

# SoCaIREN 2024-2031 Business Plan Public Webinar

March 9, 2022



# Agenda

## 1) SoCalREN Portfolio Summary

- Core Values and Segmentation
- Budget Distribution by Segment and Sector
- Zero-Based Budgets and Total System Benefits

## 2) Sector and Program Summaries

- Public
- Commercial
- Residential
- Agriculture
- Cross-Cutting: Codes and Standards
- Cross-Cutting: Workforce Education and Training
- Cross-Cutting: Finance

# Southern California REGIONAL ENERGY NETWORK



The Southern California Regional Energy Network (SoCalREN) was created to harness the collective power of residents, businesses, agricultural customers, and the public agencies to achieve an unprecedented level of energy savings across Southern California.



**Public Agencies**



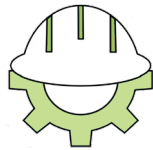
**Residential**



**Agriculture**



**Commercial**



**Workforce  
Education and  
Training**



**Finance**



**Codes &  
Standards**



The SoCalREN Public Agency Programs are administered by the County of Los Angeles and funded by California utility ratepayers under the auspices of the California Public Utilities Commission. Learn more at [socalren.org](https://socalren.org).

[Link to Business Plan](#)

# SoCalREN Territory



**Table 1. Percentage of Population Within a DAC, Rural, or Very Low-Income Community by County**

County	Eligible Population <sup>1</sup>	DAC Population <sup>2</sup>	Rural Population <sup>3</sup>	Very Low-Income Population <sup>4</sup>
Imperial	164,648	76%	57%	46%
Inyo	14,574	0%	100%	0%
Kern	836,404	72%	32%	38%
Kings	141,645	100%	100%	0%
Los Angeles	9,964,639	65%	7%	31%
Mono	8,127	0%	100%	0%
Orange	3,103,190	45%	0%	23%
Riverside	2,307,548	53%	11%	28%
San Bernardino	1,996,622	73%	14%	27%
San Luis Obispo	236,542	0%	51%	27%
Santa Barbara	440,584	0%	22%	26%
Tulare	392,745	78%	67%	24%
Ventura	843,645	21%	18%	34%
<b>Total</b>	<b>20,450,913</b>	<b>58%</b>	<b>12%</b>	<b>29%</b>

1. From 2017 Census Estimate

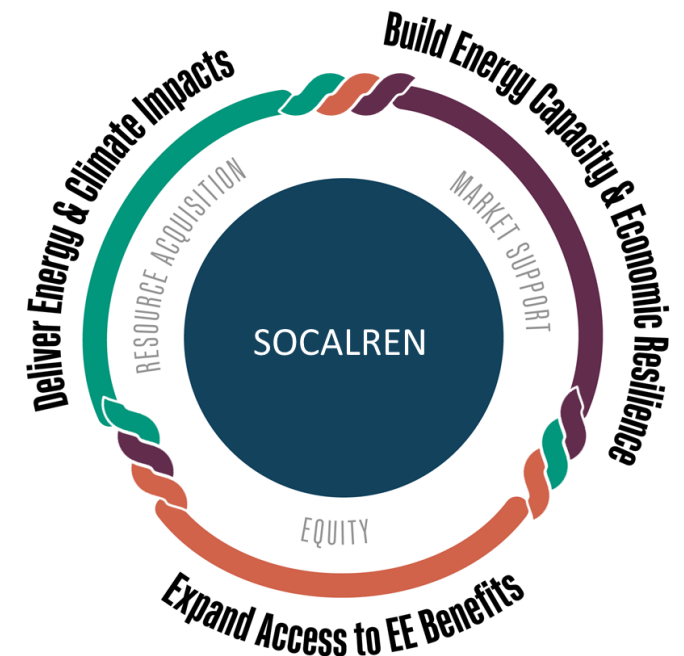
2. Within 25% most disadvantaged according to CalEnviroScreen 3.0

3. Rural-Urban Commuting Area (RUCA) codes #2-#10

4. As classified by the CA Department of Housing and Community Development

# Overall SoCalREN Summary

- SoCalREN is designed to fill gaps, serve HTR markets, and offer interventions that other PAs will not provide.
- SoCalREN's Mission: Ensuring equitable access to technical and financial support to lead public agencies and their communities towards a clean, reliable, and affordable energy future
- SoCalREN Achievements to date:
  - Over 121 GWh savings
  - Over 7 MW savings
  - Over 1.4 million Therm Savings
  - Over 450 contractors trained through WE&T
  - Over 600 students enrolled in WE&T programs



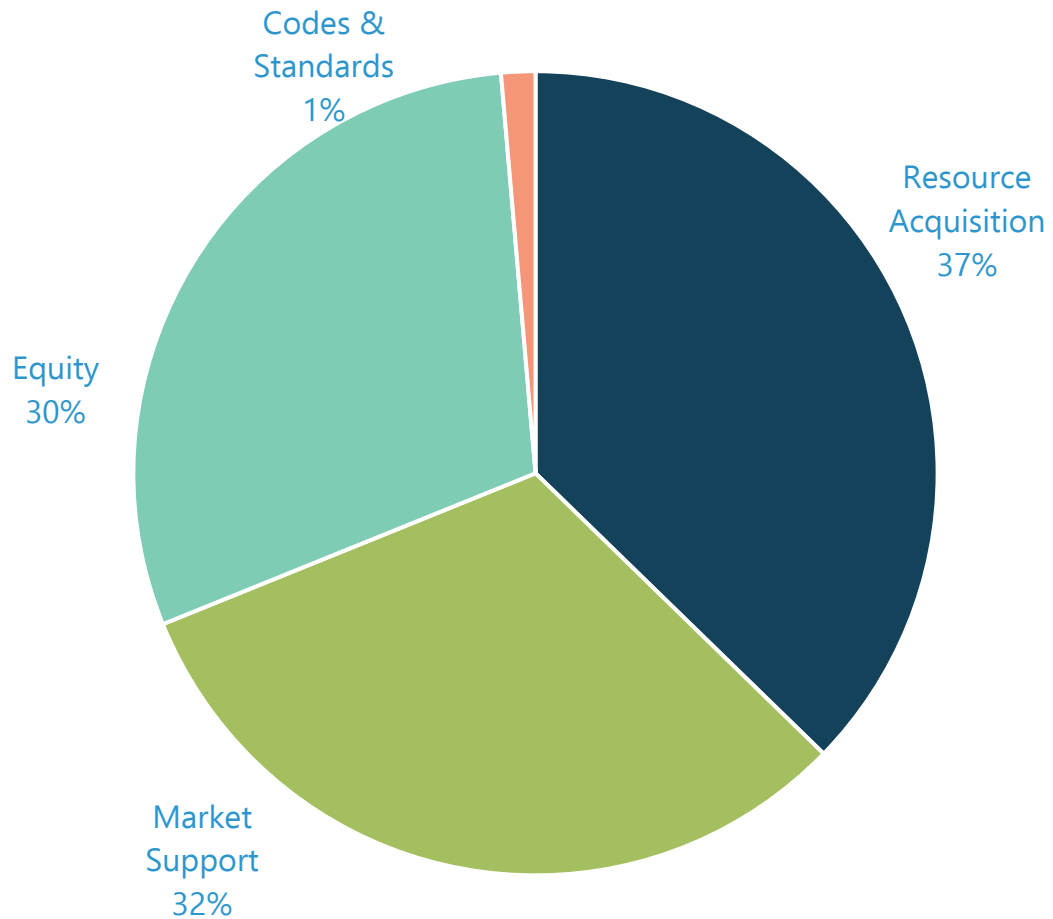
# SoCalREN Core Values Align with CPUC Segments

Core Values/Goals	Portfolio Objectives and Outcomes	Segment
<b>DELIVER ENERGY AND CLIMATE IMPACTS</b>	Supporting activities with trackable energy savings and GHG reductions within the SoCalREN service area that contribute to local and state climate or sustainability goals. Increased energy & GHG reductions	<b>RESOURCE ACQUISITION</b>
<b>EXPAND ACCESS TO EE BENEFITS</b>	Expanding access to energy resources to enhance carbon reduction opportunities and other environmental outcomes for hard-to-reach markets including disadvantaged communities, rural areas, and underserved communities. Underserved communities gain increased access to EE benefits.	<b>EQUITY</b>
<b>BUILD ENERGY CAPACITY &amp; ECONOMIC RESILIENCE</b>	Building long-term knowledge and skills for public agencies, contractors, and transition age youth through WE&T that leads to energy competency, policies or other infrastructure & helping local communities build long-lasting, strong, and self-sufficient economies.	<b>MARKET SUPPORT</b>
<b>DRIVING ADVANCED CODES AND STANDARDS</b>		

