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Response to California RFI:

Contractor Training for Inflation Reduction Act Residential Energy Rebate Programs

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SEP 25, 2023

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Cover Letter Responses to RFI Questions

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Cover Letter

Everblue works with 15+ states to deliver both training for home performance contractors and/or software for managing application processes and industry credentials. We have been serving state governments and the home performance industry since 2008.

After reading the Contractor Training Grant (CTG) RFI, we believe there are two areas where we can help the California Energy Commission with respect to contractor training:

- 1. BPI & RESNET train (Everblue is an IREC Accredited training provider)
- 2. EverCert: Workforce Metrics & Tracking Software

We could help recruit individuals for training, track their journey through certification, and ultimately manage a single "qualified contractor list" for the state to determine who is eligible to perform work associated with rebates. While beyond the scope of this RFI, Everblue could also manage the rebate application process itself.

We'd love to answer any questions. Everblue is a Veteran Owned Business incorporated. You can reach me at <u>chris@goeverblue.com</u> or 201-600-5977.

Chris Boggiano *President* Everblue

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States Working With Everblue

- North Carolina
- Tennessee
- Washington, DC
 Connecticut
- Louisiana
- Rhode Island
- Florida
- Virginia
- Kentucky
 - Arkansas

- Iowa
- Maryland
- Massachusetts
- Nevada
- Minnesota

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Responses to RFI Questions

- Please provide information on available state and federal residential energy contractor training and similar programs in California, including a list of organizations currently providing training, credentialing, and/or wrap around services. Please include references on:
 - a. Residential (single-family and multifamily) and commercial energy auditor availability and readiness;

Everblue:

- IREC Accredited
- Building Performance Institute (BPI) Training Provider & Test Center
- Residential Energy Services Network (RESNET) Training Provider
- Conducts in-person training classes nationwide
- Currently works with 15+ state governments
- Wrote the CTG application template that DOE is providing to SEOs

b. Available skills assessment reports for existing education and training programs, such as on new energy technologies, latest best practices, or newly launching programs.

Please see the attached dataset with an analysis of qualified contractors with relevant BPI or RESNET certifications.

2. If IRA Contractor Training funds are used to supplement existing workforce development programs in California, which programs are most closely aligned with the goals of the IRA Contractor Training Program?

Everblue has worked with CA-based non-profit <u>Emerald Cities</u> to train individuals from the Southern California Regional Energy Network (SoCalREN)'s Green Path Careers (GPC) program.

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The GPC program helps Opportunity Youth — 18 years and over who are homeless, nearing homelessness, transitioning from foster care to independent living, justice impacted, low income or otherwise at risk for hardship — work toward rewarding careers in the sustainable economy by teaching them the life and employment skills required to succeed in the high-growth energy efficiency industry.

3. What gaps in existing workforce development programs in California can be addressed through the IRA Contractor Training Program? What is the current supply of qualified skilled energy efficiency workers compared to the projected future demand?

Our analysis shows that California currently has 132 individuals qualified, skilled energy efficiency workers and will need 2312 to meet projected demand from HOMES & HEAR.

Please see the attached data table with Everblue's analysis for CA along with other states and territories. We created this dataset for DOE and NREL and expect they will share it with SEOs in the coming weeks.

4. What certifications should be funded through contractor training for residential energy rebate programs in California to support the purpose of this funding and lead to good-quality jobs? As stated in the guidance from the U.S. Department of Energy on this topic: good-quality jobs are jobs that pay sustaining wages with wage progression, benefits, access to paid leave, opportunities for career advancement through training and education, adequate staffing, safety and health protections, nondiscriminatory and harassment-free workplaces that promote Diversity, Equity, Inclusion, and Accessibility (DEIA) and, to the strongest extent possible, a platform for worker voice that supports all workers and ensures fair pay and safe working conditions.

BPI's Building Analyst - Professional (BA-P) credential from an IREC Accredited training provider is our top recommendation. An individual can earn the BA-P credential relatively quickly (weeks) without any prior work experience. Eliminating prior work experience requirements also eliminates the greatest barrier to diverse workforce entrants.

