



HOMES P4P Solicitation Concept Workshop

August 8, 2025



Please Note...

1. [Workshop Event webpage](#)
 - Notice with Input Request and other workshop materials available
 - Presentation, recording, and transcript will be posted
 - <https://www.energy.ca.gov/event/workshop/2025-08/solicitation-concept-workshop-home-efficiency-rebates-homes-pay-performance>
2. More background on HOMES P4P is available at the CEC's [Inflation Reduction Act Program Page](#) (<https://www.energy.ca.gov/programs-and-topics/programs/inflation-reduction-act-residential-energy-rebate-programs>)
3. Today's workshop is being recorded
4. Zoom issues?
Contact Zoom (888) 799-9666 ext. 2, or
CEC Public Advisor publicadvisor@energy.ca.gov or (916) 957-7910



Workshop Objectives and Schedule

Objectives:

1. Provide update on HOMES Pay for Performance program
2. Obtain feedback on solicitation for a Statewide Implementer

Schedule: *(Times are approximate)*

9:00	Welcome and Opening Remarks
9:15	Staff Presentations: Background, HOMES P4P Program, Statewide Implementer Solicitation Concept Paper, and Draft Scope of Work
10:30	Break
10:40	Q&A, Public Comment and Discussion Session 1: Focus topics from Input Request Session 2: Other topics and open comment
11:55	Closing



Focus Topics for Public Comment Session 1

1. General:

- **Feasibility:** Is the SOW feasible and are there any tasks missing?
- **Federal Actions:** Are there concerns that may influence your entity's interest in applying?
- **Financing:** What options exist to finance rebates, given that federal or state funds are not available? Will Aggregators be able to finance rebates? Do recent federal actions affect their ability to access financing?

2. Agreement Structure:

- Will entities respond to a GFO? What factors would influence your decision to apply? Could your existing business model be modified to accommodate a grant agreement?



Focus Topics for Public Comment

Session 1 (Continued)

3. Roles and Responsibilities:

- **Residential Aggregator Role:** Which types of companies or organizations are likely to take up this role? What capacities do they have?
- **Tools and Resources:** What will the SWI need to provide to Aggregators and to Contractors (installers) to facilitate participation and success?
- **Marketing:** What marketing and outreach activities should be conducted by the Statewide Implementer versus aggregators?



How to Ask Questions or Comment during Workshop

During Presentations

- Use Zoom Q&A Feature

During Public Comment Period

- Use Zoom Raise Hand for opportunity to speak
- On phone, press *9 to raise hand and *6 to (un)mute
- When called upon, unmute, say and spell your name, state your affiliation, and make your comment



Submitting Comments after Workshop

- **Workshop Notice with Input Request** available at [Workshop Event webpage](https://www.energy.ca.gov/event/workshop/2025-08/solicitation-concept-workshop-home-efficiency-rebates-homes-pay-performance) (<https://www.energy.ca.gov/event/workshop/2025-08/solicitation-concept-workshop-home-efficiency-rebates-homes-pay-performance>)
- Comments Due: **Thursday, August 21st at 5:00 pm**
- Docket: [23-DECARB-01 \(Inflation Reduction Act Programs\)](https://www.energy.ca.gov/programs-and-topics/programs/inflation-reduction-act-residential-energy-rebate-programs) (<https://www.energy.ca.gov/programs-and-topics/programs/inflation-reduction-act-residential-energy-rebate-programs>)
- Email: IRAresidentialenergyrebates@energy.ca.gov



Opening Remarks



J. Andrew McAllister, PhD.

Lead Commissioner



HOMES Background



HOMES Award Split between Two Residential Approaches

60%

EBD Statewide Direct Install

- **Modeled** savings pathway: 100% of upgrade costs covered
- **Low-income households**
- Leverages state program created by statute
- Three Regional Administrators
- Reduces **GHG emissions**, advances **energy equity**, improves **energy affordability**

40%

Pay for Performance

- **Measured** savings pathway: Rebate based on actual savings measured at meter
- **All income levels**
- New statewide program, developed for HOMES
- Single Statewide Implementer
- Incentivizes **peak load reduction**



