

Quarterly Stakeholder Meeting

March 22, 2022



Welcome!

Goal: Review the goals and structure of TECH Clean California, provide key progress updates, and identify how you can get involved.

Presentation Guidelines:

- This is a webinar format, so please direct your questions to the Q&A feature. We will do our best to answer questions there during the presentation.
- Today's slides and a recording of the presentation will be accessible on our website.



Get Involved:

Ask questions on **incentive layering, data sharing, and coordination**

*Please submit your questions to
TECH.info@energy-solution.com*

Agenda

- 1 TECH Clean California Overview

- 2 Incentives & Market Engagement

- 3 Marketing

- 4 Pilots & Quick Start Grants

- 5 Pilot Overview: Tariffed On-Bill Investment

- 6 Financing

- 7 Q & A



Presenters



Evan Kamei
Energy Solutions



Rory Cox
CPUC



Peter Florin
Energy Solutions



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BDC



Alison Seel
VEIC



Nancy Barba
Frontier Energy



Bruce Mast
Ardenna Energy

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TECH Clean California Overview

CPUC Policy Update

- **Self-Generation Incentive Program (SGIP)** - \$84.7 million carve out for load shifting heat pump water heaters
- Proposed Decision in R.20-05-012 on agenda for April 7 CPUC voting meeting
- About half of funding to be reserved for equity customers, half for general market
- Proposed Decision includes detailed appliance, installation, and load shifting requirements
- Water heaters must include a CTA-2045 port for grid connectivity, be programmed to heat up mid-day, include a thermostatic mixing valve upon installation, and customers must be on a time of use rate

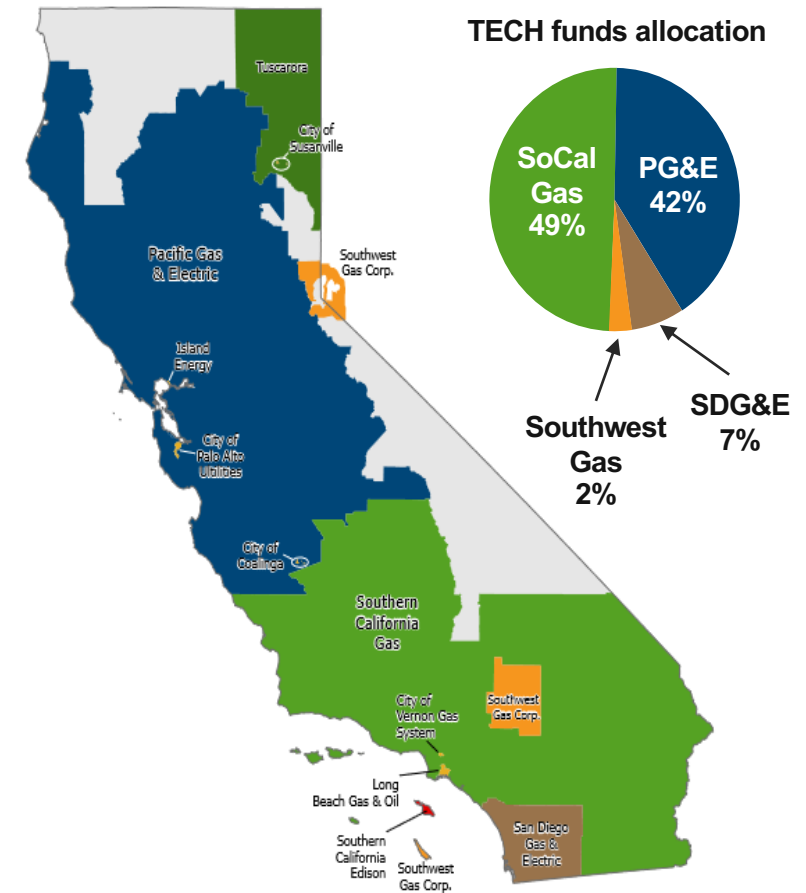


TECH Clean California Overview

What is TECH Clean California?

- CA's flagship heat pump market transformation initiative for space/water heating, designed to integrate and complement other existing offerings
- Purpose is to leverage a comparatively small initial investment to inform California's broader building decarbonization framework and future decarbonization investments
- Guiding principles of scale, equity, regulatory simplicity, and market transformation
- Funds are proportionally allocated by gas IOU territory.

For a more complete overview of TECH Clean California, check out the slides and recording from the first and second quarterly Stakeholder Meetings at energy-solution.com/tech/



Map source: <https://cecgis-caenergy.opendata.arcgis.com/pages/pdf-maps>

The TECH Clean California initiative is funded by California gas corporation ratepayers under the auspices of the California Public Utilities Commission.

TECH Team:

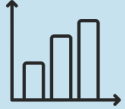


RECURVE



Tre'Laine

TECH Clean California Activities



Spur the clean heating market through statewide strategies

Activate the supply chain

- Contractor incentives
- Streamlined Incentive Clearinghouse
- Technical and sales training

Drive consumer demand

- Statewide marketing campaign and website



Create scalable models through regional pilots

Improve targeting and project finance

- Target customers using meter-based analysis
- Deploy a Tariffed-On Bill Financing Pilot

Expand benefits to HTR customers

- Support low-income programs
- Multi-family pilots targeting property owners

Streamline installation

- Streamline permitting and installation costs
- Enable load-shifting

Innovate through Quick Start Grants



Inform long-term building decarbonization framework

Develop public reporting site

- Inform policymakers and market actors on progress and impacts

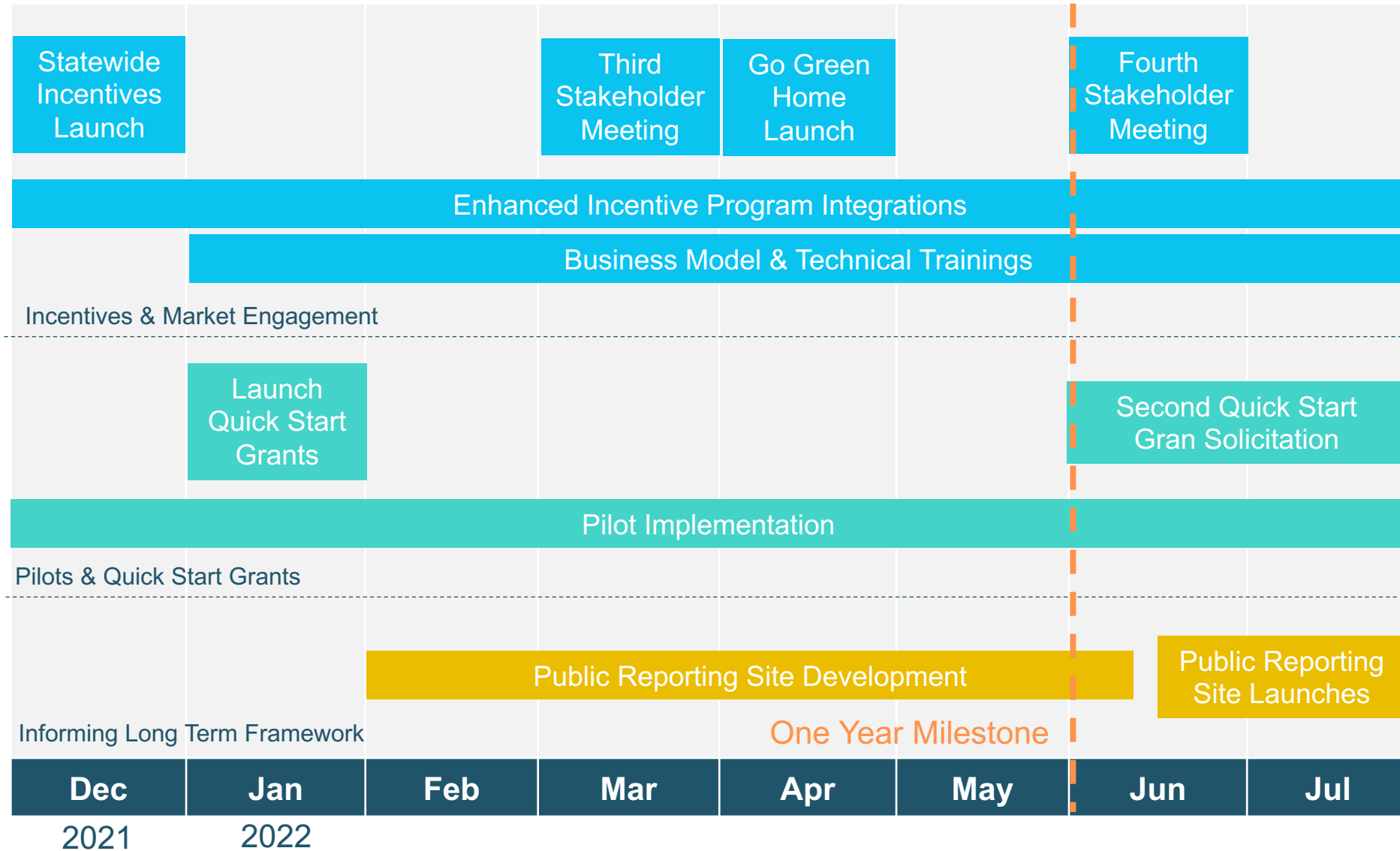
Quantify decarbonization impacts

- Avoided costs, grid benefits, and customer bill impacts

Inform policy development

- State, regional, and local regulatory policy

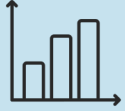
TECH Clean California Timeline



2 Incentives and Market Engagement

Market incentives and workforce education and training to make it easier and cost-competitive for contractors to sell and install heat pump technology.

