio Expenditures ($Million)	2020 EE Portfolio Budget ($Million)
Agricultural	Labor(1)	Policy, Strategy, and Regulatory Reporting Compliance		
		Program Management		
		Engineering services		
		Customer Application/Rebate/Incentive Processing		
		Customer Project Inspections		
		Portfolio Analytics		
		ME&O (Local)		
		Account Management / Sales		
		IT		
		Call Center		
	Labor Total			
	Non-Labor	Third-Party Implementers Contracts (as defined per D.16-08-019, OP 10)		
		Local/Government Partnerships Contracts (3)		
		Other Contracts		
		Program Implementation		
		Policy, Strategy, and Regulatory Reporting Compliance		
		Program Management		
		Engineering services		
		Customer Application/Rebate/Incentive Processing		
		Customer Project Inspections		
		Portfolio Analytics		
		ME&O (Local)		
		Account Management / Sales		
		IT (4)		
		Call Center		
		Facilities		
		Incentives--(PA-implmeneted and Other Contracts Program Implementation) Programs		
		Incentives--Third Party Program (as defined per D.16-08-019, OP 10)		
	Non-Labor Total			
Agricultural Total				
	Other (collected through GRC) (2)	Labor Overheads		

Notes:
(1) Labor costs are already loaded with (state loaders covered by EE)
(2) These costs are collected through GRC D.16-06-054
(3) LGP contracts that directly support the sector is included/not included in this item
(4) IT Costs are included in " Policy, Strategy, and Regulatory Reporting Compliance".

C. → Table showing costs by functional area of management structure

- → Expenses broken out into labor, non-labor O&M (with contract labor identified)
- → Identify any capital costs

B. → Attachment-A, Question C.9

"Using a common budget template developed in consultation with interested stakeholders (hopefully agreed upon at a "meet and confer" session), display how much of each year's budget each PA anticipates spending "in-house" (e.g., for administration, non-outsourced direct implementation, other non-incentive costs, marketing), by sector and by cross-cutting program."

- → TURN and ORA invite the PAs to propose a common table format for this information. We don't have anything specific in mind.
- → Additionally, include a brief description of the method used by the PA to estimate the costs presented in the C.9 Table.

PA Name: Bay Area Regional Energy Network (BayREN)
Budget Year: 2021 **Tab Not Applicable to BayREN (no Public Sector Programs)**
PUBLIC SECTOR BUDGET DETAIL

Sector	Cost Element	Functional Group	2018 EE Portfolio Expenditures ($Million)	2020 EE Portfolio Budget ($Million)
Public Sector	Labor(1)	Policy, Strategy, and Regulatory Reporting Compliance		
		Program Management		
		Engineering services		
		Customer Application/Rebate/Incentive Processing		
		Customer Project Inspections		
		Portfolio Analytics		
		ME&O (Local)		
		Account Management / Sales		
		IT		
		Call Center		
	Labor Total			
	Non-Labor	Third-Party Implementers Contracts (as defined per D.16-08-019, OP 10)		
		Local/Government Partnerships Contracts (3)		
		Other Contracts		
		Program Implementation		
		Policy, Strategy, and Regulatory Reporting Compliance		
		Program Management		
		Engineering services		
		Customer Application/Rebate/Incentive Processing		
		Customer Project Inspections		
		Portfolio Analytics		
		ME&O (Local)		
		Account Management / Sales		
		IT (4)		
		Call Center		
		Facilities		
		Incentives--(PA-implmeneted and Other Contracts Program Implementation) Programs		
		Incentives--Third Party Program (as defined per D.16-08-019, OP 10)		
	Non-Labor Total			
Public Sector Total				
	Other (collected through GRC) (2)	Labor Overheads		

Notes:
(1) Labor costs are already loaded with (state loaders covered by EE)
(2) These costs are collected through GRC D.16-06-054
(3) LGP contracts that directly support the sector is included/not included in this item
(4) IT Costs are included in " Policy, Strategy, and Regulatory Reporting Compliance".

C. → Table showing costs by functional area of management structure

- Expenses broken out into labor, non-labor O&M (with contract labor identified)
- Identify any capital costs

B. → Attachment-A, Question C.9

"Using a common budget template developed in consultation with interested stakeholders (hopefully agreed upon at a "meet and confer" session), display how much of each year's budget each PA anticipates spending "in-house" (e.g., for administration, non-outsourced direct implementation, other non-incentive costs, marketing), by sector and by cross-cutting program."

