



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

January 23, 2024

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

SUBJECT: Approval and Ratification of the County Executive Officer's (CEO) Execution of a Contract with Recurve Analytics Inc. for Services Related to the Design and Implementation of the Tri-County Regional Energy Network's Commercial Marketplace Program, in the Not-to-Exceed Amount of \$465,357, Effective December 31, 2023, Through December 31, 2024; Authorization for the CEO to Make Limited Amendments to the Contract.

RECOMMENDATIONS:

It is recommended that your Board:

1. Approval and ratification of the County Executive Officer's (CEO) execution of a contract 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) Commercial Marketplace Program, consistent with the California Public Utilities Commission's (CPUC) requirements, in the not-to-exceed amount of \$465,357, effective December 31, 2023, through December 31, 2024 (Contract). (Exhibit 1)
2. Authorization for the CEO or designee to approve amendments and modifications to the Contract 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 or 3C-REN, 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:		\$232,678	\$232,679
Costs:			
	Direct	\$232,678	\$232,679
	Indirect-Dept	\$	\$
	Indirect-County CAP	\$	\$
	Total Cost	\$232,678	\$232,679
	Net County Cost	\$0	\$0
	Recovered Indirect Costs	\$0	\$0

FY 2023-24 Budget Projection for County Executive Office – Division 1010				
	Adopted Budget	Adjusted Budget	Projected Budget	Estimated Savings/(Deficit)
Appropriations	\$ 34,727,259	\$ 52,542,310	\$ 52,542,310	\$ 0
Revenue	\$ 18,560,539	\$ 22,248,061	\$ 22,248,061	\$ 0
Net Cost	\$ 16,166,720	\$ 30,294,249	\$ 30,294,249	\$ 0

Sufficient revenue and appropriations are included in the FY24 budget.

Reason for Ratification

CEO Sustainability Division was not able to bring the Contract to your Board before this January 23, 2024, Board meeting. 3C-REN holds another contract with a different scope of work Recurve and needed to first amend that contract before bringing this one to your Board. CEO is requesting ratification for contract, which is the authorization for Recurve to provide services starting December 31st, 2023, this action will ensure the term of the contract coincides with the system year used by Recurve.

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:

With the approval of its new Business Plan, three new 3C-REN programs will start in 2024: Agriculture Technical Assistance, Energy Assurance Services and Commercial Marketplace that will provide technical and financial assistance to local businesses for implementing energy saving measures. To start the implementation of the Commercial Marketplace program, the design consists of two main components—Green Business Program support and a new population Normalized Metered Energy Consumption (NMEC) pathway. 3C-REN will provide technical and financial assistance to local businesses for implementing energy saving measures. Customer participation can include being educated on local program offerings and benefits, implementing measures as part of Green Business certification, and/or making upgrades as part of a population NMEC program offering incentives.

CPUC Decision 23-06-055 that approved 3C- REN's new portfolio also directed administrators of energy efficiency programs to continue to expand the deployment of programs that use NMEC to measure energy savings. In addition, legislative direction seems to be trending towards some new energy efficiency programs now being required to use NMEC as one of the methods to measure and report energy savings.

3C-REN is one of the few administrators with a population NMEC program, the single-family Home Energy Savings Program. Active since March 2022, the Home Energy Savings Program has funded 250 projects and has 400+ in the pipeline; it has 23 enrolled energy efficiency installers and has paid over \$600,000 in incentives. Recurve Analytics Inc. (Recurve) completed a request for proposals and was selected as the implementer of the single-family residential program. Recurve, along with 3C-REN staff, have designed a successful program.

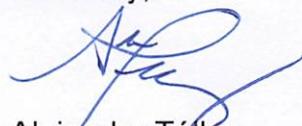
In order to comply with CPUC directives, 3C-REN teams decided to use Recurve and the NMEC framework set in place by the single-family Home Energy Savings Program to quickly advance the ramp up period of the Commercial Marketplace program. The intent is to continue to recruit energy efficiency installers but to also have those already proficient in the NMEC model under the single-family Home Energy Program to also be installers for the Commercial Marketplace program. This will not only help 3C-REN programs but will also help the Tri-County Region workforce to strengthen their skills with new program models and have them be competitive with all new technologies.

Specifically under this Contract, Recurve will schedule and facilitate a 3C-REN Commercial Marketplace Program project kickoff meeting with 3C-REN team to discuss program goals, design, incentive structures, measurement and verification plans, an outreach plan and general program operations; facilitate check-in meetings; perform progress reporting duties by providing quarterly and annual written progress reports; support the development and updates of program implementation planning and manuals; provide quality assurance by providing the baseline annual consumption amounts for each project, anticipated energy savings and measures or other energy efficiency improvements identified for installation; and leveraging the processes already in place for NMEC programs to ensure delivery of a cost-effective program.

For the reasons outlined in this letter, it is recommended that your Board approve and ratify the County Executive Officer's execution of the Contract between the County of Ventura and Recurve for services related to the design and implementation of 3C-REN's Commercial Marketplace Program, in the not-to-exceed amount of \$465,357, effective December 31, 2023, through December 31, 2024. (Exhibit 1) It is also recommended that your Board authorize County Executive Officer or designee to approve amendments and modifications to the Contract 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, and the Auditor-Controller's Office. If you have questions concerning this item, please contact Alejandra Téllez, Sustainability Officer, at (805) 654-3835.

Sincerely,



Alejandra Téllez
Sustainability Officer



Dr. Sevet Johnson, PsyD
County Executive Officer

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