HOMES P4P Development Process





P4P Program Design



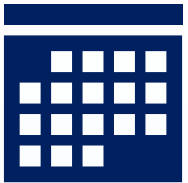
Measured Path: DOE Requirements



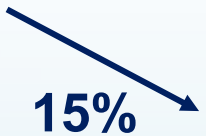
- Homeowners receive **value of the rebate based on estimated savings**



- Aggregators **pass a minimum set percentage** of estimated rebate on to homeowner



- Final rebates determined after a **12-month, post-project, measurement and verification period**



- Portfolios of projects **must save at least 15% kwh or kwh equivalent** of baseline energy use



Program Benefits Homeowners and Grid

Goals

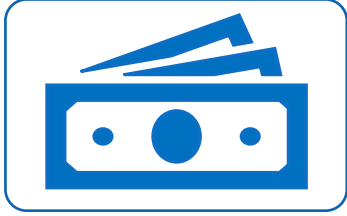
- Lower upfront costs of upgrades
- Increase energy efficiency
- Support load shifting
- Improve grid resilience
- Support innovation

Features

- Use Interval Meter Data to drive high-impact projects
- Incentivize peak load reduction & flexibility
- Aggregator delivery model with centralized M&V



Eligibility



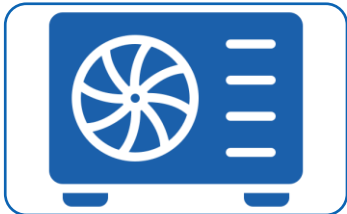
Income

- All income levels
- Rebate value doubled for low income



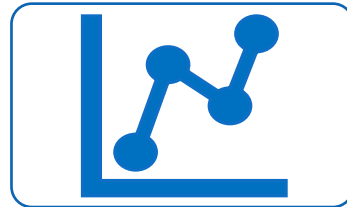
Building Type

- Expecting primarily single-family
- Multifamily allowed



Projects/Measures

- Efficiency and ENERGY STAR where applicable
- Final project and cost rules to be determined with SWI



Data Sufficiency

- Desire to include customers who have lived in their home less than 12 months; and who have installed, or want to install, solar or EV charging



Incentivizing Time of Savings

1. DOE Assumptions

- i. IRA statute limits rebates to “a payment rate per kilowatt hour saved, or kilowatt hour-equivalent saved, equal to \$2,000 / \$4,000 for a 20 percent reduction of energy use for the average home in the state”
- ii. DOE derived average home energy use
- iii. Assumed if average home saved 20% and received \$2,000 / \$4,000, then the payment rates for California = **\$0.55/kWh** (market rate) **and \$1.10/kWh** (low income) for all kWh hours saved

2. States value savings based on time, location or GHG emissions

- i. CEC assigned relative values to the **\$0.55/kWh** to create electric peak rates
- ii. Multiplied the \$0.55/kWh by the relative factor and weighted value; generated \$/kWh rates for peak and off-peak times
- iii. Payment rate for savings during each of 8,760 hours averages to \$0.55/kWh
- iv. **Received DOE approval for higher incentives for savings during peak times**
- v. **Incentives will remain doubled for low-income households**

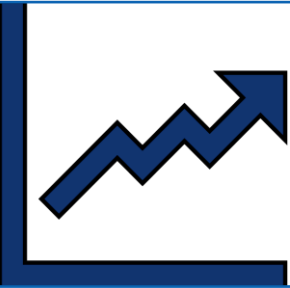


P4P Rebate Values



Final incentive formula to be determined

- Time of use weightings and peak hours TBD
- Exploring higher incentives for **grid constrained locations**



Rebates may be higher than \$2,000 / \$4,000 for some homes

- Statute caps rebates at 50% (market rate) / 80% (low income) of project cost
- **Concern about high-cost, high-savings projects**
- Proposed **program caps: \$15,000 / \$24,000**
- **May lower program cap** further in consultation with implementer



