



SELF-GENERATION
INCENTIVE PROGRAM

2020 4th Quarter Workshop

November 17th, 2020



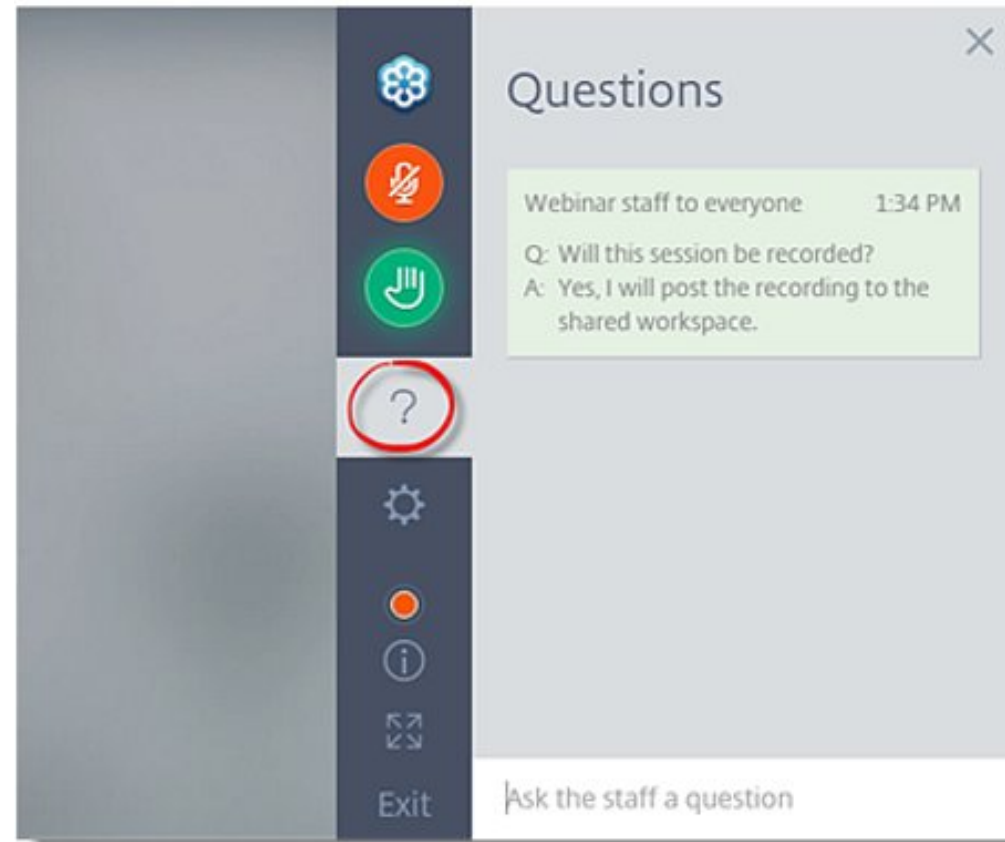
Housekeeping



- Some important things to note about today's webinar:
 - There will be live polls throughout the training
 - Q&A portion at the end of each agenda topic and at the end of the webinar



Submitting questions





Introductions and Agenda

Agenda



SELF-GENERATION INCENTIVE PROGRAM

- Welcome and PA Introductions (Karinna Gonzalez and Andi Woodall, CSE)
- Program Metrics and Budget Availability (Vicky Velazquez, SCE)
- Discuss Program Opening (Andi Woodall, CSE; Brian Bishop, PG&E)
 - Residential Soft Target
 - Projects Providing Backup Capabilities
 - Eligibility for Resiliency Adder
- EPW changes and documentation (Dara Salour, AESC)

15-minute Break

- Generation Update (Laura Crump, SCG)
- Update on recent Decisions (Andi Woodall, CSE; Jim Stevenson, SCE)
 - Electric Pump Well
 - CESA Decision
- Update on selfgenca.com development (David Zhang, Energy Solutions)
- Advanced Rebate Payment Presentation (Anthony Rahill, Golden State Finance Authority)
- Closing Remarks (SGIP PAs)



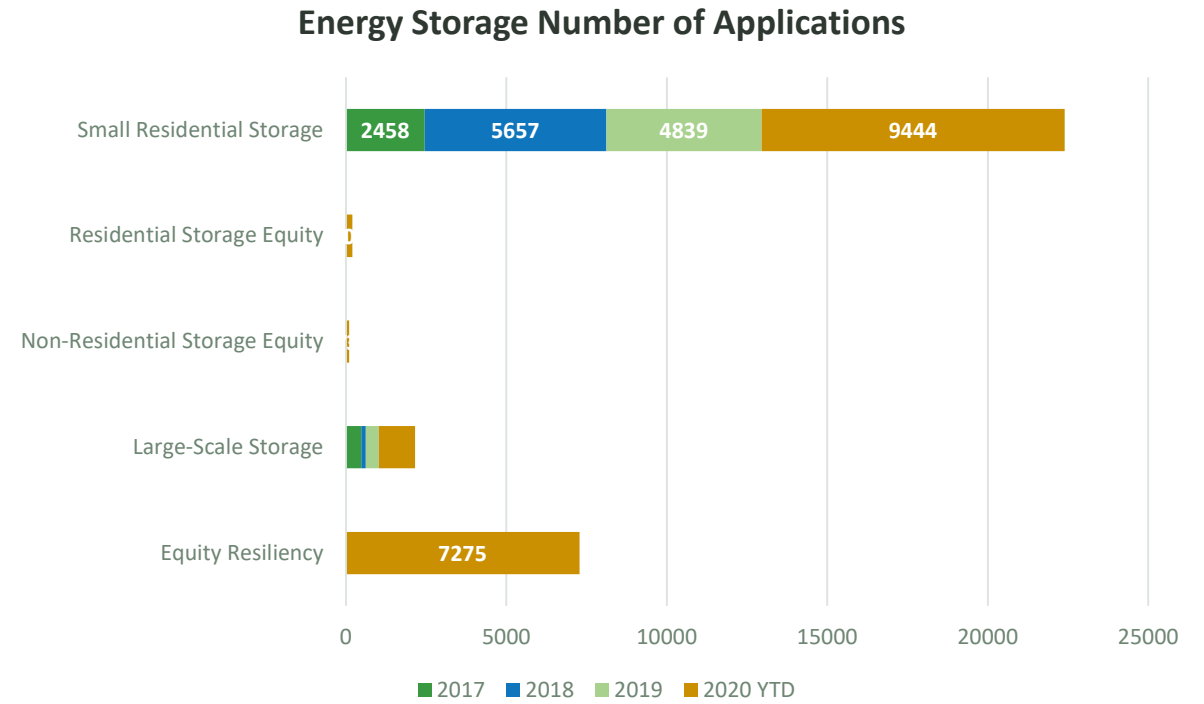
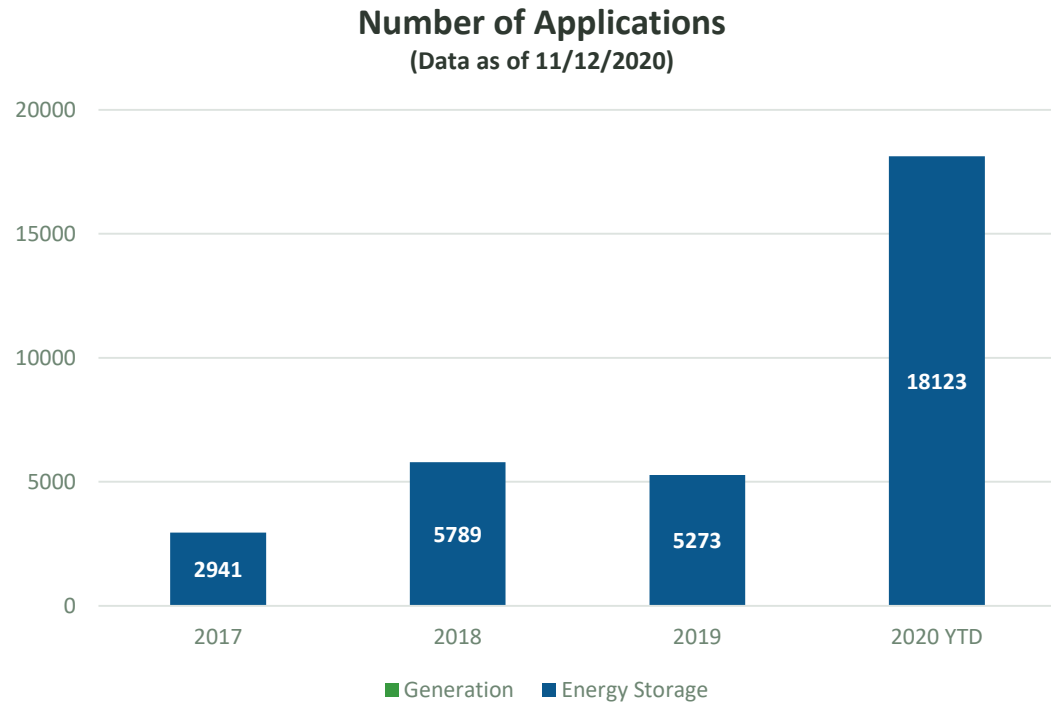


Program Metrics and Budget Availability

Vicky Velazquez, SCE

Number of Applications by Program Year

(Data as of 11/12/2020)



Total: 32,125



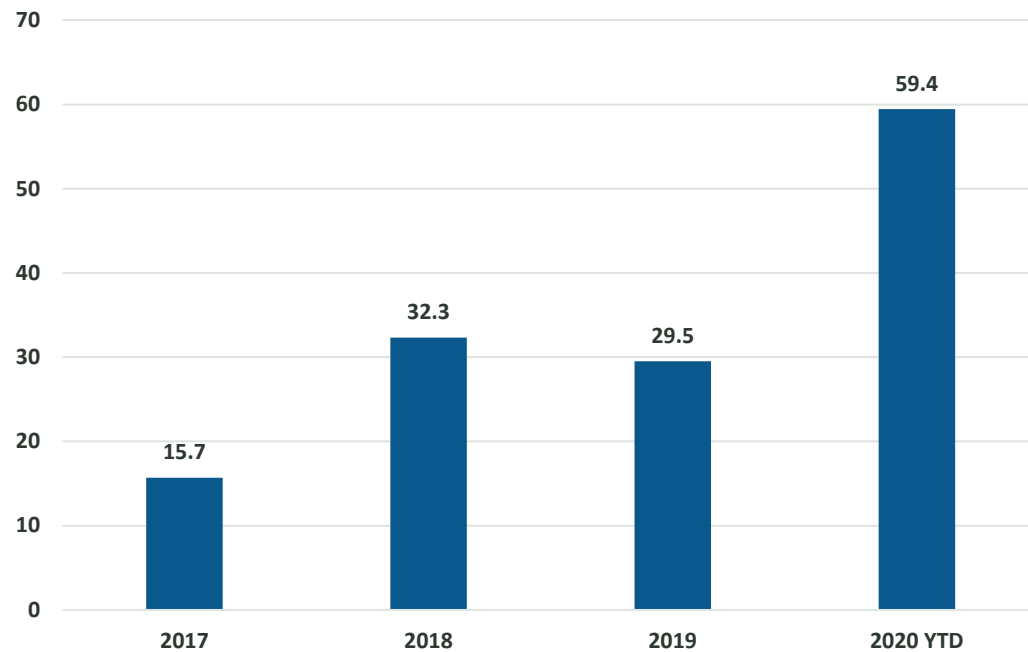
Energy Storage – Capacity and Incentive Dollars by Program Year

(Data as of 11/12/2020)



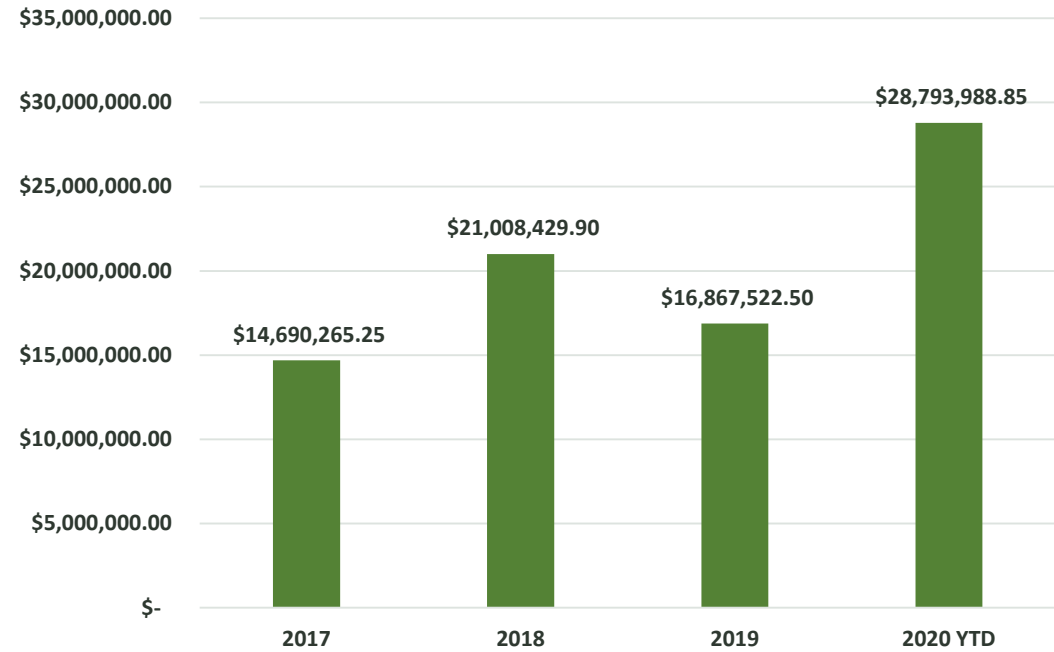
**SELF-GENERATION
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Small Residential Storage (MW)



