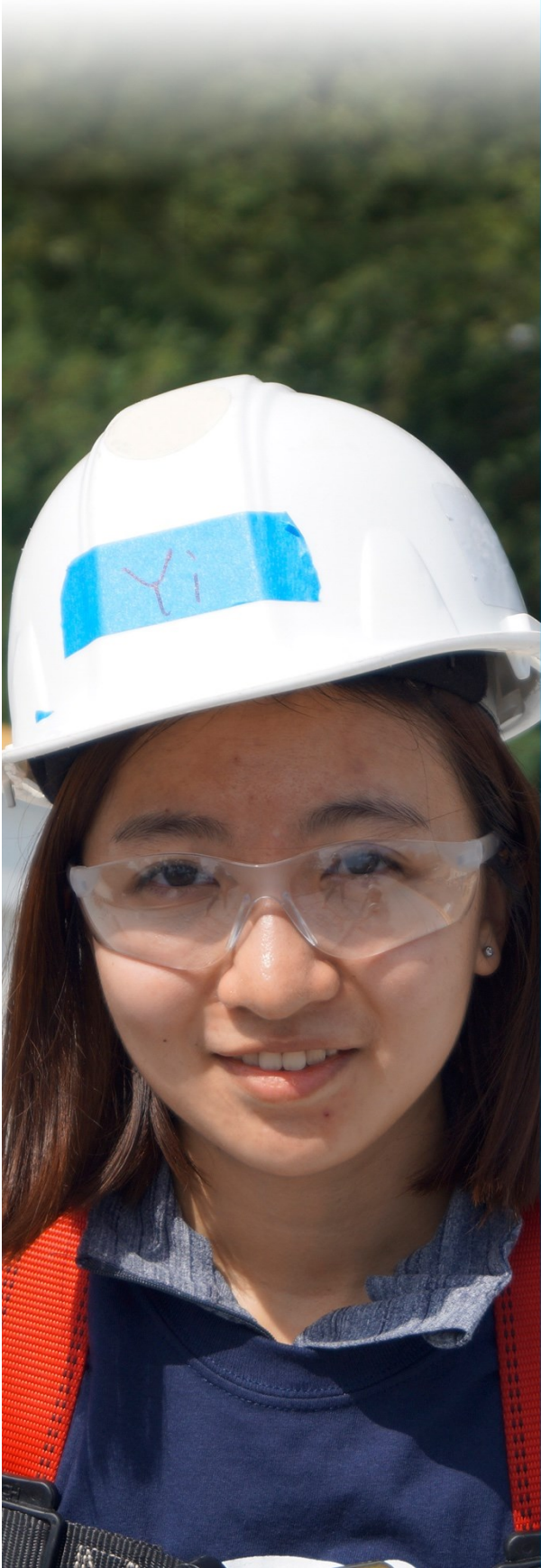




Solar on Multifamily
Affordable Housing



SOMAH

Semiannual Progress Report

Reporting period
January 1, 2021 – June 30, 2021



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1. Executive Summary

In the fourth reporting period for SOMAH, the program continued virtual engagement with stakeholders and program participants to understand and adapt to the impacts of the COVID-19 public health crisis. Application data continued to track projected construction timelines, with construction being rescheduled to the end of 2020 and into 2021. Additional funding was released for PG&E, SCE and SDG&E in Q1 and Q2 with plentiful funding for all IOU territories preventing waitlists in all five territories and allowing immediate application review. The newest program offering, Progress Payment Pathway, launched in April with the first progress payment requests submitted later that month. Marketing, education and outreach (ME&O) efforts continued to focus on increasing Track A participation, the number of participating projects in disadvantaged communities (DACs)¹ and contractor diversity. With COVID-19 restrictions easing and local governments focused on post-pandemic economic recovery, the SOMAH ME&O team intensified its stakeholder outreach, specifically to local governments. The SOMAH Program Administrator (PA) also revised the [Eligible SOMAH Properties Map](#) to make it more valuable to program participants and stakeholders.

1.1 COVID-19 Acknowledgement

The COVID-19 public health crisis, and the SOMAH PA's response, continued to impact the program in this reporting period. With the majority of 2020 affected by the impacts of the COVID-19 public health crisis, and lingering effects felt in the first half of 2021, the SOMAH PA continues to acknowledge the impacts to SOMAH participants, stakeholders and the solar industry. The SOMAH PA understands that the industry will be affected for some time to come and continues to encourage participants to provide feedback on the barriers and impacts they are facing. Despite these impacts, the program has continued to see projects progress with their design, construction and interconnection efforts. The SOMAH PA maintains a dedicated webpage, CalSOMAH.org/COVID19, to provide the most up-to-date program information and resources on this topic. The SOMAH PA remains committed to prioritizing health and

¹ Disadvantaged communities for the SOMAH program are currently defined as census tracts scoring in the top 25% statewide on the [CalEnviroScreen 3.0 map](#). Properties located in one of 22 additional census tracts that are in the top 5% of pollution burden but that do not have an overall CalEnviroScreen score because of unreliable socioeconomic data are also eligible.



safety during this time, while working to advance the goals of the SOMAH program and help build a resilient California.

2. Background

The Solar on Multifamily Affordable Housing (SOMAH) program provides financial incentives for installing photovoltaic (PV) energy systems on multifamily affordable housing. The program is designed to deliver clean power and credits on energy bills to hundreds of thousands of California's affordable housing residents. The program was created by California Assembly Bill (AB) 693 (Stats. 2015, Ch. 582), authored by State Senator Susan Talamantes Eggman (D-District 05) (then Assemblymember) and signed by Governor Jerry Brown in 2015. Senate Bill (SB) 92 (Stats. 2017, Ch. 26), adopted with the 2017-18 State Budget, further clarified the budget for the program. California Public Utilities Commission (CPUC) Decision (D.)17-12-022 (effective Dec. 14, 2017) implemented AB 693 and changed the name of the program to the Solar on Multifamily Affordable Housing (SOMAH) program to distinguish it from other state clean energy and low-income solar programs. D.17-12-022 established the program's budget, incentive structure and eligibility policies, among other items.

The SOMAH program serves utility and community choice aggregator (CCA) customers in the territories of Pacific Gas and Electric Company (PG&E), Southern California Edison Company (SCE), San Diego Gas & Electric Company (SDG&E), Liberty Utilities Company and PacifiCorp. Funded through greenhouse gas (GHG) allowance auction proceeds, SOMAH has a program budget of up to \$100 million annually for 10 years and an overall target to install at least 300 megawatts (MW) of generating capacity by 2030.

The program is determined to be transparent and accountable to the communities it serves. It is administered by a team of nonprofit organizations that provides a host of no-cost services to maximize participation and community benefit. These services include comprehensive technical assistance for property owners and contractors, tenant education resources and job training opportunities. A community advisory council provides input into program implementation and helps ensure the program maximizes benefits to the communities it is designed to serve. The SOMAH program is jointly administered by the Association for Energy Affordability, Center for Sustainable Energy® and GRID Alternatives, in collaboration with the California Housing Partnership and Rising Sun Center for Opportunity. The SOMAH program is overseen by the California Public Utilities Commission (CPUC).



2.1 Application Pathways: Track A and Track B

The SOMAH program is designed to accommodate participation at varying stages of a solar PV installation, ranging from initial property owner engagement and assessment of a property's solar installation capacity to projects for which the contractor has already been selected or installations that are underway or recently completed. There are two tracks to apply for a SOMAH incentive: Track A and Track B. The SOMAH PA designed the program with two incentive track choices to tailor the user experience based on the stage of a project, i.e., whether the program participant is just starting their journey with going solar, has a shovel-ready project or has recently completed the installation. Both tracks provide fixed, capacity-based incentives for qualifying solar energy systems, using the Expected Performance Based Buydown (EPBB)² methodology.

Track A is designed for property owners who receive direct program marketing and outreach from the SOMAH PA and its network of community-based organization (CBO) partners. Track A provides upfront technical assistance (TA) services for property owners to supply them with a well-rounded understanding of their property's energy needs and the educational, technical and financial resources that are available to facilitate valuable energy efficiency upgrades and a solar installation. Participants that select Track A will have their incentive funding earmarked for the duration of the three-month upfront TA period, prior to a reservation request. Track A participants typically do not have an identified contractor and are guided through a multiple bid process to select an eligible solar contractor for their project. The SOMAH PA has recently noted instances of an owner opting to withdraw from Track A to reapply as Track B after receiving TA services, ahead of the multiple bid process, and will continue working with owners to tailor their experience to support the successful participation of each project, regardless of application track

Track B is designed for property owners who receive direct program marketing and outreach from an eligible contractor, project developer or similar entity. Projects in this track have already identified an eligible solar contractor who has already performed or will provide the client assessment and design services that may include a solar site assessment, initial design, financing options review, contract review, etc. Projects that select Track B are not eligible for upfront TA and may waive the requirement to participate in the multiple bid process by submitting the Multiple Bid Waiver with the

² EPBB incentives are based on the system's capacity and design, which provide an estimate of the system's future performance.