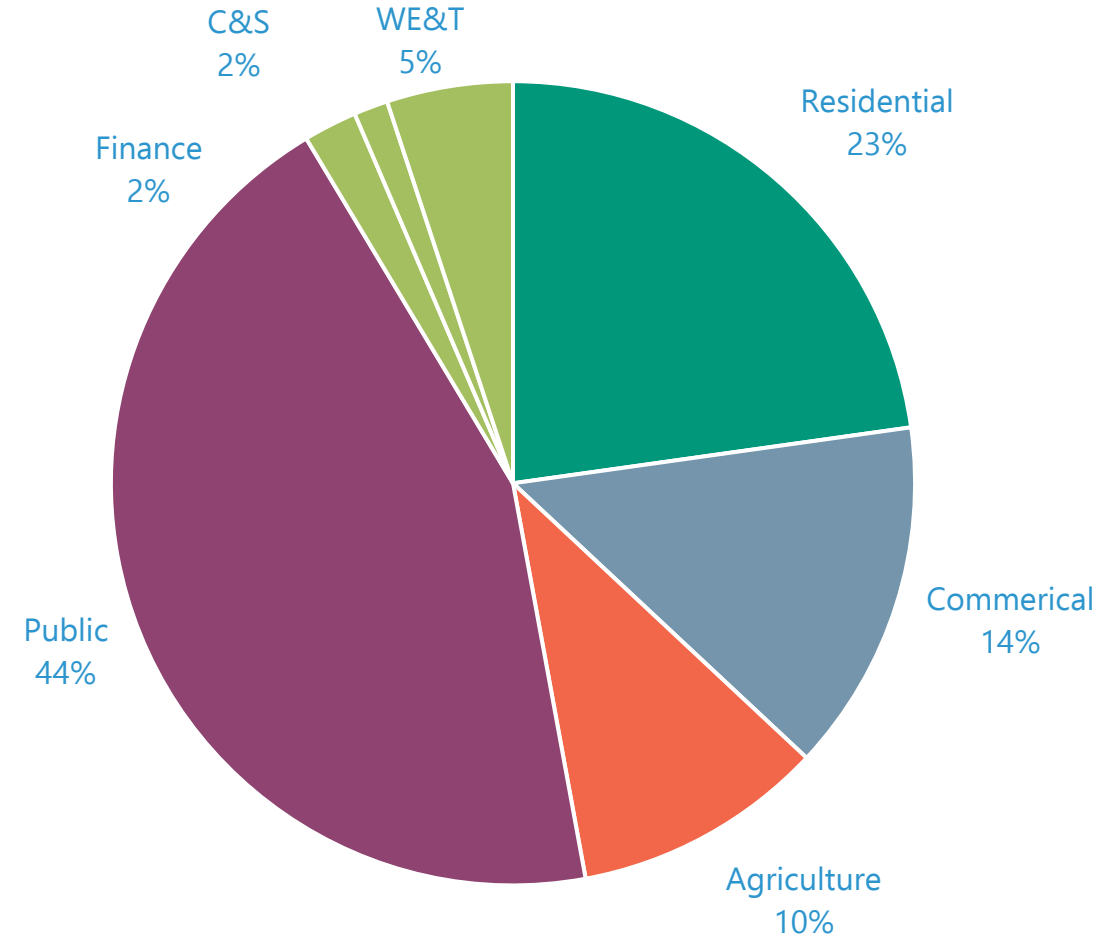


# Budget Distribution by Segment and Sector

SoCalREN 2024-2027 Budget Percentage by Segment



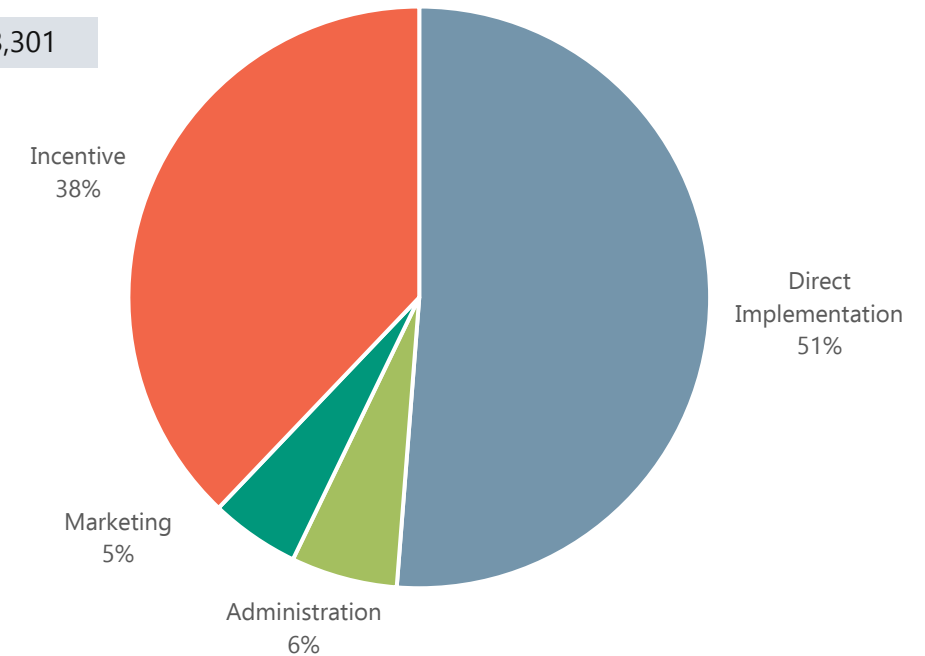
SoCalREN 2024-2027 Budget Percentage by Sector