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Further, an individual who earns the BA-P credential would also earn at least two other "stacked" credentials at the same time, one of which requires a "field" exam but not a written test. This increases access to an important industry credential for individuals who do not perform well on written exams due to anxiety, language, or other socioeconomic barriers.

The second credential that we recommend is RESNET's Home Energy Rating System (HERS) Rater certification. While RESNET HERS Raters are typically oriented toward new residential housing construction via the Energy Star for Homes Program, the credential covers many of the same principles that are required for success in home electrification and energy efficiency retrofits.

These credentials can easily be stacked on top of, or alongside, other industry credentials. For example, licensed HVAC, electrical, and plumbing professionals could earn either of the above credentials in as little as a week's time. This would be a low cost way to dramatically increase the trade's awareness of building science and home energy performance concepts.

5. What data is available to demonstrate that the proposed certifications in your response to Question 4 align with the skills and needs of California, meet energy workforce demands, and prepare that workforce to deliver energy efficiency, electrification, and clean energy improvements?

BPI's BA-P and RESNET HERS Rater are the only two credentials with any relevant prior data for the type of work associated with HOMES and HEAR. BPI's credentials have been required by DOE as part of every state's Weatherization Assistance Program (WAP) for years. Importantly, DOE requires WAP programs use IREC Accredited Training providers to ensure high quality training.

Likewise, RESNET HERS Raters are the backbone of the EPA's Energy Star for Homes program. RESNET is also a DOE-approved Home Certification Organization (HCO)

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6. What performance metrics and numerical targets should California use to measure impact throughout the 48-month period of performance of DOE funding sought by the CEC to provide contractor training for the IRA residential energy rebate programs?

Everblue's EverCert software can provide complete end-to-end metrics and tracking on a number of variables that are important to DOE including:

- DEI and demographic metrics for outreach, enrollment, completion, and contractor performance.
- Relationships between certification holders (individuals) and contracting companies performing rebate work.
- Contractor performance based on credentials held and source(s) of training.
- Rebate funding per contractor relative to demographic, DEI, and Justice40 metrics.

Importantly, EverCert would also provide a single "qualified contractor list" that would be updated daily, visible to the public (for homeowners searching for contractors), and integrate via API with any adjacent rebate processing software to determine contractor eligibility prior to issuance of a rebate coupon.

Here is a very simplistic overview of the process EverCert can manage.



Please contact <u>chris@goeverblue.com</u> if you would like an EverCert demo.

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7. In the Community Benefits Plan required as part of the CEC application for DOE funding for contractor training for IRA residential energy rebate programs, how should the program ensure the delivery of measurable community and jobs benefits, and: 1) support meaningful community and labor engagement; (2) invest in America's workforce; (3) advance diversity, equity, inclusion, and accessibility; and (4) contribute to President Biden's goal that 40 percent of the overall benefits from certain federal investments flow to disadvantaged communities under the Justice40 Initiative.

Please see the attached draft CTG application template that Everblue wrote for DOE. The template breaks out each of these items as specified in DOE's Administrative and Legal Requirements Document (ALRD).

8. Input on other topics welcomed.

While beyond the scope of this RFI, Everblue's EverForms software is fully capable of processing rebates. If desired, we would be happy to give a demo of EverForms, as we've built it out in accordance with DOE and PNNL specifications.

EverForms is specifically designed to integrate with adjacent software systems (PNNL, income verification, etc), automate manual tasks to speed up processing, and provide transparency on rebate status to all interested parties (homeowners, tenants, contractors, state staff, etc). Please contact <u>chris@goeverblue.com</u> if you would like an EverForms demo.