Total: 137.0 MW

Small Residential Storage (\$)

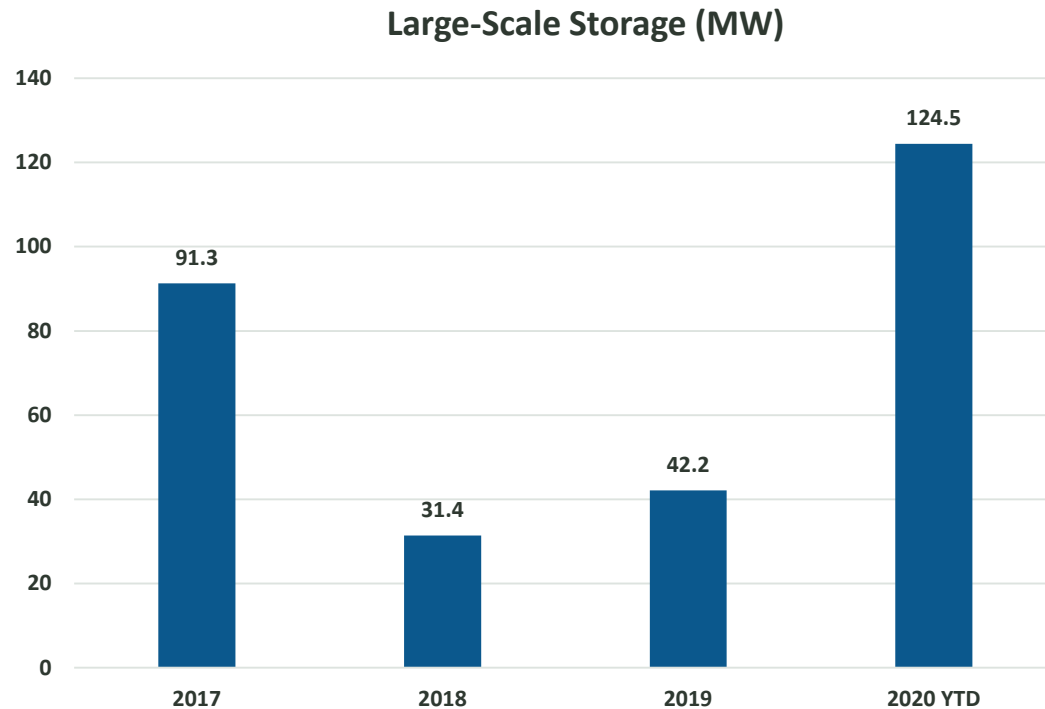


Total: \$81,360,206

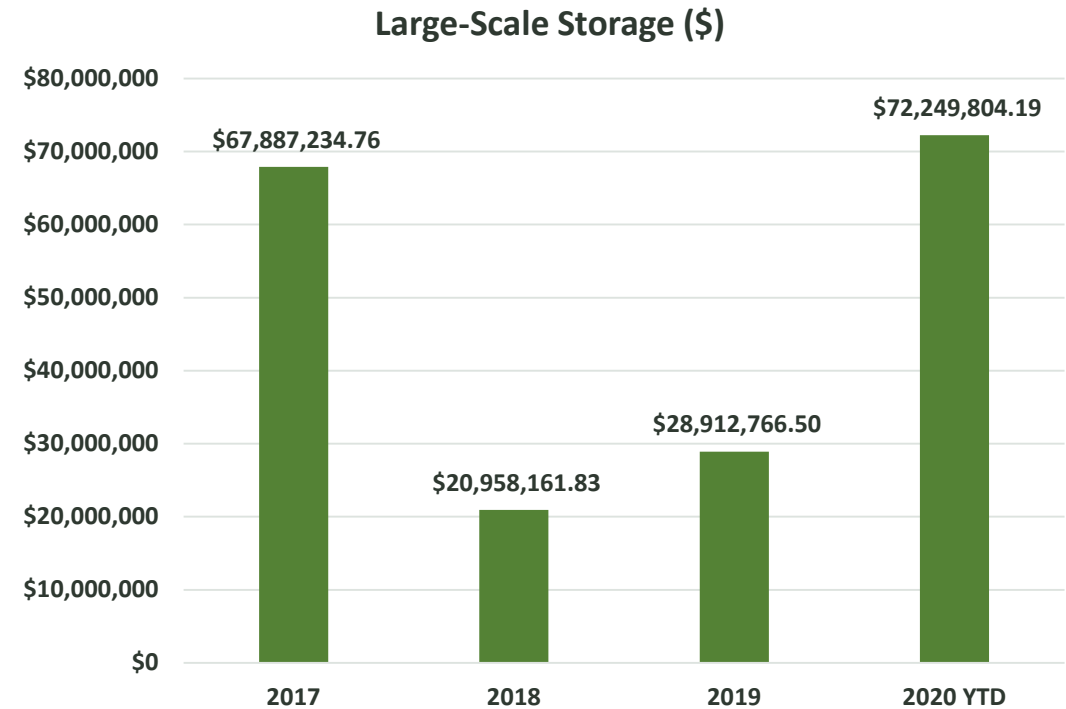


Energy Storage – Capacity and Incentive Dollars by Program Year

(Data as of 11/12/2020)



Total: 289.3 MW



Total: \$190,007,967



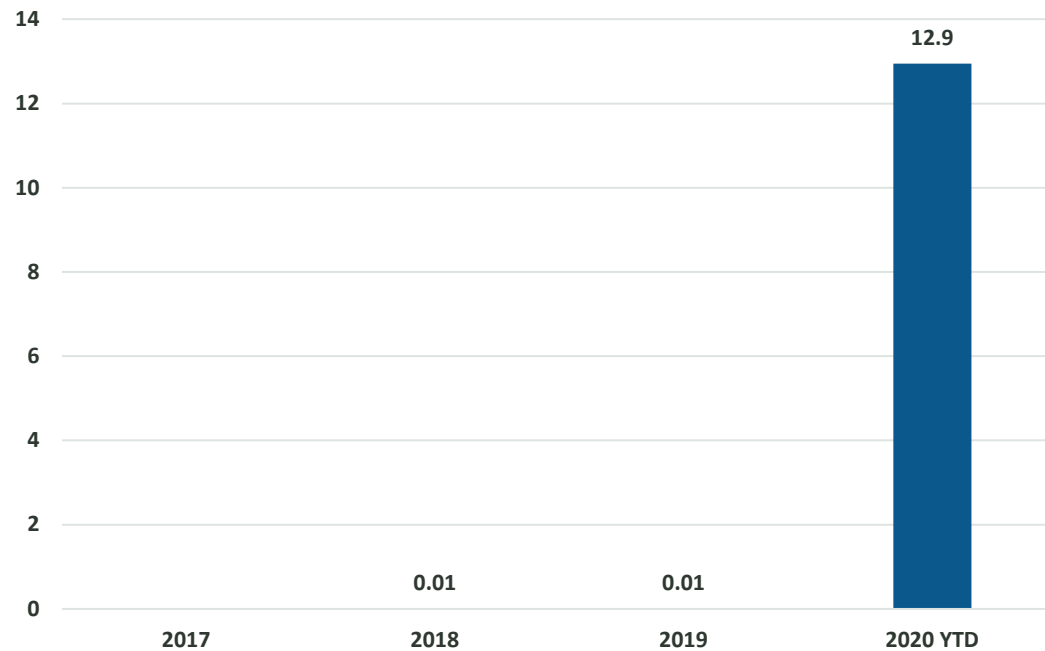
Energy Storage – Capacity and Incentive Dollars by Program Year

(Data as of 11/12/2020)



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Residential Storage Equity (MW)



Total: 13.0 MW

Residential Storage Equity (\$)



Total: \$36,899,670



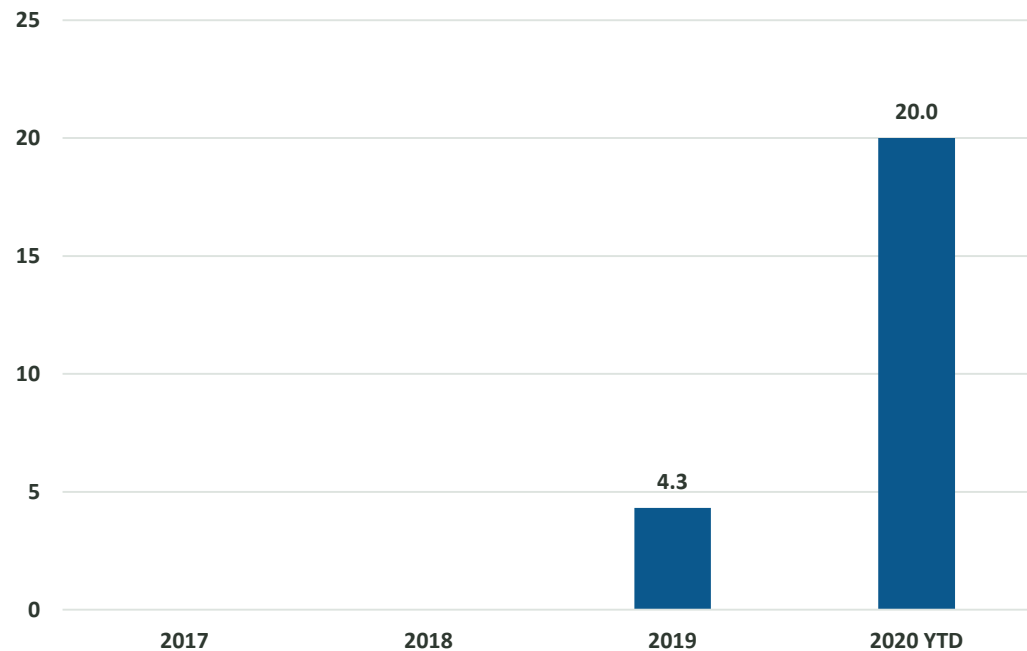
Energy Storage – Capacity and Incentive Dollars by Program Year

(Data as of 11/12/2020)



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Non-Residential Storage Equity (MW)



Total: 24.3 MW

Non-Residential Storage Equity (\$)