Reservation Request Package. Instead of upfront TA, Track B projects are eligible for standard TA, which is further described in Section 3.4.

For Track A and B projects, incentive funding will be reserved for 18 months based on the date the Reservation Approval Notice is issued.

The following figure shows the application steps for Track A and Track B.

Figure 1 – Track A and Track B Application Steps



2.2 Eligibility Options: Qualification Option A — Low-Income and Qualification Option B — Disadvantaged Communities

Regardless of the application track selected, properties can qualify for the SOMAH program in one or both ways, known as Qualification Option A and Qualification Option B. A property may be eligible for SOMAH by meeting the requirements of Option A, Option B or both. All properties must be at least five units and meet the definition of deed-restricted, affordable housing in P.U. Code 2852(A)(3)(a)(i) and also meet Qualification Option A or B. Qualification Option A refers to properties in which at least 80% of the units are reserved for households at or below 60% of the area median income (AMI), and Qualification Option B refers to properties that are located in a disadvantaged community (DAC) as identified by CalEnviroScreen and CalEPA. Section 3.1.1, Applications and Incentive Statistics, further elaborates on each type of the qualification options for the SOMAH program.

2.3 Program Budget

SOMAH has a program budget of up to \$100 million annually, with at least 90% of the funds allocated to incentives and up to 10% allocated to the administrative budget. To



ensure transparency for program stakeholders, the SOMAH PA compiles and submits a Semiannual Expense Report (SAER). The SAER tracks expenditures by category, totaling program incentives and administration expenses incurred by the SOMAH PA, CPUC Energy Division (ED) and the investor-owned utilities (IOUs). The SAER is posted twice a year to the California Distributed Generation Statistics [website](#) in conjunction with this Semiannual Progress Report.

2.3.1 Program Administrative Budget

The administrative budget is shared by the SOMAH PA, CPUC ED and the IOUs. The SOMAH PA tracks the program expenses in four main categories: SOMAH Program Administration; Marketing, Education & Outreach (ME&O); Technical Assistance; and Workforce Development. Figure 2 provides a snapshot from the SAER and outlines total program administrative expenditures through June 30, 2021.

Figure 2 – Total Program Administrative Expenditures by Category

| Category | |
|--|-----------------|
| Investor-owned Utility (IOU) Expenses | \$3,401,006.34 |
| SOMAH California Public Utilities Commission (CPUC) Expenditures | \$499,483.43 |
| SOMAH Marketing, Education & Outreach (ME&O) | \$5,535,870.49 |
| SOMAH Program Administration | \$11,175,749.33 |
| SOMAH Technical Assistance | \$524,863.68 |
| SOMAH Workforce Development | \$1,039,952.82 |
| Total | \$22,176,926.09 |

More detailed expenditure information can be found at https://www.californiadgstats.ca.gov/programs/#_subsection_17.

2.3.2 Program Incentive Budget

The SOMAH PA publishes updated program incentive budget information for each IOU territory to the California Distributed Generation Statistics [website](#) on a weekly basis. Because each IOU territory's annual incentive budget varies based on their specific GHG allowance auction proceeds, the SOMAH PA maintains five individual reservation queues and up to five waitlist queues, when applicable. Collections for each funding cycle are expected to be available in Q1 (PG&E, SCE and SDG&E) and Q2 (Liberty and PacifiCorp). The funds for each utility territory may be released at different times, with the collections based on each utility's Energy Resource Recovery Account (ERRA) or Energy Cost Adjustment Clause (ECAC). PG&E and PacifiCorp funding will be released quarterly versus the annual lump sum release of the other territories.



In Q3 2020, the SOMAH PA refreshed the format of [Table 2: Cumulative Program Budget](#) on California Distributed Generation Statistics with clarification of the annual budget years/collection period and an additional column for the funds allocated through the under-collection true-up process where the IOUs were directed to set aside additional funding in their 2020 ERRA and ECAC Applications to make up for under-collections in the 2016-2019 program years. A summary of funding releases for the first half of 2021 includes the following territories and dates: PG&E (2/24 and 6/7) and SCE and SDG&E (2/24). Figure 3 summarizes the committed and remaining budget for the SOMAH program. Figure 4 summarizes the program dollars collected by fiscal year to date and identifies application totals and available program funds.



Figure 3 – Project Capacity and Budget

| | | Waitlist | | Earmarked | | Pending Reservation | | Reserved | | Completed | | Application Totals | | Total Budget (\$) | Remaining Budget (\$) |
|-------------------|---------|---------------|-------------|---------------|-------------|---------------------|-------------|---------------|-------------|---------------|-------------|--------------------|-------------|-------------------|-----------------------|
| | | Capacity (MW) | Budget (\$) | Capacity (MW) | Budget (\$) | Capacity (MW) | Budget (\$) | Capacity (MW) | Budget (\$) | Capacity (MW) | Budget (\$) | Capacity (MW) | Budget (\$) | | |
| PG&E | Track A | 0 | 0 | 0.273 | 872,266 | 0 | 0 | 0.118 | 141,390 | 0 | 0 | 0.391 | 1,013,656 | 160,136,731 | 90,714,902 |
| | Track B | 0 | 0 | 0 | 0 | 8.691 | 18,086,066 | 22.782 | 50,195,869 | 0.050 | 126,238 | 31.523 | 68,408,173 | | |
| | Total | 0 | 0 | 0.273 | 872,266 | 8.691 | 18,086,066 | 22.900 | 50,337,259 | 0.050 | 126,238 | 31.914 | 69,421,829 | | |
| SCE | Track A | 0 | 0 | 0.191 | 609,851 | 0 | 0 | 0.294 | 850,901 | 0 | 0 | 0.485 | 1,460,752 | 202,691,059 | 153,040,201 |
| | Track B | 0 | 0 | 0 | 0 | 4.793 | 11,200,713 | 16.326 | 35,353,304 | 0.932 | 1,636,089 | 22.051 | 48,190,106 | | |
| | Total | 0 | 0 | 0.191 | 609,851 | 4.793 | 11,200,713 | 16.620 | 36,204,205 | 0.932 | 1,636,089 | 22.536 | 49,650,858 | | |
| SDG&E | Track A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 49,843,974 | 29,148,090 |
| | Track B | 0 | 0 | 0 | 0 | 1.871 | 4,182,997 | 7.675 | 16,512,887 | 0 | 0 | 9.546 | 20,695,884 | | |
| | Total | 0 | 0 | 0 | 0 | 1.871 | 4,182,997 | 7.675 | 16,512,887 | 0 | 0 | 9.546 | 20,695,884 | | |
| PacifiCorp | Track A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 4,090,312 | 3,830,348 |
| | Track B | 0 | 0 | 0 | 0 | 0.134 | 259,964 | 0 | 0 | 0 | 0 | 0.134 | 259,964 | | |
| | Total | 0 | 0 | 0 | 0 | 0.134 | 259,964 | 0 | 0 | 0 | 0 | 0.134 | 259,964 | | |
| Liberty Utilities | Track A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 1,273,350 | 948,545 |
| | Track B | 0 | 0 | 0 | 0 | 0.081 | 166,409 | 0.088 | 158,396 | 0 | 0 | 0.169 | 324,805 | | |
| | Total | 0 | 0 | 0 | 0 | 0.081 | 166,409 | 0.088 | 158,396 | 0 | 0 | 0.169 | 324,805 | | |
| TOTAL | Track A | 0 | 0 | 0.464 | 1,482,117 | 0 | 0 | 0.412 | 992,291 | 0 | 0 | 0.876 | 2,474,408 | 418,035,426 | 277,682,086 |
| | Track B | 0 | 0 | 0 | 0 | 15.570 | 33,896,149 | 46.871 | 102,220,456 | 0.982 | 1,762,327 | 63.423 | 137,878,932 | | |
| | Total | 0 | 0 | 0.464 | 1,482,117 | 15.570 | 33,896,149 | 47.283 | 103,212,747 | 0.982 | 1,762,327 | 64.299 | 140,353,340 | | |



Figure 4 – Cumulative Program Budget

| | 2016 Budget (\$) | 2017 Budget (\$) | 2018 Budget (\$) | 2019 Budget (\$) | Under- collections True-up (\$) | 2020 Budget (\$) | 2021 Budget (\$) | Application Totals (\$) | Total Budget (\$) | Remaining Budget (\$) |
|----------------------|---------------------|---------------------|---------------------|---------------------|---------------------------------------|---------------------|---------------------|----------------------------|----------------------|--------------------------|
| PG&E | 1,740,992 | 4,359,110 | 39,330,000 | 33,963,300 | 31,620,584 | 34,898,605 | 14,224,140 | 69,421,829 | 160,136,731 | 90,714,902 |
| SCE | 2,733,251 | 4,536,250 | 35,213,205 | 36,768,272 | 45,542,591 | 37,689,090 | 40,208,400 | 49,560,858 | 202,691,059 | 153,040,201 |
| SDG&E | 0 | 0 | 9,270,000 | 9,104,076 | 11,343,785 | 10,294,957 | 9,831,156 | 20,695,884 | 49,843,974 | 29,148,090 |
| PacifiCorp | 422,443 | 961,291 | 1,009,512 | 1,150,528 | 0 | 546,538 | TBD | 259,964 | 4,090,312 | 3,830,348 |
| Liberty Utilities | 132,440 | 258,329 | 314,706 | 419,517 | 0 | 148,358 | TBD | 324,805 | 1,273,350 | 948,545 |
| TOTAL | 5,029,126 | 10,114,980 | 85,137,423 | 81,405,693 | 88,506,960 | 83,577,548 | 64,263,696 | 140,353,340 | 418,035,426 | 277,682,086 |



3. Program Progress — Key Performance Areas

The overall SOMAH program budget is allocated between incentive budgets and administrative budgets. The SOMAH PA administrative budget is further tracked through four categories: Program Administration, ME&O, Workforce Development and Technical Assistance. The following sections describe progress to date and notable metrics in each of the four categories.