Rebate to Aggregators capped at 120% savings estimate

- Reduces risk of Aggregator underestimating savings and reducing rebate for homeowner



Program Delivery Roles



Statewide Implementer

- Recruits and manages Aggregators & Contractors (Installers)
- Accesses energy data for upfront screening
- Receives and processes reservations & applications
- Confirms eligibility and conducts QA/QC
- Performs M&V & calculates rebate amount



Aggregators

- Work with contractors to identify projects
- Package projects into portfolios
- Assume performance risk
- Facilitates or provides required project data
- **Finance rebates for contractors**
- Receive payment after M&V

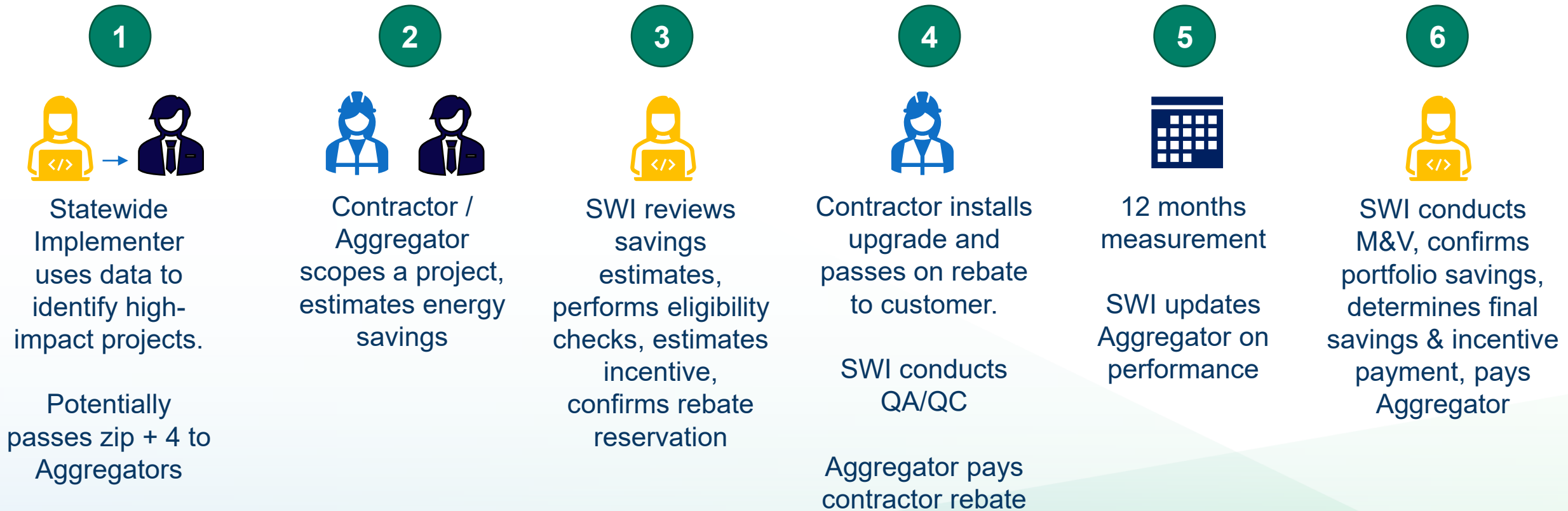


Contractors

- Install energy efficient upgrades
- Provide project data and installation records
- Ensure project meets program requirements