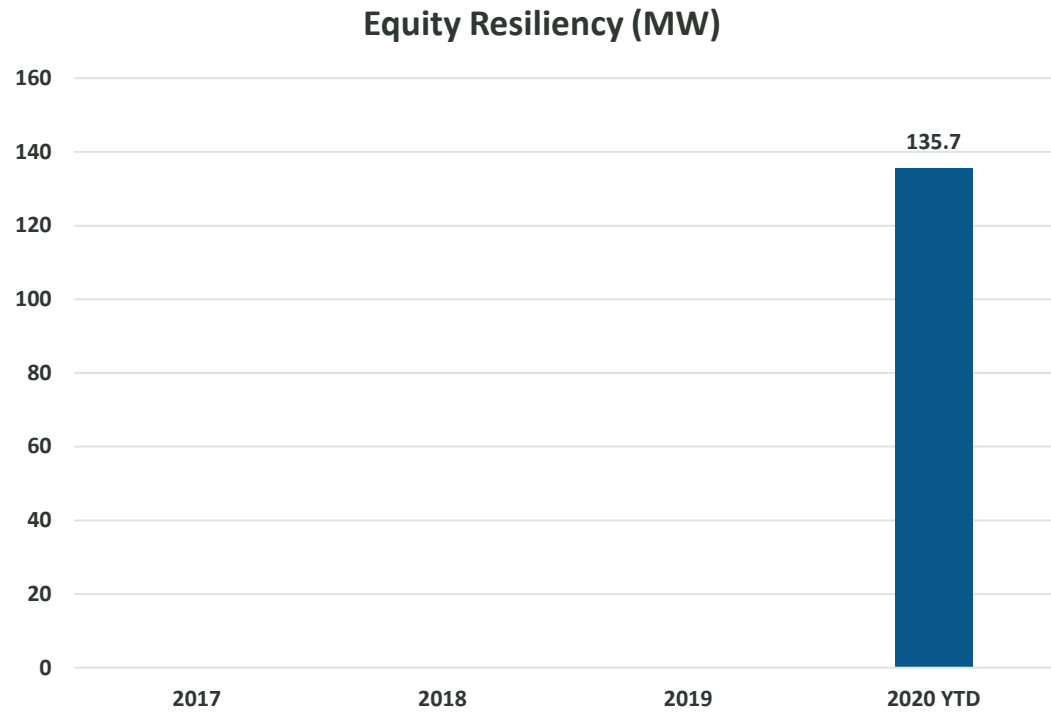


Total: \$53,080,380

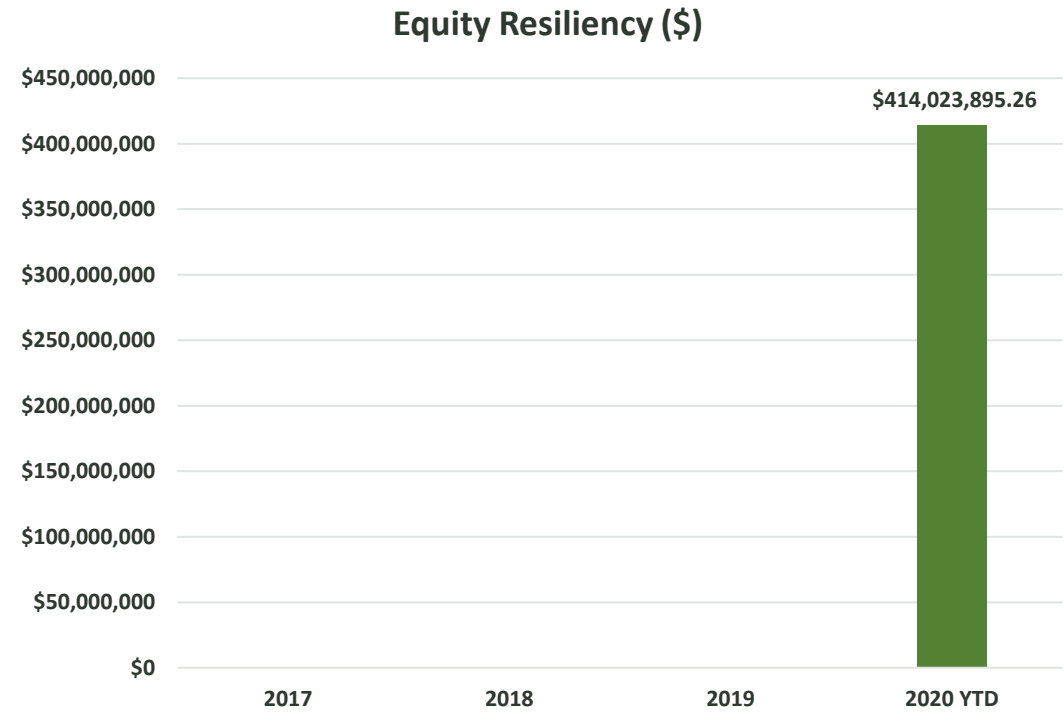


Energy Storage – Capacity and Incentive Dollars by Program Year

(Data as of 11/12/2020)



Total: 135.7 MW



Total: \$414,023,895



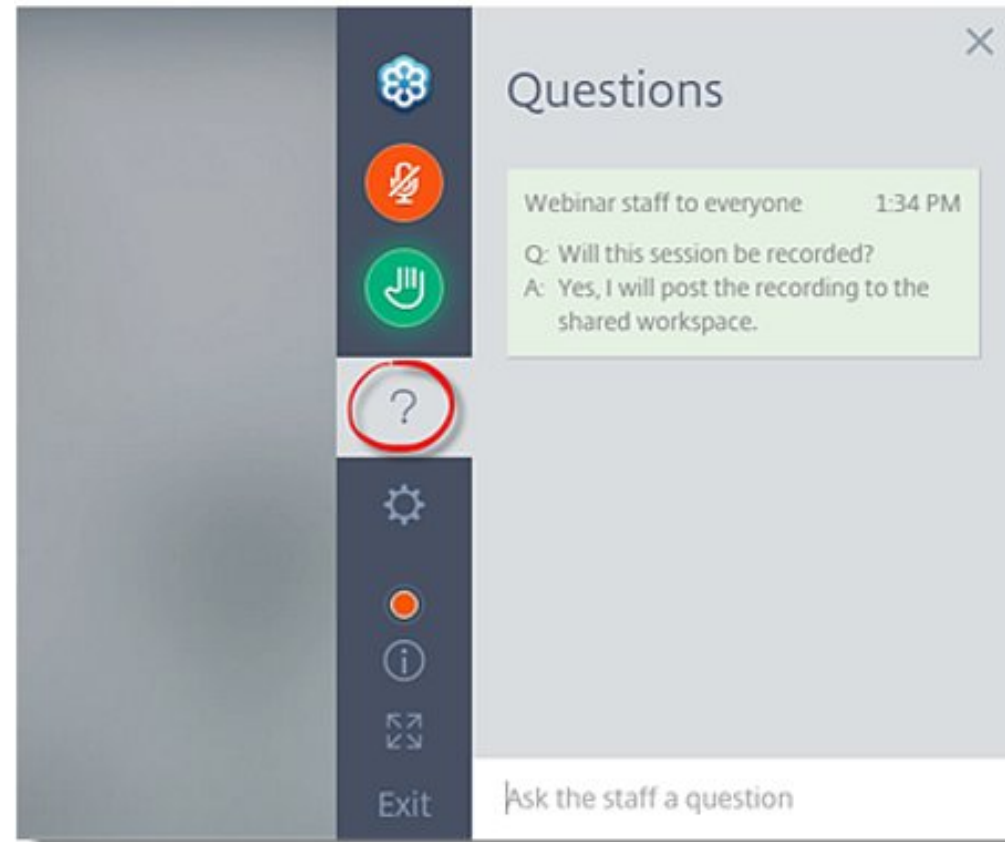
Available SGIP Incentive Funds – by PA



<i>As of 11/13/2020</i> Available Funds	ENERGY STORAGE							GENERATION
	Large-Scale Storage (Step 3)	Small Residential Storage (Step 6)	Residential Storage Equity	Non-Residential Storage Equity	Equity Resiliency	San Joaquin Valley Residential	San Joaquin Valley Non-Residential	Generation
PGE	\$ 24,385,002	\$ 2,037,120	Waitlist	Waitlist	Waitlist	\$ 4,853,600	\$ 120,000	\$ 42,500,141
SCE	\$ 34,696,594	\$ 6,493,220	\$ 118,439	Waitlist	\$ 125,896,252	\$ 4,880,000	\$ 120,000	\$ 34,228,101
CSE	\$ 10,881,086	\$ 1,474,282	Waitlist	Waitlist	\$ 25,153,332	--	--	\$ 14,850,942
SCG	\$ 10,587,400	\$ 2,247,325	\$ 2,572,302	Waitlist	\$ 46,348,656	--	--	\$ 9,211,921
TOTAL	\$ 80,550,082	\$ 12,251,947	\$ 2,690,741	\$ -	\$ 197,398,240	\$ 9,733,600	\$ 240,000	\$ 100,791,105

Current budget levels can be found at https://www.selfgenca.com/home/program_metrics/

Submitting questions





General Market Program Opening

Andi Woodall, CSE; Brian Bishop, PG&E

SGIP General Market Opening



- The SGIP implemented the revised rules directed under CPUC Decision 20-01-021 and subsequent decisions on October 5th, 2020. The budgets opened as follows:
- Monday, October 5th:
 - Small Residential projects on the Step 5 waitlist were assigned to Step 6
 - Applicants may begin drafting new Small Residential Storage applications for submission on the opening date



SGIP General Market Opening



- Monday, October 5th:
 - The General Market Large-Scale Storage Reservation Request Form were updated with fields to meet the new eligibility requirements. Applications submitted on or after this date are require new requirements be met.
- Monday, October 12th
 - New Small Residential Storage applications can be submitted into the Small Residential Step 6.

Residential Soft Target



2020 SGIP Handbook section 3.2.8:

A “soft target” is adopted such that half of the Step 6 and Step 7 general market residential incentive budget is reserved for residential customers living in Tier 3 or Tier 2 HFTDs or residential customers whose electricity has been turned off during two or more discrete PSPS events.

The “soft target” shall be implemented by pausing acceptance of SGIP applications from residential customers who do not live in a Tier 3 or Tier 2 HFTD, or who did not have their electricity turned off in two or more discrete PSPS events prior to applying for SGIP incentives, once the PAs have received reservations requests from such customers that have reached 50 percent of that PA’s available funds for each residential incentive step.

Residential Soft Target

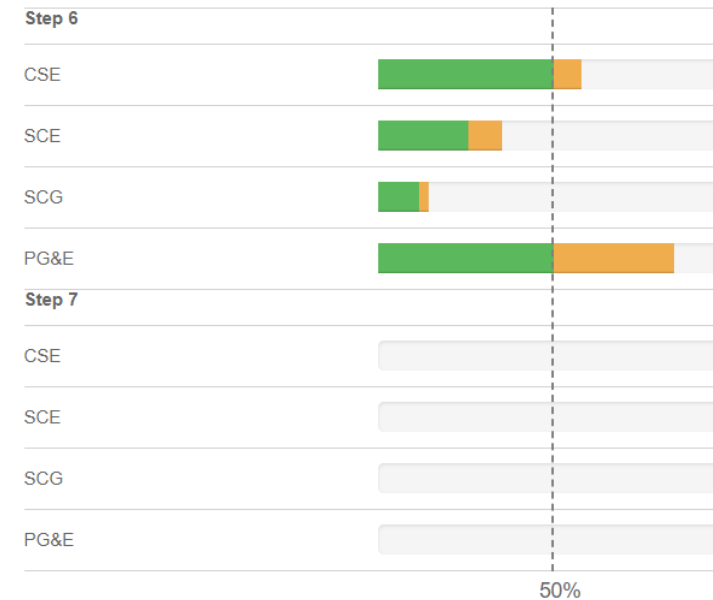


- PAs are assigning projects under the soft target during the RRF review
- The waitlist will only reopen after Step 7 if fully subscribed
- Applicants can check the status of the soft target at any time at https://www.selfgenca.com/home/program_metrics/

• *Example Soft Target shown is dated 11-16-2020

Residential Storage Soft Target Cap

Acceptance will be paused for general market residential customers who do not live in a Tier 3 or Tier 2 HFTD, or who did not have their electricity turned off in two or more discrete PSPS events (referred to in this chart as non-resiliency), once reservation requests from such customers have reached 50 percent of that PAs available funds for each residential incentive step. This report includes pending applications submitted today.



Storage Duration Incentive Declines



Resiliency Systems

Discharge Duration (hours)	Percent of Base Incentive
0 to 2 hours	100
Greater than 2 to 4 hours	100
Greater than 4 to 6 hours	50
Greater than 6 hours	0

Non-resilient Systems

Discharge Duration (hours)	Percent of Base Incentive
0 to 2 hours	100
Greater than 2 to 4 hours	50
Greater than 4 to 6 hours	25
Greater than 6 hours	0



Incentive Declines



- General market systems providing resiliency/backup capability have the option of opting into the resiliency incentive step-down.
- Required documentation:
 - Customer Resiliency Attestation
https://www.selfgenca.com/documents/application_forms/hours_duration



General Market Non-Residential Resiliency Adder



2020 SGIP Handbook section 3.1.2.1:

General market non-residential customers with critical resiliency needs that provide critical facilities or infrastructure as outlined in section 4.1.1.3, with the exception of the equity requirement, qualify for the general market resiliency adder.

The non-residential general market resiliency adder is \$0.15/Wh in addition to the current step incentive rate.



Submitting questions



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Questions

Webinar staff to everyone 1:34 PM

Q: Will this session be recorded?
A: Yes, I will post the recording to the shared workspace.