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Incentives

Goals:

- Generate statewide market engagement
- Layer incentives, streamline participation process by integrating with existing heat pump programs
- Create a dedicated low-income incentive approach setup to best serve those customers

Where are we now:

- Received over 1,500 total applications in ~3 months since statewide launch
- Paid first multifamily and low-income pilot incentives

Contractors: Sign up now at switchison.org/sign-up



Single Family Incentives Overview

Single Family = Property with 4 or fewer dwelling units

Baseline Incentives

- Available everywhere in Gas IOU territory where TECH doesn't have a partnership
- Simple and concise measure structure to encourage engagement
- Developed to facilitate future layering with PA incentive programs

Enhanced Incentives

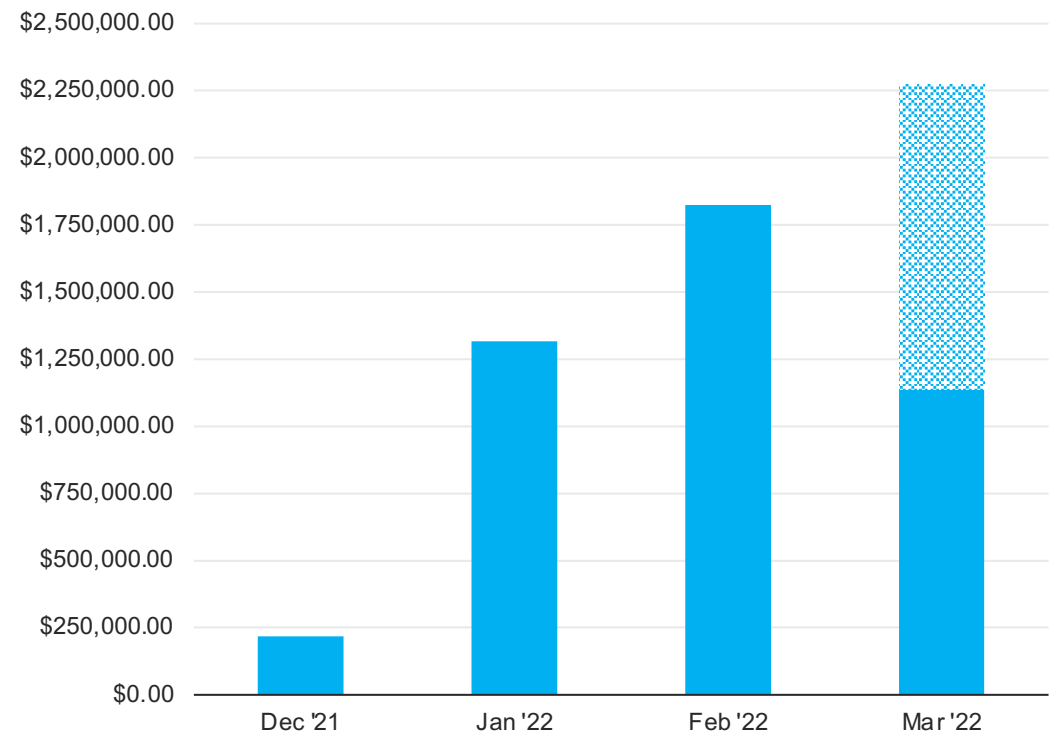
- Available in regions where TECH has integrated with a partner PA program
- Additional incentives added on top of baseline measures to support quality installations and decrease electricity consumption
- Cost sharing between TECH and partner PA supports collaboration, contractor must enroll in both programs to earn total available incentive

Utilities/program administrators:

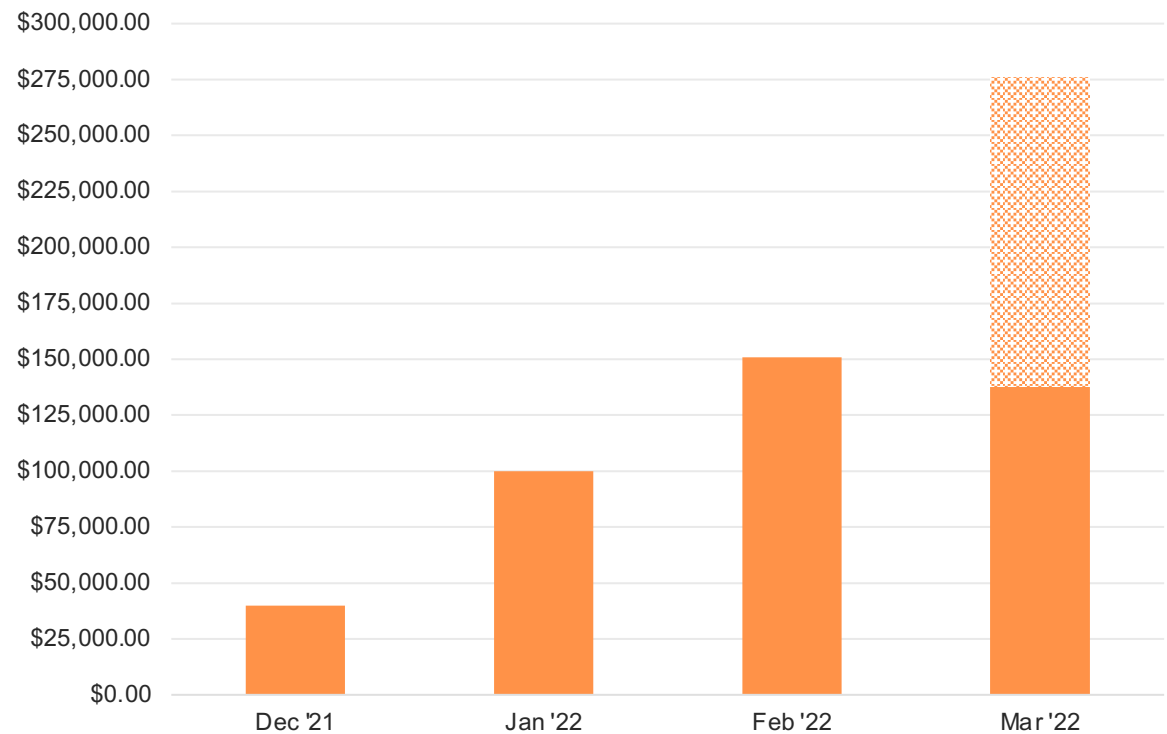
Contact TECH.info@energy-solution.com to discuss program integrations

Single Family Heat Pump Incentives

Heat Pump HVAC Incentives per Month

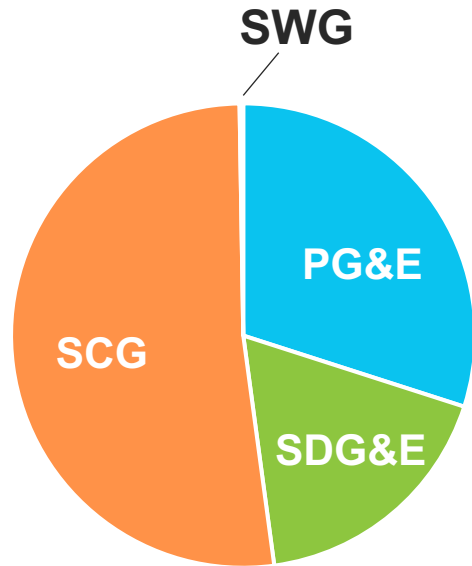


Heat Pump Water Heaters Incentives per Month



Results as of 3/18/2022

Single Family HVAC Incentives



Efficiency	Total Units	% of Total
< 16 SEER	442	28%
16 – 18 SEER	530	33%
>18 SEER	617	39%

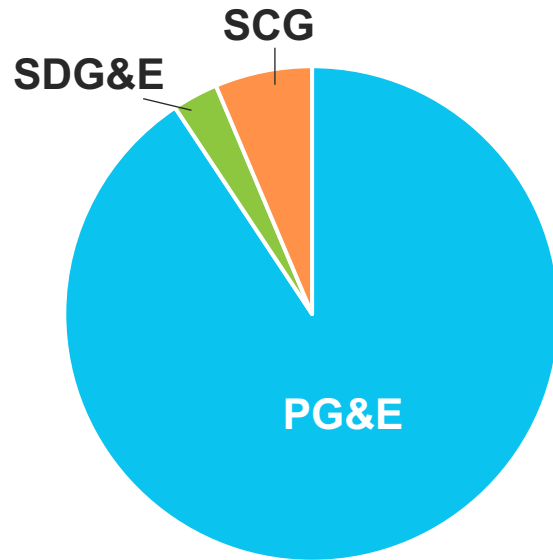
Results as of 3/18/2022

1,589 units submitted – \$4,497,050

Furnace Setting	Units	% of Total
Decommissioned	1,436	90%
Setup as Blower Only	11	1%
Emergency Backup Only	142	9%

Installation Component	Units	% of Total
Ducts sealed/replaced	278	17%
Manual-J Completed	157	10%
Full System Performance Test	76	5%
Smart T-Stat Included	684	43%

Single Family HPWH Incentives



268 units submitted – \$427,700

Previous Water Heater Fuel Type	Units	% of Total
Natural Gas	246	92%
Electric Resistance	11	4%
Propane	11	4%

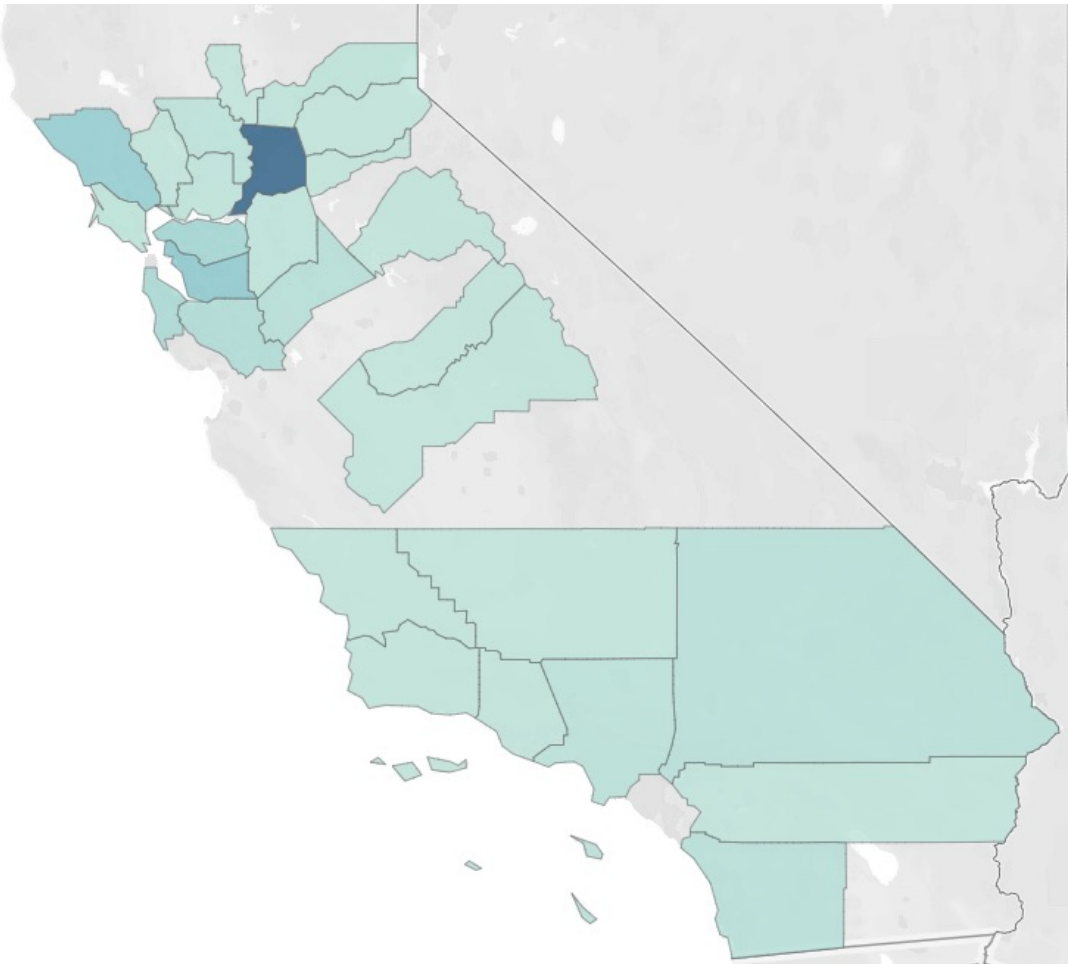
HPWH Capacity	Total Units	% of Total
40	11	4%
50	160	60%
65	50	19%
80	47	17%