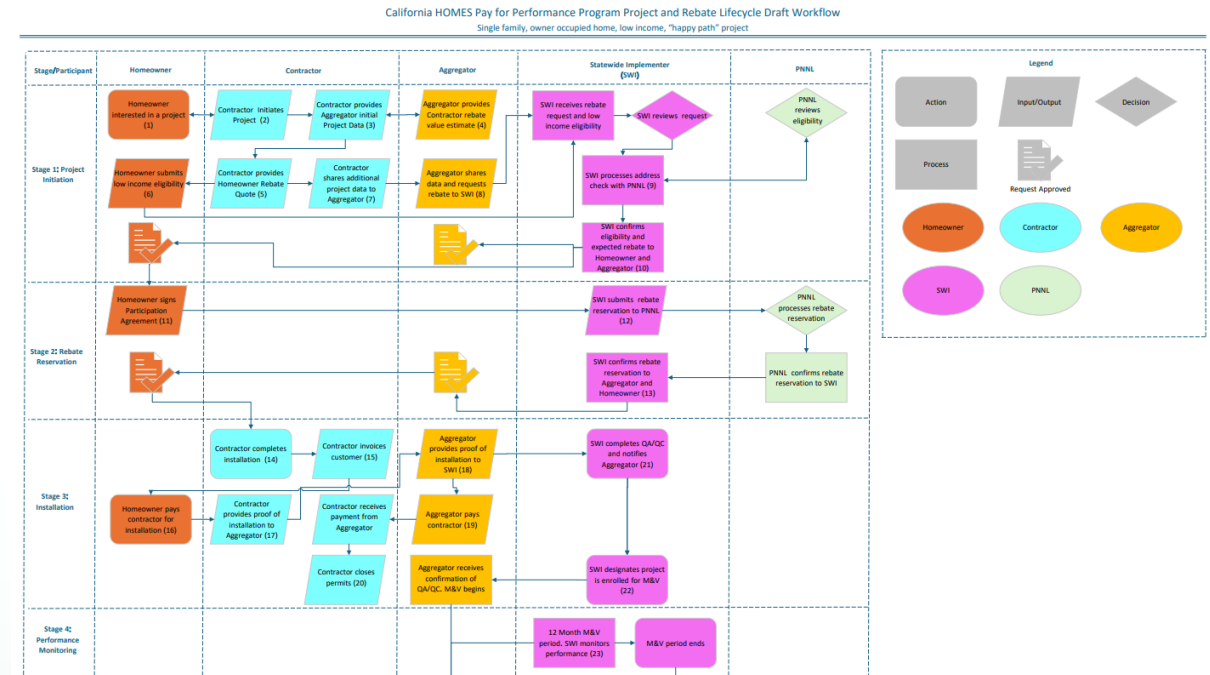
P4P Project Steps





Draft P4P Workflow Available for Comment

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- Workflow questions included on **Input Request**





Answering Questions



Statewide Implementer Solicitation Concept Paper



Solicitation Concept Paper

- **Early draft** of a P4P Solicitation Manual
 - *Subject to change prior to release*
- Today's workshop will cover highlights only
- **Full text available** on [CEC Workshop Event webpage](https://www.energy.ca.gov/event/workshop/2025-08/solicitation-concept-workshop-home-efficiency-rebates-homes-pay-performance):
(<https://www.energy.ca.gov/event/workshop/2025-08/solicitation-concept-workshop-home-efficiency-rebates-homes-pay-performance>)





Proposed Available Funding

\$15,750,000 for Administrative Expenses

- Planning and Implementation of Program

\$750,000 as SWI Performance Incentives

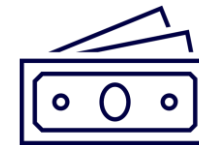
- Paid upon verification of SWI achieving performance metrics
- Performance metrics $\neq$ energy savings

\$16,500,000

Administrative Services

\$90,750,347 Rebate Reimbursement Funds

- For Eligible Rebate Recipients





Agreement Structure

Grant Funding Opportunity

- Awardee not reimbursed for profit
- Awardee becomes a Subrecipient to the federal award.
 - Sample Federal Subrecipient Terms and Conditions as compared to sample Federal Contractor Terms and Conditions on the [Workshop Event Page](https://www.energy.ca.gov/event/workshop/2025-08/solicitation-concept-workshop-home-efficiency-rebates-homes-pay-performance):
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- Questions posed in Input Request
- Agreement Structure is a focus topic during Public Comment Session 1