# Zero-Based Budgets

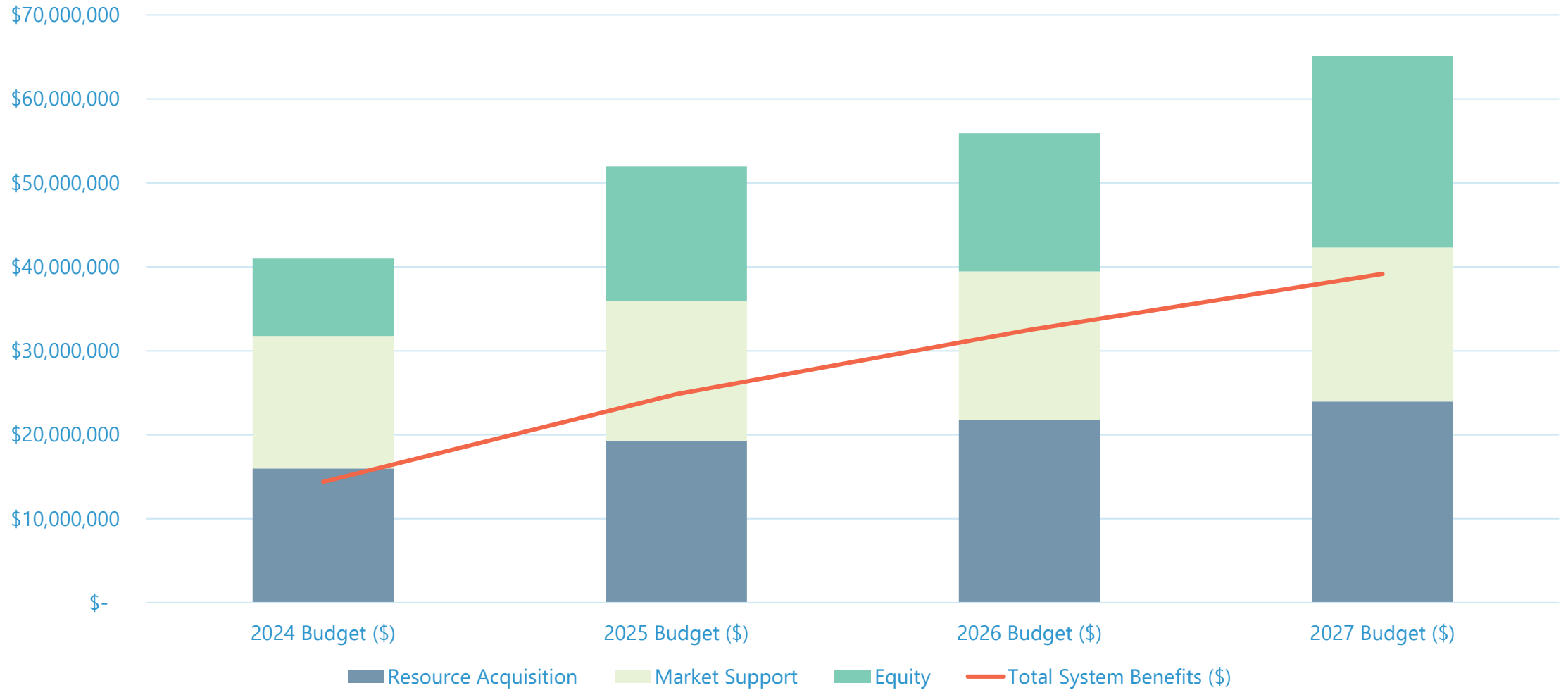
Sector	Admin	Marketing	DINI	Incentives	2024-2027 Budget	2024-2027 TSB
Ag	\$2,200,700	\$1,320,420	\$6,202,817	\$12,283,068	\$22,007,004	\$29,102,094
Comm.	\$2,402,458	\$1,594,344	\$10,530,490	\$16,268,107	\$30,795,399	\$1,841,941
C&S	\$298,000	\$178,800	\$2,503,200	N/A	\$2,980,000	N/A
Finance	\$375,700	\$280,560	\$4,019,740	N/A	\$4,676,000	N/A
Public	\$6,219,732	\$5,704,995	\$65,524,311	\$18,684,205	\$96,133,243	\$36,608,948
Res	\$816,285	\$1,024,405	\$12,526,917	\$35,062,218	\$49,429,826	\$41,140,317
WE&T	\$660,000	\$660,000	\$9,680,000	N/A	\$11,000,000	N/A
<b>Total</b>	<b>\$12,972,875</b>	<b>\$10,763,524</b>	<b>\$110,987,475</b>	<b>\$82,297,598</b>	<b>\$217,021,477</b>	<b>\$108,693,301</b>

- Budgets were built at the program-level and rolled up into sectors and the portfolio
- Gaps in IOU Resource Acquisition programs for customer sub-sectors led to a large increase in incentive budget for the portfolio





# Budget Segmentation and Total System Benefits

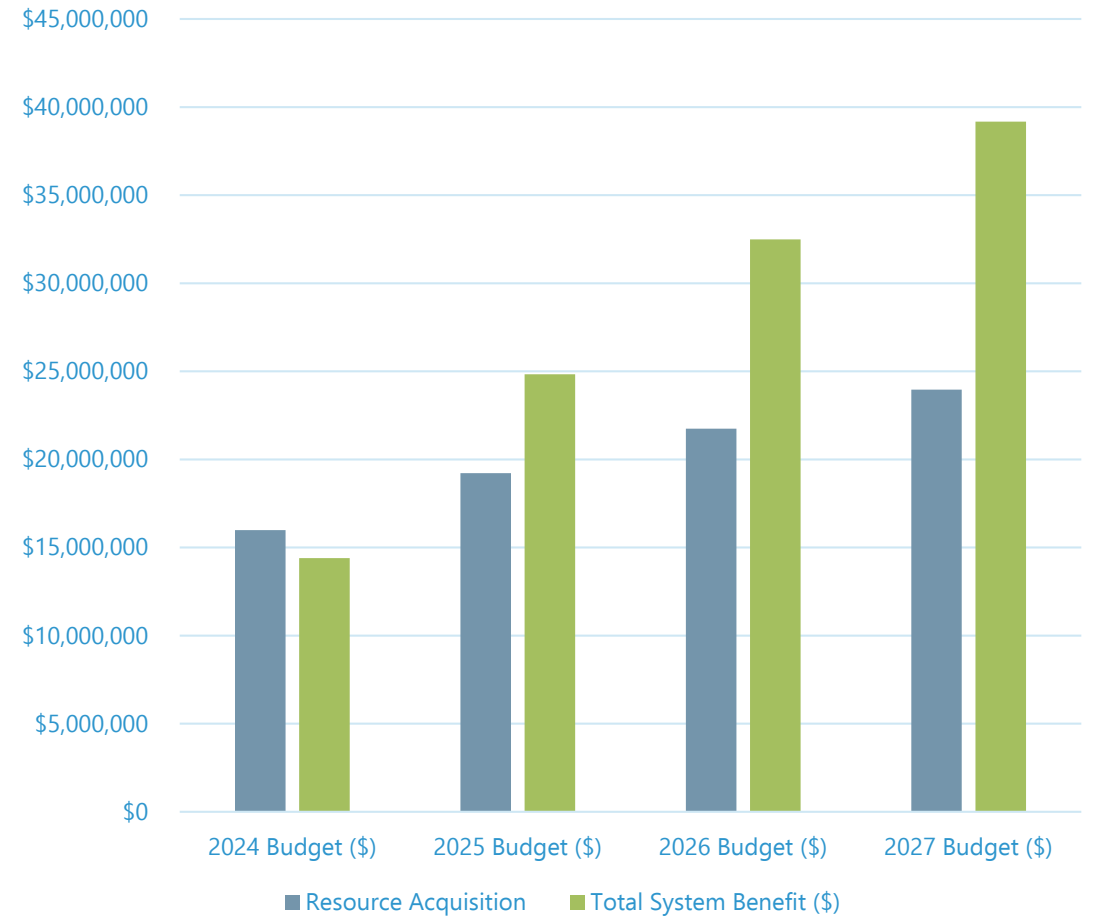


# Forecasted Budgets and Total System Benefits

Segment	2024	2025	2026	2027	Total
Resource Acquisition	\$15,990,543	\$19,220,203	\$21,741,532	\$23,963,239	<b>\$80,915,517</b>
Market Support	\$17,318,094	\$18,294,525	\$19,423,646	\$20,108,113	<b>\$75,144,378</b>
Equity	\$7,682,699	\$14,457,290	\$14,764,254	\$21,077,339	<b>\$57,981,582</b>
Codes and Standards	\$650,000	\$720,000	\$810,000	\$800,000	<b>\$2,980,000</b>

Sector	2024	2025	2026	2027	Total
Agricultural	\$2,679,779	\$5,293,889	\$6,551,046	\$7,482,292	<b>\$22,007,006</b>
C&S	\$650,000	\$720,000	\$810,000	\$800,000	<b>\$2,980,000</b>
Commercial	\$5,395,854	\$8,303,254	\$6,481,349	\$10,614,944	<b>\$30,795,401</b>
Finance	\$1,000,000	\$1,160,000	\$1,216,000	\$1,300,000	<b>\$4,676,000</b>
Public	\$18,367,384	\$22,579,162	\$25,995,268	\$29,191,429	<b>\$96,133,243</b>
Residential	\$10,958,319	\$11,925,713	\$12,865,769	\$13,680,026	<b>\$49,429,827</b>
WE&T	\$2,590,000	\$2,710,000	\$2,820,000	\$2,880,000	<b>\$11,000,000</b>



Program Year	2024	2025	2026	2027	2024-2027 Total
TSB (\$)	\$14,397,271	\$24,835,485	\$30,288,042	\$39,172,503	<b>\$108,693,301</b>

# Sector and Program Summaries



# SoCalREN Sector Summary

Sector	New or Existing Sector	2024-2027 Budget	2024-2027 TSB (\$)	# of programs	# of Resource Acquisition	# of Equity	# of Market Support
Public	Existing	\$96.m	\$36.6m	10	3	3	4
Residential	Existing	\$49.4m	\$41.1m	3	3	0	0
Agriculture	New	\$22.0m	\$29.1m	3	1	1	1
Commercial	New	\$30.8m	\$1.8m	4	0	2	2
CC: WE&T	Existing	\$11.0m	N/A	5	0	3	2
CC: Finance	Existing	\$4.7m	N/A	2	0	1	1
CC: Codes & Standards	New	\$2.9m	N/A	1	0	0	1*
Total	N/A	\$217.0m	\$108.7m	28	7	10	11