Ask the staff a question

SGIP 4th Quarter Workshop Well Pump Presentation

Agenda

- Anatomy of a well
- Standard Home Configurations
- Eligibility Criteria
- System sizing

Anatomy of a Well Pump

- Typical submersible pump layout

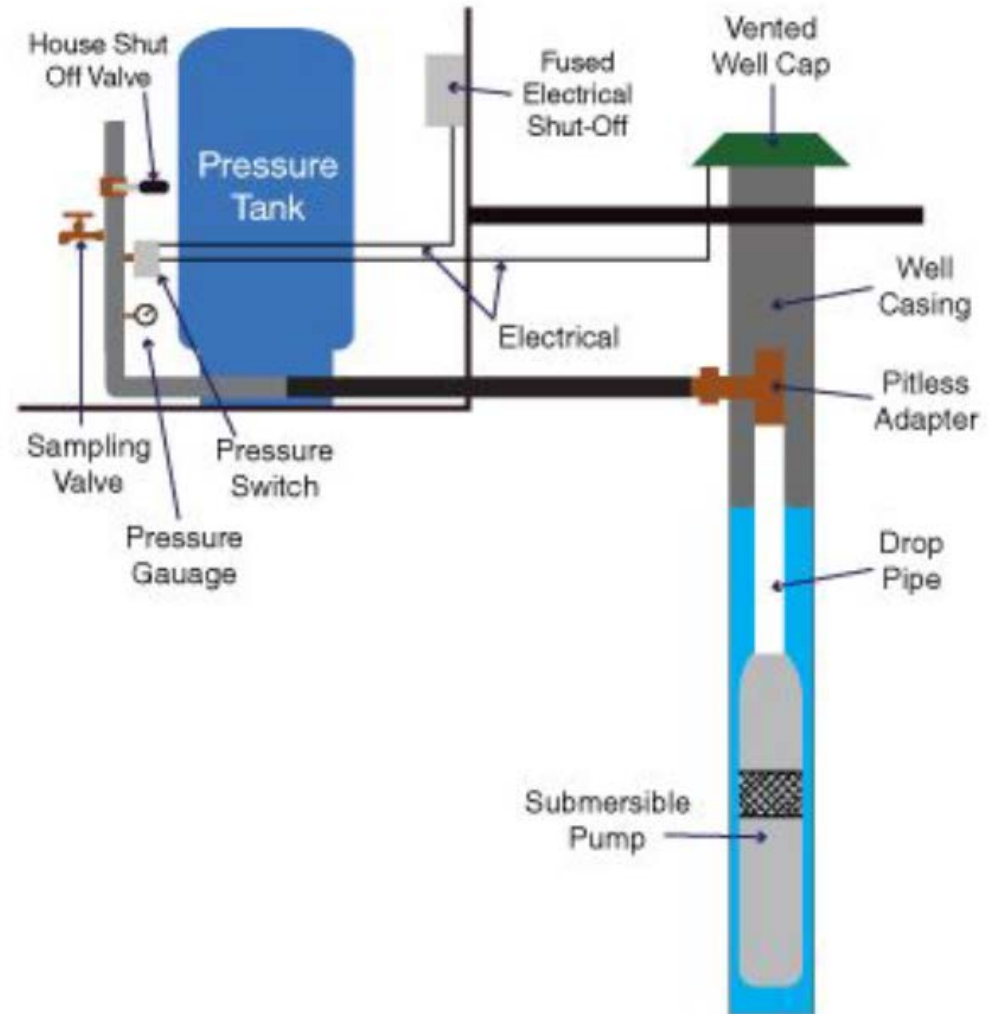


Illustration courtesy of CALSSA

Standard Home with Well

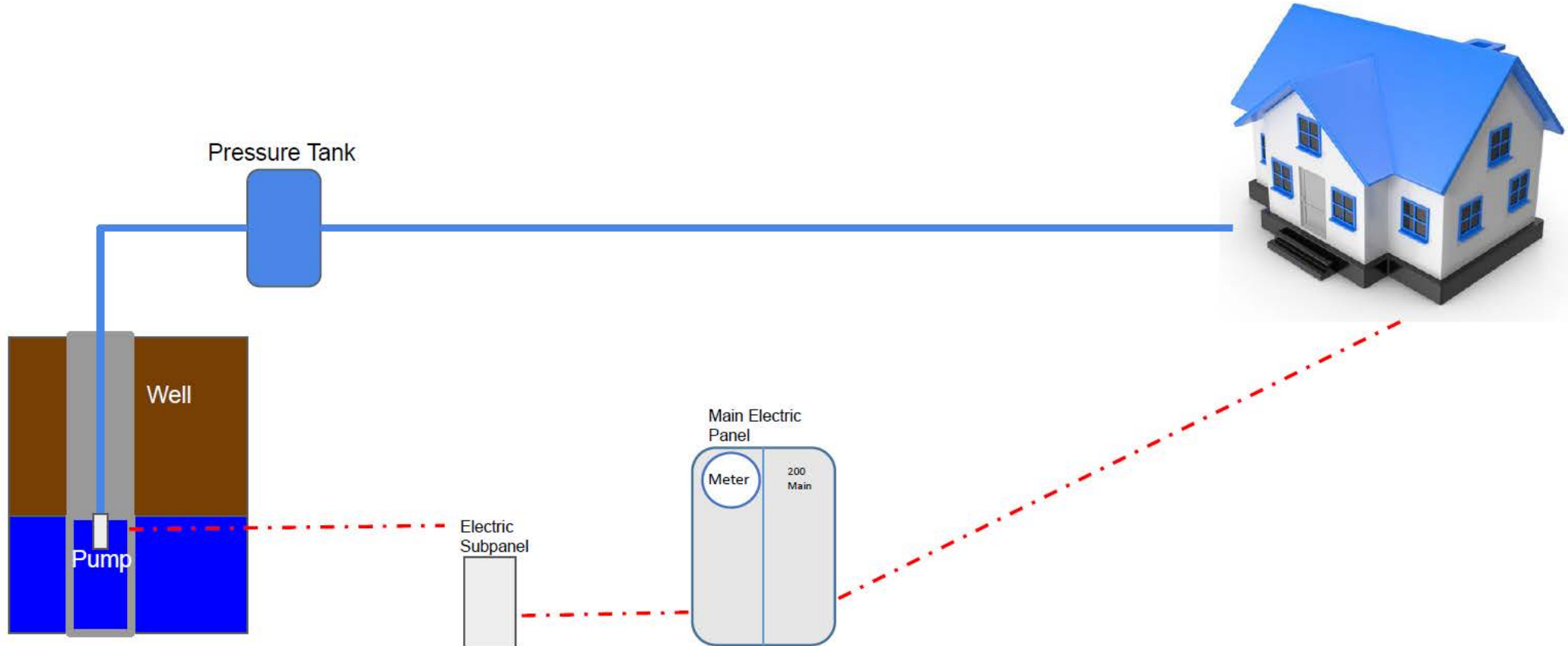


Illustration courtesy of CALSSA

Standard Home with Well and Booster Pump

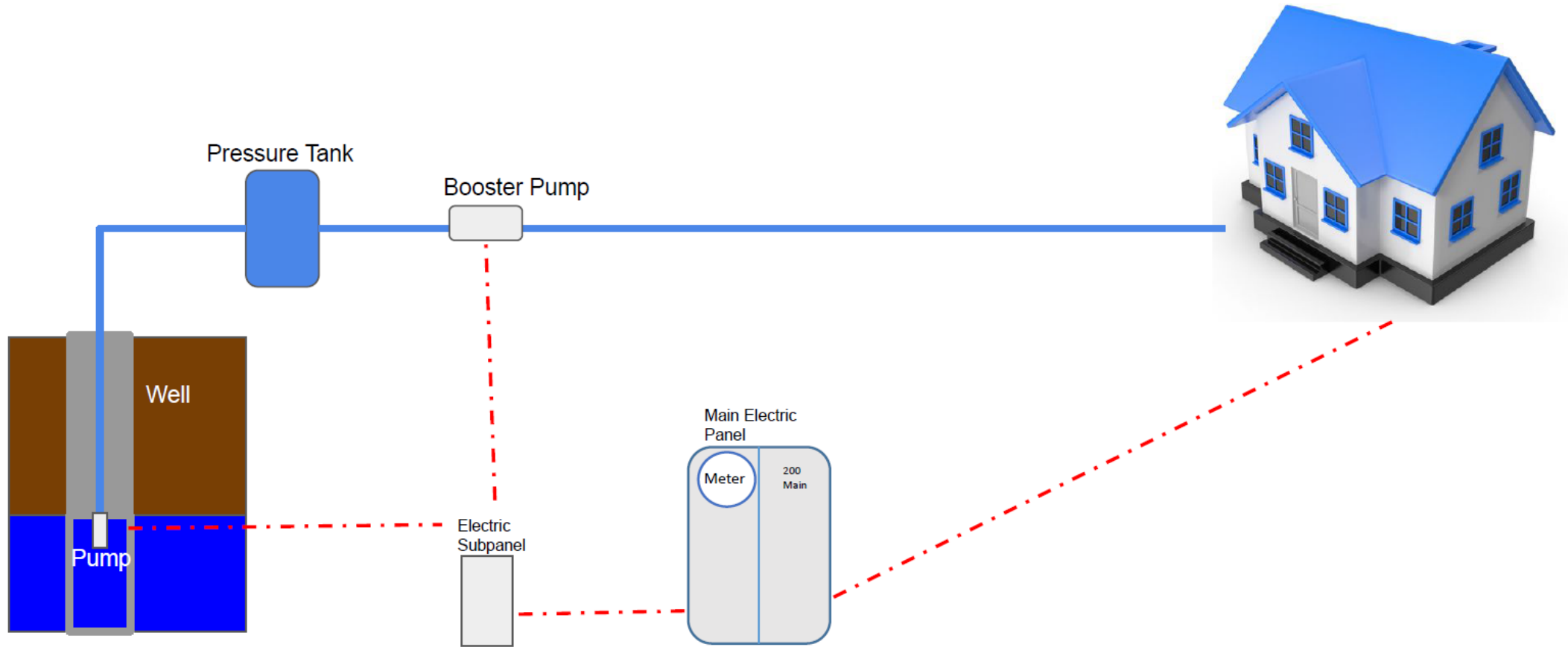


Illustration courtesy of CALSSA

Shared Well – Applicants Rely on Their Booster Pump

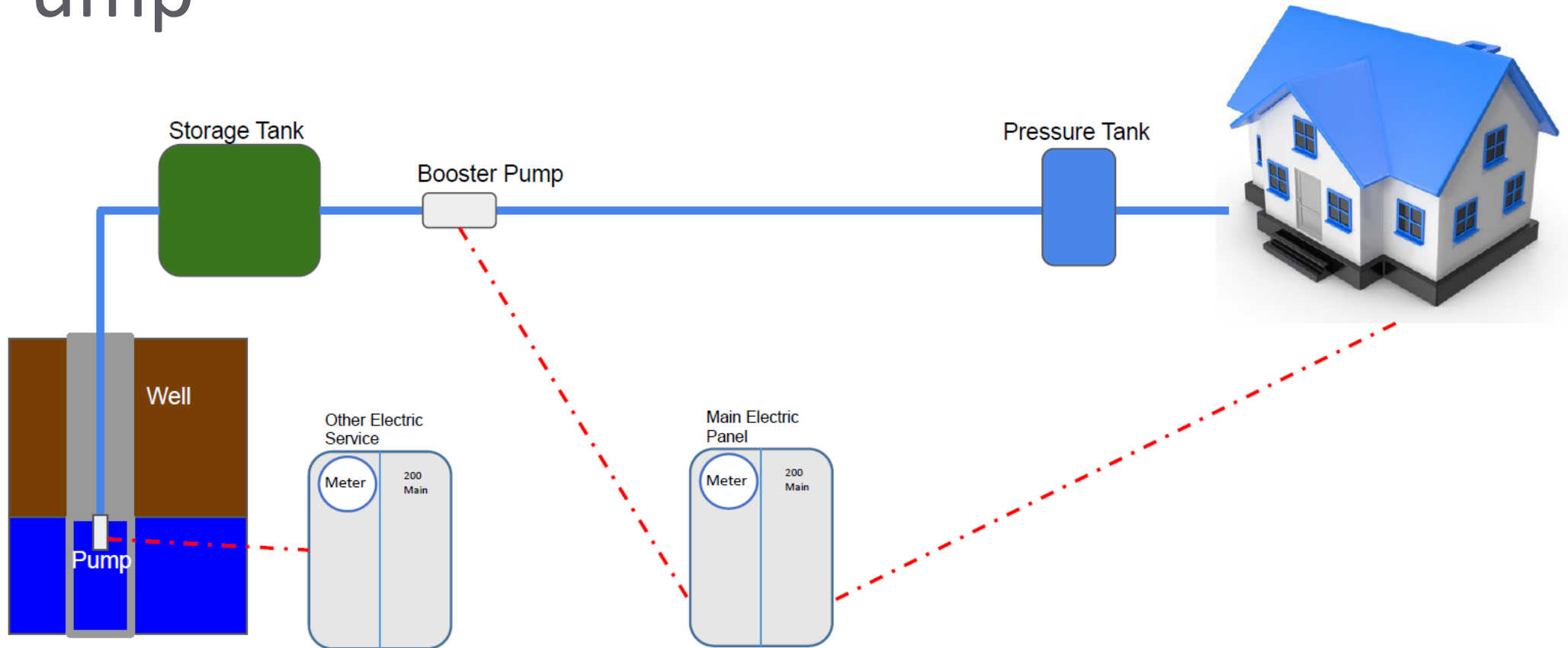


Illustration courtesy of CALSSA

Electric Well Pump Eligibility Criteria

- Pump and electrical connections must be in a permanent manner
- Primary purpose of well pump:
 - Drinking
 - Sanitation
 - Fire Response
- Booster Pumps are eligible if:
 - Electric well pump is backed up by a battery or generator
 - Electric well pump is powered by solar
 - Booster pump is on customer's property and connected to a service panel that is connected to a utility meter

Electric Well Pump Eligibility Criteria

- Photos needed:
 - The pump motor
 - The pump nameplate
 - Breaker where the pump motor connects to the load panel
 - Utility meter
 - Landscape photo showing the pump with the house in the background (if possible)
- Pumps connected to a meter on a non-residential rate are **not eligible**
- Booster pumps are eligible if the electric well pump is not backed up but does feed a large storage tank that provides multiple days of storage. These projects will be evaluated by the PAs on a case by case basis.