3.1 Program Administration

The SOMAH program opened on July 1, 2019, which included the opening of the online application database (PowerClerk) for application submissions, launching the online bidding tool and commencing the publication of program statistics through the SOMAH Incentive Budget Report and SOMAH Working Data Set on the California Distributed Generation Statistics [website](#). The first iteration of the Semiannual Expense Report (SAER) was submitted on July 31, 2019, and the Semiannual Progress Report (SAPR) on January 31, 2020.

3.1.1 Applications and Incentive Statistics

SOMAH kicked off 2021 with ample funding available in all five IOU territories with a total remaining budget of nearly \$150 million across the program at the close of 2020. Both SDG&E and PG&E had active waitlists in 2020 but ended the year with a remaining budget of nearly \$7 million and nearly \$46 million, respectively. No territory has had a waitlist since Q4 2020 (SDG&E). The SOMAH PA does not forecast any program waitlists in the immediate future based on the total amount of available funding along with the application submission trends thus far in 2021.

Figure 5 – Application Status by IOU Territory

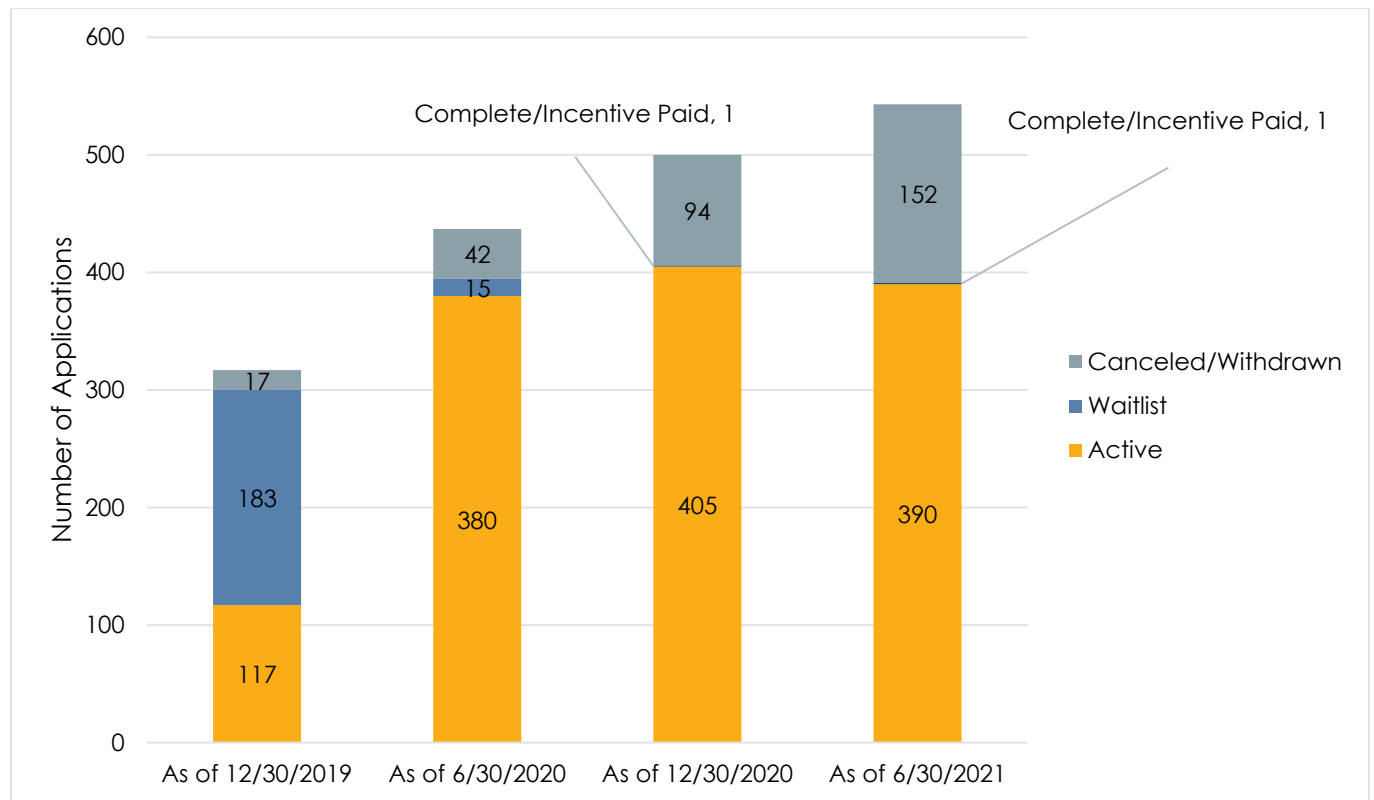
| Program | Active | Complete/ Incentive Paid | Waitlist | Canceled/ Withdrawn | Total |
|----------------------|------------|--------------------------------|----------|------------------------|------------|
| PG&E | 212 | 1 | 0 | 71 | 284 |
| SCE | 120 | 0 | 0 | 56 | 176 |
| SDG&E | 55 | 0 | 0 | 25 | 80 |
| Liberty Utilities | 2 | 0 | 0 | 0 | 2 |
| PacifiCorp | 1 | 0 | 0 | 0 | 1 |
| Total | 390 | 1 | 0 | 152 | 543 |

N = 543



There are two main ways for previously allocated funds to become available for other projects. First, a project may be canceled by the SOMAH PA due to missed deadlines or not meeting program eligibility. Second, incentive funds may become available through the course of application review. For example, adjustments made to system size after receiving consumption data from the IOU will affect the reserved incentive amount. The SOMAH PA has observed that the majority of projects will reduce their system size after receiving the consumption data during the Reservation Request Milestone, and therefore, the reserved incentive will be reduced. These previously allocated funds are then applied to waitlisted projects (when applicable) through an ongoing reconciliation process by the SOMAH PA. Similarly, the SOMAH PA maintains a buffer in each territory's budget to accommodate potential increases in system size and incentive amount as a result of consumption data from the IOU, anticipated future load additions, solar sizing tool recommendations or other reasons. Without an easy method for applicants to retrieve the tenant consumption data before the program application is submitted for review, additional steps are completed by the SOMAH PA and the applicant, which typically result in a longer reservation request review timeline.

Figure 6 – Cumulative Applications Received





Between January and June 2021, a total of 43 applications were submitted to the SOMAH program. Of these, 30 new applications were submitted in Q1, and 13 new applications were submitted in Q2. All 2021 new applications were submitted in two of the larger IOU territories (PG&E and SCE), and no new projects were received for SDG&E, PacifiCorp or Liberty. Of the new applications, 74% were submitted to PG&E and 26% were submitted to SCE. The previous reporting periods included 63 new applications in July – December 2020, and 120 in January – June 2020. While the 2021 new applications represent a continued interest in the program, the number of new applications has decreased, and the SOMAH PA is highly motivated to increase program participation and targeted property types, like DACs, with marketing, education and outreach (ME&O) efforts through the remainder of the year. More information about SOMAH's ME&O efforts is included in Section 3.2, Marketing, Education and Outreach.

Typically, the SOMAH PA anticipates larger influx of submissions prior to July's incentive step-down due the changing incentive rate. With the Energy Division's approval of the SOMAH PA's 120-day extension request, that date has been postponed to October 29, 2021 at the latest, pending publishing of the report by the National Renewable Energy Laboratory (NREL) to be used for the analysis. As a result, the SOMAH PA now predicts the previous annual June influx will likely be delayed to later in Q3, closer to the extended step-down date in October.

In response to recommendations from the [Phase 1 Program Evaluation Report](#) (2020), the SOMAH PA implemented data fields to track reasons for canceled and withdrawn projects. The SOMAH PA intends to use this information to support follow-up with property owners on projects that were not feasible or interested at this time but still eligible for the program. Despite new application submissions, effects of the COVID-19 public health crisis are still impacting application progression. The program also saw an increase in canceled and withdrawn applications, largely due to voluntary withdrawals. In the first reporting period of 2021, a total of 57 applications were canceled or withdrawn, with COVID-19 impacts cited as a common part of the reason why the project is no longer feasible or of interest. Several applications were also canceled because they did not meet eligibility criteria for the SOMAH program. A cancellation reason is recorded when projects are unable to meet their given deadlines in the application process. The SOMAH PA has extended considerable flexibility and support to help stakeholders and participants navigate the new environment as a result of COVID-19. As California begins to reopen, however, the SOMAH PA is working to tighten up the review process in hopes to keep applications moving forward. As a result, overdue applications without timely applicant response will face cancellation.



