



COUNTY of VENTURA
COUNTY EXECUTIVE OFFICE

Sevet Johnson, PsyD
County Executive Officer

Mike Pettit
Assistant County Executive Officer

Kaye Mand
County Chief Financial Officer

Shawn Atin
Assistant County Executive
Officer/
Human Resources Director
Labor Relations

December 19, 2023

Board of Supervisors
County of Ventura
800 South Victoria Avenue
Ventura, CA 93009

SUBJECT: Approval of, and Authorization for the General Services Agency (GSA) Purchasing Agent to Sign, the First Amendment to County Contract No. 8684 with Recurve Analytics Inc. for Services Related to the Tri-County Regional Energy Network's Residential Single Family Home Program in the Not-to-Exceed Amount of \$2,503,646, Increasing by \$1,028,646 from the Original Contract Amount, Effective January 1, 2024, Through December 31, 2024; Authorization for the GSA Purchasing Agent to Make Limited Amendments to the Contract.

RECOMMENDATIONS:

It is recommended that your Board:

1. Approve, and authorize the General Services Agency (GSA) Purchasing Agent to sign, the first Amendment to County Contract No. 8684 between the County of Ventura and Recurve Analytics Inc. (Recurve) for services related to the design and implementation of the Tri-County Regional Energy Network's (3C-REN) Residential Single Family Home Program, consistent with the California Public Utilities Commission's (CPUC) requirements, in the not-to-exceed amount of \$2,503,646, increasing by \$1,028,646 from the original contract amount effective January 1, 2024 through December 31, 2024.
2. Authorization for the GSA Purchasing Agent to approve amendments and modifications to County Contract No. 8684 to make corrections, clarifications, and other non substantive changes so long as the amendments or modifications are consistent with the original purpose of the contract, do not result in additional costs to the County, and are reviewed and approved as to form by County Counsel.

FISCAL/MANDATES IMPACTS:

Fund G001 County Executive Office, Division 1010-1021 CEO Sustainability

Mandatory: No
Source of Funding: Utility Ratepayer Public Benefit Energy Efficiency Fund
Funding Match Required: No
Impact on Other Departments: None

Summary of Revenues and Costs:		FY 2023-24	FY2024-25
Revenues:		\$514,323	\$514,323
Costs:			
	Direct	\$514,323	\$514,323
	Indirect-Dept	\$	\$
	Indirect-County CAP	\$	\$
	Total Cost	\$514,323	\$514,323
	Net County Cost	\$0	\$0
	Recovered Indirect Costs	\$0	\$0

FY 2021-22 Budget Projection for County Executive Office – Division 1010				
	Adopted Budget	Adjusted Budget	Projected Budget	Estimated Savings/(Deficit)
Appropriations	\$ 34,727,259	\$ 52,016,234	\$ 52,016,234	\$ 0
Revenue	\$ 18,560,539	\$ 22,188,061	\$ 22,188,061	\$ 0
Net Cost	\$ 16,166,720	\$ 29,828,173	\$ 29,828,173	\$ 0

Sufficient revenue and appropriations are included in the FY24 budget.

Strategic Plan:

The delivery of the 3C-REN programs will support the *Reliable Infrastructure and Sustainability Strategic Priority* of your Board's Strategic Plan by providing *robust infrastructure, facilities, technology, and land-use policies to enable vibrant and sustainable communities*. While 3C-REN programs fulfill all three goals under that Strategic Priority, 3C-REN programs will, in particular, support Goal (1): *Maintain and improve dependable public resources to serve the needs of our diverse communities*.

Background:

3C-REN is a carefully coordinated regional collaboration between Ventura, Santa Barbara, and San Luis Obispo Counties designed to best utilize ratepayer dollars to implement regional energy programs that meet the goals of local climate action plans, and the energy efficiency/reduction needs of residents, building departments, and building professionals in Ventura, Santa Barbara, and San Luis Obispo Counties (the Tri-County Region).

