

**AMENDMENT NO. 1 TO CONTRACT BETWEEN COUNTY OF VENTURA  
AND FRONTIER ENERGY INC.**

This "Amendment No. 1" is entered into by and between the COUNTY OF VENTURA ("County") and FRONTIER ENERGY INC., ("Contractor"), as of the last date written below, to amend that certain contract between County and Contractor dated January 1<sup>st</sup> 2024 for services related to technical, regulatory and administrative assistance with implementation and delivery of programs under Tri-County Regional Energy Network's (3C-REN) Programs ("Contract").

NOW, THEREFORE, the parties hereby agree as follows:

1. Section 3: The Not to Exceed amount is \$1,190,533.50 for January 1, 2025 through December 31, 2025.

2. The first sentence of Section 7 of the Contract is amended to read as follows:

*This Contract will be in effect from January 1, 2025, through December 31, 2025, subject to all the terms and conditions set forth herein.*

3. "Exhibit A" to the Contract is replaced with and superseded in its entirety by new "Exhibit A - Frontier Energy Program Year 2025 Scope of Work," attached hereto.
4. All provisions of the Contract shall remain in full force and effect unless expressly modified by this Amendment.
5. This Amendment No. 1 may be executed in counterparts, each of which shall constitute an original, and all of which taken together shall constitute one and the same instrument.

IN WITNESS WHEREOF, the parties hereto have executed this Amendment No. 1 through their duly authorized representative as written below.

[SIGNATURES ON FOLLOWING PAGE]

COUNTY OF VENTURA

By: 

Name: Janet Johnson

Title: County Exec. Officer

Date: 01/14/2025

FRONTIER ENERGY, INC.

By: Jean Krausse

Name: Jean Krausse

Title: Vice President

Date: Jan 10, 2025

By: 

Name: Jeremy Springer

Title: Chief Financial Officer

Date: Jan 13, 2025

# Exhibit A

## Frontier Energy Program Year 2025 Scope of Work

### Task 1.0 Residential – Single Family

- A. Verify savings calculations for accurate reporting.
- B. Identify and recommend approaches for contractor engagement and engagement.
- C. Inform program design such that energy savings and cost-effective goals and targets are projected to be met.
- D. Provide technical and consulting support based upon identified and ongoing needs.
- E. Update program operations manual and implementation plan as needed to reflect current practices.
- F. Track and manage internal reporting schedule and requirements.
- G. Support IOU data security questionnaires and security needs
- H. Support customer attestation to confirm eligibility for equity-based incentive multipliers
- I. Support residential program marketing, education, and outreach initiatives.
- J. Water Heater Loaner Incentive Processing
  - a) Issue incentive payments for Water Heater Loaner participants under the Single Family Normalized Metered Energy Consumption (NMEC) program.
    - i. Verify total payment amounts are accurate (\$1,000 per participant).
    - ii. Ensure payee information matches program records.
    - iii. Coordinate payee registration in Frontier Energy's vendor portal and verify that a W-9 is on file.
  - b) Invoice County of Ventura quarterly for upfront payments in an amount sufficient to cover 3 months' worth of incentives and processing fees.
  - c) Provide billing backup for County of Ventura/3C-REN invoicing to IOU fiscal agent(s).
  - d) Provide a quarterly incentive report, monitor budget expenditure, and track spending against the allocated budget.
  - e) Issue 1099s for any participant who received an incentive payment within the tax year.
- K. Support preparation of the Mid-Cycle Advice Letter filing in Fall 2025, including modifications to program forecasts as needed.
- L. Support the development of program plans, strategies, savings and budget forecasts, and other documentation for 3C-REN's 2028-2031 Portfolio Plan and 2028-2035 Strategic Business Plan.