System Sizing

- If you are increasing your system size based on well pump in-rush current:
 - Documentation of the electric motor specs must be provided
 - Sizing calculations must be provided
 - Will be evaluated on a case by case basis

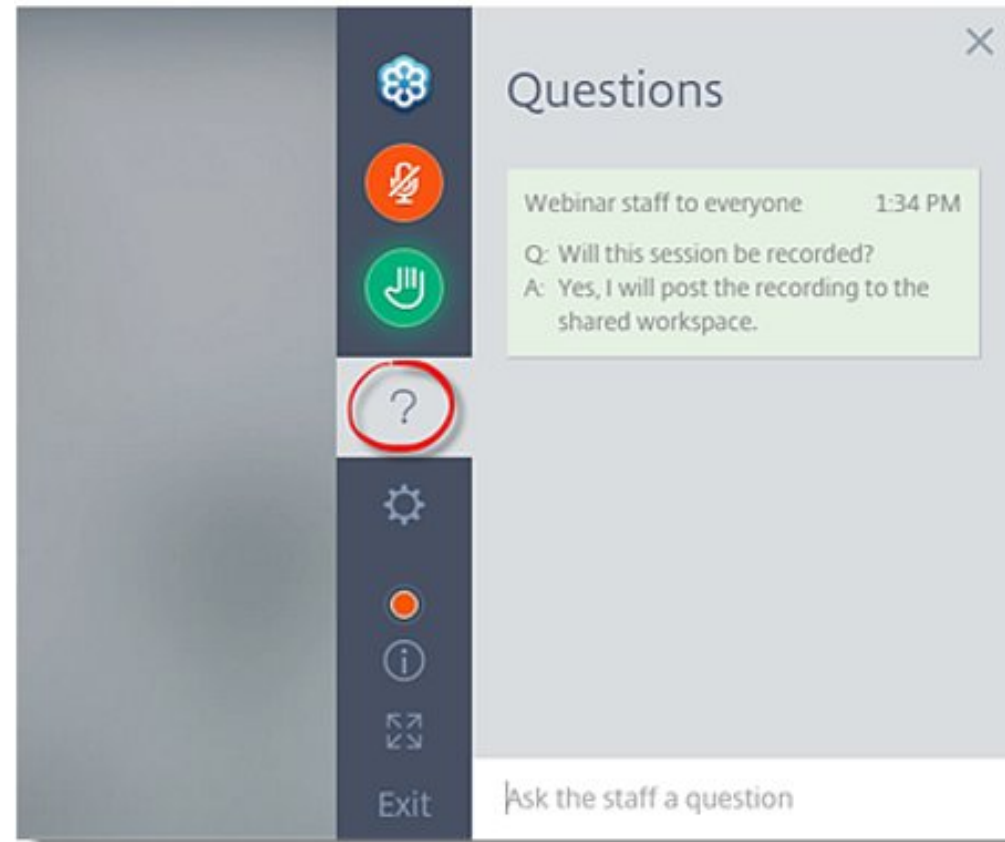
Thank You

Dara Salour

dsalour@aesc-inc.com

(925) 200-0499

Submitting questions





Generation update

Laura Crump, SCG

New Generation Incentive



Statewide funds available:

Step 3 - \$100.8M



Previous Incentive:

\$0.90/watt for Wind
\$0.60/watt for all other
generation technologies



New Incentive:

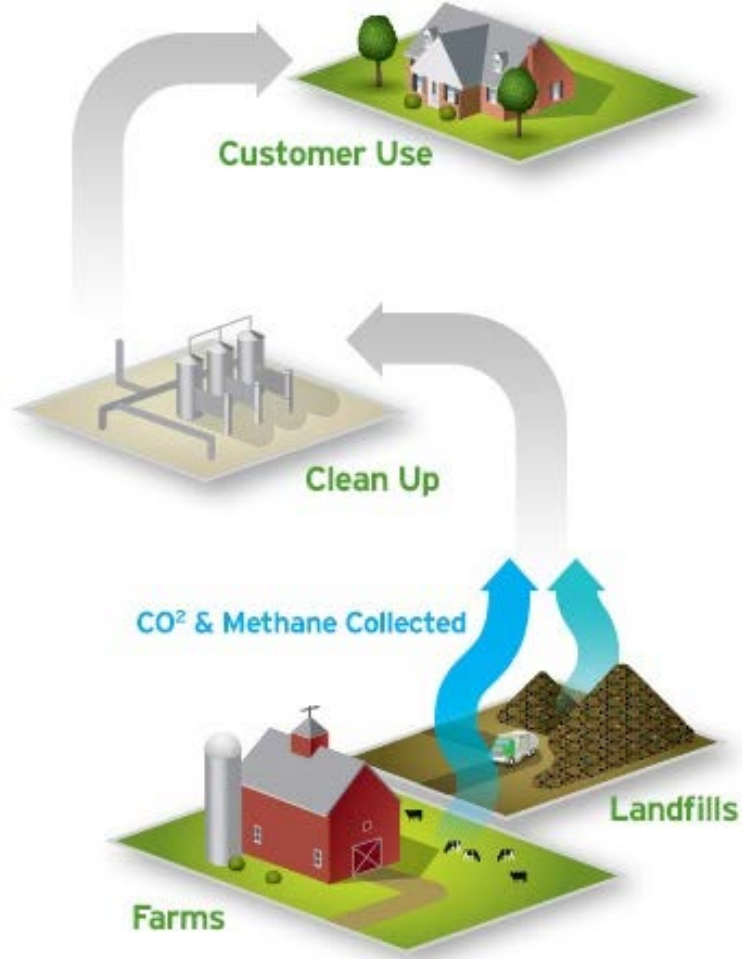
100% renewable fuel only
\$2.00/watt (general market)
\$2.50/watt (resiliency adder)
\$4.50/watt max



Database update:

New incentive is currently
available for certain
renewable generation
applications

Pause on Generation



Courtesy of the American Gas Association

- Currently applications of generation technologies using 100% renewable gas that would otherwise vent methane (ex. dairies) are being accepted
- D.20-01-021 directed SGIP PAs to pause acceptance of incentive applications for biomethane generation technologies using collect/use/destroy as the baseline
- Examples of projects that use collect/use/destroy as a baseline are Landfills and Wastewater Treatment Plants



Collect/use/destroy (“Flaring”)

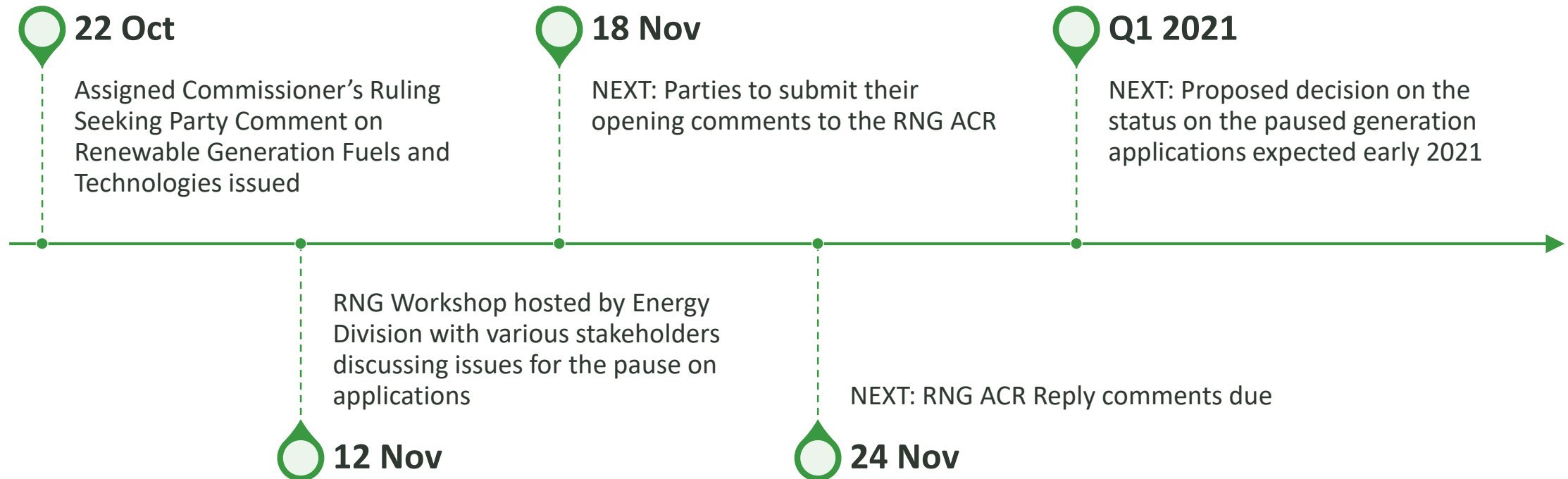
- Otherwise known as “Flaring”
- Process by which methane is oxidized (through combustion) to carbon dioxide (CO₂) and water.
- Fuel source that is currently required to collect/use/destroy (example: LFs and WWTPs)
- Fuel source not currently required to collect/use/destroy (example: dairies)
- There’s currently an ACR open to further evaluate SGIP’s rules specific to renewable generation, focusing on technologies that are currently using collect/use/destroy baseline and the Commission will provide additional guidance in a future decision within the new SGIP rulemaking



RNG ACR Status



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Who Can Apply?



Applications for projects that generate power from methane that would otherwise have been vented can receive an incentive of \$2.00/watt for up to 3MW or \$5M per project site



If eligible, projects can also get an additional \$2.50/watt for resiliency



The renewable generation resiliency adder is not limited to only equity budget or equity resiliency customers and is also available to critical resiliency facilities that provide critical resiliency services to serving their communities during PSPS events

Resiliency Eligibility Requirements



Located in a Tier 3/2 HFTD or were subject to two or more discrete PSPS events prior to the date of the SGIP application, and



Provides critical facilities or critical infrastructure during a PSPS event to at least one community that is located at least partially in a Tier 3/2 HFTD or were subject to two or more discrete PSPS events prior to the date of application for SGIP incentives, and



Must be a critical facility or infrastructure



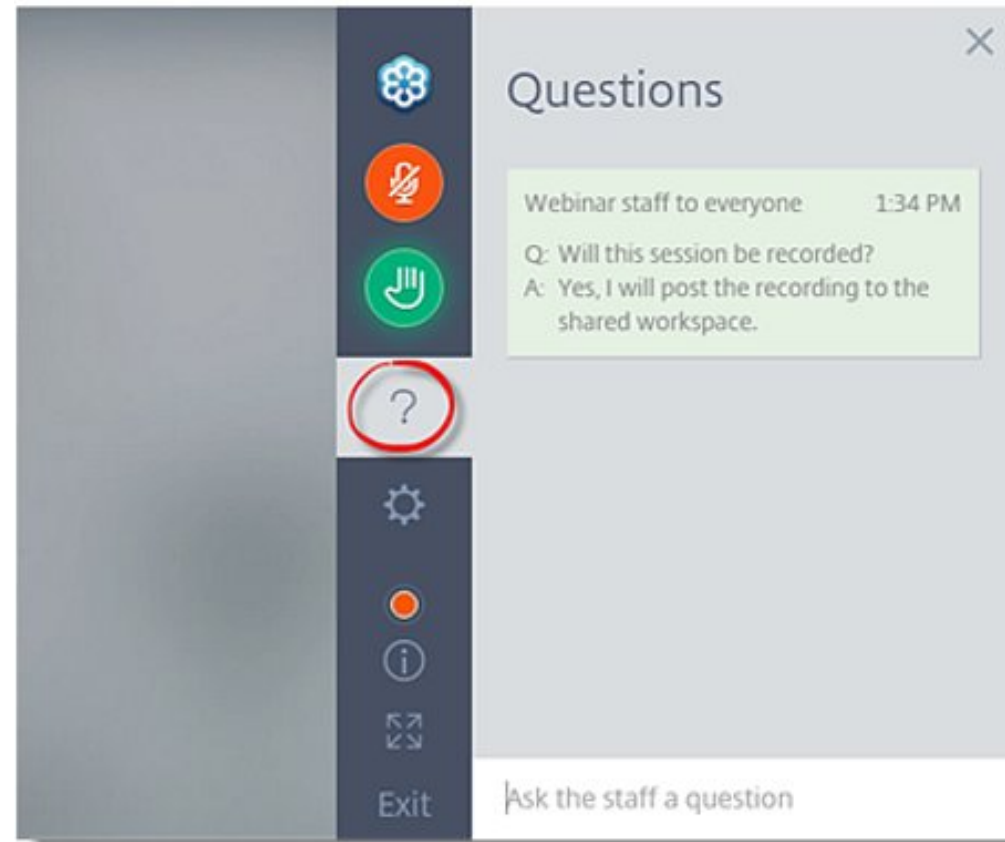
Critical Resiliency Facilities



- Police stations
- Fire stations
- Emergency response providers with the addition of tribal government providers
- Emergency operations centers
- 911 call centers (also referred to as Public Safety Answering Points)
- Medical facilities including hospitals, skilled nursing facilities, nursing homes, blood
- banks, health care facilities, dialysis centers and hospice facilities
- Public and private gas, electric, water, wastewater or flood control facilities
- Jails and prisons
- Locations designated by the IOUs to provide assistance during PSPS events (CRCs)
- Cooling centers designated by state, local or tribal governments
- Homeless shelters supported by federal, state, or local, or tribal governments
- Grocery stores, corner stores, markets and supermarkets that have average annual gross receipts of \$15 million or less as calculated at the single location applying for SGIP incentives
- Independent living centers
- Food banks



