



# ENERGY SAVINGS ASSISTANCE COMMON AREA MEASURES

## 2021 Program Updates

March 11, 2021

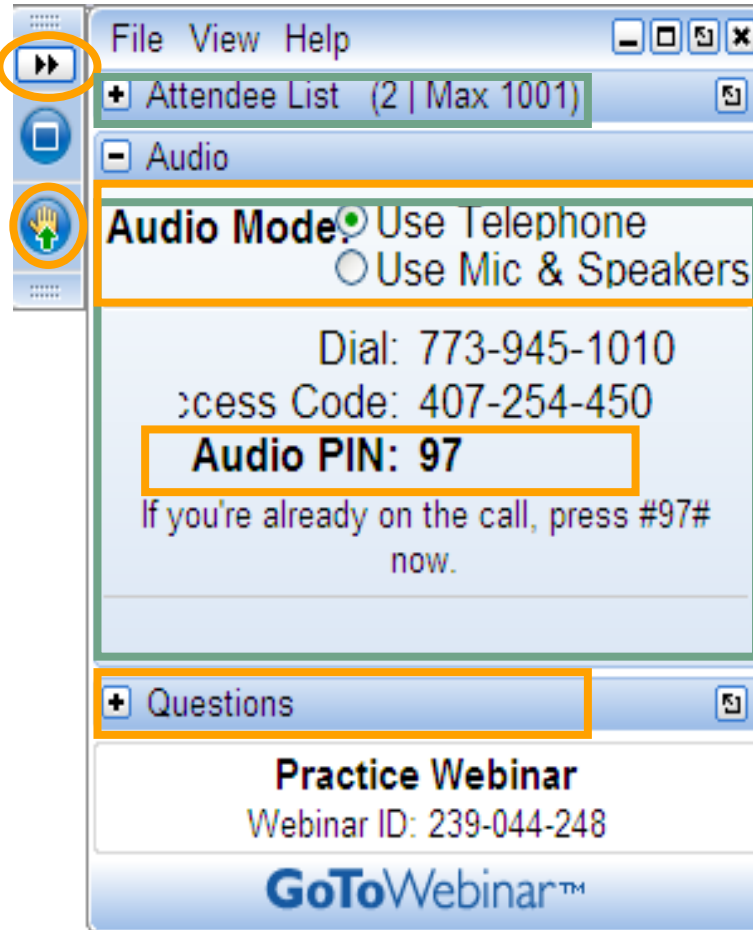
Presented by





# Using GoToWebinar

Open and close  
your **control panel**



Choose **audio mode**

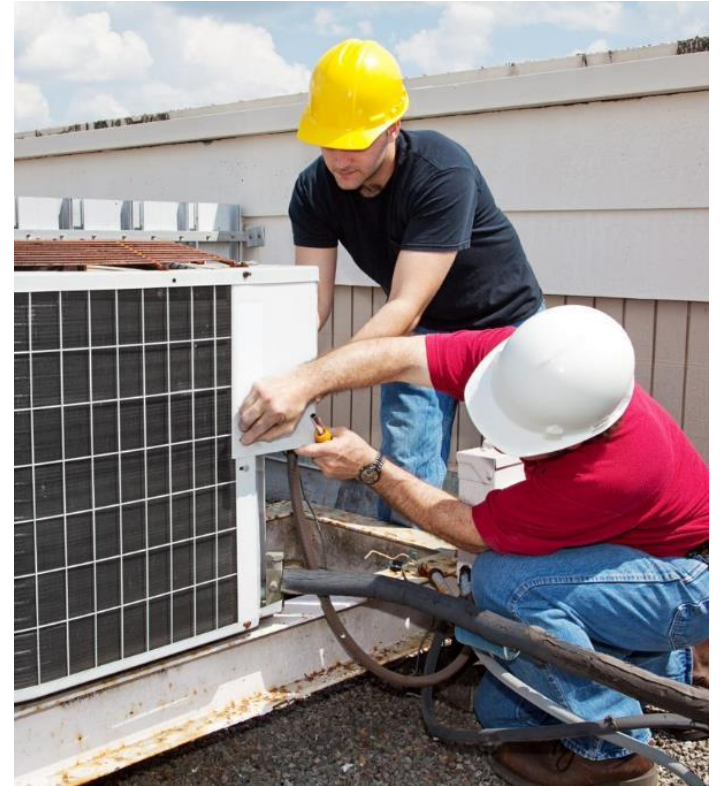
Type **questions** in  
the questions box

*Questions will be taken at the end of the presentation.*



# Agenda

- Progress to-date
- COVID-19 Health and Safety
- 2021 Bridge Period
  - Timeline
  - Enrollment
  - New Program Requirements
  - Reminders & FAQs
- Phased Payment Policy Update
- What's Next for ESA CAM





# Speakers



**Kristen Bellows**

*ESA CAM Marketing Specialist*

TRC



**Matthew Jones**

*ESA CAM Technical Manager*

TRC



**Marissa Van Sant**

*ESA CAM Program Manager*

TRC



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# Program Resources

Visit [www.esacommonarea.com](http://www.esacommonarea.com) for resources, program updates, and more.

