

SoCalREN Advisory Committee  
Meeting Minutes & Action Items  
Wednesday, March 16, 2022  
10:30 am - 12:00 pm  
Virtual Zoom Meeting

Attendees

#	Name	Organization
1	Wendy Angel	ECC
2	Pam Bold	HSEF
3	Cody Coeckelenbergh	Lincus, Inc.
4	Sona Coffee	City of Irvine
5	Marc Costa	TEC
6	Fernanda Craig	County of Los Angeles
7	Ann D'Amato	ECC
8	Vivian Danielle	ECC
9	Kim Fuentes	SBCCOG
10	Sumire Grant	GCCOG
11	Allison Hart	TEC
12	Rebecca Hausheer	TEC
13	Courtney Kalashain	SJVCEO
14	Paul Kylo	ICF
15	Meaghan Laverty	TEC
16	Selene Lawrence	City of Irvine
17	Lujuana Medina	County of Los Angeles
18	Patrick Ngo	Lincus, Inc.

19	Alelia Parenteau	City of Santa Barbara
20	Craig Perkins	TEC
21	Laurel Rothschild	TEC
22	Tabaris Smith	ECC
23	Joe Susca	Culver City
24	Sheena Tran	County of Los Angeles
25	S. Joseph Warner	ECC

#### Confirmed Action Items

- Please complete the [Q1 Meeting Survey](#)
- Regional Workforce Alliance Meeting #2
  - Thursday, March 31, 2022, at 12:00pm
  - RSVP to Sheena Tran at [Stran2@isd.lacounty.gov](mailto:Stran2@isd.lacounty.gov) if interested in joining the Regional Workforce Alliance on March 31, 2022 and visit [this link](#).
- Don't forget to listen to the SoCalREN podcast available on [Spotify](#) and [Apple Podcasts](#) platforms, and also follow us on social media! [Facebook](#), [LinkedIn](#), [Twitter](#) and [Instagram](#)

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#### Notes/Key Takeaways

- Laurel Rothschild (TEC) began the meeting by reviewing the following administrative items:
  - Virtual meeting/Zoom features
  - Introductions/logos of invited participants
    - Advisory Committee Members
      - South Bay Cities Council of Governments
      - Coachella Valley Council of Governments
      - San Gabriel Valley Council of Governments
      - City of Culver City
      - City of Palmdale
      - City of Santa Barbara
      - County of Ventura
      - County of Santa Barbara
      - City of Irvine
      - City of Fullerton
      - Western Riverside Council of Governments
      - Gateway Cities Council of Governments
      - San Bernardino Council of Governments

- County of Los Angeles
      - The Energy Coalition
      - ICF
      - High Sierra Energy Foundation
      - San Joaquin Valley Clean Energy Organization
      - Emerald Cities Collaborative
      - Lincus Incorporated
    - Purpose of Advisory Committee
      - Guide and advise
      - Collaborate and innovate
      - Be informed
      - Be an advocate
    - Meeting agenda
  - SoCalREN Welcome
    - Welcome and introductions
  - Networking
  - Regulatory Updates (Patrick Ngo, Lincus)
    - R. 13-11-005 EE Rolling Portfolio/CAEECC

Recent Development	Impact to LG & Constituents Served
<ul style="list-style-type: none"> <li>● <a href="#">D.21-12-011</a> – EE Actions to Enhance Summer 2022 and 2023 Electric reliability</li> </ul>	<ul style="list-style-type: none"> <li>● Outcome of SCR’s EE proposal – \$28m for 6 incremental programs</li> </ul>
<ul style="list-style-type: none"> <li>● New CAEECC Working Group launched – <a href="#">Composition, Diversity, Equity, and Inclusion</a> (CDEI) WG</li> </ul>	<ul style="list-style-type: none"> <li>● CPUC has requested CAEECC to become a leader to engage and uplift voices of marginalized communities</li> </ul>
<ul style="list-style-type: none"> <li>● CPUC approves SoCalREN 2022-2023 BBAL</li> </ul>	<ul style="list-style-type: none"> <li>● Approves SCR 2022-2023 funding</li> <li>● Approves new Public Streamlined Savings Pathway program</li> </ul>
<ul style="list-style-type: none"> <li>● 2024-2031 EE Business Plans filed on March 4</li> </ul>	<ul style="list-style-type: none"> <li>● SCR proposes 21 new programs</li> <li>● SCR 2024-2027 portfolio funding request</li> <li>● SCR BP documents and public webinar recording can be found <a href="#">here</a>.</li> </ul>

- 2021-2031 EE Business Plan Filing Summary

PA	2024-2031 Budget Request (\$M)
SoCalREN	\$559
3C-REN	\$155
Rural-REN	\$177
BayREN	\$339
MCE	\$158
SCE	\$3,223
SoCalGas	\$1,281
SDG&E	\$676
PG&E	\$2,222

- IOU 2024-2027 Portfolio Plan Summary

Sector	SCE	SoCalGas
Residential	34%	40%
Commercial	28%	24%
Industrial	12%	13%
Agricultural	3%	4%
Public	5%	8%
WE&T	3%	6%