EverForms

* EverForms supports both 3rd party integrations or document review required for validation

Measure Eligibility

State/ Territory	Clean Energy	Total Formula	Total admin	Total available for	Installment 1	Installment 2	Admin \$ per	Training\$ per	AA	BB	CC	Est # workers	DD	Gap	Percent of	Gap	EE
	Workforce	Allocation	Funds	training program			installment	installment	Est. # of workers	Justice40	Currently	needed for	Gap	Remaining	Gap Closed	Remaining	Percent of
	Growth Rate								per installment	focused	Qualified**	HOMES &		after CTG	by end of	after CTG	Gap Closed
	(2021-2022)*								@\$5,000 per			HEAR		Phase 1	CIG Phase I	Phase 2	Dy end of
Alahama	5 30%	\$2 562 900	\$256.290	\$2 306 610	\$1 281 450	\$1 281 450	\$128 145	\$1 153 305	231	92	27	574	547	316	42%	86	84%
Alaska	2.80%	\$1,296,870	\$129 687	\$1 167 183	\$648.435	\$648,435	\$64 844	\$583 592	117	47	3	290	287	171	41%	54	81%
American Samoa	0.00%	\$864,460	\$86,446	\$778.014	\$432,230	\$432,230	\$43,223	\$389.007	78	31	0	194	194	116	40%	38	80%
Arizona	4.00%	\$2,642,230	\$264,223	\$2.378.007	\$1,321,115	\$1,321,115	\$132.112	\$1.189.004	238	95	35	592	557	319	43%	81	85%
Arkansas	4.50%	\$1,881,690	\$188,169	\$1,693,521	\$940,845	\$940,845	\$94,085	\$846,761	169	68	17	421	404	235	42%	66	84%
California	3.20%	\$10,321,930	\$1,032,193	\$9,289,737	\$5,160,965	\$5,160,965	\$516,097	\$4,644,869	929	372	132	2312	2180	1251	43%	322	85%
Colorado	3.40%	\$2,501,170	\$250,117	\$2,251,053	\$1,250,585	\$1,250,585	\$125,059	\$1,125,527	225	90	113	560	447	222	50%	0	100%
Connecticut	2.00%	\$1,881,620	\$188,162	\$1,693,458	\$940,810	\$940,810	\$94,081	\$846,729	169	68	32	421	389	220	43%	51	87%
Delaware	2.90%	\$1,151,040	\$115,104	\$1,035,936	\$575,520	\$575,520	\$57,552	\$517,968	104	41	7	258	251	147	41%	44	83%
District of Columbia	4.70%	\$1,048,490	\$104,849	\$943,641	\$524,245	\$524,245	\$52,425	\$471,821	94	38	7	235	228	133	41%	39	83%
Florida	3.90%	\$6,021,760	\$602,176	\$5,419,584	\$3,010,880	\$3,010,880	\$301,088	\$2,709,792	542	217	142	1349	1207	665	45%	123	90%
Georgia	3.90%	\$3,816,060	\$381,606	\$3,434,454	\$1,908,030	\$1,908,030	\$190,803	\$1,717,227	343	137	58	855	797	453	43%	110	86%
Guam	0.00%	\$891,700	\$89,170	\$802,530	\$445,850	\$445,850	\$44,585	\$401,265	80	32	0	200	200	119	40%	39	80%
Hawaii	3.20%	\$1,194,820	\$119,482	\$1,075,338	\$597,410	\$597,410	\$59,741	\$537,669	108	43	2	268	266	158	40%	51	81%
Idaho	5.30%	\$1,403,750	\$140,375	\$1,263,375	\$701,875	\$701,875	\$70,188	\$631,688	126	51	19	314	295	169	43%	43	86%
Illinois	3.10%	\$5,086,340	\$508,634	\$4,577,706	\$2,543,170	\$2,543,170	\$254,317	\$2,288,853	458	183	45	1139	1094	637	42%	179	84%
Indiana	3.70%	\$3,354,110	\$335,411	\$3,018,699	\$1,677,055	\$1,677,055	\$167,706	\$1,509,350	302	121	47	751	704	402	43%	101	86%