- TURN and ORA invite the PAs to propose a common table format for this information. We don't have anything specific in mind.
- Additionally, include a brief description of the method used by the PA to estimate the costs presented in the C.9 Table.

PA Name: Bay Area Regional Energy Network (BayREN)
Budget Year: 2021
CROSS -CUTTING BUDGET DETAIL

Sector	Cost Element	Functional Group	2018 EE Portfolio Expenditures ($Million)	2020 EE Portfolio Budget ($Million)
Cross Cutting	Labor(1)	Policy, Strategy, and Regulatory Reporting Compliance	$ 0.159	$ 0.214
		Program Management	$ 0.189	$ 0.256
		Engineering services	$ -	$ -
		Customer Application/Rebate/Incentive Processing	$ -	$ -
		Customer Project Inspections	$ -	$ -
		Portfolio Analytics	$ -	$ -
		ME&O (Local)	$ -	$ -
		Account Management / Sales	$ -	$ -
		IT	$ -	$ -
		Call Center	$ -	$ -
	Labor Total		$ 0.348	$ 0.470
	Non-Labor	Third-Party Implementers Contracts (as defined per D.16-08-019, OP 10)	$ -	$ -
		Local/Government Partnerships Contracts (3)	$ -	$ -
		Other Contracts	$ -	$ -
		Program Implementation	$ 1.624	$ 2.583
		Policy, Strategy, and Regulatory Reporting Compliance	$ 0.248	$ 0.394
		Program Management	$ -	$ -
		Engineering services	$ -	$ -
		Customer Application/Rebate/Incentive Processing	$ -	$ -
		Customer Project Inspections	$ -	$ -
		Portfolio Analytics	$ -	$ -
		ME&O (Local)	$ -	$ -
		Account Management / Sales	$ -	$ -
		IT(4)	$ -	$ -
		Call Center	$ -	$ -
		Facilities	$ -	$ -
		Incentives--(PA-implmeneted and Other Contracts Program Implementation) Programs	$ -	$ -
		Incentives--Third Party Program (as defined per D.16-08-019, OP 10)	$ -	$ -
	Non-Labor Total		$ 1.872	$ 2.977
Cross Cutting Total (5)			$ 2.219	$ 3.447
	Other (collected through GRC) (2)	Labor Overheads	0	$ -

Notes:

(1) Labor costs are already loaded with (state loaders covered by EE)
(2) These costs are collected through GRC D.16-06-054
(3) LGP contracts that directly support the sector is included/not included in this item
(4) IT Costs are included in " Policy, Strategy, and Regulatory Reporting Compliance".
(5) Under the previous program categories the following programs were classified as Cross Cutting: 3P-IDEEA, Local-IDSM-ME&O-Local Marketing (EE), SW-IDSM-IDSM. These are included in Table 16 Cross Cutting.
These three programs are now classified as Commercial with the elimination of Cross Cutting programs.

C. → Table showing costs by functional area of management structure

- → Expenses broken out into labor, non-labor O&M (with contract labor identified)
- → Identify any capital costs

B. → Attachment-A, Question C.9

"Using a common budget template developed in consultation with interested stakeholders (hopefully agreed upon at a "meet and confer" session), display how much of each year's budget each PA anticipates spending "in-house" (e.g., for administration, non-outsourced direct implementation, other non-incentive costs, marketing), by sector and by cross-cutting program.""

- → TURN and ORA invite the PAs to propose a common table format for this information. We don't have anything specific in mind.
- → Additionally, include a brief description of the method used by the PA to estimate the costs presented in the C.9 Table.