Other	15%	6%
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- 2024-2024 EE Portfolio Plan

PA	Equity	Market Support	Resource Acquisition	Other (C&S, EM&V)
SoCalREN	27%	35%	37%	1%
3C-REN	65%	20%	0%	15%
Rural-REN	76%	0%	15%	9%
BayREN	63%	16%	12%	9%
MCE	25%	5%	66%	4%
SCE	8%	17%	65%	10%
SoCalGas	14%	15%	66%	5%

- SoCalREN’s Business Plan was written so that SoCalREN’s Equity programs are designed 100% for equity customers. Market Support programs are for customers not served by IOU programs, with a focus on at least 50% equity customers and Resource Acquisition programs are designed to deliver energy savings, incentives, and free measures to customers not served by IOUs, with a focus on at least 50% equity customers. This means that at least 63% of the \$559M targets equity customers, which is larger than any other Program Administrator.

- SoCalREN Business Plan - Policy Change Request
  - All program administrators (PAs) are authorized to administer and implement strategic energy management (SEM) programs for all public sector customers.
  - Public Sector customers which meet certain geographic criteria and are classified as local government, special district, K-12 school, community college, or tribal lands shall be designated as “hard-to-reach”.
  - Normalized Meter Energy Consumption (NMEC) methods are authorized and may be applied to non-building facilities including public facilities and infrastructure.

- Non-IOU PAs are authorized to engage in all appropriate integrated demand side management (IDSMS) activities when engaging customers on EE.
- The following slides were not presented:
  - Outcome of SoCalREN Gov. Proclamation Proposals
  - Outcome of SoCalREN EE Proposals
  - Outcome of SoCalREN Microgrid Proposal
  - R. 19-09-009 Microgrid
  - R.20-08-022 Clean Energy Financing
  - A.21-12-009 - SCE Application for Building Electrification Programs
- SoCalREN 2024 - 2031 Business Plan Overview (Lujana Medina, County of Los Angeles)
- Portfolio Summary - Sectors proposed:
  - Public Agencies
  - Residential
  - Agriculture - New
  - Commercial - New
  - Workforce, Education & Training
  - Finance
  - Codes & Standards - New
- 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
    - Deliver energy and climate impacts/Resource Acquisition segment
    - Expand access to EE benefits/Equity segment
    - Build capacity and economic resilience/Market Support segment
  - Forecasted Budgets and Total System Benefits
- Sector and Program Summaries
  - SoCalREN Sector Summary
  - Public Sector (Fernanada Craig, County of Los Angeles)
    - 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
- Why is SoCalREN off? 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
- 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 gasses (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
- 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

- 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
    - Energy Resilience Action Plan Summary
- 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 - NEW
- 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:
    - Participants receive information about energy savings opportunities and the benefits of energy efficiency
    - Mitigate out-of-pocket cost barriers for small and medium hard-to-reach businesses by delivering seamless no-cost EE measures and strategies
    - 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:
    - Participating businesses recognize the relationship between energy efficiency, business operations, and sustainable long-term growth
    - Commercial sector participants achieve energy cost reductions ranging from 10-25% on their utility bills
    - 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 desertsHistory 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 and 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 - NEW
  - 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 & Standard Program List

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

- Codes & 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 (Sheena Tran, County of Los Angeles)
  - 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>
- 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

- 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:
    - Lack of capital
    - Timing and disruption of tenants
    - Lack of capacity
    - Split incentives
    - Uncertainty about energy savings and other non-energy benefits
  - 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 - NEW
  - Agriculture Summary
  - Agriculture Strategies and Outcomes
  - Agriculture Strategies:
    - Prioritize program resources to historically underserved Ag customers
    - Provide holistic approach to EE adoption for the Ag Sector
    - Reduce the EE upgrade cost burden for underserved Ag customers
  - Agriculture Outcomes:
    - Leverage relationships with public sector customers (e.g. irrigation districts, rural water agencies and local governments) to build a stronger extended agricultural energy community
    - Improve educational, technical, and capital access to the underserved Ag communities
    - 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

- 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 Agriculture 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)
  - WE&T 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 focus 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	Participants 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	Participants 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: Financing



- Cross-Cutting: Financing 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 Sector Accomplishments
  - 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

- Rural-HTR Agriculture Finance
  - 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



- Southern California GREEN Careers Accelerator
  - EDA allocating \$500M for WE&T programs, training and placement for high-road jobs
  - The program's objective is to advance equity within vulnerable communities by assisting individuals enter the Zero Emissions Transportation, Clean Energy, and Smart & Sustainable Cities sectors and increase wage growth, as well as develop demand-driven systems that will continue to support these community members in securing and retaining quality jobs
  - Next steps:
    - Regional Workforce Alliance Meeting #2
      - Thursday, March 31, 2022, at 12:00pm
      - RSVP to Sheena Tran at [Stran2@isd.lacounty.gov](mailto:Stran2@isd.lacounty.gov) if interested in joining the Regional Workforce Alliance on March 31, 2022 and visit [this link](#) (ACTION ITEM)