# Public Sector



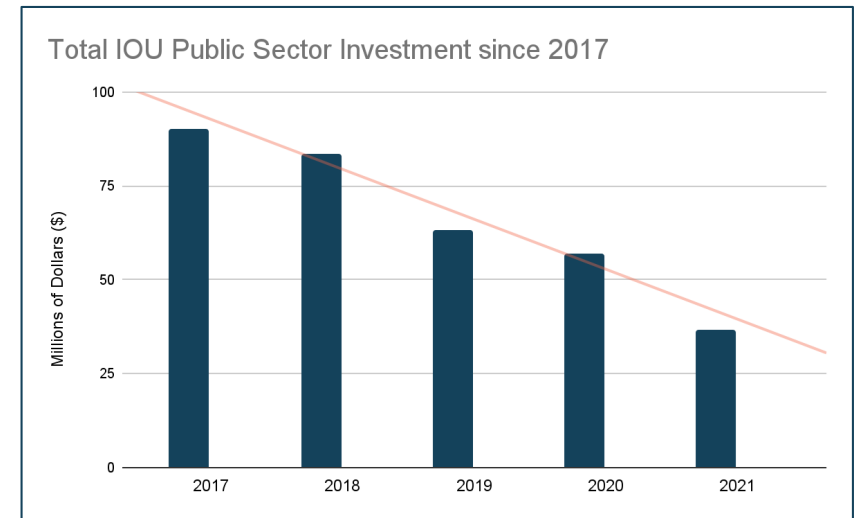
# Public Sector Summary

## Why is SoCalREN offering this sector?

- Public agencies face unique challenges and barriers to action, exacerbated by the disruption caused by COVID-19
- Investment in public sector has decreased significantly since 2017
- Public sector customers' infrastructure serves the public good and is visible in the community. As a result, public agencies can “lead by example” and set the foundation of community resilience

## What are the gaps that SoCalREN will be filling?

- Gap in public sector programs due to IOU program closures and transitions
- Budget and staff resource constraints
- Limited EE resources for hard-to-reach (HTR) and disadvantaged communities (DAC)
- Limited services to overcome procurement challenges
- Lack of trusted energy expertise and resources
- Support for stranded savings opportunities

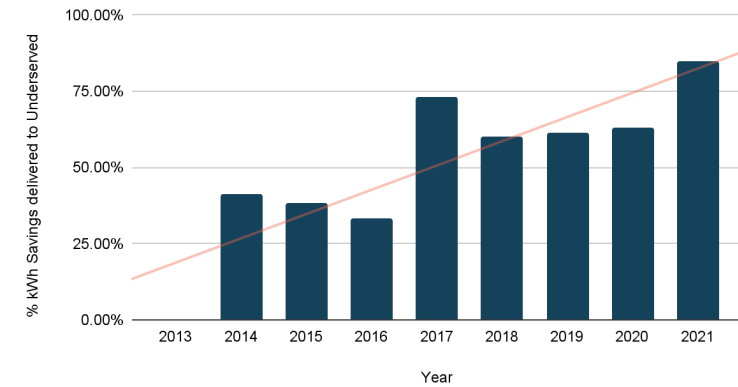


\*Source: CEDARs SCE/SCG Budget Filing

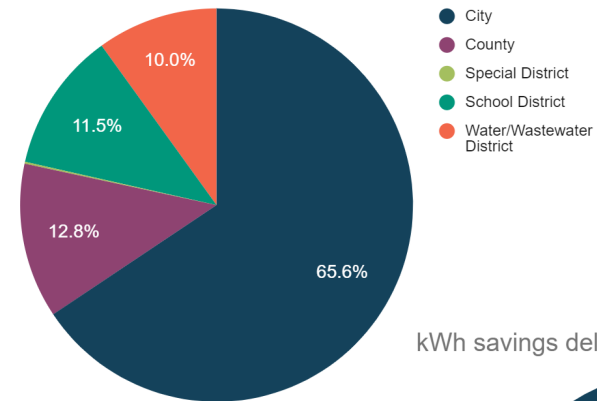
# Public Sector Summary

- **Previous Sector Accomplishments**
  - 95 GWh, 3.8MW, & 334K therms in annual savings delivered since 2013
    - 60% kWh savings delivered to underserved communities
  - 21,156 tons greenhouse gases (GHGs) emissions reduced
  - 641 projects completed, 49% of projects completed at underserved facilities
  - Over 200 public agencies enrolled
  - 57 million sq feet of building space benchmarked across 275 facilities
  - 120 comparative energy analyses produced
  - 5 regional partners under contract to support expanded reach of SoCalREN

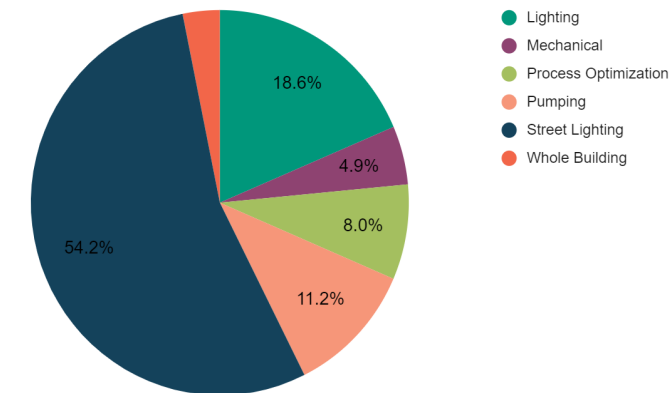
% kWh Savings delivered to underserved communities



Diversity of agencies served



kWh savings delivered to diverse project types



# Public Sector Program List

Program Name	New or Existing Program	Segment
EE Project Delivery Program	Existing	Market Support
Disadvantaged Communities Distributed Energy Resource Program	Existing	Equity
Metered Savings Program	Existing	Resource Acquisition
Streamlined Savings Pathway	Existing	Resource Acquisition
Rural-HTR Public Agency Direct Install	New	Equity
Energy Resiliency Action Plan	New	Market Support
Regional Partner Initiatives	New	Market Support
Water and Wastewater Strategic Energy Management	New	Market Support
Underserved Schools Strategic Energy Management	New	Equity
Water Infrastructure Program	New	Resource Acquisition



# EE Project Delivery Program

- **Program Description:** At no cost to agencies, SoCalREN's PDP program provides objective, third-party expertise customized to meet the unique needs of each enrolled agency and help them achieve their climate and energy goals.
- **Market Barriers:**

Market Barriers Addressed							
Limited Staff Bandwidth	Lack of technical expertise	Funding and financing constraints	Confusing and disjointed program offerings	Procurement challenges	Limited access to actionable data for informed decision making	Risk aversion	Limited resources and knowledge of distributed energy resource opportunities

- **Program Interventions:**

Dedicated project management and technical support throughout a project lifecycle.



Engagement  
& Enrollment



Portfolio  
Energy  
Analysis



Project  
Identification  
& Audit



Design &  
Procurement



Construction



Hand-off

# Disadvantaged Communities Distributed Energy Resource (DER DAC) Program

- **Program Description:** DER DAC works directly with underserved public agency staff throughout the project lifecycle to implement energy efficiency strategies. DER DAC also identifies distributed energy resources (DER) and sustainability strategies during EE project identification and provides information for integrating DERs in energy efficiency projects.
- **Market Barriers Addressed:**

Underserved Public Agency Market Barriers								
Limited Staff Bandwidth	Lack of technical expertise	Funding and financing constraints	Confusing and disjointed program offerings	Procurement challenges	Limited access to actionable data for informed decision making	Risk aversion	Limited resources and knowledge of DER opportunities	Lack of comprehensive IDSM program offerings that offer DER support

- **Program Interventions:**
  - Comprehensive and customized EE project management and technical engineering services for underserved communities
  - High-level review of DER options

# Metered Savings Program Summary

- **Program Description:** Leverages a normalized metered energy consumption (NMEC) approach to maintain long-term and persistent energy savings.
- **Market Barriers Addressed:**
  - Limited program offerings for savings below code
  - Lengthy project review and processing times
  - Lack of resources and technical expertise in public sector to pursue EE programs
- **Program Interventions:**
  - Downstream market channel with incentives based on lifecycle avoided GHG emissions
  - Provides higher incentive rates to underserved communities
  - Ongoing project energy saving reports
- **Program Accomplishments since 2019:**
  - 2.0 GWh and 413 kW energy savings