PA Name: Bay Area Regional Energy Network (BayREN)
Budget Year: 2021

Comments	Spreadsheet Index	PA	AttA Page	AttA Order	Method Code	Units of Measurement	Metric Type	Metric/ Indicator	Business Plan Att A Description	Metric	Sector	Baseline Year	Baseline Numerator	Baseline Denominator	Actual 2016	Actual 2017	Actual 2018	Short Term Target 2018	Short Term Target 2019	Short Term Target 2020	Mid Term Target (2021-2023) Cumulative	Long Term Target (2024-2025) Cumulative	Methodology	Key Definitions	Proxy Explanation
Proposed Modification to Metric from D18-05-041 Attachment A, applicable to RENs	1	BayREN	A11	CS6R	1	Percent	Compliance Improvement	Metric	The percentage increase in closed permits for building projects triggering energy code compliance within participating jurisdictions	The percentage increase in closed permits for building projects triggering energy code compliance within participating jurisdictions	Codes & Standards (CS)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	In 2019, BayREN explored potential options to evaluate permit closure rates and determined that this metric is difficult to measure in an efficient way. BayREN is proposing the removal of this metric through the 2021 Annual Budget Advice Letter in consultation with Commission staff. Details are in the 2019 Annual Report.		
Revised Indicator from D18-05-041 Attachment A, applicable to RENs	2	BayREN	A11	CS6Ri	1	Count	Compliance Improvement	Indicator	Number of organizations with staff participating in an Energy Policy Forum	Number and percent of jurisdictions with staff participating in an Energy Policy Forum	Codes & Standards (CS)	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	Number of organizations with staff attending Codes & Standards Energy Policy Forums		
Revised Indicator from D18-05-041 Attachment A, applicable to RENs	3	BayREN	A11	CS6Ri	1	Percent	Compliance Improvement	Indicator	Percent of jurisdictions with staff participating in an Energy Policy Forum	Number and percent of jurisdictions with staff participating in an Energy Policy Forum	Codes & Standards (CS)	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	Numerator: Number of City or County local government jurisdictions participating in a Forum; Denominator: Number of City of County local government jurisdictions in BayREN territory (109)		
Revised Indicator from D18-05-041 Attachment A, applicable to RENs	4	BayREN	A11	CS6Ri	2	Count	Compliance Improvement	Indicator	Number of organizations directly engaged in Codes & Standards activities	Number and percent of jurisdictions receiving Energy Policy technical assistance.	Codes & Standards (CS)	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	Number of organizations attending Codes & Standards Energy Policy Forums, trainings, or other activities		
Revised Indicator from D18-05-041 Attachment A, applicable to RENs	5	BayREN	A11	CS6Ri	2	Percent	Compliance Improvement	Indicator	Percent of jurisdictions directly engaged in Codes & Standards activities	Number and percent of jurisdictions receiving Energy Policy technical assistance.	Codes & Standards (CS)	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	Number of City or County local government jurisdictions in the Bay Area receiving energy policy technical assistance		
Revised Indicator from D18-05-041 Attachment A, applicable to RENs	6	BayREN	A11	CS6Ri	3	Count	Compliance Improvement	Indicator	Buildings receiving enhanced code compliance support	Buildings receiving enhanced code compliance support and delivering compliance data to program evaluators	Codes & Standards (CS)	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	Number of buildings that received enhanced compliance support		
Proposed Indicator for D18-05-041 Attachment A, applicable to RENs	7	BayREN	A11	CS6Ri	2	Count	Compliance Improvement	Indicator	Total number of attendees participating in an Energy Policy Forum	Total number of attendees participating in an Energy Policy Forum	Codes & Standards (CS)	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	Number of attendees participating in an Energy Policy Forum		
BayREN Value Metric (BVM) are new indicators and are in addition to the compliance metrics in D.18-05-041. There are 3 value metric categories. BVM1 is building organizational infrastructure. BVM2 is obtaining energy savings by supporting local difficult to serve population. BVM3 is testing innovative solutions.	8	BayREN	NA	NA	BVM1	Count	BayREN Value Metric	Indicator	Jurisdictions adopt and implement energy policies and reach codes	Number of jurisdictions that adopt and implement reach codes or energy policies	Codes & Standards (CS)	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	Count of jurisdictions that adopt and implement reach codes or energy policies. This will be provided with a description of those codes (in accompanying document).	A jurisdiction is a city, town, county in BayREN's service territory. There are 110 BayREN jurisdictions.	
BayREN Value Metric (BVM) are new indicators and are in addition to the compliance metrics in D.18-05-041. There are 3 value metric categories. BVM1 is building organizational infrastructure. BVM2 is obtaining energy savings by supporting local difficult to serve population. BVM3 is testing innovative solutions.	9	BayREN	NA	NA	BVM1	Count	BayREN Value Metric	Indicator	Local Governments (LGs) institutionalize the use of BayREN guides and tools for code compliance	Number of jurisdictions that use BayREN guides and tools for code compliance	Codes & Standards (CS)	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	Count of jurisdictions that use BayREN guides and tools for code compliance such as permit guides, CodeCycle, ePermit tools, etc.	A jurisdiction is a city, town, county in BayREN's service territory. There are 110 BayREN jurisdictions.	Institutionalized indicates that it has become part of the normal process. Evaluation activities could follow up to determine this (via survey/observation), as desired. Annual proxy metric is "use."