lowa	2.80%	\$2,188,600	\$218,860	\$1,969,740	\$1,094,300	\$1,094,300	\$109,430	\$984,870	197	79	23	490	467	270	42%	73	84%
Kansas	4.20%	\$1,908,060	\$190,806	\$1,717,254	\$954,030	\$954,030	\$95,403	\$858,627	172	69	14	427	413	242	42%	70	83%
Kentucky	6.10%	\$2,420,420	\$242,042	\$2,178,378	\$1,210,210	\$1,210,210	\$121,021	\$1,089,189	218	8/	41	542	501	283	43%	65	87%
Louisidiid	5.30%	\$3,033,090	\$363,389	\$3,270,501	\$1,810,945	\$1,810,945	\$181,695	\$1,635,251	327	131	19	814	795	468	41%	141	82%
Manuland	4.10%	\$1,303,340	\$150,554	\$1,173,000	\$1 265 985	\$1 265 985	\$05,107	\$560,505	228	47	42	292	204 E 24	107	41%	49	03%
Massachusetts	3.90%	\$2,551,570	\$255,197	\$2,278,773	\$1,205,985	\$1,205,585	\$120,399	\$1,139,387	228	101	43	627	456	290	43%	08	100%
Michigan	3.80%	\$4 124 380	\$412.438	\$3,711,942	\$2,062,190	\$2,062,190	\$206,219	\$1,255,042	371	148	45	924	879	508	42%	136	84%
Minnesota	3.30%	\$2,802,670	\$280.267	\$2 522 403	\$1,401,335	\$1,401,335	\$140 134	\$1,055,571	252	101	28	628	600	348	42%	95	84%
Mississippi	5.30%	\$1,848,620	\$184,862	\$1,663,758	\$924.310	\$924,310	\$92,431	\$831.879	166	67	1	414	413	247	40%	80	81%
Missouri	4.10%	\$2,779,120	\$277,912	\$2,501,208	\$1,389,560	\$1,389,560	\$138.956	\$1,250,604	250	100	18	623	605	354	41%	104	83%
Montana	3.30%	\$1,248,470	\$124,847	\$1,123,623	\$624,235	\$624,235	\$62,424	\$561,812	112	45	6	280	274	161	41%	49	82%
Nebraska	3.70%	\$1,614,510	\$161,451	\$1,453,059	\$807,255	\$807,255	\$80,726	\$726,530	145	58	13	362	349	203	42%	58	83%
Nevada	3.20%	\$1,637,710	\$163,771	\$1,473,939	\$818,855	\$818,855	\$81,886	\$736,970	147	59	22	367	345	197	43%	50	85%
New Hampshire	2.40%	\$1,259,230	\$125,923	\$1,133,307	\$629,615	\$629,615	\$62,962	\$566,654	113	45	20	282	262	149	43%	35	86%
New Jersey	5.70%	\$3,517,680	\$351,768	\$3,165,912	\$1,758,840	\$1,758,840	\$175,884	\$1,582,956	317	127	41	788	747	430	42%	114	85%
New Mexico	6.30%	\$1,533,830	\$153,383	\$1,380,447	\$766,915	\$766,915	\$76,692	\$690,224	138	55	25	344	319	181	43%	42	87%
New York	3.00%	\$6,369,300	\$636,930	\$5,732,370	\$3,184,650	\$3,184,650	\$318,465	\$2,866,185	573	229	133	1427	1294	720	44%	147	89%
North Carolina	1.90%	\$3,698,030	\$369,803	\$3,328,227	\$1,849,015	\$1,849,015	\$184,902	\$1,664,114	333	133	130	828	698	366	48%	33	95%
North Dakota	3.30%	\$1,288,200	\$128,820	\$1,159,380	\$644,100	\$644,100	\$64,410	\$579,690	116	46	2	289	287	171	40%	55	81%
Northern Marianas	0.00%	\$860,940	\$86,094	\$774,846	\$430,470	\$430,470	\$43,047	\$387,423	77	31	0	193	193	115	40%	38	80%
Oldahama	4.40%	\$4,791,100	\$479,110	\$4,311,990	\$2,395,550	\$2,395,550	\$239,555	\$2,155,995	431	172	55	1073	1018	587	42%	156	85%