Installation Component	Units	% of Total
Thermostatic Mixing Valve Installed	185	69%
Water Heater Upsized	162	60%
Panel Upgrade Required	16	6%

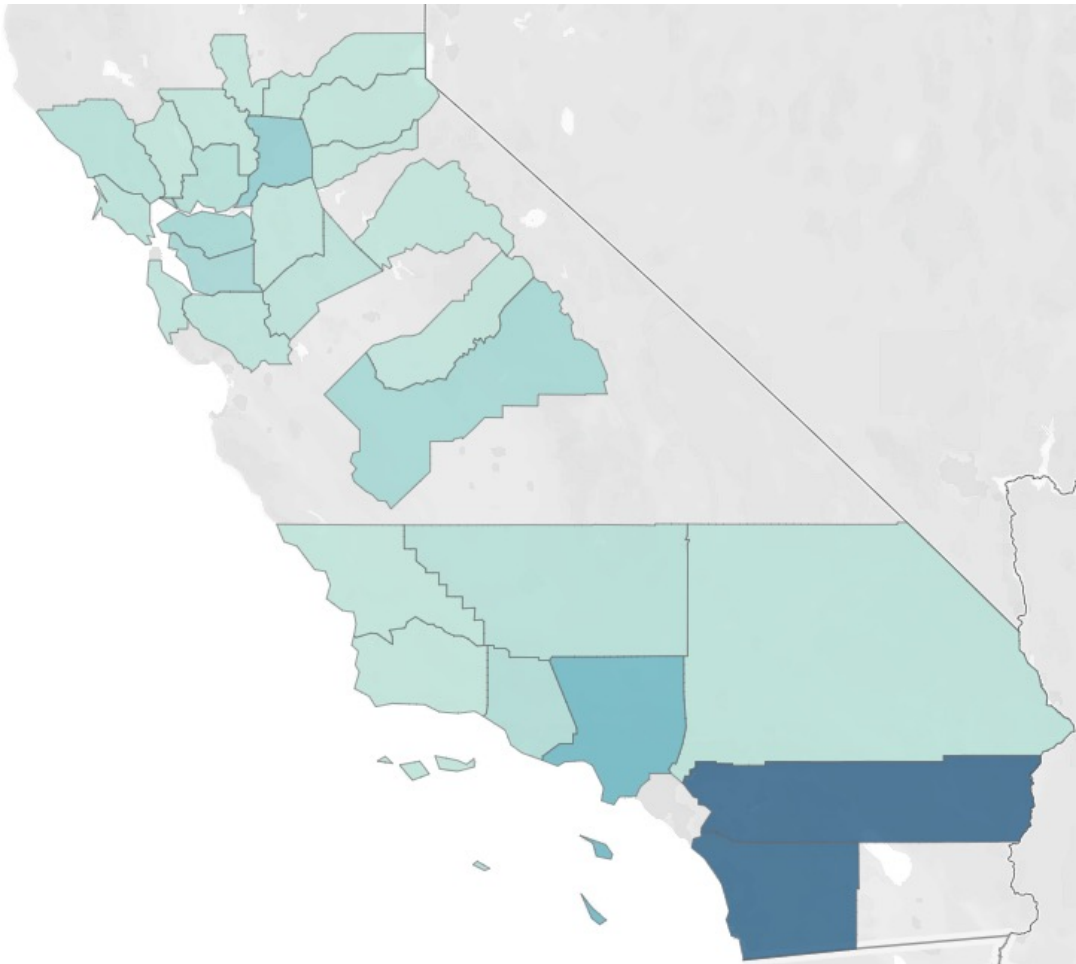
Results as of 3/18/2022

Participation by County

HPWH leader: Sacramento County with 91 installs



HP HVAC leaders: Riverside + San Diego Counties with 389 installs



Results as of 3/18/2022

Multifamily Incentives Overview

- Available for any properties with 5 or more dwelling units
- Single incentive structure available throughout Gas IOU territory
- Reservation system in place to ensure incentives will be available at time of project completion
- \$3m incentive cap for any single contractor or property owner

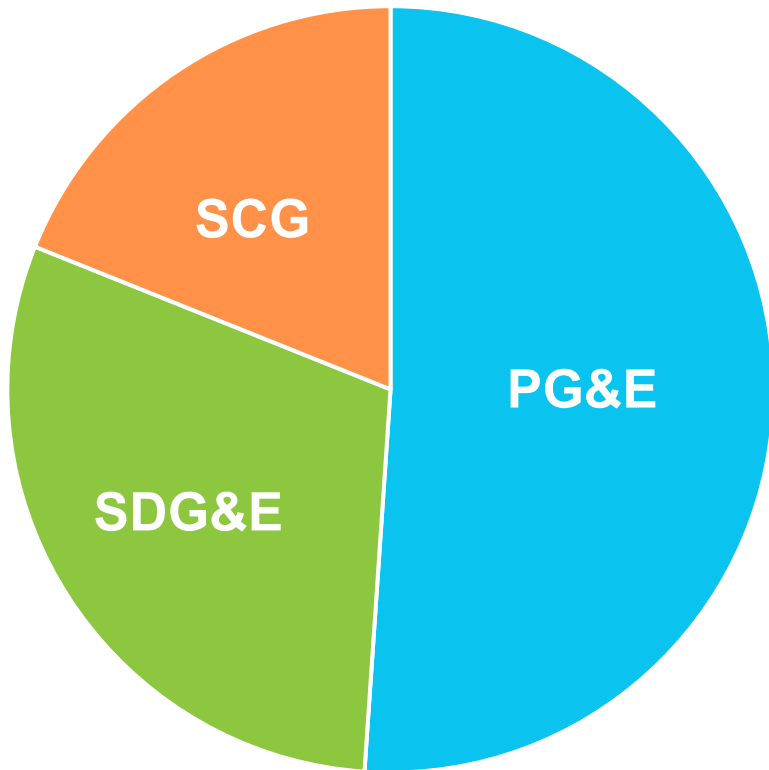


Multifamily stakeholders:

Go to energy-solution.com/tech-incentives/multifamily to start your incentive reservation

Multifamily Incentive Reservations

\$3,582,520 Reserved



Measure	Total Units Served	Projects	% of Total
In-apartment HPWH	600	7	18%
Central HPWH	944	13	37%

Measure	Total Units Served	Projects	% of Total
Individual apartment HVAC	729	19	38%
Central HVAC	49	1	<1%

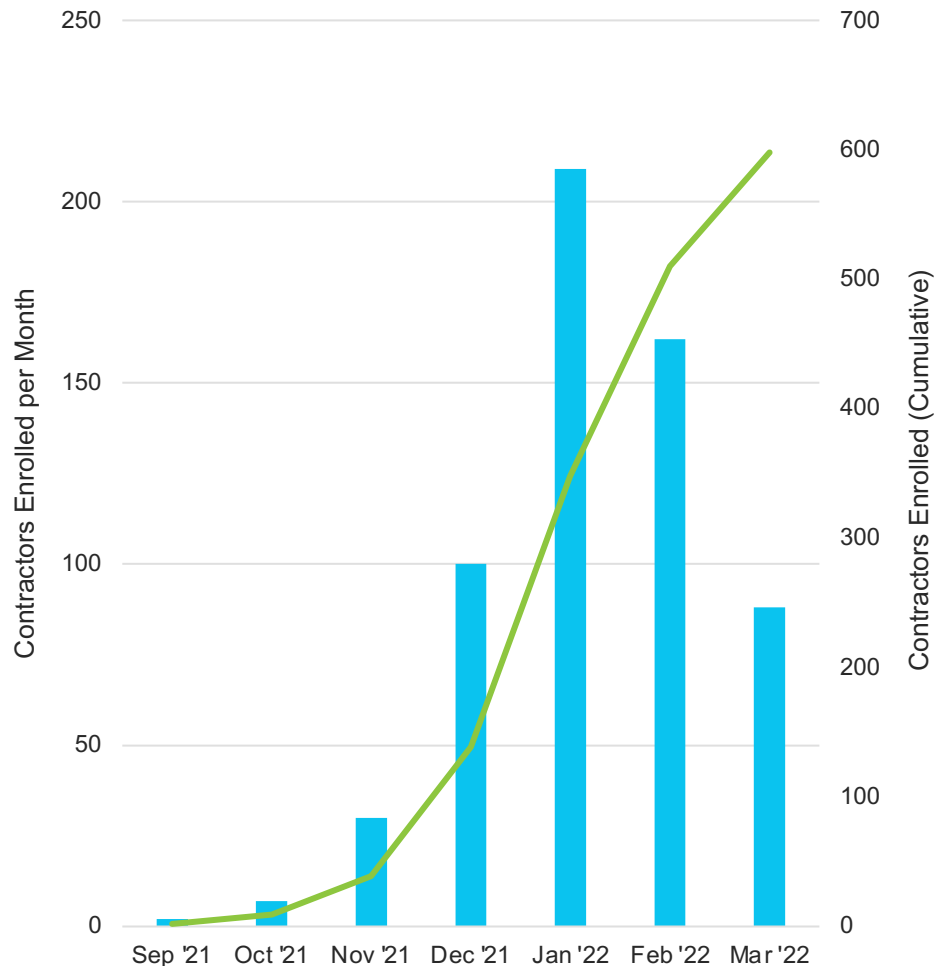
Measure	Total Units Served	Projects	% of Total
Individual Apartment Electrical Upgrades	257	12	7%