BayREN Value Metric (BVM) are new indicators and are in addition to the compliance metrics in D.18-05-041. There are 3 value metric categories. BVM1 is building organizational infrastructure. BVM2 is obtaining energy savings by supporting local difficult to serve population. BVM3 is testing innovative solutions.	10	BayREN	NA	NA	BVM1	Count	BayREN Value Metric	Indicator	Water utilities offer onbill mechanism	Number of water utilities offering programs with BayREN on-bill mechanism	Portfolio Level - All Sectors	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	Count of water utilities offering programs with BayREN on-bill mechanism	Value would be cumulative over time	
BayREN Value Metric (BVM) are new indicators and are in addition to the compliance metrics in D.18-05-041. There are 3 value metric categories. BVM1 is building organizational infrastructure. BVM2 is obtaining energy savings by supporting local difficult to serve population. BVM3 is testing innovative solutions.	11	BayREN	NA	NA	BVM1	Count	BayREN Value Metric	Indicator	Regional fund to support water/energy projects	Amount of regional funds allocated	Portfolio Level - All Sectors	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	Total regional funds (millions of dollars)		Note that the program will also be tracking allocated funds but this value measures the infrastructure.
BayREN Value Metric (BVM) are new indicators and are in addition to the compliance metrics in D.18-05-041. There are 3 value metric categories. BVM1 is building organizational infrastructure. BVM2 is obtaining energy savings by supporting local difficult to serve population. BVM3 is testing innovative solutions.	12	BayREN	NA	NA	BVM1	Count	BayREN Value Metric	Indicator	LG staff knowledgeable of energy code requirements and best practices for code compliance	Count of jurisdictions with staff who attend a BayREN energy code training	Codes & Standards (CS)	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	Counts from attendance records/sign-in sheets		
BayREN Value Metric (BVM) are new indicators and are in addition to the compliance metrics in D.18-05-041. There are 3 value metric categories. BVM1 is building organizational infrastructure. BVM2 is obtaining energy savings by supporting local difficult to serve population. BVM3 is testing innovative solutions.	13	BayREN	NA	NA	BVM1	Count	BayREN Value Metric	Indicator	LG staff knowledgeable of energy code requirements and best practices for code compliance	Count of local government staff who indicate an increase in energy code requirements and best practices for code compliance	Codes & Standards (CS)	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	Survey after training		
BayREN Value Metric (BVM) are new indicators and are in addition to the compliance metrics in D.18-05-041. There are 3 value metric categories. BVM1 is building organizational infrastructure. BVM2 is obtaining energy savings by supporting local difficult to serve population. BVM3 is testing innovative solutions.	14	BayREN	NA	NA	BVM1	Percent	BayREN Value Metric	Indicator	LG staff knowledgeable of energy code requirements and best practices for code compliance	Percent of local government staff who indicate an increase in energy code requirements and best practices for code compliance	Codes & Standards (CS)	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	Survey after training		
BayREN Value Metric (BVM) are new indicators and are in addition to the compliance metrics in D.18-05-041. There are 3 value metric categories. BVM1 is building organizational infrastructure. BVM2 is obtaining energy savings by supporting local difficult to serve population. BVM3 is testing innovative solutions.	15	BayREN	NA	NA	BVM1	Count	BayREN Value Metric	Indicator	LG staff expand energy policy knowledge and/or networks that enable future energy policy work	Count of jurisdictions with staff who attend a BayREN forum	Codes & Standards (CS)	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	Counts from attendance records/sign-in sheets		
BayREN Value Metric (BVM) are new indicators and are in addition to the compliance metrics in D.18-05-041. There are 3 value metric categories. BVM1 is building organizational infrastructure. BVM2 is obtaining energy savings by supporting local difficult to serve population. BVM3 is testing innovative solutions.	16	BayREN	NA	NA	BVM1	Count	BayREN Value Metric	Indicator	LG staff expand energy policy knowledge and/or networks that enable future energy policy work	Count of respondents who indicate they increased their energy policy knowledge	Codes & Standards (CS)	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	Survey after forum		
BayREN Value Metric (BVM) are new indicators and are in addition to the compliance metrics in D.18-05-041. There are 3 value metric categories. BVM1 is building organizational infrastructure. BVM2 is obtaining energy savings by supporting local difficult to serve population. BVM3 is testing innovative solutions.	17	BayREN	NA	NA	BVM1	Percent	BayREN Value Metric	Indicator	LG staff expand energy policy knowledge and/or networks that enable future energy policy work	Percent of respondents who indicate they increased their energy policy knowledge	Codes & Standards (CS)	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	Survey after forum		