On October 4, 2018, the California Public Utilities Commission ("CPUC") approved 3C-REN, with the County of Ventura as the lead agency for the 3C-REN, to receive up to \$48,256,091 in ratepayer dollars to administer energy efficiency programs for the Tri-County Region through 2025. Since 2019, 3C-REN has offered energy saving opportunities for households including single family residents and multifamily property owners, with an emphasis on underserved communities. For industry, 3C-REN offers capacity-building services including workforce training and technical code support. Serving both public and private sector professionals, 3C-REN responds to the needs of the local building industry. Together, 3C-REN's residential and industry programs support energy-efficient, resilient, and healthy buildings throughout the Tri-County Region.

In late 2021, the CPUC asked 3C-REN to prepare a new Business Plan for an eight-year funding cycle. In response, 3C-REN filed a Business Plan application to continue already approved programs and requested approval of three new additional programs. On June 29, 2023, CPUC Decision 23-06-055 approved 3C-REN's new energy efficiency portfolio for 2024-2027 and its Business Plan for 2024-2031.

Discussion:

On March 1, 2022, your board approved the contract between the County and Recurve as they were selected to implement 3C-REN's new single-family residential program after an RFP process. Recurve has many years of experience offering software solutions that transform the way energy efficiency is measured, deployed, and procured.

3C-REN's single-family program delivers measurable energy savings targeted towards Hard to Reach (HTR) single-family households in the Tri-County Region. Savings are claimed using a population Normalized Metered Energy Consumption (NMEC) Measurement and Verification (M&V) platform. The program delivers energy upgrades utilizing a network of energy efficiency installers (Aggregators) who will be paid incentives

based on the metered savings achieved with their installations. Performance incentives will push Aggregators to maximize both customer savings and grid benefits.

The Aggregators work directly with single-family home residents to sell and install energy efficiency measures. The Aggregators offer a suite of measures that generate savings, which could include lighting, heating and air-conditioning, water heaters, insulation, smart thermostats, water heater controls, and storage. The program does not have a list of eligible measures but rather allows for customized solutions. The flexibility of this program approach has allowed Aggregators to work directly with customers to meet their needs and identify projects that result in metered energy savings. Since March 2022, there have been 250 funded projects and 400+ in the pipeline; 23 enrolled Aggregators and over \$400,000 in incentives provided to the Tri-County Region.

Recurve recruits, onboards, and manages the Aggregators; including recruiting sufficient Aggregators to achieve energy savings goals and to meet 3C-REN's goals of local contractor engagement. In addition, Recurve provides ongoing Aggregator training and technical support to achieve program success. Recurve supports the development and regular updates of 3C-REN's program; and provide 3C-REN with Cost Effectiveness forecasts; support 3C-REN on CPUC-led studies or program evaluations by collecting and submitting project, Aggregator, and program-level data. In addition, Recurve supports 3C-REN with NMEC data acquisition and access through IOUs, other partners, and regulatory avenues. 3C-REN is one of the few administrators with population NMEC programs, so extending County Contract No. 8684 for one more year and continuing the 3C-REN partnership with Recurve will continue to offer this advanced program to the residents.

For the reasons outlined in this letter, it is recommended that your Board approve, and authorize the GSA Purchasing Agent to sign, the First Amendment to County Contract No. 8684 between the County of Ventura and Recurve for services related to the design and implementation of 3C-REN's Residential Single Family Home Program, in the not-to-exceed amount of \$2,503,646, increasing by \$1,028,646 from the original contract amount effective January 1, 2024, through December 31, 2024. It is also recommended that your Board authorize the GSA Purchasing Agent to approve amendments and modifications to County Contract No. 8684 to make corrections, clarifications, and other non-substantive changes so long as the amendments or modifications are consistent with the original purpose of the contract, do not result in additional costs to the County, and are reviewed and approved as to form by County Counsel.

This letter has been reviewed by the County Executive Office, County Counsel, GSA Procurement, and the Auditor-Controller's Office. If you have questions concerning this item, please contact Alejandra Téllez, Sustainability Officer, at (805) 654-3835.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Alejandra Téllez', with a stylized flourish at the end.

Alejandra Téllez
Sustainability Officer

A handwritten signature in blue ink, appearing to read 'Sevet Johnson', with a long, sweeping flourish extending to the right.

Dr. Sevet Johnson, PsyD
County Executive Officer

Exhibit 1 – Amendment 1 to Contract 8684 between County of Ventura Contract and Recurve Analytics Inc.