Lessons Learned

Next Steps

Simplicity is key	Refine program requirements based on key contractor pain points
Small differences in program eligibility are a major deal	Coordinate with partner programs and determine opportunities for improved alignment
Large incentives can drive excitement, but they cannot do the job on their own	Identify non-incentive solutions to key HPWH barriers (e.g., plumbing/electrician pairing)

Market Engagement



Results as of 3/18/2022

What we've done:

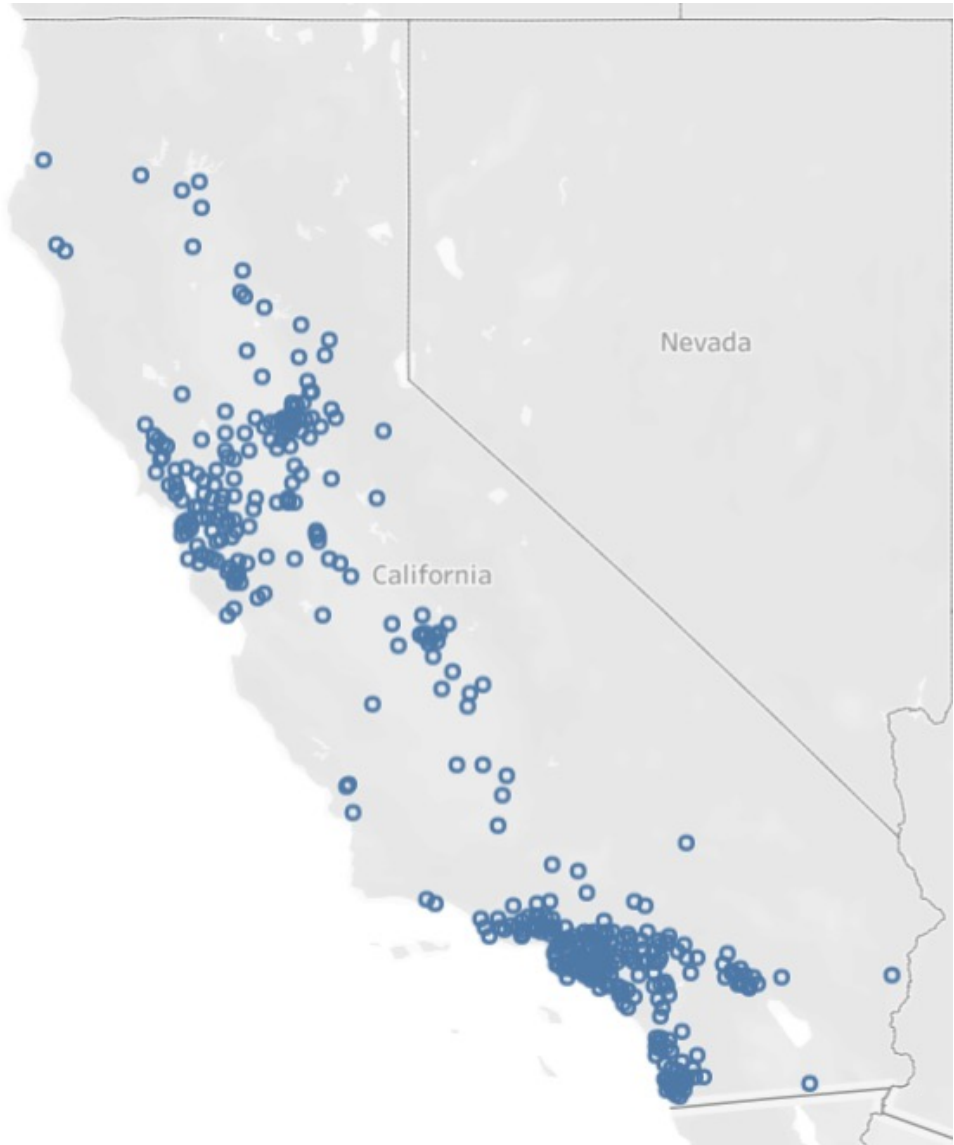
- Enrolled over **600** contractors
- Created a joint TECH + Switch is On Clean Energy Connection enrollment process
- Developed the role of Designated Applicant, allowing non-contractors to participate on behalf of installing contractors
- Engaged major manufacturers and distributors on enrollment, marketing and training

What's next:

- Help contractors become participants
- Roll-out free HPWH to contractors offering
- Conduct focused outreach to fill geographic and license-based gaps
- Identify gaps in contractor eligibility requirements between TECH and partner programs and determine ways to align

Contractor Enrollment

Major Region	Total Enrolled
Bay Area	97
Central Valley	42
Sacramento	66
Los Angeles	180
San Diego	56
Inland Empire	79
Statewide	3



Results as of 3/18/2022

Contractor Enrollment Breakdown

License(s) Held	TECH Capabilities	Count
B Only	HP HVAC, HPWH + Panel Upgrade	19
B + C20/C36	HP HVAC, HPWH + Panel Upgrade	132
C20 Only	HP HVAC, HPWH	325
C36 Only	HPWH	16
C20+C36	HP HVAC, HPWH	120
C10 (+C20/36)	HPWH + Panel Upgrade	86

Program	# of Participants
HVAC	225
WH	49
Both	63

Total Submissions	Contractor Count
1	84
2-10	115
10-20	24
>20	20

Results as of 3/18/2022

Contractor Engagement

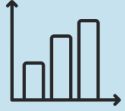
Joint marketing and contractor outreach conducted alongside a wide array of stakeholders



INSTITUTE OF HEATING
AND
AIR CONDITIONING INDUSTRIES, INC.



TECH Clean California Activities



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Innovation through Quick Start Grants



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Quantify decarbonization impacts

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Holistic Approach to Workforce Education & Training

Goal: Drive meaningful and relevant activities that align with initiative objectives, leverage existing training infrastructure where possible, and also support the needs of the industry, the workforce, and the consumer

Two TECH activity training areas:

1. Gap Filling

- Free technical and sales training, business model support, and field coaching for contractor firms
- Free multi-family & low-income training and business model support to contractor firms

2. Market Transformation Opportunities

- Collaborations and partnerships

Workforce Education & Training

What we've done:

- Hosted nine total trainings
- Provided technicians with gift cards for their attendance
- Outreach, collaboration, and integration with other statewide workforce education and training activities supporting train the trainer, curriculum development, outfitting labs with technologies, connecting manufacturers with trainers, and increasing connections between students and employers

What's next:

- Review training feedback to improve for next round of trainings
- Conduct cohort level training
- Continue fostering market transformation relationships, driving towards a holistic strategy approach to WE&T



Electrification Building Performance Training



Residential Space Conditioning and Water Heating Electrification

- Informs participants of marketing changes prompting residential electrification
- Introduces “install small” and “Good Electrification” concepts
- Gives contractors the know-how to pivot from traditional heating to modern heat pumps without negatively impacting their bottom line
- Provides in-depth knowledge regarding heat transfer mechanisms, functionality and benefit of heat pumps

Conducted trainings in **Sacramento, Chico, Stockton and Pomona**

- Total of **71** individuals attending

Upcoming Trainings

- San Diego (March 23rd – 25th)

General Class Feedback

“Gamechanger!”

“Great program. I learned so much. The instructors were very knowledgeable. Please share with the HVAC world!”

“Yes, I now understand how to explain the benefits of switching to inverter or heat pumps to the customer. I have a great understanding of the usefulness of going all electric!”

Learn more and register for upcoming trainings at <https://aea.us.org/tech-electrification-knowledge-hub/>

Heat Pump System Performance Training



Airflow Testing & Diagnostic

Learn how to assess existing duct systems and address issues to prepare for a new heat pump system. Prepares students for more advanced concepts taught throughout our TECH training series. (1 day)



Refrigerant Side Performance

Ensure your heat pump system installations achieve their full potential by verifying that airflow can properly support the refrigeration cycle and tuning the refrigerant cycle to get the most out of each heat pump. (2 days)



Residential System Performance & Electrification

Learn and practice the skills you need to perform ASHRAE 221-compliant Field Measured System Performance testing and qualify for Enhanced Incentives through TECH. Connect all the dots between the various NCI TECH training courses with a coherent method to assess potential electrification projects and tailor solutions to unique project requirements (2.5 days)

Heat Pump System Performance Training



Courses Completed:

- Airflow Testing and Diagnostics
 - January 28th (21 attendees), February 18th (16 attendees)
- Refrigerant Side Performance:
 - February 8th – 9th (19 attendees), February 24th – 25th (17 attendees)
- Residential System Performance and Electrification
 - March 1st – 3rd (16 attendees) March 15th – 17th (24 attendees)

Upcoming Trainings:

- Airflow Testing and Diagnostics
 - April 4th (Los Alamitos)
 - April 7th (Sacramento)
- Refrigerant Side Performance
 - May 17th – 18th (Los Alamitos and Sacramento)
- Residential System Performance and Electrification
 - June 14th – 16th (Sacramento)
 - June 21st – 23rd (Los Alamitos)

General Class Feedback

“100% worth attending”

“I am very pleased due to the knowledge I gained from this class & instructor- excellent class”

Real World Application Feedback

“I will check more before jumping to conclusions on systems”

“I can now better communicate with customers”

“Looking at equipment with a new lens”

Learn more and register for upcoming trainings at <https://nationalcomfortinstitute.com/TECHCleanCA/>

Multifamily Electrification Training



Multifamily Electrification 101

What: Benefits of electrification and current policy and code considerations. Exploration of technologies for electrification

Who: All involved with electrification at some level (property owners, engineers, architects, policy makers)

Where: Live webinar or self paced on demand

When: June 16th and September 15th, 2022

Multifamily Electrification 201

What: Multifamily electrification retrofits, deep dive into heat pump HVAC installations and advanced individual HPWH and central HPWH design and installations