PA Name: Bay Area Regional Energy Network (BayREN)
Budget Year: 2021

Comments	Spreadsheet Index	PA	AttA Page	AttA Order	Method Code	Units of Measurement	Metric Type	Metric/ Indicator	Business Plan Att A Description	Metric	Sector	Baseline Year	Baseline Numerator	Baseline Denominator	Actual 2016	Actual 2017	Actual 2018	Short Term Target 2018	Short Term Target 2019	Short Term Target 2020	Mid Term Target (2021-2023) Cumulative	Long Term Target (2024-2025) Cumulative	Methodology	Key Definitions	Proxy Explanation
BayREN Value Metric (BVM) are new indicators and are in addition to the compliance metrics in D.18-05-041. There are 3 value metric categories. BVM1 is building organizational infrastructure. BVM2 is obtaining energy savings by supporting local difficult to serve population. BVM3 is testing innovative solutions.	18	BayREN	NA	NA	BVM1	Count	BayREN Value Metric	Indicator	LG staff expand energy policy knowledge and/or networks that enable future energy policy work	Count of respondents who indicate forum expanded their energy efficiency networks (helping to build relationships that will enable future energy policy work)	Codes & Standards (CS)	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	Survey after forum		
BayREN Value Metric (BVM) are new indicators and are in addition to the compliance metrics in D.18-05-041. There are 3 value metric categories. BVM1 is building organizational infrastructure. BVM2 is obtaining energy savings by supporting local difficult to serve population. BVM3 is testing innovative solutions.	19	BayREN	NA	NA	BVM1	Percent	BayREN Value Metric	Indicator	LG staff expand energy policy knowledge and/or networks that enable future energy policy work	Percent of respondents who indicate forum expanded their energy efficiency networks (helping to build relationships that will enable future energy policy work)	Codes & Standards (CS)	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	Survey after forum		
BayREN Value Metric (BVM) are new indicators and are in addition to the compliance metrics in D.18-05-041. There are 3 value metric categories. BVM1 is building organizational infrastructure. BVM2 is obtaining energy savings by supporting local difficult to serve population. BVM3 is testing innovative solutions.	20	BayREN	NA	NA	BVM1	Count	BayREN Value Metric	Indicator	Local realtors and appraisers green certified	Number of realtors and appraisers certified (e.g., National Green Certified Real Estate Professionals)	Portfolio Level - All Sectors	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	Count of realtors and appraisers certified (e.g., National Green Certified Real Estate Professionals)		
BayREN Value Metric (BVM) are new indicators and are in addition to the compliance metrics in D.18-05-041. There are 3 value metric categories. BVM1 is building organizational infrastructure. BVM2 is obtaining energy savings by supporting local difficult to serve population. BVM3 is testing innovative solutions.	21	BayREN	NA	NA	BVM1	Count	BayREN Value Metric	Indicator	Local contractors proficient with decarb measures	Number of trained contractors who have performed 3+ projects of decarbonization measures	Residential Sector	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	Count of trained contractors who have performed 3+ projects of decarbonization measures		
BayREN Value Metric (BVM) are new indicators and are in addition to the compliance metrics in D.18-05-041. There are 3 value metric categories. BVM1 is building organizational infrastructure. BVM2 is obtaining energy savings by supporting local difficult to serve population. BVM3 is testing innovative solutions.	22	BayREN	NA	NA	BVM1	Count	BayREN Value Metric	Indicator	Local lenders trained and knowledgeable of EE financing options	Number of local lenders trained	Portfolio Level - All Sectors	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	Counts from attendance records/sign in sheets		
BayREN Value Metric (BVM) are new indicators and are in addition to the compliance metrics in D.18-05-041. There are 3 value metric categories. BVM1 is building organizational infrastructure. BVM2 is obtaining energy savings by supporting local difficult to serve population. BVM3 is testing innovative solutions.	23	BayREN	NA	NA	BVM1	Percent	BayREN Value Metric	Indicator	Local lenders trained and knowledgeable of EE financing options	Percent of local lenders trained who report an increase in knowledge about EE financing options	Portfolio Level - All Sectors	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	Survey after training		
BayREN Value Metric (BVM) are new indicators and are in addition to the compliance metrics in D.18-05-041. There are 3 value metric categories. BVM1 is building organizational infrastructure. BVM2 is obtaining energy savings by supporting local difficult to serve population. BVM3 is testing innovative solutions.	24	BayREN	NA	NA	BVM2	Count	BayREN Value Metric	Indicator	SFMI Households served	Number of SFMI Households	Residential Sector	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	Count of participating SFMI households	SFMI based on household income between $48,000 and $125,000	
