

Energy Savings Assistance Program Pilot Plus and Pilot Deep Workshop

Questions and Answers

Below is a list of questions and answers from San Diego Gas & Electric Company's (SDG&E) Pilot Plus and Pilot Deep 2.0 Public Workshop, which was held on September 27, 2022. SDG&E notes that these answers are subject to change as the Pilot Implementation Plan (PIP) approval, solicitation Request for Proposals (RFP), and the Program implementation process progresses.

Q1: What are some of the steps that SDG&E is taking to ensure more qualified bids this second time? What types of outreach to bidders, etc.

SDG&E Response to Question 1: To ensure potential qualified bidders are aware of SDG&E's upcoming solicitation, SDG&E posted the solicitation announcement on August 9, 2022, to the Proposal Evaluation and Proposal Management Application (PEPMA), the Power Advocate platform and the Energy Savings Assistance (ESA) Solicitations webpage. The solicitation was formally sent as the Notice of SDG&E Pilot 2.0 RFP to Service Lists A.19-11-003 et.al. And GO-96B on August 17, 2022. The Notice of Public Workshop was sent out on September 16, 2022 to the following service lists: A.14-11-007 et al. (ESA and California Alternate Rates for Energy (CARE) Programs and Budget), A.19-11-003 et al. (ESA and CARE Programs and Budgets), R.13-11-005 (Energy Efficiency Rulemaking), R.15-03-010 (Disadvantaged Communities in San Joaquin Valley), R.18-07-006 (Utility Service Affordability), GO-96B (General Order), and R.18-07-005 (Disconnections and Reconnections Energy Access).

Following CPUC approval of the Pilot 2.0 Advice Letter and Pilot Implementation Plan, SDG&E will post the Pilot 2.0 solicitation on the following platforms: LinkedIn, Proposal Evaluation and Proposal Management Application (PEPMA), California Energy Efficiency Coordinating Committee (CAEEC), the Energy Savings Assistance [\(ESA\) Solicitations Webpage](#), and Ariba. Additionally, after approval of the Advice Letter and Pilot Implementation Plan, SDG&E will inform the following service lists: Application (A.) 14-11-007 et al. (ESA and CARE Programs and Budget), A.19-11-003 et al. (ESA and CARE Programs and Budgets), R.13-11-005 (Energy Efficiency Rulemaking), R.15-03-010 (Disadvantaged Communities in San Joaquin Valley), R.18-07-006 (Utility Service Affordability), GO-96B (General Order), A.19-11-004 et al. (Low Income), R.13-11-004 (Energy Efficiency), R.18-12-005 (Public Safety Power Shutoff), and R.18-07-005 (Disconnection OIR).

SDG&E is also planning to outreach directly to, and encourage proposals from, potential bidders that expressed interest in PowerAdvocate, as well as current ESA contractors, and current ESA Pilot implementors/contractors for Pacific Gas and Electric Company (PG&E), Southern California Edison Company (SCE), and Southern California Gas Company (SoCalGas), in addition to other Energy Efficiency program implementers/contractors.

New bidders typically do not apply to program renewals and related pilot programs unless they are invited to submit a proposal, as a typical assumption or belief is that one of the existing contractors, within the contractor network, will automatically win the contract. To engage new bidders, SDG&E plans to continue to engage SDG&E's Supplier Diversity department to leverage their network of diverse businesses including Black, Indigenous, and people of color (BIPOC) owned and small and local businesses. Lastly, SDG&E plans to continue to engage the Energy Efficiency (EE) department to leverage their existing channels and resources.

Q2: What lessons have SDG&E been able to incorporate into the proposed design from the other IOUs' proposed deeper energy savings pilots, as well as from SDG&E's other completed solicitations?

SDG&E Response to Question 2: SDG&E will incorporate SCE and SoCalGas's Pilot design and modify it to fit the needs of customers within SDG&E's service territory. As such, SDG&E's current Pilot design is based on a whole house approach, which provides a more streamlined opportunity for deeper energy savings. SDG&E believes the whole house approach allows for improved execution and opportunities as it takes into consideration how all the measures interact with each other, and the home.

SDG&E received feedback from the prior Pilot bidders that the amount of funding for the pilot was insufficient for the work required to implement the pilot successfully. Additionally, due to San Diego's mild climate, potential bidders were concerned about designing a Pilot that would meet the energy savings goals. SDG&E hopes to alleviate contractor concerns and risks by providing the Pilot design and asking contractors solely for implementation.

For a deeper discussion of lessons learned, please see the Lessons Learned section of Appendix B in SDG&E's Advice Letter 3897-E/3037-G (pages 25-27), as approved by the Energy Division effective December 19, 2021. SDG&E's Advice Letter can be found at <https://tariff.sdge.com/tm2/pdf/3897-E.pdf>.