# Streamlined Savings Pathway Summary

- **Program Description:** Expedited program pathway offering deemed and custom incentives based on lifecycle avoided GHG emissions
- **Market Barriers Addressed:**
  - Limited program offerings with a focus on underserved public agencies,
  - Lengthy project review and processing times,
  - Lack of resources and technical expertise in public sector to pursue EE programs
- **Program Interventions:**
  - Downstream market channel with incentives based on lifecycle avoided GHG emissions
  - Provides higher incentive rates to underserved communities
- **Program Accomplishments to date:**
  - Planned launch in Q1 2022.
  - Viable program pathway to capture verifiable electric savings no longer eligible for support nor incentives due to SCE's program closures

# Rural-HTR Small Public Agency Direct Install Summary

- **Program Description:** Program provides no cost energy efficiency retrofits at underserved public agency facilities with < 20 kW of peak demand usage.
- **Market Barriers Addressed:**
  - Limited staff bandwidth and resources to devote to energy efficiency
  - Lack of technical expertise
  - Funding and financing constraints
  - Procurement challenges
  - Risk aversion
  - Limited resources and knowledge of distributed energy resource (DER) opportunities
- **Program Interventions:**
  - Provides streamlined, no-cost implementation of energy efficiency measures.
  - Provides public agency technical expertise and knowledge through project managers and vetted contractors

# Energy Resiliency Action Plan Summary

- **Program Description:** Develop EE and DER deployment roadmaps to strengthen the resilience of critical community infrastructure. Program will support agencies with regional planning and prioritization of project implementation.
- **Market Barriers Addressed:**
  - Public agencies lack the resources and expertise to create implementation-ready plans to support their communities during state of emergency situations.
  - ERAP removes the burden for participating agencies of creating their own tools and plans.
- **Program Interventions:**
  - Integrate energy implementation strategies into resiliency action planning to help public agencies increase community resilience.
  - Provide a regional mapping tool that prioritize projects based on economic feasibility, climate-related threats, and socioeconomic factors.

# Regional Partner Initiatives Summary

- **Program Description:** The program leverages regional partners to test new and innovative intervention strategies that can then be scaled as appropriate to other regions.
- **Market Barriers Addressed:**
  - Overcome lack of program customization, better fulfill regional needs, and address specific public agency gaps.
- **Program Interventions:**
  - Hold regular discussions with regional partners to develop ideas
  - Allow regional partners to submit ideas and proposals to the program
  - Prepare application submissions for evaluation and discussions of feasibility
  - Hold debriefs with regional partners to review ideas and next steps

# Water and Wastewater Strategic Energy Management Summary

- **Program Description:** Helps municipally-owned potable water systems and wastewater treatment plants expedite comprehensive peak demand reduction projects. The SEM approach creates a foundation for sustained energy savings by fostering staff's ability to integrate strategic energy decisions into their workflow.
- **Market Barriers Addressed:**
  - Limited program services for peak demand reduction strategies
  - Water/Wastewater customer's funding and financing constraints
  - Limited staff bandwidth
  - Risk-aversion among water operators
- **Program Interventions:**
  - Development of an SEM Roadmap to set energy and operational goals
  - Trainings to identify, prioritize, and implement energy savings actions
  - Technical Assistance and Incentive intervention strategies



# Underserved Schools Strategic Energy Management Summary

- **Program Description:** Program will engage K-12 school districts and community colleges building occupants on systematic energy management best practices and will develop climate and energy leadership across staff, administrators, and educators.
- **Market Barriers Addressed:**
  - Schools often lack the knowledge and capacity to turn energy savings opportunities into action.
- **Program Interventions:**
  - Provide designated SCR Project Manager
  - Provide tools and guidance to support schools with their long-term strategic energy planning
  - Develop and help agencies integrate energy efficiency curriculum
  - Expand one-stop EE project delivery to include integrated demand side management (IDSM) audits and recommendations

# Water Infrastructure Program Summary

- **Program Description:** The Water Infrastructure program is a downstream offering that supports long-term EE solutions to water production, distribution, and treatment systems. Measures include wastewater mixing, ultraviolet controls, pump sequencing, etc
- **Market Barriers Addressed:**
  - Water infrastructure staff usually cannot identify and implement EE projects
  - Utility programs have cost-effectiveness restrictions and can only offer simple solutions
  - Complex and time intensive EE water infrastructure projects will be stranded
- **Program Interventions:**

PY	SoCalREN Savings Claims
Year 1	No savings delivery – focus on project development
Year 2	Claim BRO and AOE measures
Year 3	Claim long-term custom measures
Year 4	Claim long-term custom measures

# Commercial Sector





# Commercial Summary

## Why is SoCalREN offering this sector?

- ~44% of all commercial building energy usage in the United States can be attributed to small businesses.
- Small businesses have limited opportunities to participate in EE programs due to facility size and low energy consumption.
- This sector serves customers that are ineligible to participate or neglected in other EE programs based on its focus on small facilities.

## What are the gaps that SoCalREN will be filling?

- The SMB segment is underserved by EE programs which have emphasized short term energy savings and high-cost effectiveness in the large commercial sub-segment
- SCE Commercial Custom and Deemed programs have closed, leaving commercial customers without viable pathways for EE program



# Commercial Strategies and Outcomes

- SoCalREN Commercial Strategies:
  - 1) Participants receive information about energy savings opportunities and the benefits of energy efficiency
  - 2) Mitigate out-of-pocket cost barriers for small and medium hard-to-reach businesses by delivering seamless no-cost EE measures and strategies
  - 3) Encourage the adoption and proliferation of EE measures and practices in the commercial sector by recognizing local business leaders for excellence in facility energy management
- SoCalREN Commercial Outcomes:
  - 1) Participating businesses recognize the relationship between energy efficiency, business operations, and sustainable long-term growth
  - 2) Commercial sector participants achieve energy cost reductions ranging from 10-25% on their utility bills
  - 3) Businesses adopt more sustainable energy practices in their operations over the long term



# Sector Program List

Program Name	New or Existing Program	Segment
Small Commercial Direct Install Program	New	Equity
California Green Business Network Program	New	Market Support
Food Desert Energy Equity Program	New	Equity
Small & Medium Business Energy Advisory	New	Market Support

# Small Commercial Direct Install Program Summary

- **Program Description:** The program provides no-cost direct install retrofits at small commercial facilities.
- **Market Barriers Addressed:**
  - Limited energy efficiency program applicability for small facilities and small projects
  - Limited staff to implement energy efficiency and energy efficiency is deprioritized
  - Limited energy usage and energy efficiency awareness
  - Funding and financing constraints
- **Program Interventions:**
  - The DI program unlocks stranded energy savings for small, HTR commercial customers whose projects would otherwise be left behind in the transition to a clean, safe, secure, and affordable energy future.
  - The program is designed to help small commercial facilities overcome barriers to energy projects. It is designed to address market barriers by providing streamlined, no-cost implementation of energy efficiency measures.