BayREN Value Metric (BVM) are new indicators and are in addition to the compliance metrics in D.18-05-041. There are 3 value metric categories. BVM1 is building organizational infrastructure. BVM2 is obtaining energy savings by supporting local difficult to serve population. BVM3 is testing innovative solutions.	25	BayREN	NA	NA	BVM2	First year annual net kWh	BayREN Value Metric	Indicator	SFMI Energy Savings	kWh saved by SFMI households	Residential Sector	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	ex ante net kWh saved	SFMI based on household income between $48,000 and $125,000	
BayREN Value Metric (BVM) are new indicators and are in addition to the compliance metrics in D.18-05-041. There are 3 value metric categories. BVM1 is building organizational infrastructure. BVM2 is obtaining energy savings by supporting local difficult to serve population. BVM3 is testing innovative solutions.	26	BayREN	NA	NA	BVM2	First year annual net kW	BayREN Value Metric	Indicator	SFMI Energy Savings	kW saved by SFMI households	Residential Sector	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	ex ante net kW saved	SFMI based on household income between $48,000 and $125,000	
BayREN Value Metric (BVM) are new indicators and are in addition to the compliance metrics in D.18-05-041. There are 3 value metric categories. BVM1 is building organizational infrastructure. BVM2 is obtaining energy savings by supporting local difficult to serve population. BVM3 is testing innovative solutions.	27	BayREN	NA	NA	BVM2	First year annual net therms	BayREN Value Metric	Indicator	SFMI Energy Savings	Therms saved by SFMI households	Residential Sector	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	ex ante net therms saved	SFMI based on household income between $48,000 and $125,000	
BayREN Value Metric (BVM) are new indicators and are in addition to the compliance metrics in D.18-05-041. There are 3 value metric categories. BVM1 is building organizational infrastructure. BVM2 is obtaining energy savings by supporting local difficult to serve population. BVM3 is testing innovative solutions.	28	BayREN	NA	NA	BVM2	Count	BayREN Value Metric	Indicator	MF Sites served	MF small and/or owner occupied buildings (i.e., LDTS)	Residential Sector	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	Count of participating MF buildings	MF buildings (all and local difficult to serve populations). See implementation plan for list of local difficult to serve populations.	
BayREN Value Metric (BVM) are new indicators and are in addition to the compliance metrics in D.18-05-041. There are 3 value metric categories. BVM1 is building organizational infrastructure. BVM2 is obtaining energy savings by supporting local difficult to serve population. BVM3 is testing innovative solutions.	29	BayREN	NA	NA	BVM2	Count	BayREN Value Metric	Indicator	MF tenants (units) served	MF small and/or owner occupied tenant units (i.e., LDTS)	Residential Sector	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	Count of participating MF tenant units	MF buildings (all and local difficult to serve populations). See implementation plan for list of local difficult to serve populations.	
BayREN Value Metric (BVM) are new indicators and are in addition to the compliance metrics in D.18-05-041. There are 3 value metric categories. BVM1 is building organizational infrastructure. BVM2 is obtaining energy savings by supporting local difficult to serve population. BVM3 is testing innovative solutions.	30	BayREN	NA	NA	BVM2	First year annual net kWh	BayREN Value Metric	Indicator	MF energy savings in MF units and common areas	kWh saved - MF small and owner occupied (i.e., LDTS)	Residential Sector	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	ex ante net kWh saved	MF buildings (all and local difficult to serve populations). See implementation plan for list of local difficult to serve populations.	
BayREN Value Metric (BVM) are new indicators and are in addition to the compliance metrics in D.18-05-041. There are 3 value metric categories. BVM1 is building organizational infrastructure. BVM2 is obtaining energy savings by supporting local difficult to serve population. BVM3 is testing innovative solutions.	31	BayREN	NA	NA	BVM2	First year annual net kW	BayREN Value Metric	Indicator	MF energy savings in MF units and common areas	kWh saved - MF small and owner occupied (i.e., LDTS)	Residential Sector	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	ex ante net kW saved	MF buildings (all and local difficult to serve populations). See implementation plan for list of local difficult to serve populations.	