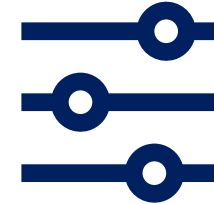
Draft Scope of Work Highlights



Draft Scope of Work

Tasks

1. Agreement Administration
2. Program Design
3. Aggregator and Contractor Management and Support
4. Consumer Outreach and Protection
5. Data Applications, Management, Integration & Reporting
6. Process Rebate Applications and Payments
7. Energy Data Analysis and M&V
8. Compliance and Compliance Reporting



Optional Tasks: CEC will determine during implementation if they are needed or feasible



Task 1: Agreement Administration

1.3 – Rebate Reimbursement Account Management



- Develop a process to administer an account and receive funds for advanced payments for Rebate Reimbursements consistent with 2.CFR.200.305.
(Optional)



Task 2: Program Design

2.1 – Design Input

- Provide input and proposals for CEC consideration on program design elements such as incentive formula determination, final rebate value caps, and processes.

2.2 – Research and Analysis

- Conduct research, provide industry analysis and market assessments to develop recommendations to inform CEC's program design.

2.3 – DOE Application and Communication

- Assist CEC with revisions to DOE-required application materials and support CEC in communicating program design decisions to DOE

2.4 – Program Communication

- Provide input into draft memos and program summaries for internal and external audiences.

2.5 – Continuous Improvement

- Assess program metrics; evaluate success; and propose and implement course corrections.





Task 3: Aggregator and Contractor Management and Support

3.1 – Aggregator and Contractor Qualifications

- Define qualifications for enrollment
- Establish enrollment processes
- Set grounds and procedures for removal



3.2 – Aggregator and Contractor Outreach and Education

- Develop Workforce Outreach and Education Plan with CAM* approval:
 - Build partnerships with trade groups, labor organizations, utilities, etc.
 - Coordinate outreach with other rebate programs
 - Identify strategic outreach channels
 - Develop outreach materials



*CAM = Commission Agreement Manager (CEC staff)



Task 3: Aggregator and Contractor Management and Support

3.3 – Aggregator and Contractor Oversight

- Develop program participation agreement and rules
- Enroll and maintain public list of Aggregators and Contractors
- Provide training on program and project rules
- Monitor adherence to program rules and implement disciplinary actions
- Monitor compliance with Prevailing Wage laws and requirements for multifamily projects as applicable



3.4 – Aggregator and Contractor Support

- Assist with invoice preparation, project eligibility questions, rebate applications and process
- Educate on leveraging other rebate programs
- Refine savings estimates with Aggregators and Contractors
- Provide mid-cycle and post-project M&V data and results to improve performance and realization rates
- Gather feedback from Aggregators and Contractors



Task 4: Consumer Outreach and Protection

4.1 – Household Outreach

- Develop and implement outreach plan including partnerships, various outreach channels, and integration with other incentive programs.

4.2 – Participant Agreement

- Develop a customer agreement which includes consent to share utility data

4.3 – Quality Assurance and Control

- Establish installation and safety standards; establish Quality Assurance (QA) and Quality Control (QC) procedures; and conduct desktop reviews and inspections.

4.4 – Consumer Satisfaction

- Maintain complaint hotline; develop complaint procedures and remediation processes; conduct post-project surveys; and track satisfaction metrics.

4.5 – Project Certificates

- Issue post-M&V certificates to Participants per DOE guidelines

4.6 – Customer Opt-in Website *(Optional)*

- Configure Program website to enable customers to be contacted by participating Aggregators/Contractors and/or view their energy savings potential





Task 5: Data Applications, Management, Integration and Reporting

5.1 – Ability to Receive Rebate Applications

- Develop or maintain user-friendly platform for application intake and eligibility checks
- Establish a secure portal for uploading income eligibility information



5.2 – Tool/Application for Contractors

- Provide a “kitchen table tool” for Contractors while in customer’s home
- Tool allows data entry of DOE-required information and instant estimation of rebate



5.3 – Additional Features for Rebate Application Process *(Optional)*

- Enable receipt of applications from Aggregators, Contractors, and Super-Aggregators
- Provide compliant portal for uploading customer utility bills, when applicable