# California Green Business Network Program Summary

- **Program Description:** Promotes and expands the existing California Green Business Network (CAGBN) and offers services and incentives to achieve green business certification.
- **Market Barriers Addressed:**
  - Providing small businesses with individual attention to identify reductions and access to resources to make improvements.
- **Program Interventions:**
  - Audit to identify opportunities
  - Education for short-term and long-term savings
  - Incentives for energy efficiency equipment
  - Recognition to promote business within community



# Food Desert Energy Efficiency Equity Program Summary

- **Program Description:** The Food Desert Energy Efficiency Equity (FDEEE) program is an initiative designed to support corner stores and small businesses within food deserts across the SoCalREN region. It provides healthier food options and funds new energy-efficient refrigerators. Through this initiative, store owners save on energy usage and utility bills while providing fresh and healthy food options for the communities they serve.
- **Market Barriers Addressed:**
  - High cost of time and effort to research, purchase and install EE equipment
  - High cost of time and effort to ensure proper recycling and management of inefficient equipment
  - Limited staff bandwidth and training
  - Limited funding available for EE upgrades
  - Limited understanding and/or access to EE programs due to lack of coordination between EE programs and fragmented messaging for customers
  - Challenging to engage under resourced small/medium businesses in sustainability improvements
  - Limited or no energy efficient refrigerator space dedicated to healthy food options in markets within food deserts
  - History of marginalization, environmental racism, and/or other negative interactions with government or utility programs that leads to skepticism or distrust
- **Program Interventions:**
  - Outreach and business engagement to DAC corner stores and small businesses
  - Pre-install site visit and refrigerator selection support
  - Refrigerator installation
  - Post-install visit
  - Collaborate with other SoCalREN implementers as necessary based on sectors intended to be served
  - Education, outreach, and support regarding energy-efficient upgrades and the benefits of offering healthy food options

# Small & Medium Business Energy Advisor Summary

## ● Program Description:

- The program will educate business owners about the cost of energy and the value of efficiency, connect owners to commercial sector EE programs, and support applications for low or no-cost financing for EE measures

## ● Market Barriers Addressed:

- Lack of awareness of SoCalREN commercial sector programs
- Confusion regarding EE program eligibility
- Limited staff time to participate in EE
- Lack of knowledge of current and future energy cost impacts on business
- Lack of awareness of financing products and benefits of loans, limited upfront capital, and the cost of capital for conventional debt financing

## ● Program Interventions:

- Outreach and business engagement
- Financial analysis, recommendations and referrals
- Financing application support and submission
- Project management support
- Stakeholder coordination
- Registration/enrollment

# Cross-Cutting: Codes & Standards



# Cross-cutting Codes & Standards Summary

- Why is SoCalREN offering this sector?
  - Local governments and other parties involved in C&S need help navigating the rapidly advancing landscape of policies, programs, and resources available to help them to meet and exceed state mandates and achieve decarbonized zero net energy (ZNE) buildings and communities. This program can help prepare local governments and the C&S community for quickly approaching EE, ZNE, and electrification mandates.
- What are the gaps that SoCalREN will be filling?
  - The SoCalREN approach will develop a comprehensive Compliance Enhancement Program template that addresses the entire compliance cycle, from building design to operation. This is something that is not covered by any existing IOU C&S programs. The Program will focus on systematic improvements along the entire permitting process spectrum, including innovative information channels and permit staff training resources to build capacity and competency.

# Codes & Standards Strategies and Outcomes

## Main Sector Strategies:

- Assist in developing and adopting Advanced Energy Codes and support local implementation strategies
- Provide tools, templates, and assistance to streamline permitting processes and improve compliance
- Use innovative information channels and training strategies to build permitting agency staff capacity and competency
- Develop tools and templates to support trade allies and their supply chains to promote and accelerate building electrification
- Collaborate with the administrators of benchmarking and energy performance rating tools and software

## Main Sector Outcomes:

- Better energy code compliance, reduced energy use in buildings, and progress toward the state's energy efficiency and GHG reduction goals
- Adoption of advanced energy codes, standards, and policies that improve building energy performance and promote decarbonized and ZNE construction practices
- Collection and use of C&S data to inform better energy code compliance and the adoption/implementation of model energy codes, standards, and policies

# Codes & Standards Program List

Program Name	New or Existing Program	Segment
Codes and Standards Program	New	n/a

# Codes and Standards Program Summary

- **Program Description:**

SoCalREN will design and implement Codes and Standards (C&S) interventions within a framework for creating decarbonized zero net energy (ZNE) communities. SoCalREN seeks to accelerate local government leadership in energy efficiency, ZNE, and GHG goals through their regulatory authority over construction and land use.

- **Program Interventions:**

- Help local governments significantly improve energy code compliance in new construction and major remodels
- Assist local governments in the development, adoption, and implementation of model codes, standards, and policies that improve energy efficiency and reduce the carbon footprint of new and existing buildings
- Provide local governments with tools and training to analyze impacts from code compliance and code-development interventions through access to robust and actionable data

# Residential Sector





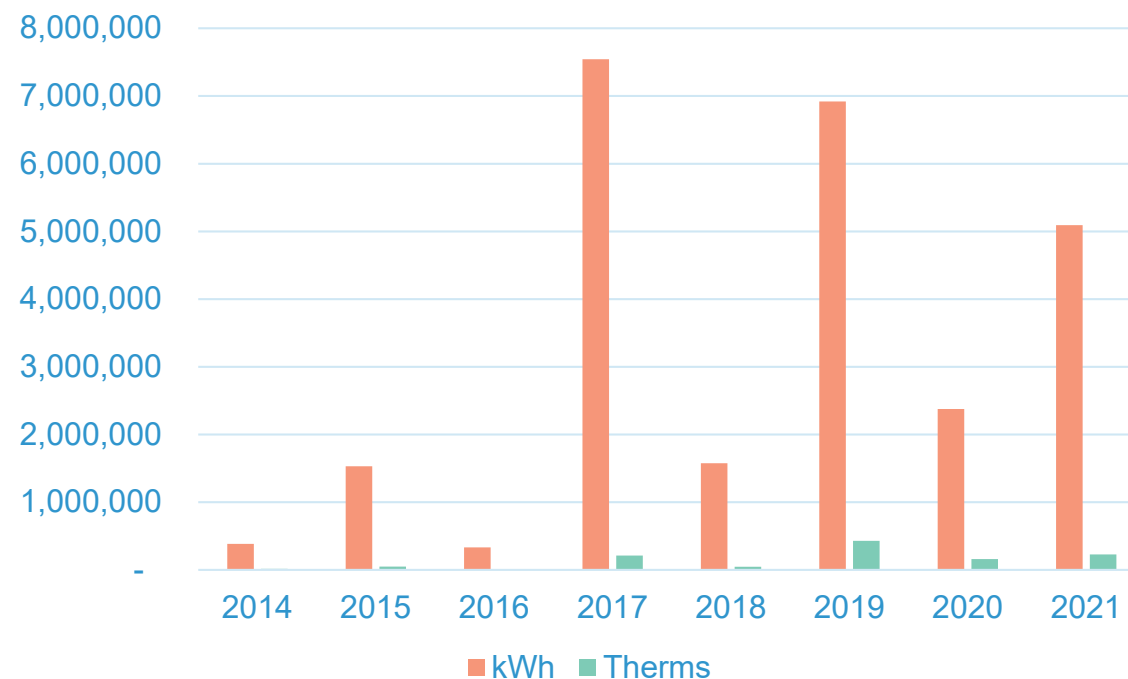
# Sector Rationale

- **Why is SoCalREN offering this sector?**
  - Represents over 33% of electricity and 50% of natural gas usage
  - Home to more than 20 million residential customers living in nearly 7.5 million housing units.
  - More than 30% of these housing units are in multifamily properties with over 50% located in a DAC or considered HTR
- **What are the gaps that SoCalREN will be filling?**
  - Comprehensive solutions that address electric, gas and water efficiency
  - Increased focus on Normally Occurring Affordable Housing (NOAH), DACs and rural/HTR customers not sufficiently addressed by IOU programs
  - Address small properties (<50 units) which have a higher delivery cost due to lower savings achieved per project
  - Provide technical and project resources to address lack of expertise and capacity

# Residential Sector Accomplishments

- 25 GWh and 1 million therms in annual savings achieved since 2015
- More than 220 multifamily properties retrofitted impacting nearly 45,000 tenant units
  - 50% of projects completed in DACs
- Saved customers over \$20M through lower energy bills
- Reduced GHG emissions by more than 24,000 metric tons of CO<sub>2</sub>

## Annual Energy Savings



# Residential Program List

Program Name	New or Existing Program	Segment
Whole Building Comprehensive Energy Efficiency Multifamily	Existing	Resource Acquisition
Kits4Kids	Existing	Resource Acquisition
Small HTR Multifamily Direct Install	New	Resource Acquisition

# Whole Building Comprehensive EE Multifamily

- **Program Description:** Turnkey solution that provides technical and financial services for multifamily properties over 50 units to help improve the efficiency and living conditions through comprehensive energy retrofit projects.