Submitting questions





Decision Addressing CESA PFM (D.20-10-017)

Jim Stevenson, SCE

Decision Addressing CESA PFM (D.20-10-017)



BACKGROUND

- On June 9, 2020, the California Energy Storage Alliance (CESA) filed a Motion to Issue a Ruling that Transfer Funds to the Equity Budget in which CESA requested the Commission issue a ruling to transfer \$150 million in funds from the Equity Resiliency Budget to the Non-Residential Equity Budget and transfer \$160 million in funds from the Large-Scale General Budget to the Non-Residential and Residential Equity Budgets.
- On June 10, 2020, CESA also filed a petition for modification (PFM) of D.20-10-021 and D.16-06-055, requesting the Commission to remove a moratorium on SGIP Program Administrator (PA) fund transfer authority, authorize SGIP PAs to immediately transfer funds between technology incentive budgets, and modify the lottery prioritization criteria.
- On October 23, 2020, **D.20-10-017** was approved to address CESA's PFM.

Decision Addressing CESA PFM (D.20-10-017)



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- The Decision directs the SGIP PAs to collectively transfer \$100 million and \$8.5 million from the Large-Scale General Market Budgets to the Non-Residential and Residential Equity Budgets, respectively.
- PAs shall transfer funds from their Large-Scale General Market Budgets as outlined in Table 1.

Table 1: Allocation of Transferred Funds

SGIP PA	Non-Residential Equity Funds	Residential Equity Funds
PG&E	\$36,000,000	\$6,700,000
SCE	\$48,000,000	\$1,200,000
SoCalGas	\$10,000,000	\$0
CSE	\$5,000,000	\$600,000
TOTAL:	\$100,000,000	\$8,500,000

Decision Addressing CESA PFM (D.20-10-017)



- Each PA run a one-time-only random lottery, with no prioritization criteria, on all Non-Residential Equity Budget applications received on May 12, 2020 that have been accepted but are not yet under review and use these lotteries to reserve the \$100 million fund transfer adopted in this decision
- Use the one-time-only lottery to determine a wait list for the remaining Non-Residential Equity Budget applications, if any, for applications submitted on May 12, 2020, after all of the \$100 million in transferred funds have been reserved, and, if any funds remain or later become available to the Non-Residential Equity Budget, reserve these funds by the wait list order determined by lottery for applications submitted on May 12, 2020, and then in the order of the date/time the application was received for applications submitted after May 12, 2020

Decision Addressing CESA PFM (D.20-10-017)



- Each PA individually apply a \$5 million per-entity Non-Residential Equity Budget incentive award cap to the applications subject to the lotteries as ordered in this decision, and any additional waitlist;
 - If additional funds subsequently become available, continue to apply the \$5 million per-entity Non-Residential Equity Budget incentive award cap until such time as there are no additional unique applicant entities with applications under review that have not yet had incentives reserved, taking in account the entities receiving an incentive confirmation as a result of the lottery ordered in this decision

- “Individual applicant entity” shall be defined for these purposes as follows:

- The various divisions and/or departments of a city shall together constitute an individual applicant entity (such as City Police Department and City Department of Public Health);
- The various divisions and/or departments of a county shall together constitute an individual applicant entity (such as County Office of Emergency Services; County Sheriff);
- Each unique state agency, municipal utility (such as a municipal water district), or joint powers authority shall constitute an individual applicant entity;
- Each unique university, college, or community college shall constitute an individual applicant entity, (i.e., as opposed to California’s community college, state college and university systems as a whole);
- Each school district shall constitute an individual applicant entity and shall be considered separately from any county or city entity; and,
- All affiliates of a parent company and the parent company shall together constitute one individual applicant entity.

Decision Addressing CESA PFM (D.20-10-017)

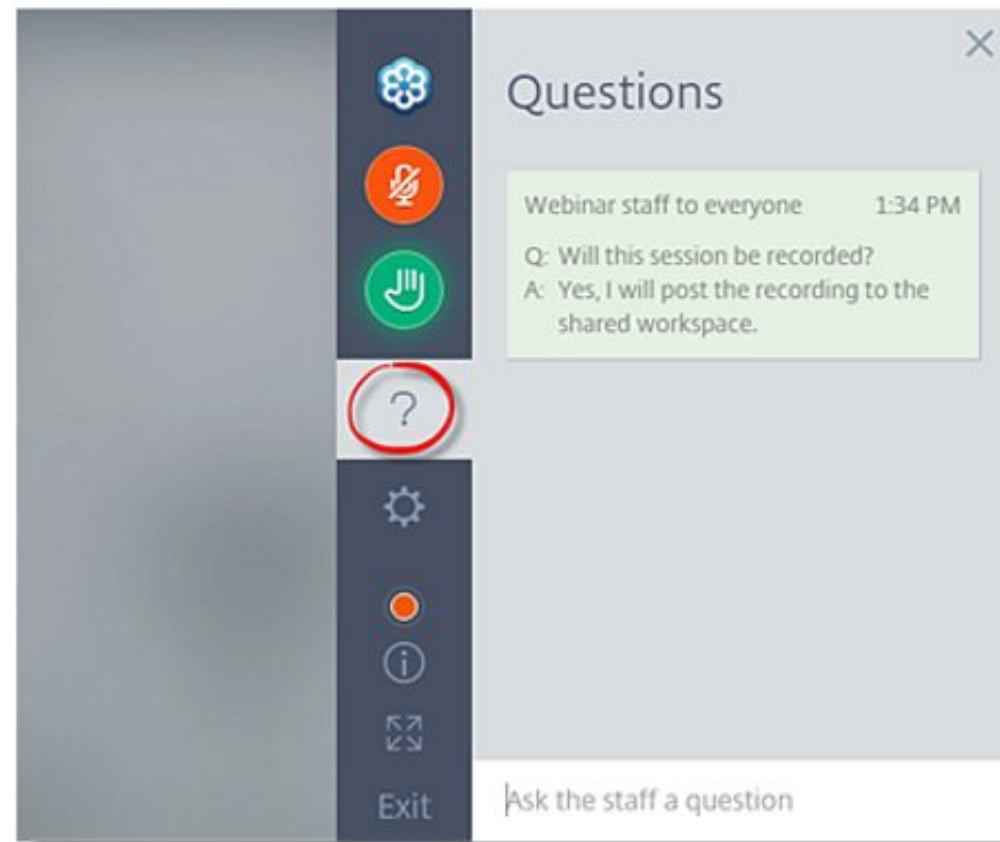


- SGIP PAs are each authorized to submit Tier 2 advice letters no earlier than January 1, 2021 to propose fund transfers between energy storage budgets, excluding fund transfers out of the Equity Resiliency Budget.
 - PG&E and SCE are authorized to propose to transfer no more than \$50 million out of any energy storage budget, excluding the Equity Resiliency Budget, per calendar year
 - SoCalGas and CSE are authorized to propose to transfer no more than \$10 million out of any energy storage budget, excluding the Equity Resiliency Budget, per calendar year

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Decision Revising Electric-Pump Well Eligibility Requirements (D.20-10-025)

Andi Woodall, CSE

Decision Addressing Electric-Pump Well Eligibility Requirements (D. 20-10-025)



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BACKGROUND

- The Commission opened R.20-05-012 Order Instituting Rulemaking Regarding Policies, Procedures and Rules for the Self-Generation Incentive Program and Related Issues on May 28, 2020. The assigned Administrative Law Judge (ALJ) held a pre-hearing conference in R.20-05-012 on July 29, 2020 and an Assigned Commissioner's Scoping Memo and Ruling (Scoping Memo) was issued on August 17, 2020.
- The Scoping Memo included a question regarding potential revisions to the equity resiliency budget residential customer eligibility requirements adopted in D.19-09-027 and D.20-01-021 and appended a memorandum from Commission staff regarding electric-pump well customer demand for incentives.
- On October 22, 2020, D.20-10-025 was approved to incorporate revised eligibility criteria for customers relying on an electric-pump well.

Revised Eligibility Requirements for Electric-Pump Customers



- The revised rules are affective for ALL projects on or after August 18, 2020 that have NOT received a confirmed reservation as of October 22, 2020. *In other words, all projects in an RRF Review, Suspended, or Submitted status as of the date of the approved decision, as well as all new applications, must comply with the revised requirements.*
- The Joint SGIP PAs filed an implementation Advice Letter on November 12, 2020 to incorporate the revised rules into the SGIP Handbook.

Eligibility Requirements



Eligibility Criteria

- Electric-pump well customers must demonstrate an annual household income no greater than 80% of AMI (COL 1)

Proposed Document Requirements

- Most recently filed Federal income tax documentation to verify their household income according to HUD (<https://www.huduser.gov/portal/datasets/il.html>)

Eligibility Requirements



Eligibility Criteria

- As per COL 5, Residential customers must provide attestations, under penalty of perjury, stating that:
 - the storage installation site is a primary residence occupied by either a homeowner or tenants; and (b) provide an attestation, under penalty of perjury; and
- stating that the residence is not provided water by a municipal or private utility.

Proposed Document Requirements

- Combined attestation to these two points to be downloaded from selfgenca.com (upon approval)



Eligibility Requirements

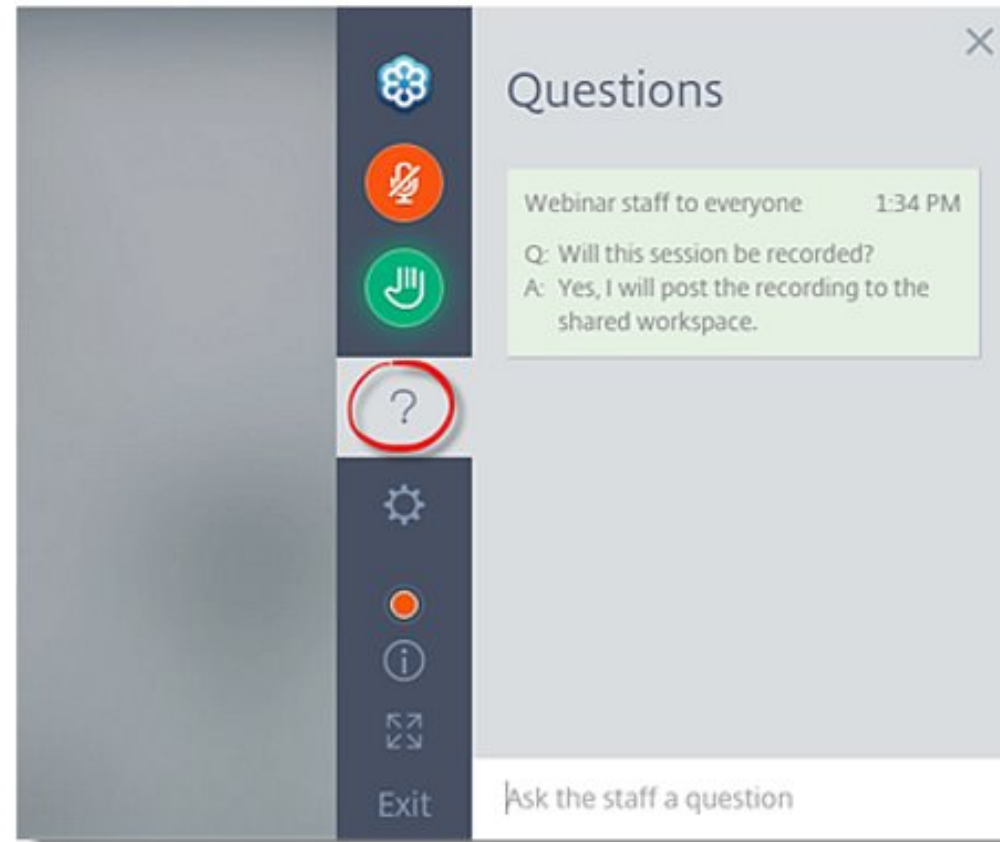


Additional Items

- Projects may receive a 90-day suspension in lieu of the standard 15-day suspension in order to comply with the revised rules
- Applications with a confirmed reservation that are cancelled for any reason and choose to reapply will be subject to the new rules