PA Name: Bay Area Regional Energy Network (BayREN)
Budget Year: 2021

Comments	Spreadsheet Index	PA	AttA Page	AttA Order	Method Code	Units of Measurement	Metric Type	Metric/ Indicator	Business Plan Att A Description	Metric	Sector	Baseline			Actual			Short Term Target			Mid Term Target (2021-2023) Cumulative	Long Term Target (2024-2025) Cumulative	Methodology	Key Definitions	Proxy Explanation
												Year	Numerator	Denominator	2016	2017	2018	2018	2019	2020					
BayREN Value Metric (BVM) are new indicators and are in addition to the compliance metrics in D.18-05-041. There are 3 value metric categories. BVM1 is building organizational infrastructure. BVM2 is obtaining energy savings by supporting local difficult to serve population. BVM3 is testing innovative solutions.	32	BayREN	NA	NA	BVM2	First year annual net therms	BayREN Value Metric	Indicator	MF energy savings in MF units and common areas	therms saved - MF small and owner occupied (i.e., LDTS)	Residential Sector	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	ex ante net therms saved	MF buildings (all and local difficult to serve populations). See implementation plan for list of local difficult to serve populations.	
BayREN Value Metric (BVM) are new indicators and are in addition to the compliance metrics in D.18-05-041. There are 3 value metric categories. BVM1 is building organizational infrastructure. BVM2 is obtaining energy savings by supporting local difficult to serve population. BVM3 is testing innovative solutions.	33	BayREN	NA	NA	BVM2	Count	BayREN Value Metric	Indicator	SMB customers served	SMB customers	Commercial sector	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	Count of participating customers	SMBs are defined as meeting one of three criteria: less than 50,000 sq. ft. in size; use less than 500,000 kWhs/year; or use less than 250,000 Therms/year	
BayREN Value Metric (BVM) are new indicators and are in addition to the compliance metrics in D.18-05-041. There are 3 value metric categories. BVM1 is building organizational infrastructure. BVM2 is obtaining energy savings by supporting local difficult to serve population. BVM3 is testing innovative solutions.	34	BayREN	NA	NA	BVM2	First year annual net kWh	BayREN Value Metric	Indicator	SMB Energy Savings	kWh saved - SMB	Commercial sector	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	ex ante net kWh saved	SMBs are defined as meeting one of three criteria: less than 50,000 sq. ft. in size; use less than 500,000 kWhs/year; or use less than 250,000 Therms/year.	Will track ALL, HTR and DAC
BayREN Value Metric (BVM) are new indicators and are in addition to the compliance metrics in D.18-05-041. There are 3 value metric categories. BVM1 is building organizational infrastructure. BVM2 is obtaining energy savings by supporting local difficult to serve population. BVM3 is testing innovative solutions.	35	BayREN	NA	NA	BVM2	First year annual net kW	BayREN Value Metric	Indicator	SMB Energy Savings	kWh saved - SMB	Commercial sector	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	ex ante net kW saved	SMBs are defined as meeting one of three criteria: less than 50,000 sq. ft. in size; use less than 500,000 kWhs/year; or use less than 250,000 Therms/year	Will track ALL, HTR and DAC
BayREN Value Metric (BVM) are new indicators and are in addition to the compliance metrics in D.18-05-041. There are 3 value metric categories. BVM1 is building organizational infrastructure. BVM2 is obtaining energy savings by supporting local difficult to serve population. BVM3 is testing innovative solutions.	36	BayREN	NA	NA	BVM2	First year annual net therms	BayREN Value Metric	Indicator	SMB Energy Savings	therms saved - SMB	Commercial sector	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	ex ante net therms saved	SMBs are defined as meeting one of three criteria: less than 50,000 sq. ft. in size; use less than 500,000 kWhs/year; or use less than 250,000 Therms/year	Will track ALL, HTR and DAC