Who: MEPs, contractors, consultants

Where: Live webinar or classroom

When: March 31st 2022 and April 13th, 2022

Multifamily Electrification 301

What: Hands-on experience with specific system types. Where possible, manufacturer representative will be present for in field training. Blend of manufacturer technical training, with AEA focused design, cost feasibility and operation considerations

Who: MEPs, contractors, consultants

Where: In-field training

Learn more and register for upcoming trainings at <https://aea.us.org/tech-electrification-knowledge-hub/>

3 Marketing



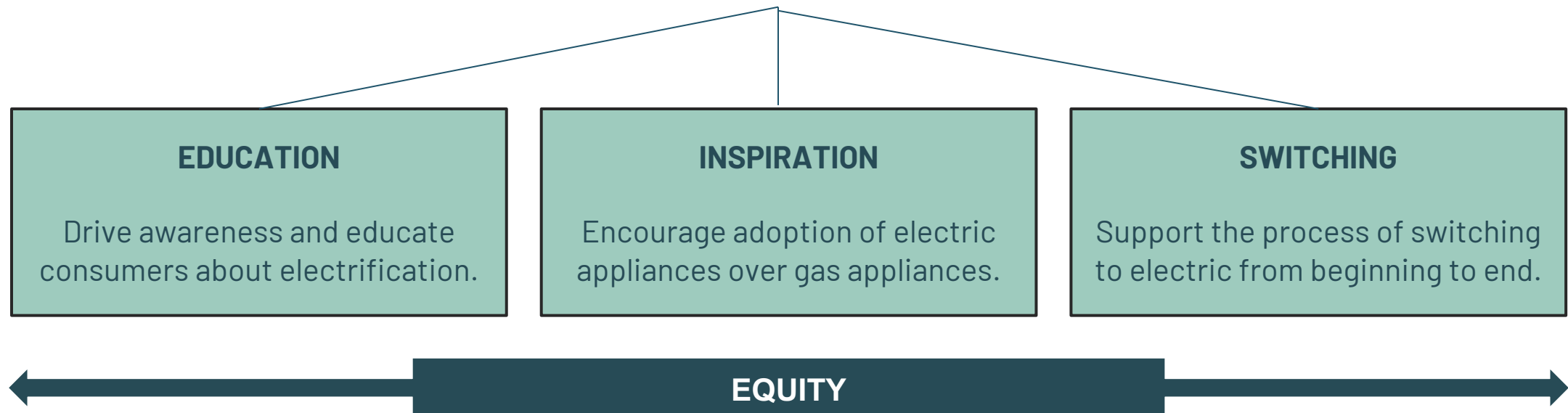


THE SWITCH IS ON

Switch is On Purpose

To encourage consumers to swap out their gas-powered appliances for electric appliances.

Campaign Goals



Campaign Operations



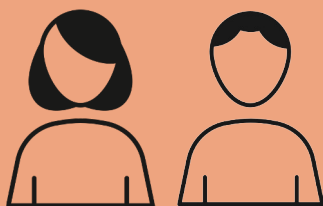
Social Media
April Package
3/29/2022



March Performance
Report
4/7/2022



Blog/Spotlight
"Good Ancestors" &
Ambassador Highlight



Ambassadors
Next Forum Today
3/22/22



Earned Media
Highlights



New Partners:
Current focus on
CBOs

SIO Launch Success

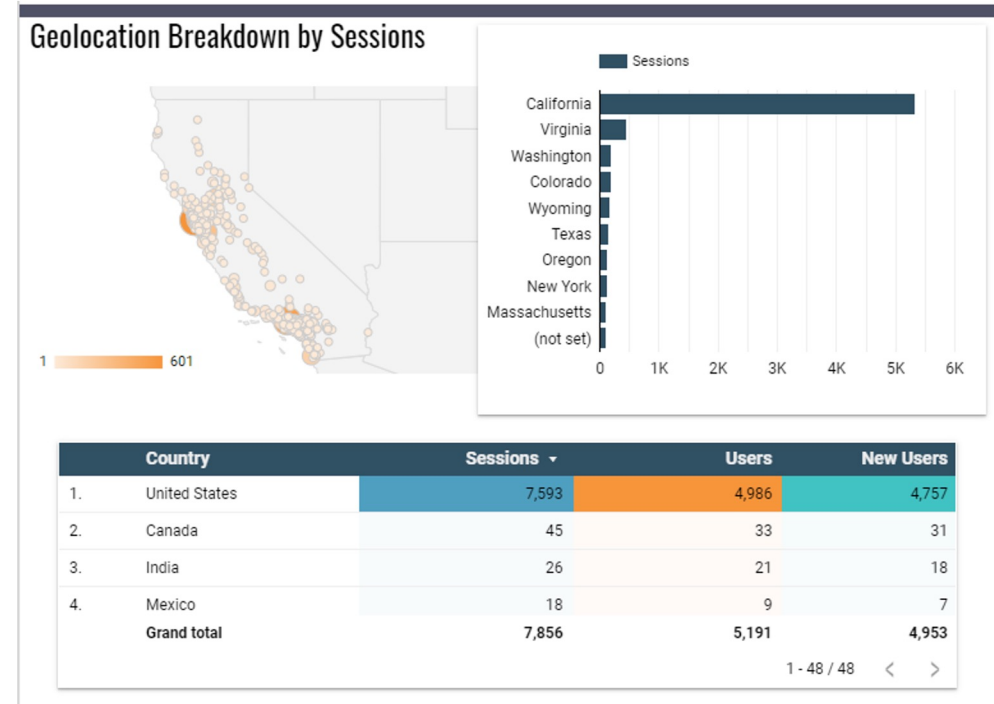
Quick Facts:

- Surpassed internal KPIs and expectations
- Launch announcement covered by more than 10 outlets
- This includes local and statewide outlets, with national coverage to be published
- Spans across mediums, including print, radio, podcast, and social
- Audience reach of **27.5M+** and counting
- Nearly **260,000** social media impressions and over **5,300** engagements, which is significantly above the threshold for success with paid social



THE SWITCH IS ON

Website Analytics



Los Angeles Times

THE TRIBUNE



CONTRACTOR.

Palisadian-Post

Bloomberg

ARCHITECT



Paid Media Update



THE SWITCH IS ON

Regional Paid Media

- Roughly March – August 2022
- 9 regional partners
- Using consistent Switch is On messaging and creative assets
- Various mediums





THE SWITCH IS ON

INCOME QUALIFYING PROGRAMS

Many programs support low-to-moderate income households in ways that can help people electrify.

GENERAL PROGRAMS

Energy Savings Assistance Program (ESA)

Solar on Multifamily Affordable Housing (SOMAH)

Income Qualifying Programs

- Existing programs
- Website content review
- Ambassador CBOs

Continuous Improvement

- Rebate finder enhancement
- User experience review

How to get the switch on.



THE SWITCH IS ON

Did we mention there are rebates to help drive down the cost of installing your new electric appliances? Simply input your zip code below and search for incentive programs available in your city. You can also find a list of prescreened contractors.

Moving to all-electric living means that solar may make even more sense with your home. You can also contact a local solar contractor to learn more about how you can make the most of electric.

If you own your home, there may also be tax credits available. Contact your tax specialist or [find out more](#) about tax credits that may apply to you.



FIND REBATES

FIND CONTRACTORS

[Liability Limitations](#)

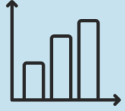
9 Rebates Found for 94501

4

Pilots & Quick Start Grants

Regional pilots testing scalable solutions to market barriers, and Quick Start Grants for strategically important installations that will help scale adoption.

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Quick Start Grants

Objective

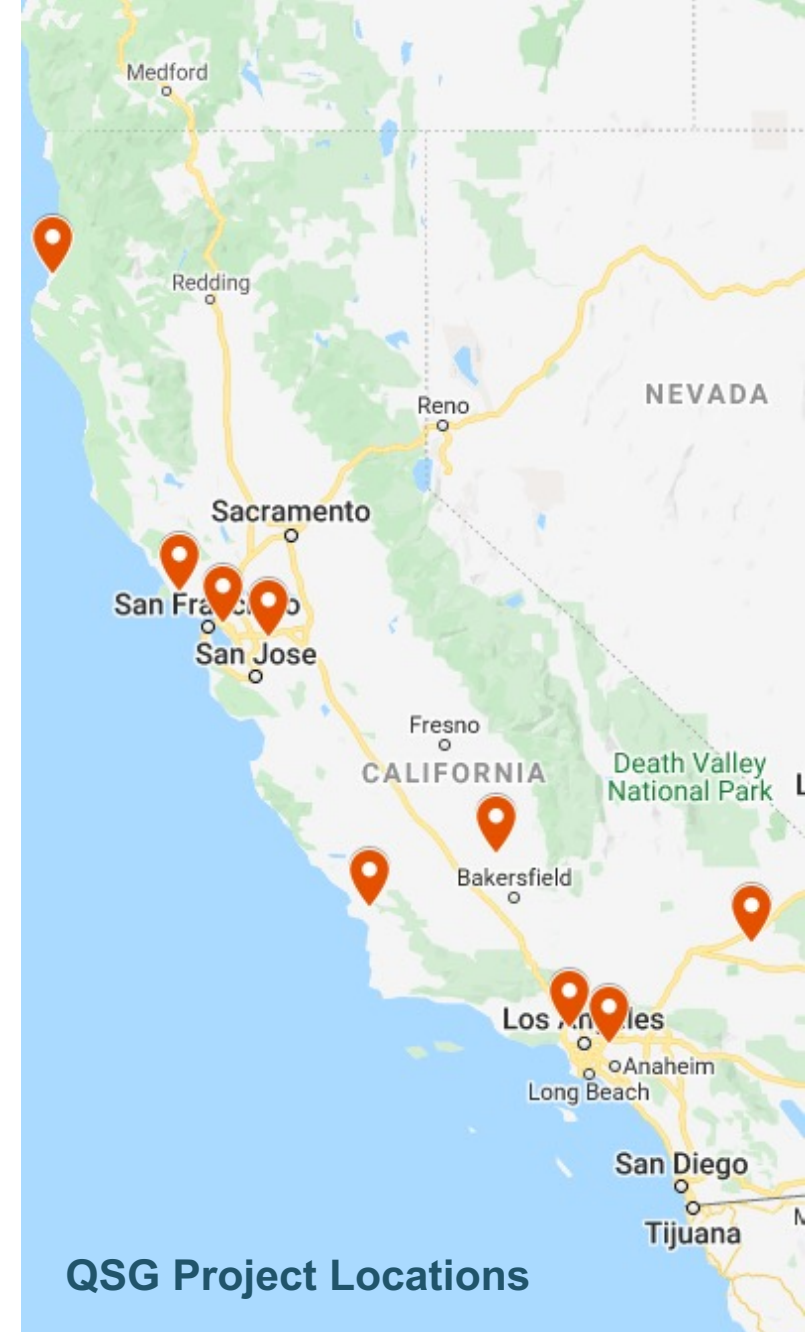
Fund high-impact, transformative strategies to increase the installed base of heat pump technologies and accelerate heat pump deployment.