Submitting questions



SGIP Workshop – Online Database

• David Zhang



• November 17, 2020



Renewable Generation and Non-Residential Storage Resiliency Adders



Non-Residential Storage and Renewable Generation Resiliency Adders

Resiliency Adder Type	Resiliency Adder Rate	Sector	Qualification	Availability
Non-Residential Storage Resiliency Adder	\$0.15/Wh	Non-Residential	Non-residential customers with critical resiliency needs that provide critical facilities or infrastructure	All Non-Residential Applications submitted after October 5 th
Renewable Generation Resiliency Adder	\$2.50/W	Residential & Non-Residential	Customers eligible for the equity resiliency budget and general market customers with critical resiliency needs	All Generation applications submitted after October 5 th



Opting Into the Resiliency Adder

- Applications that qualify for the adder will have the option to opt into the adder at the RRF stage
- The opt-in question will appear on the Host Customer Panel for non-residential applications and on the Project Site Panel for residential applications
- Applicants that opt-in will be required to submit the Customer Resiliency Attestation Form
- Once the adder has been added, it will be reflected in the Incentive Calculation Panel

Check this box to opt-into the general market non-residential resiliency storage adder resulting in an increased incentive and a requirement to submit the Customer Resiliency Attestation Form

Non-Residential Storage Resiliency Adder Opt-In

Check this box to opt-into the renewable generation resiliency adder resulting in an increased incentive and a requirement to submit the Customer Resiliency Attestation Form

Generation Resiliency Adder Opt-In



Non-Residential Resiliency Adder Incentive Calculator

Incentive Calculation						
Incentive Calculation Equity		Current Step 3			Incentive Rate: \$0.35	
Reference Table		0-2 MWH	>2-4 MWH	>4-6 MWH		
0-2 HOURS		100%	50%	25%		
2-4 HOURS		100%	50%	25%		
4-6 HOURS		50%	25%	12.50%		
Existing Onsite Equipment Offset		0-2 MWH	>2-4 MWH	>4-6 MWH		
0-2 HOURS		2,000,000	2,000,000	2,000,000		
2-4 HOURS		-	-	-		
4-6 HOURS		-	-	-		
Base Equipment Incentive						\$1,225,000.00
CA Manufacturer Adder						
Max Equipment Incentive					a)	\$1,225,000.00
Resiliency Adder		0-2 MWH	>2-4 MWH	>4-6 MWH		
Incentive Rate [\$/Wh]		\$0.15	\$0.15	\$0.15		
Eligible Capacity [Wh]		2,000,000	2,000,000	2,000,000		
Resiliency Adder		\$300,000.00	\$300,000.00	\$300,000.00		\$900,000.00
Other Incentives		Total Dollars			Impact on SGIP Incentive	
Other IOU Incentive		0			b)	\$0.00
Other Non-IOU Incentive		0			c)	\$0.00
Non-Ratepayer Incentive		0				
Investment Tax Credit (0%)		0				
Adjusted Equipment Incentive					a+b+c = d)	\$1,225,000.00
Total Other Incentives	e)	0				
SGIP Incentive Adjustments		Equipment Incentive +	Resiliency Adder +	Total Other Incentives <=	Incentive Cap(s)	Incentive Adjustment
Project Incentive Cap (Equipment)	f)	\$1,225,000.00	\$900,000.00		\$5,000,000.00 *g)	0
Eligible Cost Cap (All Incentives)	f+g=h)	\$1,225,000.00	\$900,000.00	0	\$200,000.00 **i)	\$1,925,000.00
Equipment Incentive					***j)	0
Resiliency Adder Incentive						\$900,000.00
Calculated SGIP Incentive						\$900,000.00

* g = 0 if f <= \$5M, otherwise g = \$5M - f
 ** i = 0 if h + e <= Total Eligible Cost, otherwise i = Total Eligible cost - (h + e)
 *** j = h + i

- The “Calculator Models” worksheet on <https://www.selfgenca.com/home/resources/> has been updated to account for the resiliency adder

Renewable Generation Resiliency Adder Incentive Calculator

Incentive Calculation						
Generation Incentive Calculator		Current Step 3			Incentive Rate: \$2.00	
Equipment Incentive	>0-1 MW	>1-2 MW	>2-3 MW		Total Dollars	
Incentive Rate (\$/W)	\$2.0000	\$1.5000	\$1.0000			
Previous SGIP Capacity (W)	0	0	0			
Capacity (W)	1,000,000	1,000,000	1,000,000			
Eligible Capacity (W)	1,000,000	1,000,000	1,000,000			
Base Equipment Incentive	\$2,000,000.00	\$1,500,000.00	\$1,000,000.00			
CA Supplier Adder						
Max Equipment Incentive	\$2,000,000.00	\$1,500,000.00	\$1,000,000.00	a)		\$4,500,000.00
Resiliency Adder						
Incentive Rate (\$/W)	\$2.50	\$2.50	\$2.50			
Eligible Capacity (W)	1,000,000	1,000,000	1,000,000			
Resiliency Adder	\$2,500,000.00	\$2,500,000.00	\$2,500,000.00	b)		\$7,500,000.00
Other Incentives		Total Dollars		Impact on SGIP Incentive		
Other IOU Incentive (100%)	0			c)		0
Other Non-IOU Incentive (50%)	0			d)		0
Non-Ratepayer Incentive (0%)	0					
Investment Tax Credit (0%)	0					
Adjusted Equipment Incentive				e)		\$4,500,000.00
Total Other Incentives	f)	0				
SGIP Incentive Adjustments		Equipment Incentive +	Resiliency Adder +	Total Other Incentives <=	Incentive Cap(s)	Incentive Adjustment
Project Incentive Cap (Equipment and Adder)	g)	\$4,500,000.00	\$7,500,000.00		\$5,000,000.00 *h)	\$7,000,000.00
Eligible Cost Cap (All Incentives)	g+h=i)	0	\$7,500,000.00	0	\$100,000.00 **j)	\$7,400,000.00
Equipment Incentive					***k)	0
Eligible Resiliency Generation Adder						\$5,000,000.00
Calculated SGIP Incentive						\$5,000,000.00
* h = 0 if e+b <= \$5M, otherwise i = \$5M - (e+b)						
** j = 0 if e+b+f <= Total Eligible Cost, otherwise j = Total Eligible Cost - (e+b+f)						
*** k = i + j						

- The SGIP Project Incentive Cap and Eligible Cost Cap both take the Resiliency Adder into account



New Storage Duration Incentive Decline



Storage Duration Incentive Decline Options

- General Market and Equity Budget storage applications with greater than 2 hours storage duration will have two options for energy storage incentive duration step down
- Applications will be defaulted onto the new, resiliency duration incentive decline but have the option to opt-out on the Proposed System Information Panel
- To satisfy resiliency operational requirements, applicants will be required to submitted the Customer Resiliency Attestation Form
- Applications claiming resiliency incentives, including adders, are required to comply with the new duration incentive decline and Customer Resiliency Attestation Form

Discharge Duration (hours)	Percent of Base Incentive – Does Not Meet Resiliency Operational Requirements	Percent of Base Incentive – Meets Resiliency Operational Requirements
0 to 2 hours	100	100
Greater than 2 to 4 hours	50	100
Greater than 4 to 6 hours	25	50
Greater than 6 hours	0	0

Check this box if you are choosing to opt-out of resiliency operational requirements resulting in a decreased incentive.

Resiliency Operational Requirements Opt-Out



Storage Duration Incentive Decline Calculator Example

Incentive Calculation					
Incentive Calculation Reference Table	Current Step 3			Incentive Rate: \$0.35	
	0-2 MWH	>2-4 MWH	>4-6 MWH		
0-2 HOURS	100%	50%	25%		
2-4 HOURS	50%	25%	12.5%		
4-6 HOURS	25%	12.5%	6.25%		
<hr/>					
	0-2 MWH	>2-4 MWH	>4-6 MWH		
Existing Onsite Equipment Offset	-	-	-		
0-2 HOURS	13,333	-	-		
2-4 HOURS	6,667	-	-		
4-6 HOURS	-	-	-		
Base Equipment Incentive					\$5,833.33
CA Manufacturer Adder					\$1,166.67
Max Equipment Incentive				a)	\$7,000.00

Incentive Duration Incentive –
Does Not Meet Resiliency
Operational Requirements

2 – 4 hours duration
incentivized at 50% of the base
incentive rate

Incentive Calculation					
Incentive Calculation Equity Reference Table	Current Step 3			Incentive Rate: \$0.35	
	0-2 MWH	>2-4 MWH	>4-6 MWH		
0-2 HOURS	100%	50%	25%		
2-4 HOURS	100%	50%	25%		
4-6 HOURS	50%	25%	12.50%		
<hr/>					
	0-2 MWH	>2-4 MWH	>4-6 MWH		
Existing Onsite Equipment Offset	-	-	-		
0-2 HOURS	13,333	-	-		
2-4 HOURS	6,667	-	-		
4-6 HOURS	-	-	-		
Base Equipment Incentive					\$7,000.00
CA Manufacturer Adder					\$1,400.00
Max Equipment Incentive				a)	\$8,400.00

Incentive Duration Incentive -
Meets Resiliency Operational
Requirements

2 – 4 hours duration
incentivized at 100% of the
base incentive rate





Residential Storage Soft Target



What is the Residential Storage “Soft Target”?

The Residential Storage Soft Target reserves at least 50% of the General Market Small Residential incentive budget to:

- Customers living in a Tier 3 or Tier 2 High Fire Threat Districts or
- Customers whose electricity has been turned off during two or more discrete PSPS events

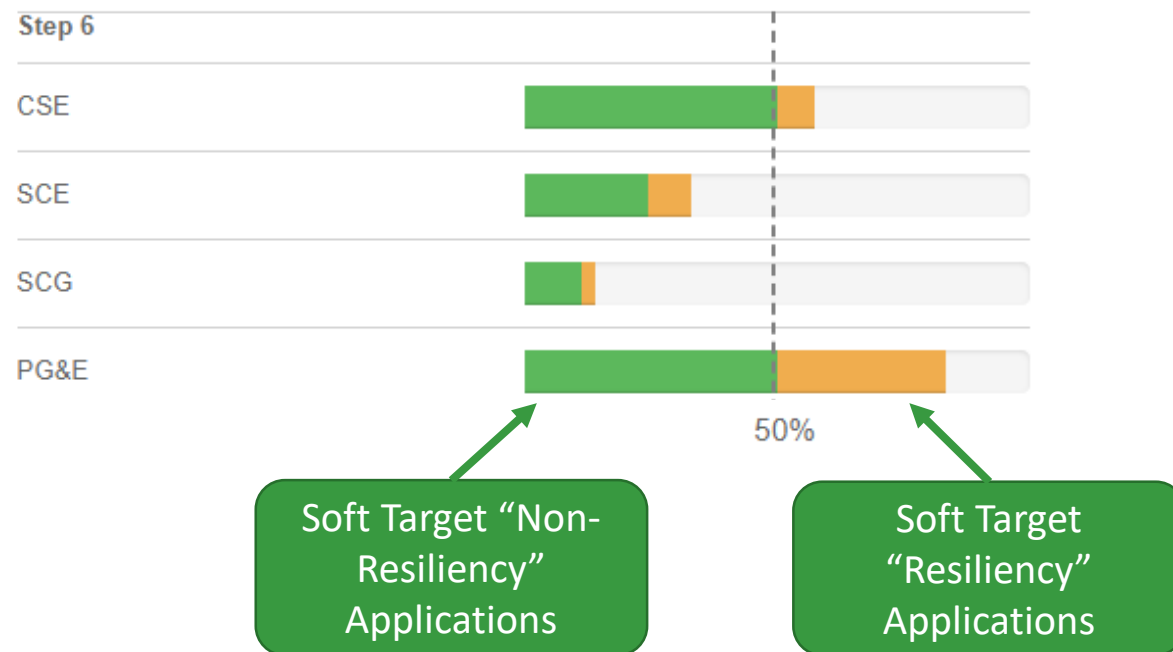
The Soft Target is tracked by incentive step and by Program Administrator

The Soft Target produces a corresponding “Soft Cap” of 50% for applications that don’t meet the Soft Target reservation criteria




Residential Storage Soft Target Cap



Acceptance will be paused for general market residential customers who do not live in a Tier 3 or Tier 2 HFTD, or who did not have their electricity turned off in two or more discrete PSPS events (referred to in this chart as non-resiliency), once reservation requests from such customers have reached 50 percent of that PAs available funds for each residential incentive step. This report includes pending applications submitted today.



How will the Residential Storage “Soft Target” Impact my Application?