ENERGY SAVINGS ASSISTANCE  
**COMMON AREA MEASURES**

HOME • HOW TO PARTICIPATE • GET STARTED • **RESOURCES** • **NEWS**

ENERGY SAVINGS ASSISTANCE: COMMON AREA MEASURES

Upgrade your affordable multifamily property's common areas and central systems at no cost. Participate in Pacific Gas and Electric Company's (PG&E) Energy Savings Assistance: Common Area Measures (ESA CAM) program.

ESA CAM covers 100% of the cost of qualifying energy upgrades to common areas and central systems. This includes community and laundry rooms, outdoor recreation areas, parking lots, and central heating and cooling systems.

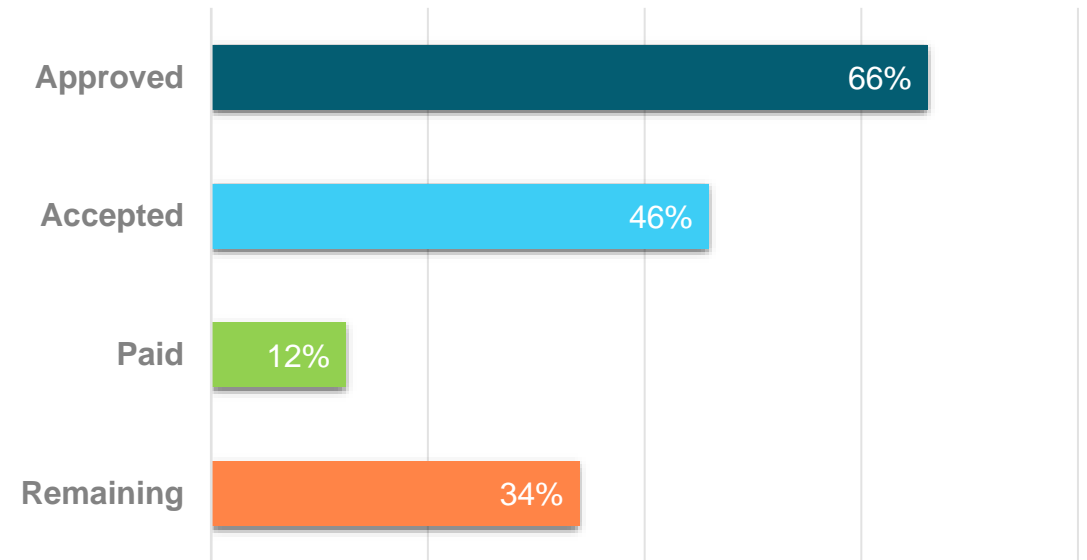
SUBMIT AN INTEREST FORM →    ABOUT ESA →    SIGN UP FOR THE NEWSLETTER →



# ESA CAM Progress To-Date

- ESA CAM operated its first program cycle from 2017-2020 w/ \$25M in incentives
- Enrolled and audited over 200 projects
- Current pipeline = 196 active projects
- Treated & paid to-date = 39 projects
- Savings to-date
  - 2,855,925 kWh
  - 44 kW
  - 23,562 Therms

ESA CAM Incentive Budget  
(\$25M)





# Health and Safety During COVID-19

- Your health and safety remain our top priorities along with ensuring your success in the program
- ESA CAM continues virtual audits and inspections
  - PG&E CIP inspects projects on a case-by-case basis and in-person.
- Program participants continue to determine when on-site construction activities are allowable based on local and state reopening's and CDC COVID-19 guidance
- ESA CAM funding remains secure







# ENERGY SAVINGS ASSISTANCE COMMON AREA MEASURES

## ESA CAM 2021 Bridge Period Overview



# ESA CAM 2021 Bridge Period

## January 1 – June 30, 2021

- ESA CAM is operating a Bridge Period from January 1 to June 30, 2021 due to availability of remaining incentive funds.

## July 1 – December 31, 2021

- July to December 2021 enrollment activities depend on next CPUC decision roll-out\*.

- Bridge Period will continue to serve the existing pipeline and open enrollment to a limited number of waitlisted projects.
- Once current Bridge Period capacity is reached, enrollment will close.
- ESA CAM will continue to maintain a waitlist for the next program cycle.

\*Covered further in “What’s next for ESA CAM?”



# 2017-2020 Program Timeline

All projects currently enrolled and active in ESA CAM:



*\*All projects must complete construction as set forth in their Project Approval Letter or the construction deadline, whichever comes first.*



# Bridge Period Timeline

Projects enrolled during the Bridge Period:



*\*All projects must complete construction as set forth in their Project Approval Letter or the construction deadline, whichever comes first.*



# Bridge Period Enrollment

- In March 2021 ESA CAM began outreach to waitlisted projects.
- Projects will have **two weeks** from the date of notice to confirm that they intend to enroll in the program.
- Projects will work with ESA CAM staff to provide required documentation and confirm income eligibility.