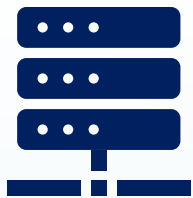




Task 5: Data Applications, Management, Integration and Reporting

5.4 – Data Management

- Store, organize, and format required project data
- Incorporate Aggregator estimates and M&V results into project records
- Retain required documentation including safety records and geotagged photos



5.5 – Project Reporting to CEC

- Provide project and program data to CEC central system regularly, eventually via API
- Track and report project-level details (e.g., stage, measures, savings)
- Report program-level metrics

5.6 – Project Reporting to DOE

- Submit required rebate transaction data
- Use PNNL's* 50121 spreadsheet, API, or successor platform

*PNNL = Pacific Northwest National Laboratory



Task 5: Data Applications, Management, Integration and Reporting

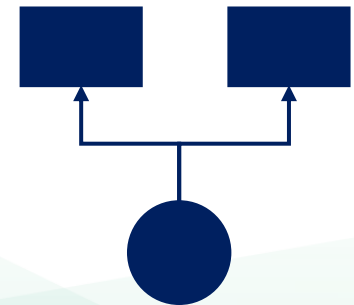
5.7 – API Integration with DOE Systems *(Optional)*

- Develop secure API to DOE platforms (e.g., PNNL) for functions such as address validation, rebate reservations, and reporting
- ENERGY STAR® equipment verification, QI Tool, and duplication checks



5.8 – Local Program Single Point of Entry *(Optional)*

- Assess merits of enhancing rebate application process to allow Aggregators to submit a single application for HOMES and Market Access Programs
- If appropriate, design and implement a single-application mechanism





Task 6: Process Rebate Applications and Payments

6.1 – Receive and Process Rebate Applications

- Accept applications from Aggregators and, if applicable, Contractors or Super-Aggregators
- Conduct pre- and post-installation eligibility checks:
 - Verify low-income eligibility, project eligibility, home assessments, energy and bill savings disclosures, etc.
 - Confirm compliance with cost limits, tenant protections, financing rules, etc.
 - Verify compliance with QA/QC standards (see Task 4.3), CAS/CAZ testing, permit closures
 - Confirm address eligibility via PNNL API or CAM-approved system
 - Check Aggregator savings estimates

6.2 – Rebate Reservations

- Use PNNL or CAM-approved platform to secure rebate reservations
- Issue reservation confirmation

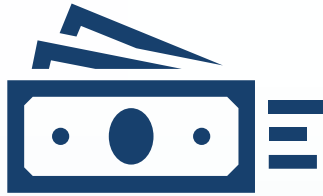




Task 6: Process Rebate Applications and Payments

6.3 – Issue Final Rebate Payments

- Issue timely final rebate reimbursements to Aggregators and Contractors, when applicable



6.4 – Pay Disadvantaged Community (DAC) Incentives *(Optional)*

- Contingent on updated DOE guidance
- Distribute \$200 Contractor payments for eligible DAC projects





Four Pathways to Obtain Utility Data

1. Title 20, Section 1353 Reporting

- Large utilities report disaggregated demand data to CEC
 - PG&E, SCE, SDG&E, SoCalGas, SMUD, and LADWP
- Most households are covered
- Only pathway that may include non-Participant data and allow project screening

2. Direct sharing from Publicly Owned Utilities

- CEC to encourage utilities not subject to Section 1353 to enter into data-sharing agreements for participants
- Frequency/timing of data sharing is TBD
- Data likely only available post-project

3. Customer provision of utility bills

- If utility is not data sharing with CEC
- Sharing 12 months pre-project data will be a condition of customer participation
- Aggregator bears risk customer does not share 12 months post-project

4. Independently sourced utility data

- SWI independently contracts or sources from a utility
- Must obtain CEC approval



SWI Use of Utility Data

1. Screening

- Analyze energy data to identify high-impact projects
- Prior to participant consent sharing; privacy considerations
- Potentially share geographies (zip+4) with Aggregators
- Limited to Section 1353 utilities / CEC's IMD