## **Task 2.0      Residential – Multifamily**

- A. Provide technical and consulting support based upon identified and ongoing needs.
- B. Update program operations manual and implementation plan
- C. Track and coordinate internal reporting schedule and requirements.
- D. Inform program design such that energy savings and cost-effective goals and targets are projected to be met.
- E. Support preparation of the Mid-Cycle Advice Letter filing in Fall 2025, including modifications to program forecasts as needed.
- F. Support the development of program plans, strategies, savings and budget forecasts, and other documentation for 3C-REN's 2028-2031 Portfolio Plan and 2028-2035 Strategic Business Plan.

## **Task 3.0      Commercial Marketplace**

- A. Verify savings calculations for accurate reporting.
- B. Identify and recommend approaches for contractor engagement.
- C. Inform program design such that energy savings and cost-effective goals and targets are projected to be met.
- D. Provide technical and consulting support based upon identified and ongoing needs.
- E. Update program operations manual and implementation plan as needed to reflect current practices.
- F. Track and manage internal reporting schedule and requirements.
- G. Support IOU data security questionnaires and security needs.
- H. Support may also include:
  - a) Identification and recommendation of approaches to engage small businesses.
  - b) Technical recommendations for small business energy audits
- I. Support preparation of the Mid-Cycle Advice Letter filing in Fall 2025, including modifications to program forecasts as needed.
- J. Support the development of program plans, strategies, savings and budget forecasts, and other documentation for 3C-REN's 2028-2031 Portfolio Plan and 2028-2035 Strategic Business Plan.

## **Task 4.0      Agriculture Tech Assistance**

- A. Inform program design such that metrics are projected to be met.
- B. Provide technical and consulting support based upon identified and ongoing needs.
- C. Update program operations manual and implementation plan
- D. Support preparation of the Mid-Cycle Advice Letter filing in Fall 2025, including modifications to program forecasts as needed.
- E. Support the development of program plans, strategies, savings and budget forecasts, and other documentation for 3C-REN's 2028-2031 Portfolio Plan and 2028-2035 Strategic Business Plan.

## **Task 5.0      Codes & Standards**

- A. Conduct a market assessment survey of public and private stakeholders to inform trainings and compare to the results of the 2020 assessment.
  - a) Make recommendations based on results on participant targeting and curriculum.
- B. Provide coordination and planning support for biannual forums.
- C. Provide technical and consulting support based upon identified and ongoing needs, including:
  - a) Support creation of post training surveys
  - b) Support quarterly update of program metrics, statistics, and feedback.
  - c) Support analysis of survey findings and use to further develop.
  - d) Support C&S marketing, education, and outreach
- D. Support preparation of the Mid-Cycle Advice Letter filing in Fall 2025, including modifications to program forecasts as needed.
- E. Support the development of program plans, strategies, savings and budget forecasts, and other documentation for 3C-REN's 2028-2031 Portfolio Plan and 2028-2035 Strategic Business Plan.

## **Task 6.0      Workforce Education & Training**

- A. Conduct a market assessment survey of public and private stakeholders to inform trainings and compare to the results of the 2020 assessment.
  - a) Make recommendations based on results on participant targeting and curriculum.
- B. Provide technical and consulting support based upon identified and ongoing needs, including:
  - a) Support creation of post training surveys
  - b) Support quarterly update of program metrics, statistics and feedback.
  - c) Support analysis of survey findings and use to further develop.
- C. Document the framework and procedures to process, approve and pay incentives for SunWork program.
  - a) Internal accounting review to ensure accurate payment (duplicates, incorrect dollar amounts, etc.)
  - b) Tracking payment details and reconciliation procedures (ensuring each participant is paid)
- D. Support preparation of the Mid-Cycle Advice Letter filing in Fall 2025, including modifications to program forecasts as needed.
- E. Support the development of program plans, strategies, savings and budget forecasts, and other documentation for 3C-REN's 2028-2031 Portfolio Plan and 2028-2035 Strategic Business Plan.

