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<th>16-OIR-06</th>
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<tr>
<td><strong>Project Title</strong></td>
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<td><strong>TN #</strong></td>
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<td><strong>Document Title</strong></td>
<td>ITEM 4 - May 2021 DACAG Meeting - SOMAH Presentation</td>
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<td><strong>Description</strong></td>
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<td>Dorothy Murimi</td>
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ITEM 4
Solar on Multifamily Affordable Housing (SOMAH)
# Agenda

<table>
<thead>
<tr>
<th></th>
<th>Introductions</th>
<th>2 mins</th>
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<tbody>
<tr>
<td>2</td>
<td>Program status update</td>
<td>8 mins</td>
</tr>
<tr>
<td>3</td>
<td>Increasing CES DACs participation</td>
<td>15 mins</td>
</tr>
<tr>
<td>4</td>
<td>Q&amp;A</td>
<td>15 mins</td>
</tr>
</tbody>
</table>
Introductions

Jae Berg  
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Chris Walker  
SOMAH Program Manager  
GRID Alternatives  
chris.walker@calsomah.org
Program Administration Team

Non-Profit Program Administration Team
○ GRID Alternatives
○ Center for Sustainable Energy
○ Association for Energy Affordability
○ California Housing Partnership

Program Partners
Solar on Multifamily Affordable Housing (SOMAH) Program

- Provides **financial incentives** for installing solar photovoltaic (PV) energy systems on multifamily affordable housing
- Goal to **install at least 300 MW** of generating capacity by 2030
- Funded by utility Greenhouse Gas Reduction funds, at up to **$100M per year** for 10 years
- Offered in PG&E, SCE, SDG&E, PacifiCorp & Liberty territories
- Program launched on July 1, 2019
- Provides **direct financial benefit** to low-income tenants through solar bill credits
- Focus on providing direct benefits to **disadvantaged communities**
SOMAH Program Overview

Requirements and features

- At least 51% of overall solar capacity is allocated to tenants
  - On-bill credits each month (VNEM)
  - Rent cannot be raised due to solar
- Paid job training
- Energy efficiency
- Tenant education
- No-cost technical assistance
  - Connection to other relevant programs
- CBO contracted marketing partnerships
- Advisory Council and Job Training Organization Task Force
Program updates and stats
# Program Stats: Current Participation

<table>
<thead>
<tr>
<th>IOU Service Area</th>
<th># of Projects</th>
<th>Incentive Amount</th>
<th>PV CEC Rating (kW)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Liberty</td>
<td>2</td>
<td>$324,805</td>
<td>169</td>
</tr>
<tr>
<td>PacifiCorp</td>
<td>1</td>
<td>$283,493</td>
<td>149</td>
</tr>
<tr>
<td>PG&amp;E</td>
<td>222</td>
<td>$73,150,903</td>
<td>33,796</td>
</tr>
<tr>
<td>SCE</td>
<td>119</td>
<td>$49,374,757</td>
<td>22,734</td>
</tr>
<tr>
<td>SDG&amp;E</td>
<td>57</td>
<td>$21,964,920</td>
<td>10,055</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>401</strong></td>
<td><strong>$145,098,878</strong></td>
<td><strong>66,903 (22%*)</strong></td>
</tr>
</tbody>
</table>
# Program Stats: Available Funding

<table>
<thead>
<tr>
<th>IOU Service Area</th>
<th>Remaining budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>Liberty</td>
<td>$948,545</td>
</tr>
<tr>
<td>PacifiCorp</td>
<td>$3,806,819</td>
</tr>
<tr>
<td>PG&amp;E</td>
<td>$79,873,758</td>
</tr>
<tr>
<td>SCE</td>
<td>$153,316,302</td>
</tr>
<tr>
<td>SDG&amp;E</td>
<td>$27,879,054</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$265,824,478</strong></td>
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</table>
Additional Program Statistics

• Average 86.9% tenant allocation
• Serving 32,494 tenant units (average = 81)
• Average system size: 167 kW
• 10 participating contractors
  • New contractors include certified DVBE and MBE solar companies
  • Smaller contractors, smaller properties
  • Dozens of subcontractors expected
• Pipeline supports over 770 job training opportunities
  • 53,000 training hours
  • $1m+ in wages
  • Leveraging nearly 100 JTO relationships
Program Update

First interconnected projects; several others close to completion

Recently launched a new progress payments pathway

CBO partnership program
- Five (5) “Tier 1” partners
- “Tier 2” TBA this fall

Advisory Council & Job Training Organization Task Force
Increasing CES DACs participation

People of color and low income communities are living, working, and playing in America's most polluted environments.