2021 Solicitation

- 11 winning projects began work in January 2022
- 8 of 11 projects (73% of funding) serve low-income households
- For information on the grantees, visit <https://energy-solution.com/tech-qsg/>

2022 Solicitation

- Next solicitation will be open June – July 2022
- Grants up to \$300,000 for work over 1 year
- Looking for scalable, fast-deploying pilots with focus on low-income or energy-burdened households or historically underserved communities
- To provide suggestions or feedback, email TECH.pilots@energy-solution.com



Regional Pilot Updates (1 of 2)



Streamlining Permitting

Pilot Objective:

Design code-compliant, One Day HPWH permit process

March 2022 Update:

- Many new resources available at <https://energy-solution.com/tech-permitting-pilot/>, including
 - Draft HPWH Permit Supplement Template
 - HPWH Resource Guide
 - Electrical Load Estimator
- Recruiting partner municipalities, email: tech.pilots@energy-solution.com



Low Income Integration

Pilot Objective:

Collaborate with low-income retrofit programs to incorporate heat pumps into existing offerings

March 2022 Update:

- Home remediations enabling heat pump installations have begun in the San Joaquin Valley
- In discussions with Energy Savings Assistance programs on collaboration opportunities



Multifamily Housing

Pilot Objective:

Provide deep technical support in building system design to reduce perceived risk of heat pump systems

March 2022 Update:

- Held 2 webinars on program offerings
- Actively recruiting properties!
To participate, submit reservation form at <https://energy-solution.com/tech-incentives/multifamily/>

Regional Pilot Updates (2 of 2)



HPWH Load Shifting

Pilot Objective:

Influence contractors as key actors to maximize HPWH load shifting

March 2022 Update:

- Good uptake on mixing valve incentives
- Enrollment incentive for WaterSaver launching next month
- Expanding contractor trainings on mixing valves and load shifting



Customer Targeting

Pilot Objective:

Identify and engage customers who can benefit most from heat pumps

March 2022 Update:

- Finalized collaboration with SCE
- Beginning analysis of customer data
- Developing email campaign to test outreach approaches to households with high bill savings potential



Tariffed On Bill Investment

Pilot Objective:

Launch TOB program with partner utility to expand access to up-front capital

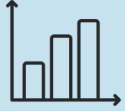
March 2022 Update:

- Finalizing collaboration with administering CCAs
- Filing proposal in CPUC Finance proceeding in April

5 Pilot Spotlight: Tariffed On Bill Investment

Demonstrate an inclusive utility investment option for building decarbonization.

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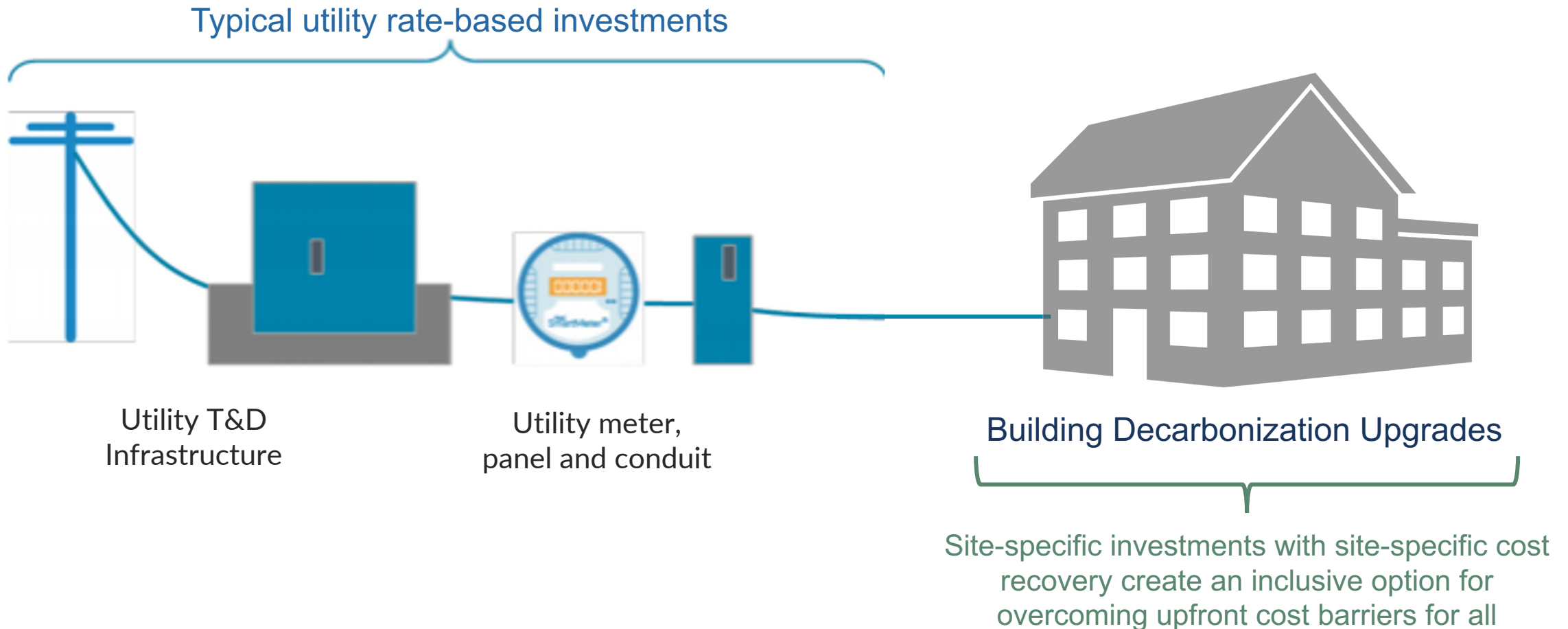
- State, regional, and local regulatory policy

Introducing Tariffed On-Bill Investments

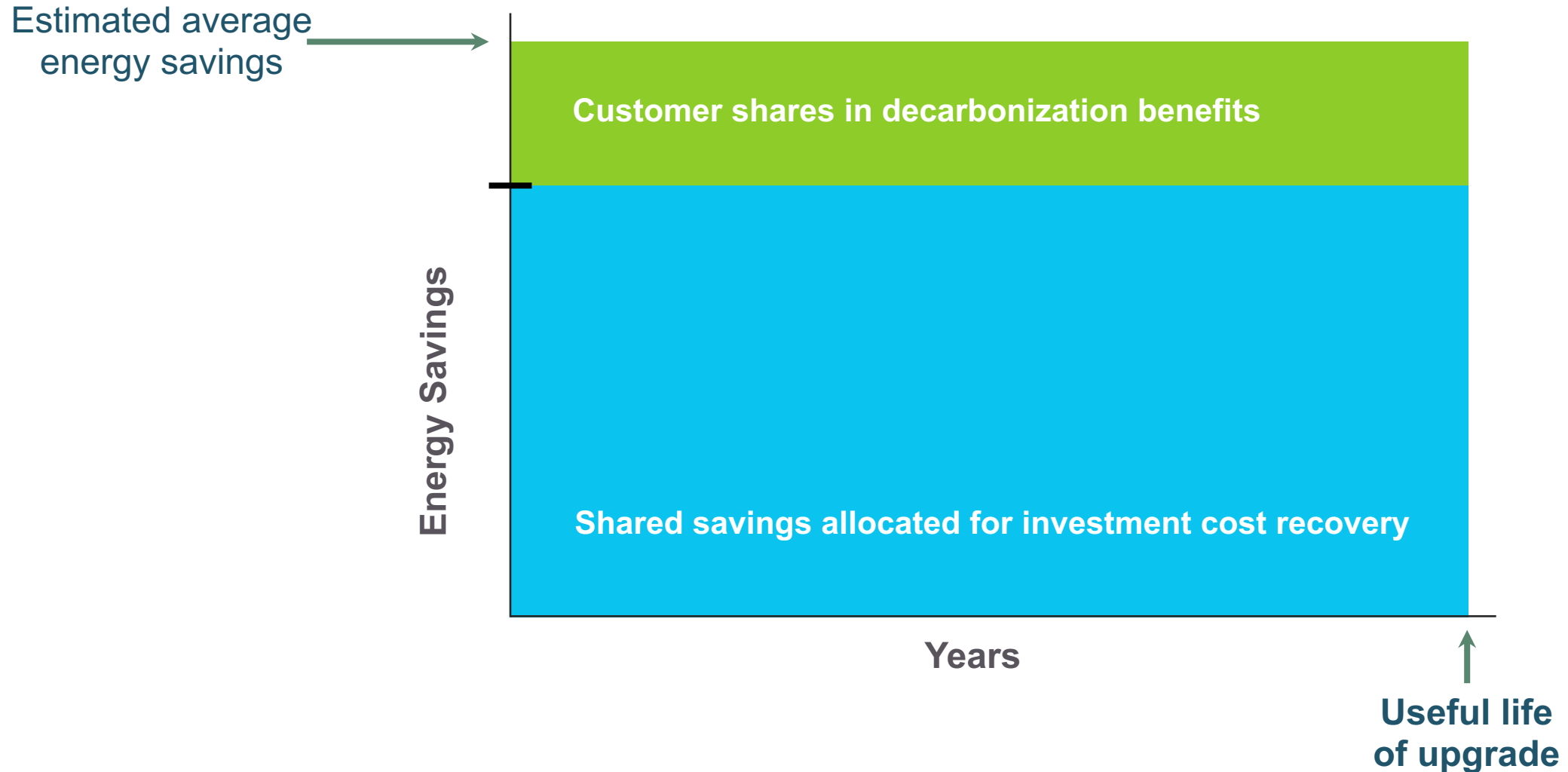
- How can California reach its climate and equity goals of millions of CA households can't participate in clean energy loan and incentive programs?
- **Tariffed On-Bill (TOB) Investment** is a proven, scalable, technology-neutral **inclusive investment solution** that utilities have used to accelerate adoption of resource efficiency measures across the country.
- TECH is investing in a **Tariffed On-Bill (TOB) Pilot to**
 - Show that TOB investments can be applied to building electrification
 - Leverage customer bill savings to mobilize third-party (I.e., non-ratepayer) capital investment to augment public funding sources
 - Develop a compelling customer offer:
 - Clean energy improvements with minimal out-of-pocket costs
 - Energy savings assurances and long-term maintenance plans mean virtually no risk to the customer
 - No financial means testing, no income verification, no credit checks to disqualify customers
 - Show a **pathway to scale** to address climate challenge by **expanding customer access** to clean energy investments:

Q. What are Tariffed On-Bill Investments?

A. Site specific investments on tariffed terms with on-bill cost recovery



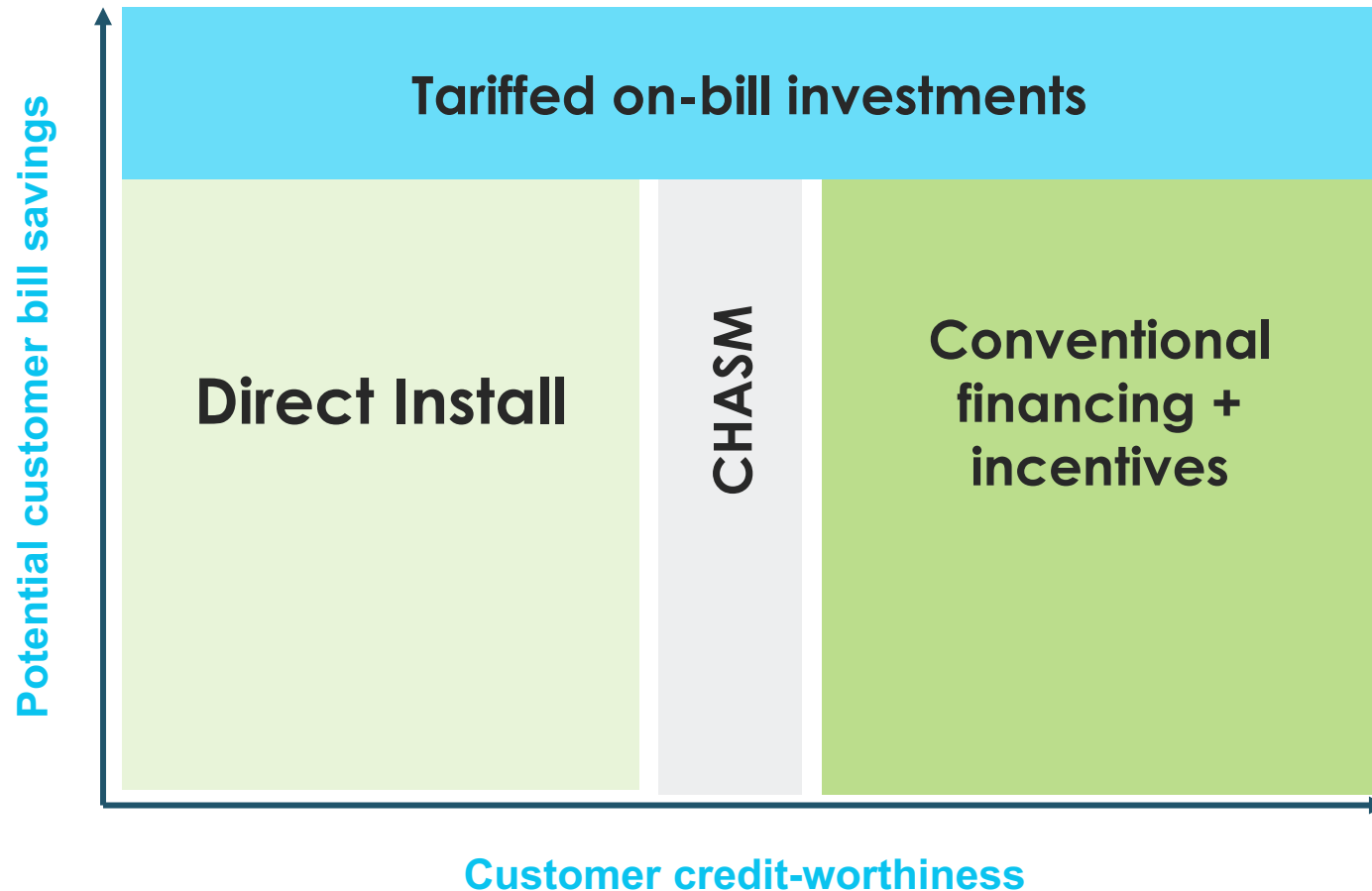
Assurance of net savings via tariffed on-bill investment



TOB Investments vs. On-Bill Financing		OBF	TOB
Program Attributes	• Participant accepts an opt-in utility tariff <u>tied to the location</u>		✓
	• Estimated savings <u>must exceed</u> cost recovery charges		✓
	• Cost recovery is through a fixed charge on the utility bill	✓	✓
	• Cost recovery subject to same repayment obligation as the rest of the bill		✓
	• Charge applies automatically to successor customers until cost recovery is complete		✓
Customer Benefits	• No upfront participant cost for cost effective upgrades	✓	?
	• No credit or income qualification required		✓
	• Renters are eligible		✓
	• Estimated savings <u>exceed</u> cost recovery charges		✓
	• Payments end if upgrade fails and is not repaired		✓

TOB's Role in the Program Portfolio

Expand residential customer access to decarbonization upgrades and accelerate investments



Tariffed On-Bill Pilot Work Plan

Pre-planning. Model Program Design, Sept-Dec. 2021

- Open-source program prototype that any program sponsor can adapt
- Basis for program proposal to the CPUC's Clean Energy Finance Proceeding
- Basis for TECH to provide program design & implementation support to pilot partners (Phases 2 & 3)

Phase 1. Enlist a Utility / CCA Partner, Jan-Mar. 2022

- Negotiating MOU between Energy Solutions (on behalf of TECH) and 2 CCAs to develop joint pilot program

Phase 2. Pilot Planning, Feb-Dec. 2022

- CCA proposal to CPUC
- TECH + CCA joint implementation planning

Phase 3. Pilot Launch & Implementation, 2023 (or soon after CPUC approval)

Pre-Planning. Model Program Design Process

Interested utilities & CCAs participated in biweekly stakeholder workshops to address program planning topics:

Session	Date	Topic
1	9/23	Goals and metrics, workplan and timeline
2	10/7	Tariff terms, authority to adopt, ownership of assets
3	11/4	Customer economics
4	11/18	Consumer protections
5	12/2	Information system requirements
6	12/16	Supply chain, Quality Assurance, Risk Mitigation
7	1/6	Implementation Plan, Timeline, Budget

Output was program prototype to inform proposal to CPUC Clean Energy Finance Proceeding

Timeline for Clean Energy Finance Proceeding (R.20-08-022)

ACR and Scoping Memo issued Nov. 19 establishes the following timeline*

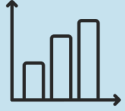
Milestone	Time Frame
Workshop(s) re utilities' initial high-level proposals	March, '22
Proposals for clean energy financing programs due	April 15, '22
Community meetings on proposed clean energy financing options	May, '22
Revisions to proposals due	June 15, '22
Workshop(s) discussing metrics, reporting, and evaluation requirements	Q2, '22
Workshop(s) for discussion of outstanding issues, if needed	Q3, '22
Opening comments on financing proposals due	June 29, '22
Reply comments on financing proposals due	July 11, '22
Proposed decision	September, '22
Commission decision	October, '22

* See <https://docs.cpuc.ca.gov/SearchRes.aspx?DocFormat=ALL&DocID=424114102>

6 Financing



TECH Clean California Activities



Spur the clean heating market through statewide strategies

Activate the supply chain

- Contractor incentives
- Streamlined Incentive Clearinghouse
- Technical and sales training

Drive consumer demand

- Statewide marketing campaign and website



Create scalable models through regional pilots

Improve targeting and project finance

- Target customers using meter-based analysis
- Deploy a Tariffed-On Bill Financing Pilot
- **Expand access to project financing**

Expand benefits to HTR customers

- Support low-income programs
- Multi-family pilots targeting property owners

Streamline installation

- Streamline permitting and installation costs
- Enable load-shifting

Innovation through Quick Start Grants



Inform long-term building decarbonization framework

Develop public reporting site

- Inform policymakers and market actors on progress and impacts

Quantify decarbonization impacts

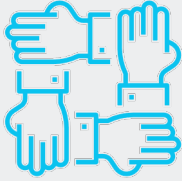
- Avoided costs, grid benefits, and customer bill impacts

Inform policy development

- State, regional, and local regulatory policy

TECH Collaboration with GoGreen Home

Demonstrating a scalable model for public-private financing partnership



TECH has partnered with CAEATFA*, part of the State Treasurer's Office, to expand GoGreen Home eligibility and simplify participation



The TECH team's collaboration with GoGreen Home is a key component of our overall financing strategy

* CAEATFA = California Alternative Energy and Advanced Transportation Financing Authority, administrator of the California Hub for Energy Efficiency Financing (CHEEF), whose programs include GoGreen Home

What is GoGreen Home?

Affordable financing for home energy improvements

Background

GoGreen Home helps California homeowners and renters access affordable financing for energy efficiency projects.