## **Task 7.0      Energy Assurance Assistance**

- A. Inform program design such that metrics are projected to be met.
- B. Provide technical and consulting support based upon identified and ongoing needs.
- C. Update program operations manual and implementation plan
- D. Support preparation of the Mid-Cycle Advice Letter filing in Fall 2025, including modifications to program forecasts as needed.
- E. Support the development of program plans, strategies, savings and budget forecasts, and other documentation for 3C-REN's 2028-2031 Portfolio Plan and 2028-2035 Strategic Business Plan.

## **Tasks 8.0, 9.0, and 10.0 Integrated Demand Side Management (IDSM)**

- A. Regulatory activities associated with launching IDSM activities in 3C-REN portfolio.
- B. Support for program teams in developing program documentation, establishing data collection tools and procedures, and other program team needs related to launching and implementing IDSM activities.
- C. Reporting related to IDSM activities.

## **Task 11.0      C&S Portfolio Support**

- A. Regulatory activities not associated with a single program.
- B. Regulatory procedures, such as drafting of comments to decisions with direct or indirect implications to 3C-REN.
- C. Labor associated with budgeting and supporting solicitations.
- D. Support preparation of the Mid-Cycle Advice Letter filing in Fall 2025, including modifications to program forecasts as needed.
- E. Support the development of program plans, strategies, savings and budget forecasts, and other documentation for 3C-REN's 2028-2031 Portfolio Plan and 2028-2035 Strategic Business Plan.

## **Task 12.0      Equity Portfolio Support**

- A. Regulatory activities not associated with a single program.
- B. Regulatory procedures, such as drafting of comments to decisions with direct or indirect implications to 3C-REN.
- C. Labor associated with budgeting and supporting solicitations.
- D. Support preparation of the Mid-Cycle Advice Letter filing in Fall 2025, including modifications to program forecasts as needed.
- E. Support the development of program plans, strategies, savings and budget forecasts, and other documentation for 3C-REN's 2028-2031 Portfolio Plan and 2028-2035 Strategic Business Plan.

### **Task 13.0    Market Support Portfolio Support**

- A. Regulatory activities not associated with a single program.
- B. Regulatory procedures, such as drafting of comments to decisions with direct or indirect implications to 3C-REN.
- C. Labor associated with budgeting and supporting solicitations.
- D. Support preparation of the Mid-Cycle Advice Letter filing in Fall 2025, including modifications to program forecasts as needed.
- E. Support the development of program plans, strategies, savings and budget forecasts, and other documentation for 3C-REN's 2028-2031 Portfolio Plan and 2028-2035 Strategic Business Plan.

### **Task 14.0    3C-REN EM&V**

Complete evaluation, measurement, and verification (EM&V) studies that may include but are not necessarily limited to the below:

- A. SF NMEC Process Evaluation
  - a) Survey and interview previous program participants.
  - b) Provide recommendations of potential process improvements to enhance customer experience and program effectiveness through:
    - i. Improved Customer Engagement
    - ii. Simplified Participation
      - (i) Enhanced Customer Satisfaction
- B. Agriculture Segmentation Study
  - a) Identify data sources and define search criteria for controlled environment agriculture (CEA) producers in the 3C-REN region.
  - b) Recommend criteria to prioritize socially-disadvantaged producers beyond CEA producers for consideration in program.  
Provide recommendations of potential controlled environment agriculture customers.
- C. Evaluation of financing options for Multifamily program
  - a) Assess how limited cash flow impacts multifamily property owners' ability to invest in energy upgrades.
  - b) Evaluate current financing options (e.g., low-interest loans, on-bill financing) and their accessibility for multifamily properties.
  - c) Gauge property owners' awareness and willingness to use financing to overcome cash flow barriers.
  - d) Identify financing structures (e.g., loans, rebates) that align best with multifamily owners' financial needs.
  - e) Analyze if financing availability increases project completion rates, helping to overcome cash flow challenges.