Figure 4: Fraction of Each Racial/Ethnic Group Living in the Top 20% Census Tracts.
Expanding DACs Participation

- Shared interest in expanding DAC participation & driving engagement past parity
- Co-equal eligibility pathways: “Low-Income” and “DAC”
- Current program goals & efforts:
  - Commitment to reaching all owners in DACs
  - Commitment to targeted hiring, with at least 50% of JT opportunities to residents of DACs
  - New Central Valley CBO partnership
## DACs Market Summary & Program Participation

<table>
<thead>
<tr>
<th>IOU Service Area</th>
<th>Total # of Eligible Properties</th>
<th>Total # of Eligible Properties in DACs (% by IOU)</th>
<th>Total # of Applications in DACs</th>
</tr>
</thead>
<tbody>
<tr>
<td>PG&amp;E</td>
<td>2,031</td>
<td>582 (29%)</td>
<td>46</td>
</tr>
<tr>
<td>SCE</td>
<td>1,014</td>
<td>453 (45%)</td>
<td>57</td>
</tr>
<tr>
<td>SDG&amp;E</td>
<td>342</td>
<td>65 (19%)</td>
<td>12</td>
</tr>
<tr>
<td>Liberty</td>
<td>10</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Pacificorp</td>
<td>30</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>3,427</strong></td>
<td><strong>1,100 (32%)</strong></td>
<td><strong>115</strong></td>
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</table>
DACs Participation

Eligible DAC Properties vs Applications by IOU

<table>
<thead>
<tr>
<th>IOU</th>
<th>DAC projects</th>
<th>Eligible DAC Properties</th>
</tr>
</thead>
<tbody>
<tr>
<td>SDG&amp;E</td>
<td>12</td>
<td>65</td>
</tr>
<tr>
<td>SCE</td>
<td>57</td>
<td>453</td>
</tr>
<tr>
<td>PG&amp;E</td>
<td>46</td>
<td>572</td>
</tr>
</tbody>
</table>

Legend
- SOMAH-Eligible Properties in DACs
- CalEnviroscreen 3.0 DACs
- SOMAH IOU Territories

Eligible SOMAH Properties in DACs
Expanding Participation in DACs
Strategies Under Consideration

- **Budget/incentive level strategies**
  - DAC carve-out or set-aside
  - Separate/higher incentive rates for DACs, or incentive structure that scales with CalEnviroScreen 3.0 score
  - Waiving application deposit or incentive step-down

- **Participation strategies**
  - Capping owner or contractor participation
  - Imposing DAC quotas on higher volume contractors

- **Marketing Education & Outreach strategies include**
  - Creating a referral program
  - Working with a lead generation company/org
  - Offering a prize, award, or competition
Feedback on Potential Program Modifications

Goals-setting: Defining success
○ What share of applications, MWs, or budget marks success with regard to DACs participation?
  ■ Overall, by IOU Service Area or both?
  ■ By what process do we set these targets?

For Discussion: Benchmark with a trigger for a conditional set-aside
○ Relevance of carve-outs when funding is available
○ Responsive/conditional design:
  ■ Example: If funding drops below X level, or if attainment lags in DACs over X period with a benchmark, it becomes a set-aside/carve-out
Feedback on Potential Program Modifications

Design changes: Further incentivizing and supporting participation

○ What we want to avoid
  ■ Slowing attainment of 300 MW by 2030
  ■ Unnecessary waitlisting, stop-start
  ■ Increasing program complexity
  ■ Increasing admin burden/complexity

○ Potential strategies:
  ■ Higher incentive rates for DACs
  ■ Building capacity within owner orgs to participate
Follow Program Progress

• **Program data, charts & graphs** updated weekly on California Distributed Generation Statistics website
  • [https://www.californiadgstats.ca.gov/](https://www.californiadgstats.ca.gov/)

• SOMAH PA team releases a **Semi-Annual Progress Report** in January and July each year
Questions?

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