From conversations with contractors and property owners in the past 18 months, it is evident that contractors are continuing to prioritize their portfolios of SOMAH projects and are eager to move forward with completing installations and interconnections to finalize projects. Applicants and property owners have given valuable feedback for the projects that have chosen not to or are unable to move forward with the SOMAH program after initial application submission. This feedback has helped the SOMAH PA better address barriers to program participation, which have been supported through offerings like the EECM Postponement option, discussed later in this section, and the Progress Payment Pathway, included in Section 3.1.2, Program Payments.

Construction timelines are also important information for the SOMAH PA to track, not only for the progress of the application queue, but for broader program planning, in particular project completion. Of the data points collected at the first application milestone, Reservation Request (RR), the applicant is required to enter the project's construction start date or projected construction start date. At the start of each subsequent milestone, Energy Efficiency Compliance Milestone, Proof of Project Milestone and Incentive Claim Milestone, applicants are prompted to report if construction has started or update the projected construction start date if not. The SOMAH PA also maintains consistent communication with SOMAH contractors with active applications. This communication with contractors and program applicants, along with data collection for construction timelines, helps to support forecasting efforts for program activities as well as tailored project assistance for unique application situations. Figure 7 is a table of the construction timeline information reported in applications thus far.

Figure 7 – Construction Timeline Insights

| Date | Construction has Commenced | Projected Construction Start Date |
|---------|----------------------------|-----------------------------------|
| 2019 | 3 | 0 |
| Q1 2020 | 4 | 0 |
| Q2 2020 | 0 | 13 |
| Q3 2020 | 2 | 7 |
| Q4 2020 | 6 | 97 |
| Q1 2021 | 0 | 24 |
| Q2 2021 | 0 | 137 |
| Q3 2021 | 0 | 73 |
| Q4 2021 | 0 | 14 |
| Q1 2022 | 0 | 8 |



In previous reporting periods, projects were projecting to start construction primarily in early 2020, which was largely impacted by the heightened impacts of the COVID-19 public health crisis. As a result, construction timeline projections have continued to shift through 2020 and into 2021. The SOMAH PA expects that projected construction start dates will continue to fluctuate through 2021 as projects progress and are better able to forecast construction timelines with more certainty. Additionally, it is likely that the public health crisis will continue to have lingering impacts on construction plans and project timelines. With the country's plans, and California in particular, focusing on reopening this summer, the SOMAH PA looks forward to supporting the pipeline of SOMAH projects that have continued to persevere through uncertainty and unforeseen obstacles. Updated construction start dates will continue to post as projects continue to progress to future milestones through their 18-month reservation period. Updated information will continue to be made available in subsequent progress reports.

At the end of 2020, only five projects had started construction. By the end of Q2 2021, this number has increased to 15 projects. Taking into consideration the significant planning and timeline changes projects underwent in 2020 as a result of COVID-19 impacts, the SOMAH PA considers this increase positive and projects a higher trajectory of growth forthcoming for construction start and completion. This forward movement also aligns with application progression trends, as many projects have reached the Proof of Project Milestone, which highlights contract execution and construction start shortly after if construction has not kicked off at the Proof of Project Milestone already.

The SOMAH PA anticipates that more projects will begin construction as California continues to lift COVID-related restrictions and projects continue to prioritize completing PV installations. Most SOMAH projects previously approximated that their respective construction would begin in Q4 2020. However, most projects are now reporting an expected start date of Q2 2021, which was the biggest shift in anticipated start dates for this reporting period. In the previous report, 54 projects expected to start construction in Q2 2021, and during this reporting period, this number has increased to 137. The SOMAH PA predicts construction timelines to stay in relative flux until California's statewide reopening fully unfolds over the summer months but has not seen significant impacts to the 18-month reservation timelines at this time.



Figure 8 – Applications by Incentive Track

| Assigned Incentive Track | Active | Complete/ Incentive Paid | Waitlist | Canceled/ Withdrawn |
|--------------------------|--------|-----------------------------|----------|------------------------|
| Track A | 4 | 0 | 0 | 19 |
| Track B | 386 | 1 | 0 | 133 |

N = 543

In Q1 and Q2 2021, a total of 11 Track A applications were submitted; however, 10 of these projects were canceled. Cancellation reasons varied—some properties were ineligible at the time of application submission, while others wanted to forgo the required three-bid process and reapply as a Track B application with their chosen contractor instead. The property owners for these projects often chose Track A to explore the multiple bidding platform and to review the multiple bid process before ultimately deciding to continue the project as a Track B application with contractors with whom they have existing relationships.

From the Track A applications submitted in 2021, one project has received Track A approval. This project has requested cancellation; however, as the property owner decided to continue SOMAH with a contractor with whom they had an existing relationship. This project will reapply as a Track B application in the near future. Regardless of application track, the PA is pleased the project will be moving forward and that the property owner received the support they requested. The SOMAH PA maintains consistent and transparent communication with property owners as well as detailed feedback regarding various program requirements. SOMAH's technical assistance team and SOMAH's affordable housing specialists ensure property owners receive guidance through every part of the Track A application process. Additionally, ME&O efforts to reach property owners will continue throughout 2021.

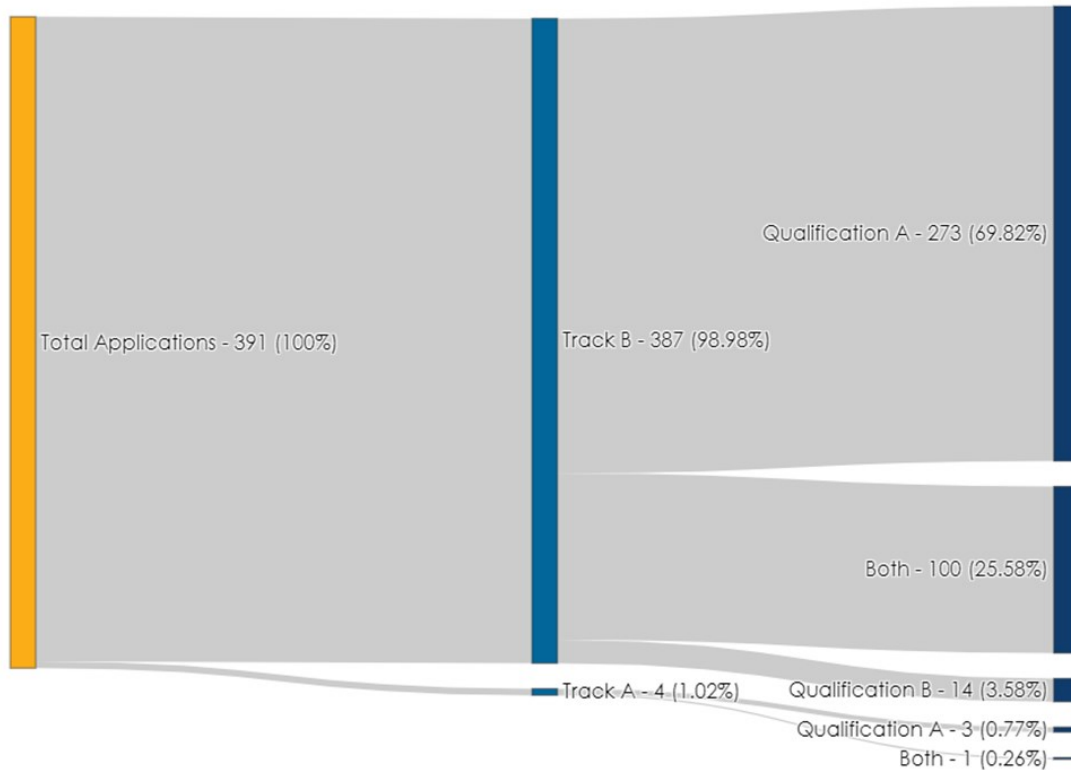
Along with the incentive track type (Track A or Track B) differentiating applications, the eligibility pathway for how the project qualifies for SOMAH is another key distinction for an application. Projects must satisfy one or both of the following options:

- Qualification Option A: 80% of property residents have incomes at or below 60% of the area median income as determined by the Department of Housing and Community Development.
- Qualification Option B: The property is located in a disadvantaged community (DAC) as identified by the California Environmental Protection Agency.
- Both: The property meets the requirement of 80% of property residents having incomes at or below 60% of the area median income and is located in a DAC.



Figure 9 shows the breakdown between application track and eligibility pathways during this period of performance.

Figure 9 – Property Eligibility by Incentive Track



Of the 391 active applications³ received, approximately 72% qualified for the program through Qualification Option A, approximately 3% qualified for the program through Qualification Option B, and approximately 25% qualified for the program through both Qualification Option A and Qualification Option B. DAC project participation has hovered between 25-31% since the program opened in July 2019. The percentage of active applications located in DACs held steady at 29% of total applications at the close of this reporting period, and the SOMAH PA continued its efforts to increase program participation from DACs. At the end of 2020, the SOMAH PA provided the

³ Active applications are those that have not been canceled or withdrawn. This figure includes waitlisted applications as well, which have not had their project information vetted, including their property eligibility qualification. Waitlisted applications are held in the waitlist status (categorized as Pending Reservation Approval) and reviewed once funding becomes available to move them off the waitlist.