The screenshot shows a web form titled "ESA CAM Enrollment Survey" under the heading "ENERGY SAVINGS ASSISTANCE COMMON AREA MEASURES". The form contains four required fields, each with a red asterisk and a "Required" label at the top left. The fields are: 1. Property Name, 2. Property Address, 3. Contact Full Name, and 4. Contact Email Address. Each field has a text input box with the placeholder text "Enter your answer".



# Bridge Period Enrollment

- ESA CAM waitlist currently has more projects than the Bridge Period can enroll.
- Bridge Period project selection criteria
  - First-time owners
  - Rural properties
  - Disadvantaged communities (DAC)
  - Dual PG&E commodity customers
- Targeted outreach is underway. Enrollment and incentives will continue to be offered to first come, first served customers.





# Program Requirements

- All existing *ESA CAM Policies and Procedures* remain in place: property eligibility, audit, benchmarking, bid review, change orders, verification and inspections.
- **2021 updates:**



**Variable speed pool pumps removed from measure list**



**10 active projects\* per owner**



**Phased payment policy update**

\*A project is considered active if it is underway and has not received payment yet.



# Phased Payment Policy Update

- Beginning March 2021, participants may submit a phased payment request to ESA CAM case managers for projects experiencing closed permit delays
  - Request must be submitted via email to ESA CAM case managers
  - All requests are subject to review and approvals granted case-by-case
  - If project meets eligibility, ESA CAM will release payment for completed measures. ESA CAM will hold remaining payments for measures awaiting final permit inspection.
- Eligibility criteria
  - Inspection is scheduled at least four or more weeks away from request date
  - Jurisdiction is unresponsive and project team cannot secure an inspection date
  - Minimum phased payment total must be at least \$10,000 and confirmed via the Project Approval Letter.





# Permit Delay Phased Payment

- Participants can submit a phased payment request for review if any of the following permit inspections are delayed:

Lighting	HVAC	DHW	Pool pump	Envelope
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- Requirements for request:
  - Copy of the Project Approval Letter.
  - Permitting jurisdiction (e.g., City of Oakland, County of Shasta, etc.).
  - Name of the permit that needs to be closed (e.g., mechanical) and what ESA CAM measure it applies to (e.g., central HVAC).
  - Proof of permit application and payment (i.e., receipt)
  - Scheduled inspection date or estimated date when closed permit will be provided.



# Reminders & FAQs

- Updated FAQs on ESA CAM website ([www.esacommonarea.com](http://www.esacommonarea.com))
  - Enrollment process, deadlines, and program cycle timelines
- Best practices & reminders (from Q4 2020 newsletter)
  - Communicate often with your case manager
  - Ensure invoices match your approved scope of work
  - Submit a complete and detailed verification package to ensure speedy payments



# New Inquiries

- New 2021 ESA CAM inquiries will be waitlisted and in line for the next program cycle.
- Interested property owners should complete the online interest form and sign up for the ESA CAM Newsletter.

## SUBMIT AN INTEREST FORM

Please fill out this interest form to find out if your project is a good fit for PG&E's Energy Savings Assistance: Common Area Measures (ESA CAM) program.

*Note: Southern California Gas, Southern California Edison, and San Diego Gas and Electric have a similar offering within their service territories. Contact the Single Point of Contact (SPOC) at [multifamilySPOC@trccompanies.com](mailto:multifamilySPOC@trccompanies.com) for a referral.*

**Name** (required)

**Email** (required)

**Phone Number** (required)

[www.esacommonarea.com/how-to-participate](http://www.esacommonarea.com/how-to-participate)



# What's Next for ESA CAM

- ESA CAM's next program cycle will be determined by the CPUC.
- The projected release date for the next program decision is currently between March-May 2021.
- If a decision is not released within this timeframe, PG&E will extend the Bridge Period through 2021.
- Program status and details will be provided via ESA CAM newsletter, website, and other notifications as necessary.





# Questions

The screenshot shows a GoToWebinar window with the following elements:

- Menu: File View Help
- Attendee List: (2 | Max 1001)
- Audio Section:
  - Audio Mode:  Use Telephone,  Use Mic & Speakers
  - Dial: 773-945-1010
  - Access Code: 407-254-450
  - Audio PIN: 97**
  - If you're already on the call, press #97# now.
- Questions: A button with a plus sign and the text "Questions" is highlighted with an orange border.
- Practice Webinar: Webinar ID: 239-044-248
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Type **questions** in the questions box



# Thank You



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[multifamilySPOC@TRCcompanies.com](mailto:multifamilySPOC@TRCcompanies.com)



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