- **Market Barriers Addressed:**

Market Barriers Addressed	Program Tactics
<ul style="list-style-type: none"> <li>• Timing and disruption of tenants</li> <li>• Lack of capital</li> <li>• Uncertain benefits</li> <li>• Split incentives</li> </ul>	<ul style="list-style-type: none"> <li>• Whole building pathway for comprehensive projects</li> <li>• NMEC pathway to maximize savings potential</li> <li>• Site assessments that identify cost-effective retrofit measures</li> <li>• Technical and project management support</li> <li>• Menu of in-unit measures provided to tenants at no cost</li> <li>• Incentives based on savings achieved</li> </ul>

- **Program Interventions:**

- Whole building energy assessments
- Comprehensive whole building EE upgrades
- Increased incentive rates for DACs

- **Program Accomplishments to date:**

- Over 224 completed projects since inception; 43% in DACs
- 25.8 GWh since inception; 1.1 million therms

# Kits4Kids Program

- **Program Description:** Provide families within HTR and/or DAC with a fun home-based educational activity that helps students connect concepts learned through science class and how the members of their household use energy at home.
- **Market Barriers Addressed:**
  - HTR and DAC households historically do not participate in EE programs.
  - Multifamily property owners may be hesitant to perform upgrades within tenant units due to the spread of COVID-19.
  - Due to high unemployment and increased energy costs, many households in the DAC and HTR areas currently face economic hardship.
- **Program Interventions:**
  - Provide elementary schools with no-cost self install measures that save energy and money.
  - Program materials will educate household members about energy efficiency and its financial and environmental impacts
- **Program Accomplishments to date:**
  - Enrolled 250 classrooms during 2021 launch

# Small HTR Multifamily Direct Install

- **Program Description:** Provides turnkey EE measures that reduce electric, natural gas and water consumption of small apartment buildings with less than 50 units that are classified as HTR or DAC. The measures will be applicable to both tenant units and common areas, thereby reducing energy costs for both owners and tenants.

- **Market Barriers:**

Market Barriers Addressed	Program Tactics
<ul style="list-style-type: none"> <li>• Lack of capital</li> <li>• Timing and disruption of tenants</li> <li>• Lack of capacity</li> <li>• Split incentives</li> <li>• Uncertainty about energy savings and other non-energy benefits</li> </ul>	<ul style="list-style-type: none"> <li>• Direct install measures managed through qualified subcontractors</li> <li>• No cost direct installation of common area and tenant measures</li> <li>• Assigned program representatives based on region</li> <li>• Active engagement with local government partners and CBOs</li> <li>• Proposed EE solutions based on property needs</li> <li>• In-language support to address language barriers</li> </ul>

- **Program Interventions:**
  - Provides streamlined, no-cost implementation of energy efficiency measures.
  - Provide multifamily owners technical expertise and knowledge through project managers and vetted contractors

# Agriculture Sector



# Agriculture Summary

- Why is SoCalREN offering this sector?
  - Agriculture sector has been historically underserved
  - As a result of D.21-05-031 and Avoided Cost Calculator updates, it will be increasingly challenging for non-RENs to serve underserved Ag customers
  - Recent SCE Ag Summary:

Year	Actual TRC	Actual PAC	Actual SCE Expenditures	SCE Business Plan Expenditures	Gap in spending
2019	0.34	0.43	\$2,330,112	\$3,181,000	(\$850,888)
2020	0.26	0.36	\$1,876,806	\$3,245,000	(\$1,368,194)
2021	0.35	0.48	\$747,238	\$3,180,000	(\$2,432,762)

- Gaps that SoCalREN Ag will be filling
  - Prioritize serving small and medium underserved Ag customers
  - Provide hands-on project delivery support
  - Offer EE measures that non-RENs cannot offer due to TRC limitations



# Agriculture Strategies and Outcomes

- Agriculture Strategies:
  - 1) Prioritize program resources to historically underserved Ag customers
  - 2) Provide holistic approach to EE adoption for the Ag Sector
  - 3) Reduce the EE upgrade cost burden for underserved Ag customers
- Agriculture Outcomes:
  - 1) Leverage relationships with public sector customers (e.g. irrigation districts, rural water agencies and local governments) to build a stronger extended agricultural energy community
  - 2) Improve educational, technical, and capital access to the underserved Ag communities
  - 3) Facilitate substantial energy and water savings

# Agriculture Sector Program List

Program Name	New or Existing Program	Segment
Ag Project Delivery Program	New	Market Support
Agriculture Retrofit	New	Resource Acquisition
Rural HTR Direct Install	New	Equity

The above Ag programs will collaborate with SoCalREN offerings from other sectors:

Program Name	Sector
EE Project Delivery Program	Public
Agriculture WE&T	WE&T
Rural HTR Agriculture Finance Assistance	Finance

# Agriculture Project Delivery Program

- **Program Description:** Similar to the SoCalREN's Public PDP program, the Ag PDP will provide technical and project management services to help underserved Ag customers implement EE strategies.
- **Why is this program needed?**
  - Serve Ag customers who will continue to be underserved
  - Address stranded energy and water savings left by non-REN PAs
  - Streamline and simplify the custom incentive process for historically non-participating customers
- **Program Interventions:**
  - Support Ag customers throughout EE project lifecycle
  - Provide comprehensive and customized project management and technical engineering services
  - Address project challenges and proactively identify solutions

# Agriculture Retrofit Program

- **Program Description:** The Ag-Retrofit program will coordinate with the Ag-PDP to assist underserved Ag customers implement custom retrofit solutions.
- **Why is this program needed?**
  - Serve Ag customers who will continue to be underserved
  - Address stranded energy and water savings left by non-REN PAs
  - Streamline and simplify the custom incentive process for historically non-participating customers
- **Program Interventions:**
  - Provide customized EE solutions for each Ag customer
  - Offer EE solutions that cannot typically be offered by non-REN PAs due to low TRC
  - Connect local vendors and contractors to underserved customers
  - Sample measure list: Booster Pump Overhaul, Booster Pump VSD Well Pump Overhaul, Well Pump VSD, Barn ventilation, greenhouse air distribution, etc.

# Rural-HTR Agricultural Direct Install Program

- **Program Description:** The Ag-DI program will coordinate with the Ag-PDP to assist rural and HTR Ag customers implement direct install solutions.
- **Why is this program needed?**
  - Rural HTR Ag customers will continue to be underserved
  - Streamline and expand access to EE adoption and benefits
  - Simple approach for Ag customers to build EE knowledge
  - Lack of funding barrier will be overcome by DI approach
- **Program Interventions:**
  - Provide simple and no-cost EE solutions
  - Connect local vendors and contractors to underserved customers
  - Sample measure list: Outdoor Lighting, Indoor Lighting, Booster Pump Overhaul, Well Pump Overhaul, Greenhouses and Indoor Ag Heating, etc.

# Cross Cutting: Workforce Education and Training (WE&T)



# Workforce Education & Training Summary

- Why is SoCalREN offering this sector?
  - DAC/HTR communities face unique challenges and barriers to enter the EE sector
  - Designed to target and strengthen DAC/HTR participants specifically in order to create labor/worker pipeline to meet supply and demand
  - Meeting the CPUC's foci on supplier diversity (GO 156), increasing women-owned, minority-owned, disabled veteran-owned and LGBT-owned business enterprises' (WMDVLGBTBEs) procurement in all categories.
- What are the gaps that SoCalREN will be filling?
  - Increased EE resources for hard-to-reach (HTR) and disadvantaged communities (DAC)
  - Reduce labor Shortage in EE/construction/smart building technologies
  - Increase BIPOC residents and businesses with skills, jobs & business opportunities in green building technologies/high performance buildings
  - Reduce fragmented **and** misaligned workforce and small business ecosystem to support EE/RE through the Regional Workforce Alliance
- SoCalREN WE&T Accomplishments to-date
  - Over 440 contractors trained
  - Over 1,000 students enrolled in educational trainings
  - Over 190 paid internships awarded

# WE&T Program List

Program Name	New or Existing Program	Segment
ACES	New	Equity
Green Path Careers	New	Equity
WE&T HUB	New	Market Support
E-Contractor Academy	New	Market Support
WE&T Agriculture	New	Equity



# ACES Pathway

- **Program Description:** The Architecture Construction Engineering Students (ACES) Pathway Program, a career and experiential learning program is currently operating in various traditional high schools that serve severely disadvantaged youth. The goal of ACES is to expose and create pipeline to EE ACE careers by capitalizing on public works investment, community college STEM course offerings and strong industry participation.