Commissioner’s Office a memo describing potential options for increasing participation by eligible properties located in DACs and has conducted stakeholder outreach in 2021 to determine the best path forward. In the last reporting period, the [Semiannual Progress Report](#) included a summary of the CPUC DAC Participation Memo. Figure 10 further breaks down the property eligibility statuses by count and percentage to highlight the number of DAC qualifying properties.⁴ In 2021, the SOMAH PA will continue to consider the different ways in which program participation can increase for DAC qualifying properties.

Figure 10 – Property Eligibility by Reservation Status

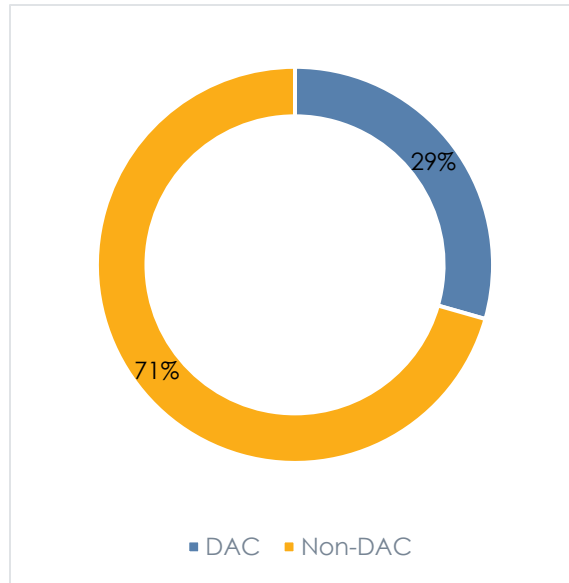
| Property Eligibility | Pending Reservation Approval | Reservation Approval Received | Complete/ Incentive Paid | Waitlist | Canceled/ Withdrawn |
|---|------------------------------|-------------------------------|--------------------------|----------|---------------------|
| Qualification A - 80% of property residents have incomes at or below 60% of the area median income as determined by the Department of Housing and Community Development | 62 | 213 | 1 | 0 | 112 |
| Both A and B | 15 | 86 | 0 | 0 | 25 |
| Qualification B - The property is located in a disadvantaged community as identified by the California Environmental Protection Agency. | 5 | 9 | 0 | 0 | 13 |
| Unknown ⁵ | 0 | 0 | 0 | 0 | 2 |

N = 543

⁴ DACs are not distributed evenly across the IOU territories. The percentage of census tracts that are DACs in each IOU territory varies, along with the overlap of eligible properties in a DAC by each IOU territory. The SOMAH PA does not know of any properties located in DACs in Liberty Utilities or PacifiCorp territories.

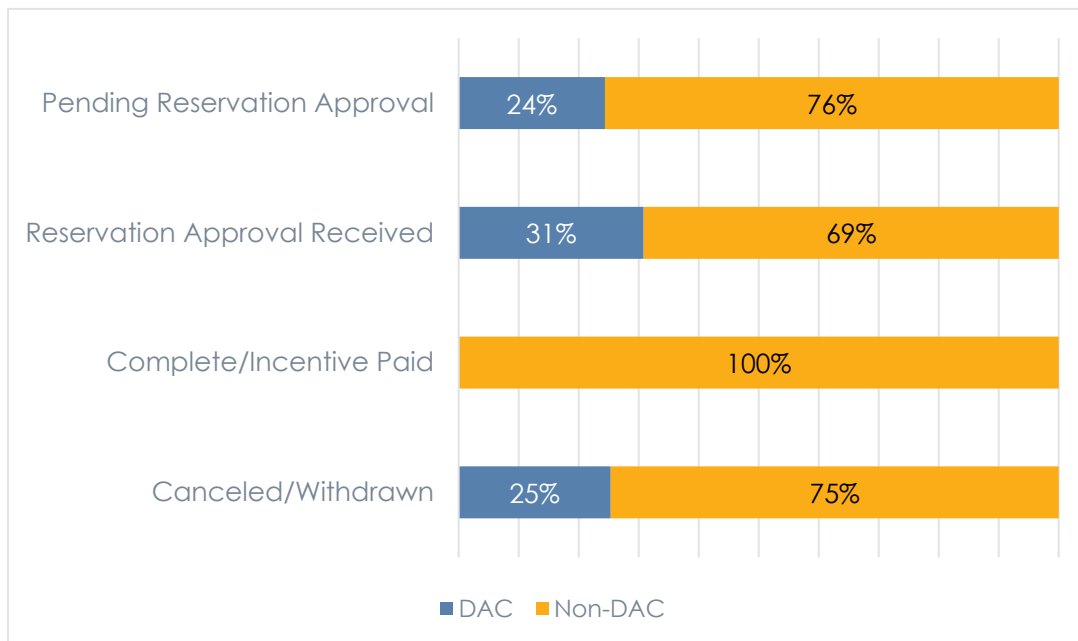
⁵ “Unknown” represents canceled Track A projects that did not submit property eligibility documentation prior to cancellation.

Figure 11 – Overall Property Eligibility



N=391

Figure 12 – Property Eligibility by Reservation Status



N=541

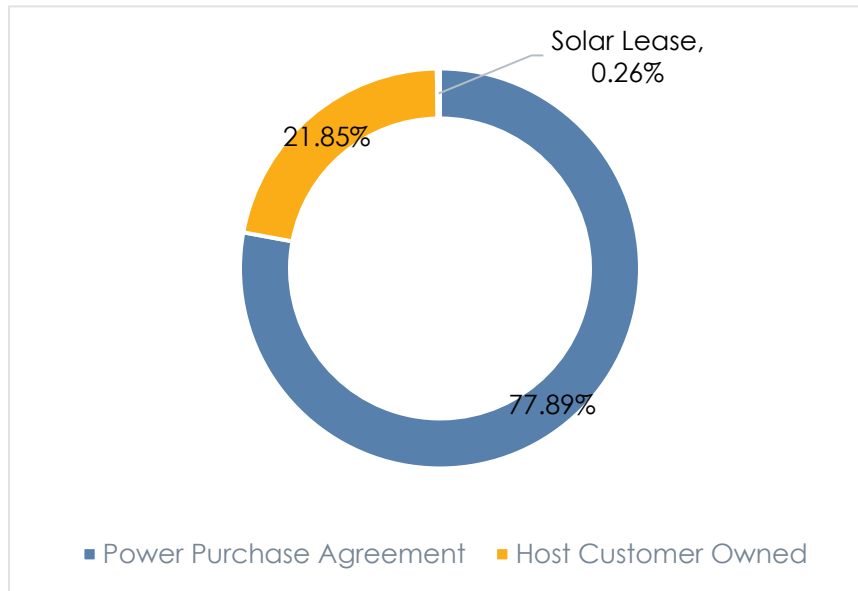


The Reservation Request Milestone is the first step of the application process for Track B projects and vets the project's eligibility to participate in the program. The Reservation Request Package is a robust and distinguishable milestone for all projects to complete, with up to eight required documents and an application deposit before achieving reservation approval. The SOMAH PA maintained a strong focus on application review progress during this reporting period, with the number of reservation approvals during this reporting period increased from 191 to 306. Twelve applications are very close to completing the Reservation Request Milestone, with their document review complete but currently pending application deposit receipt before final reservation approval. The majority of active SOMAH applications have moved past the Reservation Request Milestone and well into the Energy Efficiency Compliance Milestone, the Proof of Project Milestone and the Incentive Claim Milestone.

The electronic payment options for application deposits continues to be a very popular option for participants, which is also an asset for the SOMAH PA to streamline the application deposit processing as the final step in processing reservation approvals. The electronic payment offering has been extended to progress payments (more information in Section 3.1.2) and final incentive claim payments as well, with early participant feedback suggesting a high interest in using electronic payments for incentives as well.

Not only is reservation approval a significant achievement for an application, it also signals an important handoff of information between the SOMAH PA and IOUs. Based on mandates in the CPUC's Final Decision, the SOMAH PA sends monthly reports to the IOUs for Energy Savings Assistance Program (ESA) referrals of projects with reservation approval for each month, as well as a rolling list of all projects with approved reservations. These reports highlight an important part of data exchange between the SOMAH PA and IOUs, which encourages program benefits with "warm" ESA leads and valuable pipeline information for future interconnections from reservation approvals. The outcome of the monthly reported ESA leads is collected annually in Q4, with returned data from the IOUs based on completed projects that have received SOMAH incentives.

Figure 13 – System Ownership Type



As shown in Figure 13, the large majority of SOMAH projects (nearly 80%) are third-party owned (TPO) systems. The largest share of TPO systems are power purchase agreements (PPAs) or what some contractors term solar service agreements (SSAs). Preliminary property owner and contractor feedback suggests the third-party ownership option is more financially feasible for property owners. Additionally, some contractor companies have preferred system financing/ownership options for their installations, which is a likely influence on the system ownership breakdown for the current application queue.

