3C-REN’S New Residential Energy Savings Program

May 5, 2022  Learn How to Access Incentives!
3C-REN: Tri-County Regional Energy Network

- Three counties working together to improve energy efficiency in the region

- Services for:
  - **Building Professionals**: industry events, training, and energy code compliance support
  - **Households**: support with home energy upgrades

- Funded by ratepayer dollars that 3C-REN returns to the region
New! Single Family Home Energy Savings Program

Provides incentives to contractors for improving energy efficiency of single family homes.

Program goals

▪ Achieve energy savings through home upgrades
▪ Support Local Contractors
▪ Serve Hard-To-Reach Households
▪ Generate growth in electrification projects
3C-REN's partner: Recurve

- 3C-REN has contracted with Recurve
- Recurve’s platform will be used in the program
- Selected because of success in other programs
- Flexibility

Sign up for program= contract with Recurve
How does it work?

You (contractors) are paid incentives based on the energy savings of your customers

- Highest incentives for projects that serve HTR customers
- Additional incentives for projects done by local contractors
- Additional incentives for electrification projects
- Any “efficiency measure” will work—(not solar)
How does it work?

Contractor will:

- Enroll in program
- Submit projects into Recurve's platform
- Receive incentive payments quarterly for 1 year based on measured savings
Bring Your Own Projects

Participating contractors are responsible for enrolling projects in the program:
- Service Calls
- Referrals
- Standard business practices
Get New Leads

- Participating Contractors are listed on 3C-REN's outreach materials and on Recurve website.
- Residents that express interest in the program will be referred to these lists.
How are incentives calculated?

Incentives are based on the metered energy savings of your customer for 12 months post installation.

- All monitoring performed using utility meter already on building
- Payments are made to contractor/installer/aggregator quarterly, over one year period
- Better performance = higher payment to contractor
Who is a Hard To Reach Customer? (Highest Incentives)

Santa Barbara and San Luis Obispo County:

**Hard to Reach Customers (increase incentives):**

1. Qualify for CARE or FERA utility rates  
   OR
2. Live in a mobile/manufactured home  
   OR
3. English is not the primary language spoken

*In Ventura County, HTR must meet one of the criteria above and live in Disadvantaged Communities in the county.*
## Multi-Measure Energy Efficiency Project Example

<table>
<thead>
<tr>
<th>Energy Efficiency Measure</th>
<th>Annual kWh Reduction</th>
<th>Incentive Value (non-HTR)</th>
<th>Incentive Value (HTR)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Heat Pump Hot Water Heater (Electric to Electric)</td>
<td>1,000</td>
<td>$1,754</td>
<td>$5,160</td>
</tr>
<tr>
<td>HVAC Replacement</td>
<td>1,000</td>
<td>$3,130</td>
<td>$9,208</td>
</tr>
<tr>
<td>Pool Pump Replacement</td>
<td>1,000</td>
<td>$1,964</td>
<td>$5,842</td>
</tr>
<tr>
<td>Lighting</td>
<td>500</td>
<td>$1,171</td>
<td>$3,446</td>
</tr>
<tr>
<td>Smart Thermostat (New Install)</td>
<td>200</td>
<td>$402</td>
<td>$1,182</td>
</tr>
<tr>
<td>Storage Load Shifting (10kW net)</td>
<td>1,200</td>
<td>$575</td>
<td>$1,691</td>
</tr>
<tr>
<td>Total Project</td>
<td>4,900</td>
<td>$8,996</td>
<td>$26,529</td>
</tr>
</tbody>
</table>

The information provided shows potential incentive payments for projects in active marketplaces and is not a guarantee of payment. Final payment is based on performance, project location, and eligibility. Other marketplaces may utilize different incentive structures.
## Electrification Examples

<table>
<thead>
<tr>
<th>Energy Efficiency Measure</th>
<th>Annual Therm Reduction</th>
<th>Annual kWh Increase</th>
<th>Incentive Value (non-HTR)</th>
<th>Incentive Value (HTR)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Heat Pump Hot Water Heater (natural gas to electric)</td>
<td>175</td>
<td>1,230</td>
<td>$2,420</td>
<td>$8,450</td>
</tr>
<tr>
<td>HVAC Heat Pump (replacing gas furnace with heat pump)</td>
<td>225</td>
<td>2,109</td>
<td>$3,896</td>
<td>$14,535</td>
</tr>
</tbody>
</table>

Plus TECH Incentives!

The information provided shows potential incentive payments for projects in active marketplaces and is not a guarantee of payment. Final payment is based on performance, project location, and eligibility. Other marketplaces may utilize different incentive structures.
Participate in the Program

Option 1: Sign contract with Recurve
Option 2: Partner with other local contractors
Option 3: Engage with larger company (aggregators) who perform deep retrofits

All options: sign up on 3C-REN website
Experience for enrolled contractors

1. Enroll in program
2. Submit projects into Recurve's platform
3. Receive incentive payments quarterly for 1 year based on measured savings
**Enrolling a Project**

**Step 1: Data Sufficiency Check**
1. Meter ID from Customer Invoice
2. Submit Meter ID via online portal
3. Get approval to proceed

**Step 2: Project Installation**
Contractor
- Install project on customer site

**Step 3: Final Submission**
Contractor
1. Submit Final Enrollment form on DFM Site
2. Final Scope of Work
3. Final Invoice
4. Customer Participation Signature
5. Forecast kWh reduction

**Step 4: Tracking & Payments**
Recurve
1. Tracking hourly data using utility-meter
2. Installer can log into web portal to track project/portfolio performance
3. Quarterly Payments to Installer/Contractor

Option 1
Participate in the Program

Option 1: Sign contract with Recurve
Option 2: Partner with other local contractors
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All options: sign up on 3C-REN website
Benefits of partnering

- Outsource energy savings calculations
- Achieve comprehensive energy upgrades for customers
- Being a sub could mean direct line of regular work
- FLEXIBLE= Unique business opportunities for contractors to work together
Meeting partners

- Sign up on 3C-REN website
- We will follow up with you to talk about how you might work with the program.
- If you're interested in connecting with a larger company or identifying subcontractors, we'll gather that information.
- "Help wanted/needed" emails will go out to these parties so that you can connect directly.
Next Steps

1. Sign up on the 3C-REN website.

2. We will follow up to support you in contracting with Recurve directly or connecting with partners.

3. Receive incentive payments for the work that you already do.
Questions?
Thank you!

For more info: 3c-REN.org

For questions: info@3c-REN.org