2. Post project M&V

- Calculate project-level and Aggregator portfolio-level savings
- Utility data from all pathways: some interval, some monthly

3. Coaching Aggregators on Performance

- Provides Aggregator interim report on savings
- Likely limited to Section 1353 utilities / CEC's IMD
- Allow for installation corrections, improve Aggregator estimates and realization rates





Task 7: Data Analysis and M&V

7.1 – Identify High-Impact Projects

- Use available data (e.g., IMD, home vintage, feeder-level data) to help Aggregators identify high-impact areas
- Coordinate with CAM on project screening criteria and to balance proactive outreach with preventing unwanted customer harassment



7.2 – Project M&V

- Calculate project-level 12-month pre-/post-installation energy savings
- Confirm 15% savings threshold at the Aggregator's portfolio level
- Account for both gas and electric usage
- Develop or implement protocols for handling challenging baseline cases (e.g., solar PV, EV charging, short tenancy)
- Use customer- or utility-provided monthly billing data for M&V when utilities aren't covered by Section 1353.



Task 7: Data Analysis and M&V

7.3 – Coordinate M&V Results with Aggregators

- Provide mid-cycle M&V results to Aggregators when data is available
- Provide final savings results and record final portfolio assignments from Aggregators



7.4 – Calculate Rebate Values

- Apply CAM-approved formula to calculate final incentives, including time- and location-based savings value if required



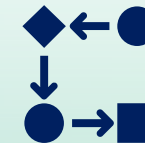
7.5 – Data Sufficiency Checks *(Optional)*

- Assess submitted projects to determine if the site will require engineering adjustments to create a baseline



7.6 – Additional M&V Process Development *(Optional)*

- Explore and implement a unified M&V for dual-enrollment in HOMES and Market Access Programs
- Explore feasibility of and potentially develop protocol for customers using alternative fuels (e.g., propane, woodstoves)





Break



Public Comment

Session 1: Focus Topics



Focus Topic: General

Feasibility

- Are there any tasks not contemplated in the HOMES Pay for Performance Solicitation Concept Paper's draft SOW that are necessary for the implementation of the HOMES P4P Program? Please describe.

Federal Actions

- Are there components of the solicitation concept paper and/or SOW that will be infeasible? Please describe.
- Are there any issues or concerns resulting from recent federal actions or orders that may influence your entity's interest in this solicitation?



Public Comment

Instruction

- 3 minutes or less per person
- 1 representative per organization

Zoom App/Online

- Click “raise hand”

Telephone

- Press *9 to raise hand
- Press *6 to (un)mute

When called upon

- Staff will open your line
- Unmute, spell name, state affiliation, if any

3-MINUTE TIMER



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Focus Topic: General (continued)

Financing

- DOE staff has advised it does not expect to allow “partial payments” for the HOMES measured pathway, prior to the 12-month M&V period. In addition, CEC staff does not foresee any state funds being available for this action.
 - What are options for financing the rebate value, given that HOMES and state funds are not available?
 - Do aggregators have the capacity to finance all or part of rebate values? Do recent federal actions impact aggregators’ ability to access financing?



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Focus Topic: Agreement Structure

- For potential implementers and others: will your entity respond to a solicitation structured as a Grant Funding Opportunity?
- What factors would influence your decision to bid/apply?
- If you are typically not inclined to apply to a GFO, could your existing business model be modified to accommodate a grant agreement vehicle?



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Focus Topic: Roles and Responsibilities

- Which types of companies or organizations are likely to step into the **residential aggregator** role? What capacities (for example: existing tools or platforms, financing) do they have? Are these entities likely to be working locally, across the state, or across the country?
- **Tools and Resources:** What will the SWI need to provide to Aggregators and to Contractors (installers) to facilitate participation and success?
- **Marketing:** What marketing and outreach activities should be conducted by the Statewide Implementer versus aggregators?



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Public Comment

Session 2: Open Comment



Public Comment

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Adjourn