Figure 14 – System Ownership Type by Property Eligibility

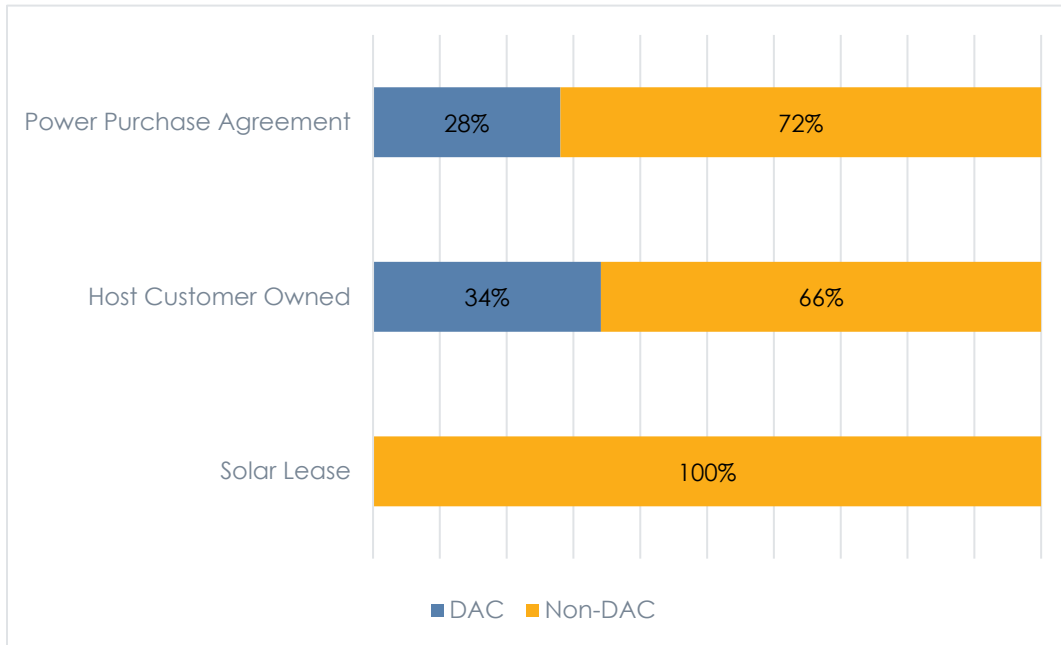
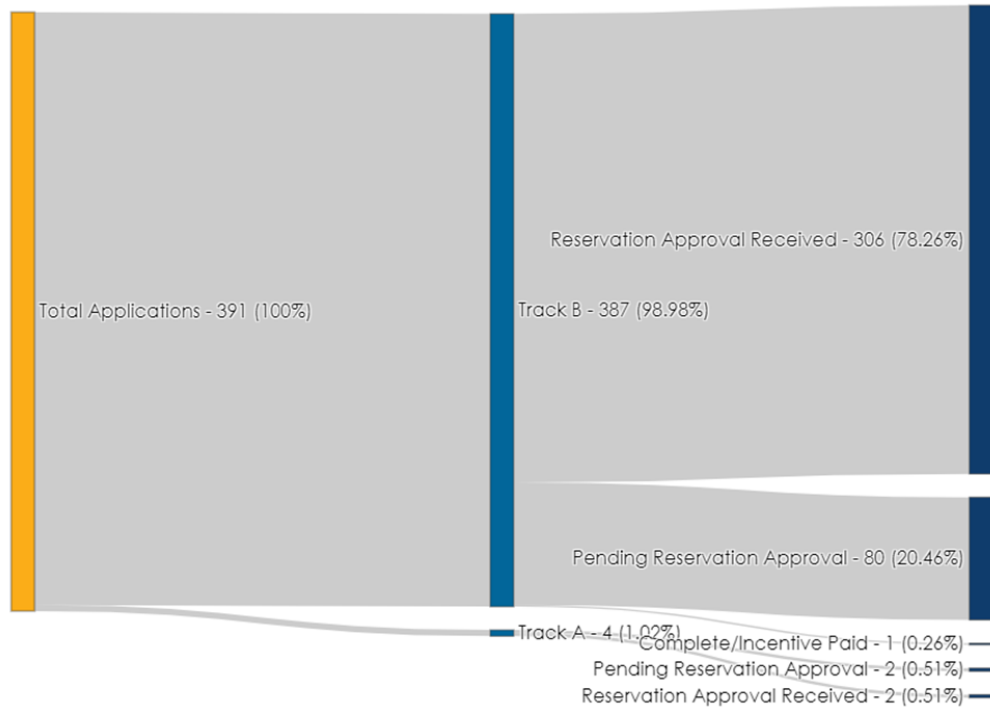


Figure 14 further segments system ownership types by DAC and non-DAC properties. While solar leases are exclusively being used for non-DAC properties (less than 1% of active SOMAH projects as shown above), the split of DAC and non-DAC projects is relatively similar for host customer owned systems and power purchase agreements. Additionally, the respective 28% and 34% shares of DAC projects are also similarly aligned with the number of DAC projects at 29% of the total active SOMAH projects.

Figure 15 – Application Status by Incentive Track



See Appendix A for a full list of application statuses and descriptions.

Completing application milestones is an important part of progressing applications and collection of project data for the program. In the fourth reporting period for SOMAH, the program now has applications in all stages of the application, construction and completion processes representing each of the program's four-milestone application processes (including the unofficial milestone, Progress Payment Pathway). With application processing efforts yielding 115 new projects advancing to approved reservation status, the Reservation Request and Energy Efficiency Compliance Milestones are important steps in determining project eligibility and the eligible system size, as they consider consumption history and available energy efficiency upgrades. Proof of Project Milestone and Incentive Claim Milestone provide information on the contracted and executed system as well as provide proof of compliance with the program's job training and tenant education requirements.

The goal for the Energy Efficiency Compliance Milestone (EECM) is to assess the project site for energy efficiency opportunities, focusing on reducing site consumption before producing solar energy at the property. There are two pathways to fulfill the EECM requirement: Pathway 1 - energy efficiency whole-building walkthrough audit and



Pathway 2 - recent or active participation in an approved whole-building energy upgrade program, documentation of a recent California Tax Credit Allocation Committee (TCAC) rehabilitation or documentation that the property was completely constructed under a recent version of Title 24. Pathway 1, whole-building walkthrough audit, has posed some challenges with the COVID-19 environment. Thus, the SOMAH PA introduced a postponement option in which projects could enroll to submit the milestone at either the Proof of Project Milestone or the Incentive Claim Milestone. As of this reporting period, 148 projects are enrolled in the Energy Efficiency Compliance Milestone (EECM) Postponement. Currently, there are five active projects that did not choose to postpone and have their Energy Efficiency Compliance Milestone approved.

To accommodate challenges with completing program requirements due to COVID-19 restrictions, the SOMAH PA introduced the EECM Postponement option in early July 2020. The EECM Postponement option was offered as a temporary program response allowing projects that have received reservation approval to postpone submitting their EECM documentation up to submission of the Incentive Claim Milestone. This option was developed due to challenges with property restrictions creating barriers to complete the whole-building walkthrough audit and other on-site activities. While a temporary offering, EECM Postponement was widely used to keep projects active in the program and progressing further. At the Q2 2021 Public Forum, the SOMAH PA announced an end to the EECM Postponement option effective September 13, 2021. This timeline is tied to 90 days after the reopening of California, June 15, 2021. The SOMAH PA will continue to honor any projects that are approved for EECM Postponement with no impacts to those project timelines.

Of the projects that have utilized the EECM Postponement option, it has been a mix of projects choosing to fulfill the EECM requirement at Proof of Project Milestone versus at Incentive Claim Milestone submission. As more projects advance to these final milestones and completed status, the SOMAH PA will share additional information on the frequency that the postponement option was used and when the subsequent documentation was submitted in future reports.