- The Soft Target is a rolling target that considers daily attrition and reallocation
- The Soft Cap is evaluated against the available budget on a nightly basis. If the cap is exceeded, pending applications will be rejected in the order received
- A warning message will appear on the Project Site panel if the Soft Cap is met for the application’s step:

Project Site 

 Copy From 

Notice to Applicants

Acceptance has been paused for residential customers who do not live in a Tier 3 or Tier 2 HFTD, or who did not have their electricity turned off in two or more discrete PSPS event prior to applying for SGIP incentives.

To check the status of available budget for General Market Residential Storage, please see the Residential Storage Soft Target chart on the [Program Metrics](#) page.



Upcoming Database Updates



Project Cost Breakdown

- Project Cost Breakdown Worksheet will be incorporated into the Project Finance Panel
 - Simplifies the process of filling out the cost breakdown
 - Reduces the number of document requirements
- Project Cost Affidavit will be added to the ICF Print Form
- Information will be provided with references to the Program Handbook
- Applications that have already submitted the worksheet will not be required to fill out the new project cost fields

Project Cost Breakdown

Design and Engineering Costs

\$

Permitting Costs

\$

Storage Capital Equipment Costs

\$

Construction & Installation Costs

\$

Etc. Etc.

\$

Sum of Project Cost Breakdown

\$

Example Cost Breakdown





Questions?

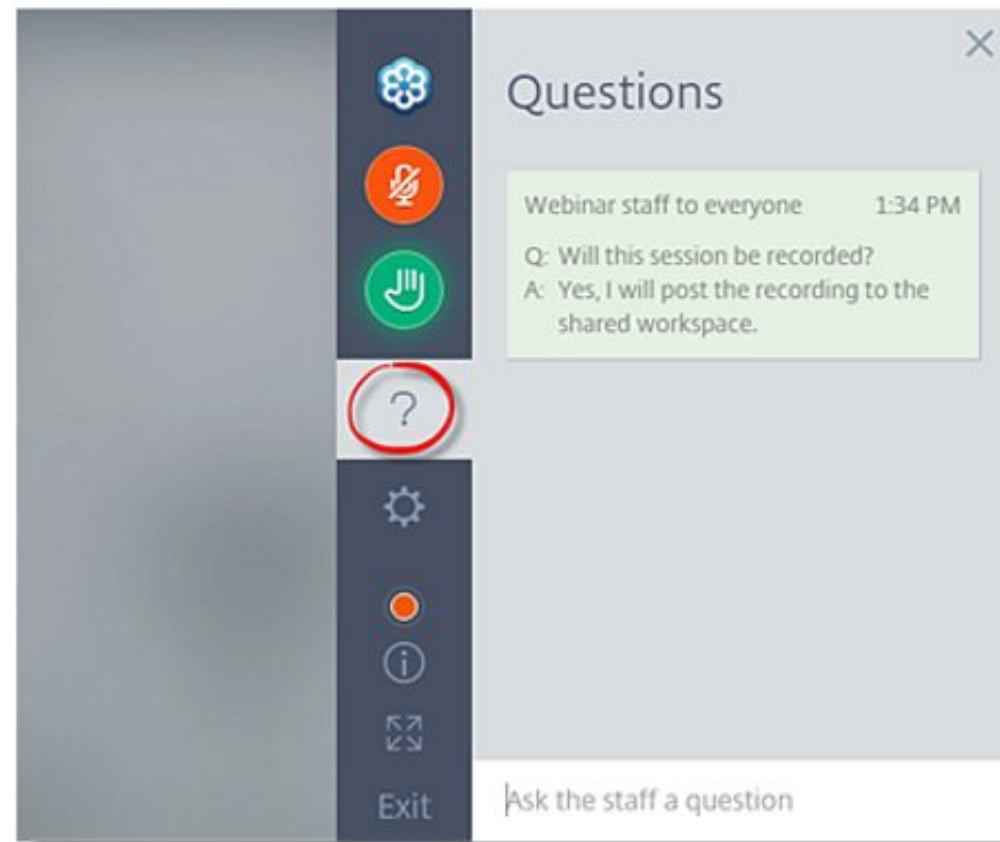
- **David Zhang**
- dzhang@energy-solution.com
- sgipsupport@energy-solution.com
- (877) 651-8608



Submitting questions



SELF-GENERATION
INCENTIVE PROGRAM





GSFA ARP PROGRAM (ADVANCE REBATE PAYMENT)

11/13/2020

GSFA ARP Program



Who is Golden State Finance Authority?

- Established in 1993
- Joint Powers Authority
- Provides Down Payment Assistance toward Home Ownership
 - 80,000+ individuals/families assisted towards home ownership
 - \$13.8B in financing
 - \$600M DPA Assistance
- Provides financing options for Energy related programs
 - 31,000+ Residential and Commercial Energy Projects
 - \$800M in financing



GSFA ARP Program



What is the GSFA Advance Rebate Program (ARP) Program?

Bridge Financing Program

Provides advancement of funds for SGIP-ERB Approved Projects

(Single Family Residence Only)

- Homeowner Assigns GSFA as recipient of SGIP-ERB Funds
- GSFA pre-funds the SGIP-ERB Incentive
- GSFA provides funds to Developer on behalf of the Homeowner
- GSFA is reimbursed once Incentive is received from Program Administrators

Advancement of Funds

ARP Approved Projects will provide funding to Developers in two installments:

1. ~8 weeks before project start date
2. After Incentive Claim Package Approved



GSFA ARP Program



GSFA ARP Funds

- No Cost/No Fees/No Interest to Homeowner or Developer
- No underwriting, no credit scores/checks, etc.
- No title searches, no liens, no UCC's, etc. to the homeowner, property, or equipment
- ARP Funds are a Dollar-to-Dollar match with the ERB-Incentive
- No Minimum/Maximum Funding Requirements
- ARP funds are provided/supported from prior ARRA dollars through the CEC and DOE



GSFA ARP Program



How to Qualify for ARP Project

- Single Family Residence
- SGIP-ERB Approved Project
- Submit GSFA ARP Project Documents
 - GSFA ARP Agreement
 - GSFA Project Information Form
 - Copy of SGIP-ERB Reservation Confirmation
- Be a GSFA Approved Developer



GSFA ARP Program



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How to become an GSFA ARP approved Developer

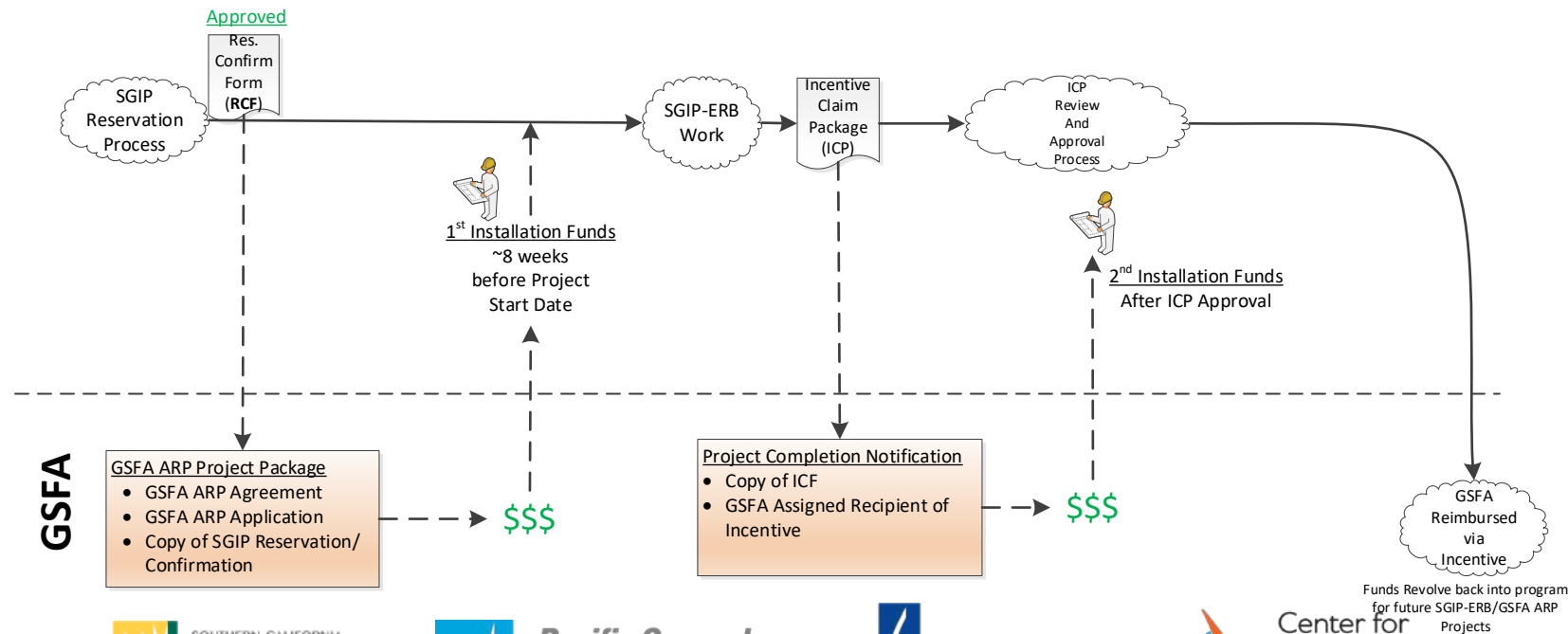
- Be an approved SGIP Developer
- Provide GSFA ARP Developer Package:
 - GSFA ARP Application and supporting documents
 - GSFA ARP Agreement
- Be in good standing with SGIP, Contractor's Board, Better Business Bureau, etc.



GSFA ARP Program



Summary GSFA ARP Funds available to SGIP-ERB Approved Single Family Residence Projects



GSFA ARP Program



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Golden State Finance Authority

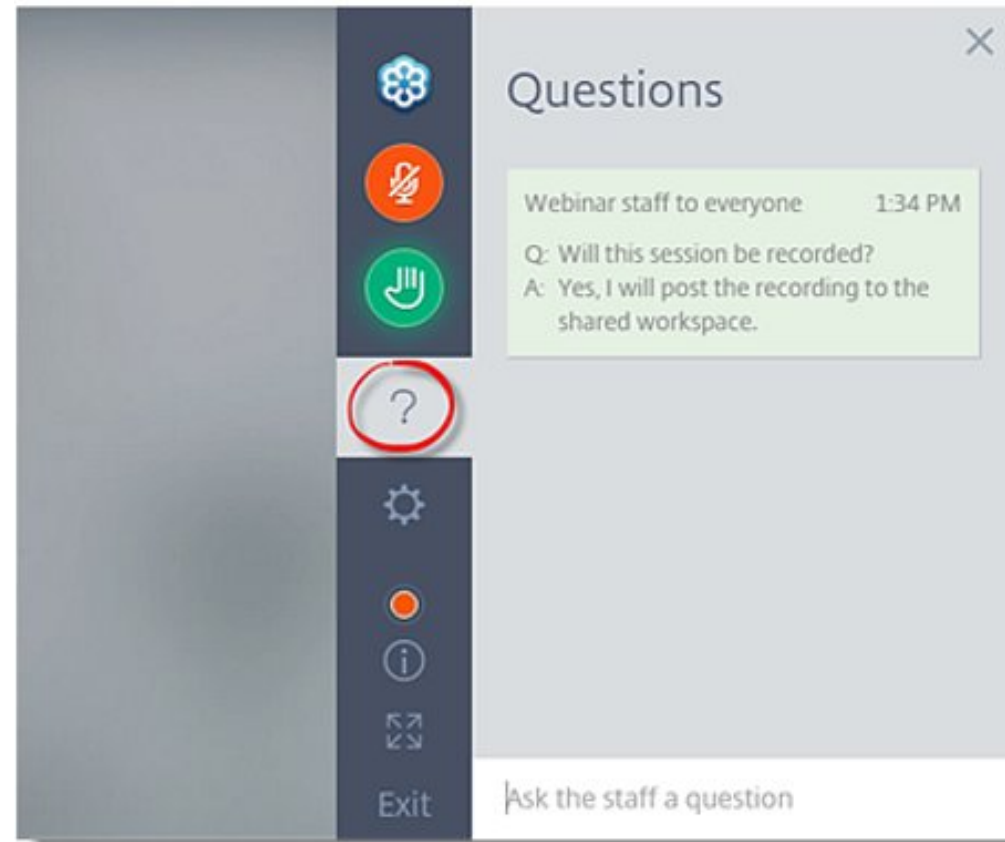
www.gsfahome.org

Anthony Rahill

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Submitting questions



Closing Remarks



Thank you for attending!

Pacific Gas and Electric (PG&E)

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Southern California Edison (SCE)

Website: <http://www.sce.com/SGIP>

Email Address: SGIPGroup@sce.com

Telephone: (626) 302-0610

SoCalGas (SCG)

Website: <https://www.socalgas.com/for-your-business/power-generation/self-generation-incentive>

Email Address: selfgeneration@socalgas.com

Center for Sustainable Energy (CSE)

Website: <http://www.energycenter.org/self-generation-incentive-program>

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