BayREN Value Metric (BVM) are new indicators and are in addition to the compliance metrics in D.18-05-041. There are 3 value metric categories. BVM1 is building organizational infrastructure. BVM2 is obtaining energy savings by supporting local difficult to serve population. BVM3 is testing innovative solutions.	37	BayREN	NA	NA	BVM3	Milestones	BayREN Value Metric	Indicator	ZNC/Clean Heating Pathway Innovative Solution Pilot	Pilot ready to scale (see method column)	Residential Sector	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	Metric expected to be met in three years (2023). Mid-pilot evaluation to assess implementation and share lessons learned planned for 2021.		
BayREN Value Metric (BVM) are new indicators and are in addition to the compliance metrics in D.18-05-041. There are 3 value metric categories. BVM1 is building organizational infrastructure. BVM2 is obtaining energy savings by supporting local difficult to serve population. BVM3 is testing innovative solutions.	38	BayREN	NA	NA	BVM3	Milestones	BayREN Value Metric	Indicator	SMB P4P Model Pilot	Pilot ready to scale (see method column)	Commercial sector	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	Metric expected to be met in five years (2025). Mid-pilot evaluation to assess implementation and share lessons learned planned for 2022 or 2023		
BayREN Value Metric (BVM) are new indicators and are in addition to the compliance metrics in D.18-05-041. There are 3 value metric categories. BVM1 is building organizational infrastructure. BVM2 is obtaining energy savings by supporting local difficult to serve population. BVM3 is testing innovative solutions.	39	BayREN	NA	NA	BVM3	Milestones	BayREN Value Metric	Indicator	Water Energy Nexus Program Pilot	Pilot used regionally to meet State water goals (see method column)	Portfolio Level - All Sectors	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	Metric expected to be met in five years (2025). Mid-pilot evaluation to assess implementation and share lessons learned planned for 2023 or 2024		
BayREN Value Metric (BVM) are new indicators and are in addition to the compliance metrics in D.18-05-041. There are 3 value metric categories. BVM1 is building organizational infrastructure. BVM2 is obtaining energy savings by supporting local difficult to serve population. BVM3 is testing innovative solutions.	40	BayREN	NA	NA	BVM3	Milestones	BayREN Value Metric	Indicator	Water Energy Nexus Program Pilot	Pilot able to report energy and water program metrics data using agreed upon protocols (see method column)	Portfolio Level - All Sectors	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	Metric expected to be met in five years (2025). Mid-pilot evaluation to assess implementation and share lessons learned planned for 2023 or 2024		
BayREN Value Metric (BVM) are new indicators and are in addition to the compliance metrics in D.18-05-041. There are 3 value metric categories. BVM1 is building organizational infrastructure. BVM2 is obtaining energy savings by supporting local difficult to serve population. BVM3 is testing innovative solutions.	41	BayREN	NA	NA	BVM3	Milestones	BayREN Value Metric	Indicator	Regional Mechanism(s) to Make Energy Assets Transparent at Time of Sale	Pilot mechanisms to make assets transparent at time of sale are institutionalized (see method column)	Residential Sector	N/A - Indicator	N/A - Indicator	N/A - Indicator	NA	NA	NA	NA	NA	N/A - Indicator	N/A - Indicator	N/A - Indicator	Metric expected to be met in four years (2024). Mid-pilot evaluation to assess implementation and share lessons learned planned for 2021 or 2022		