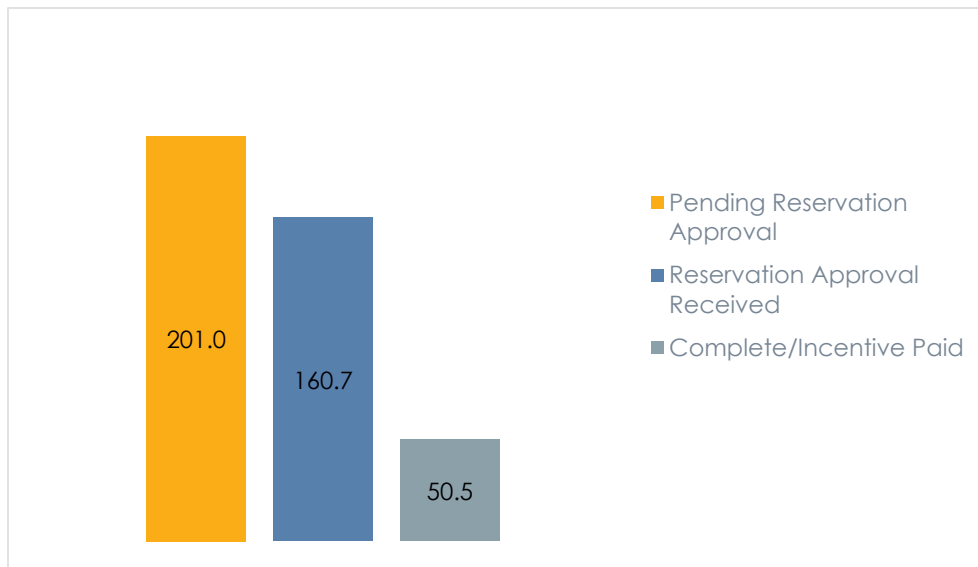
Looking beyond EECM, there are 106 active projects that have had their Proof of Project Milestone (PPM) approved. As more projects progress to PPM and beyond, the SOMAH PA anticipates receiving more information about subcontractors that some projects are utilizing. This subcontractor information helps to provide further insight on the diversity of contractors engaging in and benefiting from the SOMAH program. Currently, one contractor is utilizing subcontractors on seven different applications. In



total, there are five separate subcontracting companies that are working to support completion of these seven different applications.

In this reporting period, six contractors have progressed a portion of their application portfolios to the Proof of Project Milestone (PPM), Progress Payment Pathway and Incentive Claim Milestone stages. The SOMAH PA continues to work closely with contractors to ensure compliance and understanding of the warranty and contracting program requirements for the documentation submitted at PPM. While the first completed project, PGE-SOMAH-101, finalized its incentive claim and final payment in Q4 2020, three additional projects (in SCE territory) have completed incentive claim and are working through the invoicing and payment process to be issued in Q3. Further information on completed projects and incentive claim is forthcoming in future reports as applications continue to progress through their 18-month reservations and ultimate project completion with incentive payment.

Figure 16 – Average System Size (kW) by Reservation Status



N = 389

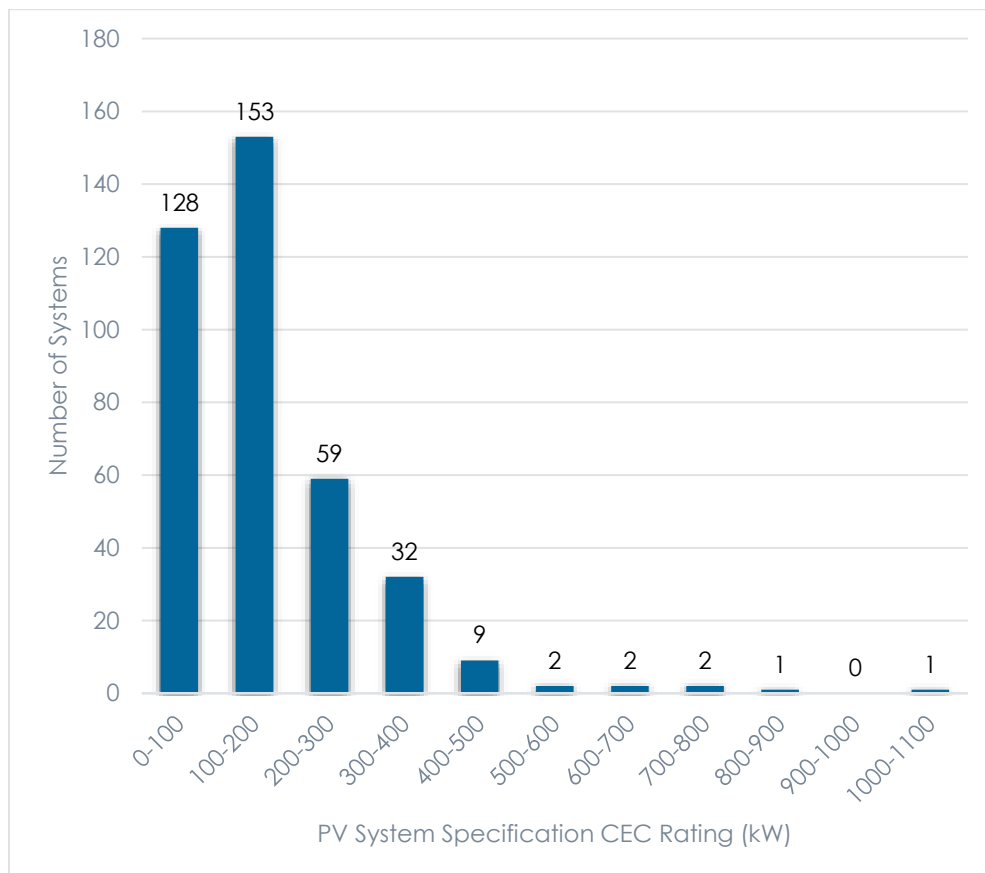
Validating each project's system size with aggregated annual electrical consumption history from IOU data requests is a key step of the reservation request, prior to approval. Figures 16, 17 and 18 outline system size statistics for the average and largest projects across the IOU territories.

Figure 17 – Average System Size (kW) by IOU Territory

| Program | Pending Reservation Approval | Reservation Approval Received | Complete/ Incentive Paid | Waitlist | Canceled/ Withdrawn |
|-------------------|------------------------------|-------------------------------|--------------------------|----------|---------------------|
| PG&E | 168.3 | 144.2 | 50.5 | 0.0 | 205.5 |
| SCE | 338.1 | 181.1 | 0.0 | 0.0 | 213.1 |
| SDG&E | 170.1 | 174.4 | 0.0 | 0.0 | 191.7 |
| Liberty Utilities | 81.1 | 87.6 | 0.0 | 0.0 | 0.0 |
| PacifiCorp | 134.5 | 0.0 | 0.0 | 0.0 | 0.0 |

N = 517

Figure 18 – Distribution of System Sizes (kW)



N = 389



From the approved reservations, data shows that projects reduce their system size by an average of 32% from initial submission. The data has shown a continued trend in the percent of total system size adjustment between initial application submission and reservation approval but notes that newer projects (submitted in 2020 and 2021) are trending with smaller adjustments overall. The SOMAH PA attributes this shift to contractors evolving experience with the program and availability to assess the project sites and solar potential prior to submitting the incentive application. While using standard measurements assumptions like kW/square foot can be helpful starting point, this trend shows that contractors are using all resources available and taking a real-world approach to system sizing as projects are developed and compared with site consumption history by the SOMAH PA. Additionally, the average system cost is \$4.02/watt⁶ with a total expected aggregate annual output of 110,176,660 kWh⁷ for the active SOMAH projects in queue.

⁶ Project costs are not considered verified until review of the installation contract and associated costs at the Proof of Project Milestone. The numbers used in this average are estimates reported for the projects currently in queue and are likely to fluctuate in future reporting periods.

⁷ Expected aggregated annual output is an estimate based off the PV equipment and system configuration specifications currently listed for all active applications in PowerClerk. This figure is subject to change based on updated system designs for projects in queue. System components and configuration are not verified until the on-site inspection at the Incentive Claim Milestone, which directly impact the expected output of the PV system.