- **Market Barriers:**

Barrier	Solution
Accessibility for youth of color to high road ACE careers	Outreach/recruitment will be done each semester in coordination with the high schools and community colleges.
Local hiring standards for DAC/HTR professional workers	Merge ecosystem of partner employers by identifying entry level opportunities in ACE high road careers
Limited entry-level ACE opportunities	Maintain strong employer relationships and seek out new prospective employers each year. Offer paid industry accepted certificate training every summer.
Accessibility to technology	Participants enrolled in the program will have the opportunity to borrow a laptop and access to hotspots in order to complete skills certification training.
Transportation	Participants will receive bus pass or gas reimbursement to travel to and from training site.
Clothing	Participant will receive clothing stipend for training/work site attire.

- **Program Interventions**

- Increase diversity of students who pursue academic pathways in sustainability design and construction disciplines and develop mentoring between industry professionals and students.
- Create academic pathways, regardless of the participants' GPAs and socio-economic challenges, by employing a collaborative, proactive case management approach that engages high school principals and teachers, community college faculty members and administrators, and charter school executive directors

# Green Path Careers

- **Program Description:** Prepare opportunity youth and adults by providing EE skilled training in order to acquire the skills and knowledge necessary to succeed in the high growth EE industry. The GPC program aims to widen the pool of eligible DAC/HTR participants by also including the returning citizens population in the workforce. The opportunity youth and adult population would help to create a pipeline in filling the demand for the skilled labor shortage in EE.

- **Market Barriers:**

Barrier	Solution
Access to Technology	Participants enrolled in the program will receive a laptop and access to hotspots in order to complete online certification training. Participants will also have access to a computer lab via one of our partners.
Transportation	Participants will receive a bus pass or gas reimbursement to travel to and from the training site.
Clothing	Participants will receive a clothing stipend for training/worksite attire.

- **Program Interventions:**

- Address the barriers opportunity youth and adults face when moving into the growing workforce, while addressing the EE workforce expansion needs
- Assist opportunity youth and adults by eliminating the barriers of the EE workforce sector, by providing certification training, supportive services, and the coaching needed to emerge successful by providing the resources and support needed to begin their EE career

# WE&T Opportunity HUB

- Program Description:** Helps ensure local small-minority firms and disadvantaged workers in SCR region can effectively compete in the EE construction industry; to strengthen their knowledge, skills, and networks in the green building and clean energy sectors by creating a marketplace for employers/employees and serving as an opportunities clearinghouse.

- Market Barriers:**

Barrier	Solution
Support Services	Participants enrolled in the program will receive access to support services from partners such as technology, transportation, or clothing.
Access to Capital, bonding and Insurance	Participants enrolled in the program will receive help with capital, bonding, and insurance. The program goal is to partner with banks, CDFIs, and other associations to assist with the barrier.
EE/RE Outreach to DAC	Participants enrolled in the program will be informed through outreach measures set in place.
Lack of Peer Exchange	The development of a shared online platform/brokerage system for skilled workers and contractors to identify jobs and contracting opportunities.
Lack of EE Information	Participants in the program will receive ongoing training in new building codes, construction materials and equipment, project management software and estimating technologies, labor standards, construction administration, and project delivery methods (for example, P3s).
Fragmented workforce ecosystem	ECC entered into partnership alliance agreements with industry, community, and institutional partners to collectively address barriers to entry and growth and define strategies to maximize economic opportunity for communities of color.

- Program Interventions:**

- Organize the infrastructure needed to connect SoCalREN’s minority contractors and disadvantaged workers to capacity-building resources and opportunities

# E-Contractor Academy

- Program Description:** Established to assist SMWDVBE contractors entering into the EE sector by providing access to resources, quality training, one on one assistance including: access to capital, bonding and insurance and procurement assistance, Fundamentals of Green Building. Contractors go through a comprehensive curriculum for emerging contractors in the EE space.

- Market Barriers:**

Barrier	Solution
Lack of small, minority contractors with green building knowledge and skills	Host workshops to increase MWDVBEs basic information and knowledge
Access to Capital, bonding and insurance	One-on-One technical assistance and workshops to increase contractors' access to capital, bonding and insurance.
Access to green building technologies and equipment/materials	Participates will receive training options, certificated programs, access to construction technologies, and equipment/materials.
Challenging public procurement policies and requirements	One-on-One technical assistance and RFP development

- Program Interventions:**

- Prepare small and diverse contractors to compete for and perform energy efficiency projects throughout Southern California; Contractors undergo training through a curriculum designed to achieve maximum outcomes and preparation
  - Contractors enrolled benefit from the support and guidance offered by technical assistance managers and industry experts

# WE&T Agriculture

- **Program Description:** The Ag-WE&T program will develop a local skilled workforce that delivers high quality Agricultural EE services to the SoCalREN region. The trained workforce will accelerate energy savings through SoCalREN's Rural HTR Ag DI and Ag-Retrofit programs.
- **Why is this program needed?**
  - Create a skilled local workforce through underserved communities to achieve energy and water savings.
  - Regional energy management training will ensure high quality installation of EE measures.
  - Create energy career pathways that will facilitate clean energy communities.
- **Program Interventions:**
  - Marketing and outreach events to promote clean energy job opportunities
  - Conduct trainings that lead to attractive energy career paths
  - Coordinate with Agriculture Sector and Ag-Finance offerings to enable market transformation

# Cross-Cutting: Finance Sector



# Cross-cutting Finance Summary

- Why is SoCalREN offering this sector?
  - Finance EE improvements through SoCalREN programs
  - Drives SoCalREN program participants to complete EE projects that would otherwise be left stranded
- What are the gaps that SoCalREN will be filling?
  - Up-front, 0% interest financing products
    - OBF is no longer available through Southern California Edison for public sector or agricultural customers given the closure of various incentive programs (Commercial Custom, Ind./Agricultural Custom, Deemed, Local Government Partnerships)

# Cross-cutting Finance Summary

## Sector Accomplishments to date:

- Participants accessed additional capital because SoCalREN leveraged non-CPUC funds of \$2.2M for investment in SoCalREN communities
- **\$2 million in funding disbursed** to public agency participants for EE projects
- **\$1.1 million in additional pipeline** identified to leverage funds once replenished
- **309,000 kWh and 749 therm** savings supported



# Finance Program List

Program Name	New or Existing Program	Segment
Public Agency Revolving Loan Fund	Existing	Equity
Ag Finance	New	Market Support

# Public Agency Revolving Loan Fund Summary

- **Program Description:** The RLF Program provides upfront loans to underserved public agencies to accelerate energy project implementation. Program funds will leverage seed capital through American Reinvestment and Recovery Act (ARRA) funds already granted by the California Energy Commission (CEC) and no utility ratepayer funds will be utilized for the loans.
- **Market Barriers Addressed:**
  - Help underserved communities overcome access to upfront capital for energy efficiency projects
- **Program Interventions:**
  - Loan application development support
  - Loan application review and approval
  - Upfront construction financing delivered to agencies through disbursement of loan funds

# Rural HTR Agriculture Finance Summary

- **Program Description:** The Rural HTR Ag Finance program will provide upfront bridge funding for rural and HTR Ag customers to accelerate the completion of EE projects. The Ag Finance program will support the adoption of EE measures through SoCalREN's Ag offerings.
- **Market Barriers Addressed:**
  - Assist Rural HTR Ag communities overcome access barrier to upfront capital to implement EE projects.
- **Program Interventions:**
  - Loan application development support
  - Loan application review and approval
  - Upfront financing through loan fund disbursement

# SoCalREN Business Plan Materials

- **Exhibit 1:** [SoCalREN 2024-2031 Strategic Business Plan](#)
- **Exhibit 2:** [SoCalREN Energy Efficiency 2024-2027 Portfolio Plan](#)
- **Exhibit 3:** [SoCalREN's Responses, pursuant to Energy Division Template](#)
- **Exhibit 4:** [SoCalREN Energy Efficiency 2024-2027 Implementation Plans](#)
- [SoCalREN 2024-2031 Portfolio Application Pleading Document](#)
- [SoCalREN Business Plan Application – Notice of Availability](#)
- [SoCalREN 2024-2031 Workpapers](#)
- [Budget Appendix](#)

# Questions?

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