

**DOCKETED**

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*Comment Received From: Tenley Dalstrom  
Submitted On: 7/2/2021  
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## **Stakeholder input**

Please see attached

*Additional submitted attachment is included below.*



**ELECTRIC PROGRAM INVESTMENT CHARGE 2021-2025 (EPIC 4)  
RESEARCH CONCEPT PROPOSAL FORM**

The CEC is currently soliciting research concept ideas and other stakeholder input for the EPIC 4 Investment Plan. For those who would like to submit an idea for consideration, we ask that you complete this form and submit it to the CEC by 5:00 p.m. on **July 2, 2021**.

To submit the form, please visit the e-commenting [link](https://efiling.energy.ca.gov/Ecomment/Ecomment.aspx?docketnumber=20-EPIC-01), <https://efiling.energy.ca.gov/Ecomment/Ecomment.aspx?docketnumber=20-EPIC-01>, enter your contact information, and then use the “choose file” button at the bottom of the page to upload and submit the completed form. Thank you for your input.

1. Please provide the name, email, and phone number of the best person to contact should the CEC have additional questions regarding the research concept:

Tenley Dalstrom, [tenley.dalstrom@newenergyx.com](mailto:tenley.dalstrom@newenergyx.com), 415.400.8846

2. Please provide the name of the contact person’s organization or affiliation:

New Energy Nexus

3. Please provide a brief description of the proposed concept you would like the CEC to consider as part of the EPIC 4 Investment Plan. What is the purpose of the concept, and what would it seek to do?

In working with accelerators throughout the CA ecosystem and across the country, and directing the CEC-funded CalTestBed Initiative which provides testing services for innovations at TRL 5-7, I have discovered that one of the most helpful initiatives that could be undertaken to benefit clean energy entrepreneurs and speed the transition to a clean energy economy is to clearly outline and define processes to access pilot and demonstration opportunities to further de-risk their innovations in order to attract customers, investment and potential acquisition. These opportunities should be based on clear and transparent selection processes, have robust public/private partnerships, and should be made accessible to all innovators that have extraordinary technologies, including those that may not have the connections or network needed to secure these types of projects. I propose that the CEC fund a program that creates partnerships with utilities, city governments, healthcare facilities, school systems, universities, ports, transit authorities, water authorities, large agricultural enterprises, prisons, corporations, and any other entity that might consider hosting clean energy

pilot/demonstration projects. Through the industry partnerships established, the program can conduct a regular intake process to gather first-hand information around industry technology needs. Industry partners should be committed to participate in pilot and demonstration projects with applicable new technologies. A competitive solicitation and selection process should be developed and conducted in partnership with the industry partners to identify successful applicants, pair them with an applicable industry partner, and fund a pilot and demonstration project. There should be a clear value proposition and protections in place for the hosts of these initiatives in order to incentivize participation. I mentioned this idea on a CEC-run ecosystem call, and every accelerator partner agreed that this would be an incredible resource that would help demystify and democratize the process of securing these critical opportunities that are the bridge between third-party testing of prototypes and commercialization opportunities.

4. In accordance with Senate Bill 96, please describe how the proposed concept will **"lead to technological advancement and breakthroughs to overcome barriers that prevent the achievement of the state's statutory energy goals."** For example, what technical and/or market barriers or customer pain points would the proposed concept address that would lead to increased adoption of clean energy technologies? Where possible, please provide specific cost and performance targets that need to be met for increased industry and consumer acceptance. For scientific analysis and tools, what data and information gaps would the proposed concept help fill, what specific stakeholders will use the results, and for what purpose(s)?

The market barrier that is being addressed is the absence of a clear and democratized pathway for connecting willing and interested pilot and demonstration partners with innovators that are ready to demonstrate their innovations in real-world conditions to show that the innovation is functional and achieves their clean energy/energy efficiency targets at scale. Emerging clean energy and cleantech companies are completely dependent on networking and "knowing somebody" to demonstrate their technology. A designated program would address a critical gap in the commercialization pipeline and further accelerate promising technologies. Alternatively, industry partners may be risk adverse in demonstrating a new technology without monetary and programmatic support.

5. Please describe the anticipated outcomes if this research concept is successful, either fully or partially. For example, to what extent would the research reduce technology costs and/or increase performance to improve the overall value proposition of the technology? What is the potential of the technology at scale?

The anticipated outcome of this program would be that more companies are aware and have access to strategic partners and opportunities to demonstrate their technologies in the field. The ability to prove their innovations' efficacy to customers and investors and will result in the acceleration of the broad commercialization and deployment of their technologies. Pilot and demonstration projects provide crucial case studies and lessons learned for the advancement of new technologies.

6. Describe what quantitative or qualitative metrics or indicators would be used to evaluate the impacts of the proposed research concept.

There are a variety of metrics that could be used: number of pilot and demonstration partners added to the program, number of applications for the program, number of customers secured, number of follow-on investment dollars, number of company acquisitions, number of California ratepayers benefitting from demonstrations, number of kWh saved through clean energy or efficiency, number of dollars saved by host entity.

7. Please provide references to any information provided in the form that support the research concept's merits. This can include references to cost targets, technical potential, market barriers, etc.

The support I have received for this effort includes all of the accelerators involved in the CEC ecosystem calls, and all of the entrepreneurs I have worked with and support through CalTestBed.