Origon	6.10%	\$2,286,480	\$228,648	\$2,057,832	\$1,143,240	\$1,143,240	\$114,324	\$1,028,916	206	82	21	512	491	285	42%	80	84%
Oregon	2.80%	\$2,028,480	\$202,848	\$1,825,632	\$1,014,240	\$1,014,240	\$101,424	\$912,816	183	/3	26	454	428	246	43%	63	85%
Perifisylvania	4.20%	\$4,960,910	\$496,091	\$4,464,819	\$2,460,455	\$2,460,455	\$248,046	\$2,232,410	446	1/9	32	257	1079	033	41%	186	83%
Puerto Rico Rhode Island	1.80%	\$1,354,050	\$159,409	\$1,435,221	\$757,343	\$797,343	\$/9,/35	\$717,011	144	37	0	357	350	147	40%	42	81%
South Carolina	2.80%	\$2 397 600	\$220,760	\$2,157,840	\$1,198,800	\$1,198,800	\$110,880	\$1,078,920	216	4Z 86	0 10	537	518	302	41%	45	83%
South Dakota	3.50%	\$1 195 450	\$119 545	\$2,137,840	\$597 725	\$597 725	\$59 773	\$537.953	108	43	3	268	265	157	42%	50	81%
Tennessee	5.20%	\$2,980,770	\$298.077	\$2,682,693	\$1,490,385	\$1,490,385	\$149.039	\$1 341 347	268	107	45	668	623	354	43%	86	86%
Texas	5.50%	\$11.674.260	\$1,167,426	\$10,506,834	\$5.837.130	\$5.837.130	\$583.713	\$5,253,417	1.051	420	350	2615	2265	1214	46%	164	93%
U.S. Virgin Islands	0.00%	\$889,010	\$88.901	\$800.109	\$444,505	\$444,505	\$44.451	\$400.055	80	32	0	199	199	119	40%	39	80%
Utah	3.20%	\$1,757,330	\$175,733	\$1,581,597	\$878,665	\$878,665	\$87,867	\$790,799	158	63	22	394	372	213	43%	55	85%
Vermont	0.40%	\$1,048,680	\$104,868	\$943,812	\$524,340	\$524,340	\$52,434	\$471,906	94	38	17	235	218	124	43%	29	87%
Virginia	3.60%	\$3,393,040	\$339,304	\$3,053,736	\$1,696,520	\$1,696,520	\$169,652	\$1,526,868	305	122	160	760	600	0	100%%	0	100%
Washington	2.50%	\$2,925,550	\$292,555	\$2,632,995	\$1,462,775	\$1,462,775	\$146,278	\$1,316,498	263	105	32	655	623	360	42%	97	84%
West Virginia	3.60%	\$1,607,110	\$160,711	\$1,446,399	\$803,555	\$803,555	\$80,356	\$723,200	145	58	4	360	356	211	41%	67	81%
Wisconsin	0.60%	\$2,835,440	\$283,544	\$2,551,896	\$1,417,720	\$1,417,720	\$141,772	\$1,275,948	255	102	29	635	606	351	42%	96	84%
Wyoming	0.40%	\$1,192,070	\$119,207	\$1,072,863	\$596,035	\$596,035	\$59,604	\$536,432	107	43	0	267	267	160	40%	52	80%

*DOE USEER Report, 2023 https://www.energy.gov/sites/default/files/2023-06/2023%20USEER%20APPENDICES.pdf

Currently Qualified is a person with BPI Building Analyst-Professional Certification or RESNET HERS Rater as of August 15, 2023; data provided by RESNET and BPI. * Gap analysis apportioned based on State Energy Program (SEP) formula; 1:10,000 Qualified Contractor to home ratio.

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Inflation Reduction Act Services



3. Rebate Processing Software

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* EverForms supports both 3rd party integrations or document review required for validation

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