- D. Process Evaluation of WE&T and C&S Training Process Evaluation & Opportunity Assessment (2 studies)
- a) Complete literature review
  - b) Review of existing program data
  - c) Review current WE&T and C&S training offerings to determine 1) If there are new audiences that should be targeted, 2) What program adjustments can be made to increase the value provided to participants and 3) Determine how well participants are absorbing the content and applying skills/knowledge obtained through WE&T and C&S trainings.
  - d) Explore the local need for various professionals such as licensed electricians, plumbers and HVAC technicians to assist in decarbonization efforts, and associated job training requirements.
  - e) Examine the degree to which EE and decarbonization are integrated into local pre-apprenticeship and apprenticeship programs and the opportunities for 3C-REN to engage partners running these programs to integrate WE&T / C&S curriculum.
  - f) Provide insights and identify strategies so that 3C-REN can increase participation in their WE&T and C&S offerings to the right target audiences, draw in new unique participants, assess the effectiveness of WE&T and C&S training in increasing professional knowledge that translates to outcomes in the built environment, and increase the overall value of the program.
- E. Explore future studies including but not limited to the following: characterize the 3C-REN's small/medium-sized business market, to support customer segmentation of this hard-to-reach market; study participation rates among public sector customers in the region; and examine equity challenges and barriers faced by smaller producers and socially disadvantaged agricultural customers, to optimize program outcomes.
- a) Support the development of EM&V plans for inclusion in 3C-REN's 2028-2031 Portfolio Plan and 2028-2035 Strategic Business Plan.



Contract Amount

Task and Sub Task #	Task and Sub Task Name	2025
1.0	Res - SF	\$200,000.00
1.1	Admin	
1.2	ME&O	
1.3	DI	\$200,000.00
1.4	DI - Incentives	
2.0	Res - MF	\$104,500.00
2.1	Admin	
2.2	ME&O	
2.3	DI	\$104,500.00
2.4	DI - Incentives	
3.0	Commercial Marketplace	\$150,000.00
3.1	Admin	
3.2	ME&O	
3.3	DI	\$150,000.00
3.4	DI - Incentives	
4.0	Ag Tech Assistance	\$41,800.00
4.1	Admin	
4.2	ME&O	
4.3	DI	\$41,800.00
5.0	C&S	\$143,000.00
5.1	Admin	
5.2	ME&O	
5.3	DI	\$143,000.00
6.0	WE&T	\$55,000.00
6.1	Admin	
6.2	ME&O	
6.3	DI	\$55,000.00
7.0	Energy Assurance Assistance	\$38,000.00
7.1	Admin	
7.2	ME&O	
7.3	DI	\$38,000.00
8.3	IDS - Equity	\$50,000.00
9.3	IDS - MS	\$20,666.67
10.3	IDS - C&S	\$5,333.33
11.1	C&S Portfolio Support	\$33,000.00
12.1	Equity Portfolio Support	\$76,078.20
13.1	MS Portfolio Support	\$53,155.30
14.0	3C-REN EM&V	\$220,000.00
Total for all task NOT TO EXCEED		\$1,190,533.50

## Category Rates

Category	Program Year 2025
President	343
Vice President	338
Sr. Director	338
Director / Principal Consultant	316
Sr. Manager / Engineering Manager	281
Manager	249
Sr. Engineer / Sr. Program Manager	227
Engineer / Program Manager	189
Sr. Program Consultant / Sr. Analyst	172
Program Consultant / Analyst	149
Sr. Program Coordinator / Sr. Technician	126
Program Coordinator / Technician	109
Program Associate / Direct Install Technician	91
Administrative	80

All rates in US Dollars and subject to change at the discretion of Frontier Energy, Inc. upon 30 days' written notice to County of Ventura.

- Materials, supplies, and travel billed at actual cost.
- Mileage billable at the allowable IRS rate.

Invoicing/billing will be based on deliverables or issued monthly for work completed in accordance with this Contract and submitted to Alejandra Téllez, County Executive Office, Ventura County Government Center, 800 South Victoria Avenue, Ventura, CA 93009-1940.