Benefits

- Zero closing costs, origination fees, repayment penalties, home equity requirement, or lien on property
- Available to wide range of credit scores¹ and incomes
- Low rates² and 100% financing
- Up to 30% of loan can go to nonenergy improvements

¹ Min credit score to participate in GGH is 580, so ~85% of the pop is eligible in terms of credit score. Most lenders require 660 for a home improvement loan. Source: [WalletHub](#)

² All-time avg interest rate on 60-mo GoGreen Finance (GGF) loan is 4.8%, vs 11.6% for non-GGF loans offered by the same lenders. Source: CHEEF Sept 2021 Monthly Report



563

contractors enrolled

9

participating lenders

\$30M+

in loans supported

Source: CAEATFA, March 2022

TECH Collaboration with GoGreen Home

Demonstrating a scalable path for public-private financing partnership

Collaboration Plan

- **Provide credit enhancement & quality assurance:** TECH will fund a loan loss reserve to credit enhance loans for newly eligible customers and project QA inspections
- **Co-marketing to contractors** to ensure all TECH contractors can also offer customers GoGreen Home loans and vice versa
- **Customer outreach** to increase uptake and improve homeowner awareness of the heat pump value proposition

Goals

1. Simplified eligibility leads to a significant increase in GoGreen Home participation
2. Increase in deal flow attracts new investors to the home electrification loan market

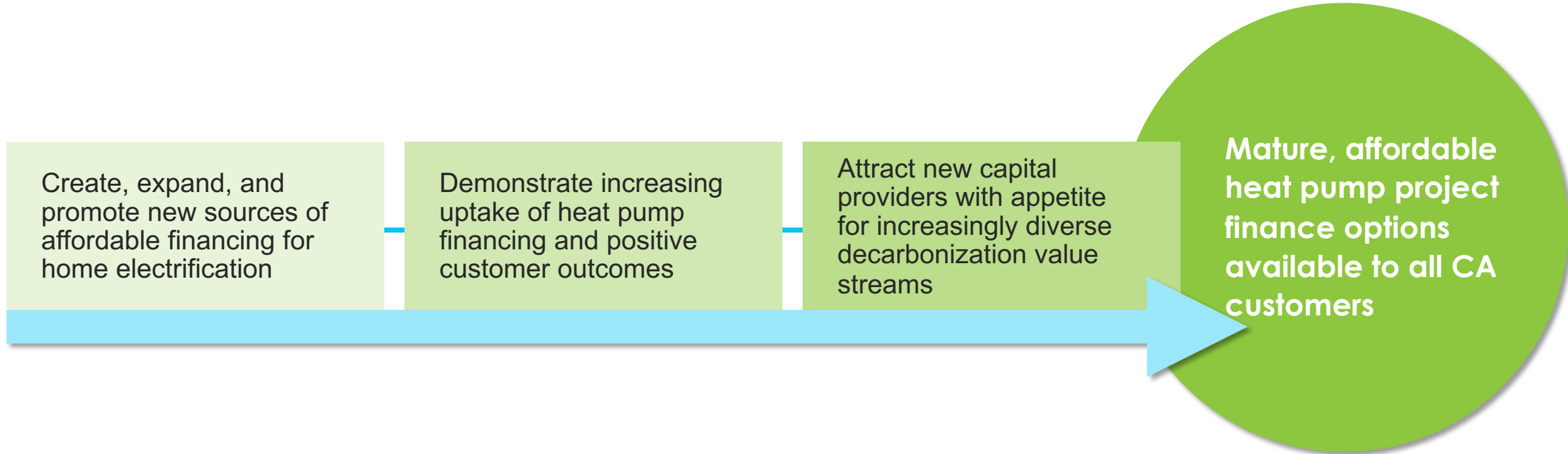
Get Involved

Contractors: Enroll in both TECH and GoGreen Home to learn how to offer customers a major home upgrade with zero down payment and low interest

Program Administrators: share news of expanded GoGreen Home eligibility to your participating contractors

Role of financing in TECH

Demonstrate a scalable model for public-private partnership



TECH Collaboration with GoGreen Home

Expanding eligibility and simplifying participation

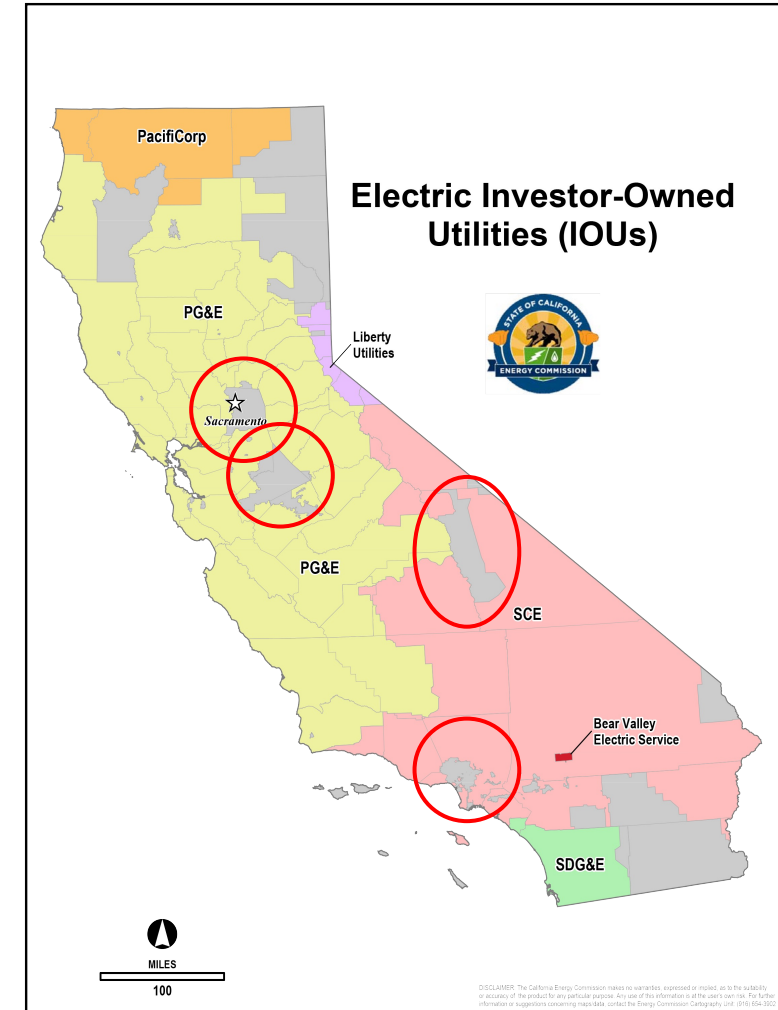
Before

Customers of electric POUs/munis could not use more than 30% of GoGreen Home loan for an EE or fuel-switching measure

Now

Any customer of any IOU can finance any eligible EE or fuel-switching measure up to 100% through GoGreen Home

GoGreen Finance eligible gas IOUs: PG&E, SoCalGas, SDG&E, Southwest Gas



7

Q&A



Thank You

For more information or to get involved, contact:

TECH.info@energy-solution.com



Tre'Laine



www.energy-solution.com/tech

Appendix



Single Family HVAC Incentives

Baseline Heat Pump HVAC Incentives

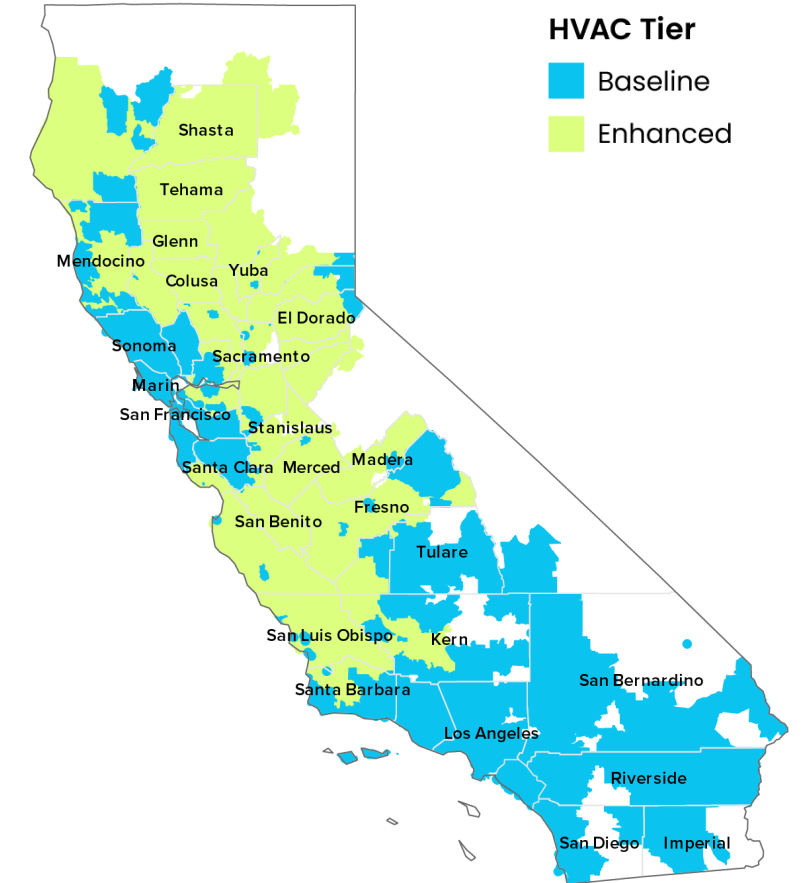
Equipment Type	Minimum Efficiency Requirements	Incentive / Unit
Package, split, mini/multi-split	Title 24 code minimum	\$3,000

Enhanced Heat Pump HVAC Incentives — Efficiency

Equipment Type	Size Category	Tier	Seasonal/Part-Load Cooling Efficiency	HSPF	Incentive / Unit
Package, split, mini/multi-split	< 5.4 tons	Title 24 code minimum			\$3,000
		1	16.0 SEER	9.0	\$3,900
		2	18.0 SEER	9.7	\$4,800

Enhanced Heat Pump HVAC Incentives — Quality Installation

Quality Installation Measure	Qualifier	Incentive
Manual J Completed	Provide calculations	\$600
Duct sealing/replacement and testing	5% total leakage or less	\$600
Field Measured Performance (based on ASHRAE 221-2020)	Heating System Performance Ratio (HSP _r) and Cooling System Performance Ratio (CSP _r) = 80% or better	\$600



Single Family HPWH Incentives

Baseline Heat Pump Water Heater Incentives

Replacement Scenario	Measure Criteria	Incentive / Unit
Gas/propane to HPWH	All HPWH sizes	\$3,100
Electric resistance to HPWH	All HPWH sizes	\$1,000

Enhanced Heat Pump Water Heater Incentives

Replacement Scenario	Measure Criteria	Incentive / Unit
Gas/propane to HPWH	HPWH < 55 gallons	\$3,100
	HPWH > 55 gallons	\$3,800
Electric resistance to HPWH	All HPWH sizes	\$1,500
Panel upgrade/load center*	Sizing up to 200 amps	\$2,800

*Panel upgrade/load center incentive available for any installation that includes a measure that expands the capacity of a home’s electrical system (e.g. traditional panel replacement, smart load center, etc.)