Figure 19 – Progress to 300 MW

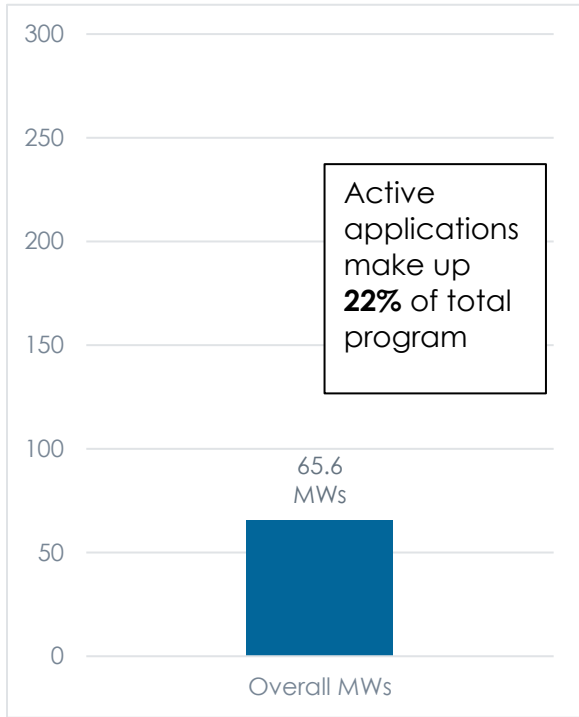


Figure 20 – Percent of Program MW by Reservation Type

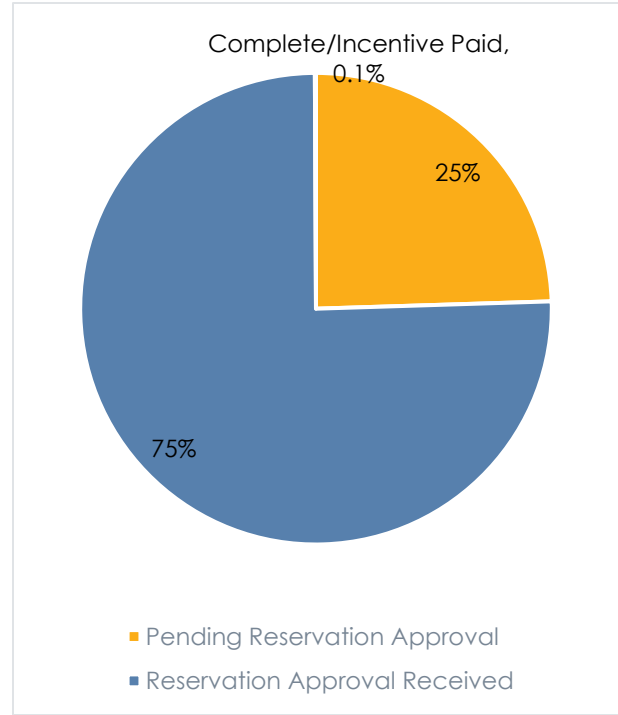


Figure 21 – Project Density and Location Visualizations

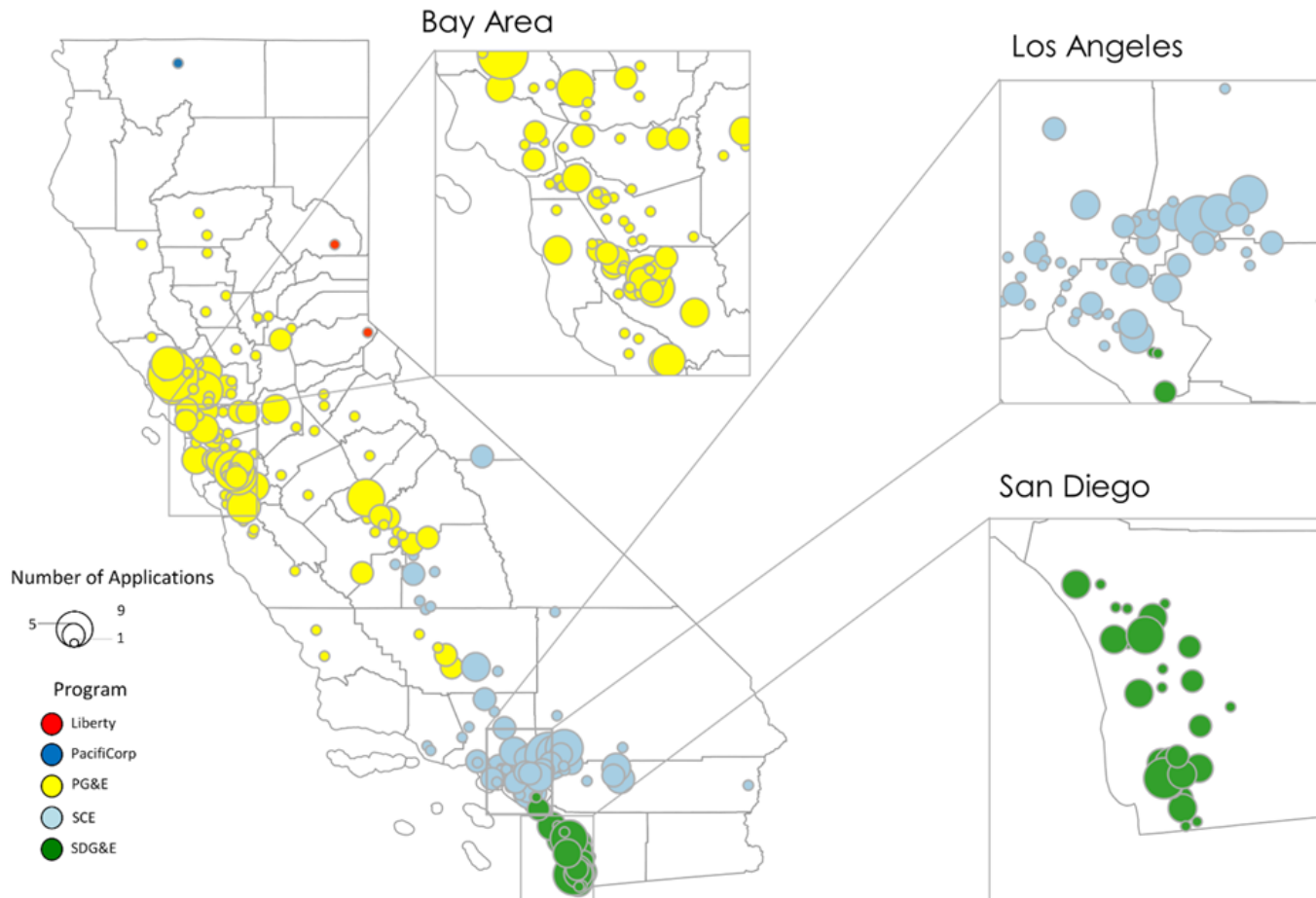


Figure 21 shows the geographic distribution of property locations for applications received to date. For additional detail, a closer view is provided for areas of higher density in the San Francisco Bay Area, San Diego and the greater Los Angeles area.

Figure 22 – Eligible SOMAH Properties Map

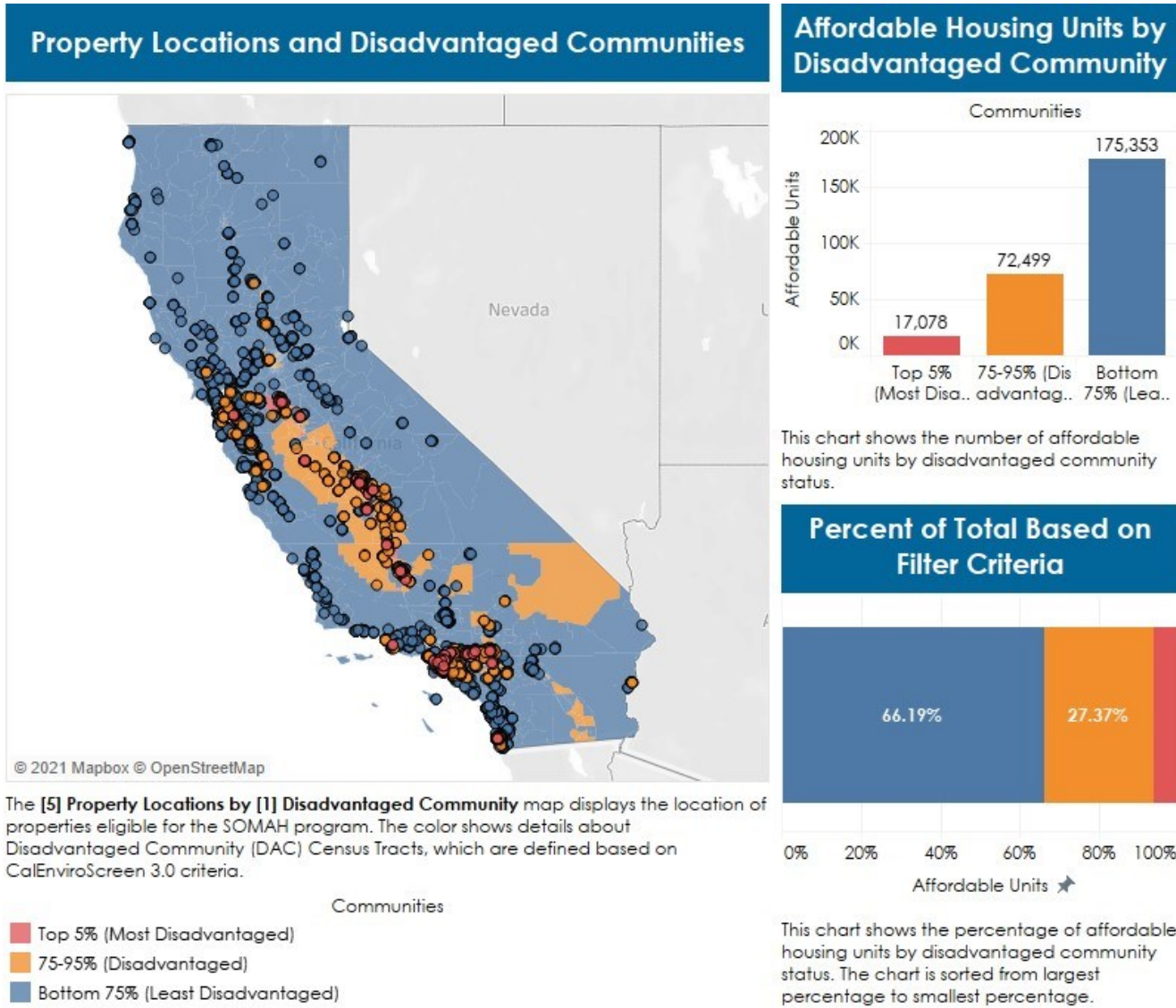




Figure 22 provides a snapshot of the new Eligible SOMAH Properties Map, launched in March 2021. The map is based on data from the California Housing Partnership's Preservation Clearinghouse. It is designed for use by SOMAH participants, generally solar contractors. The interactive visuals show multifamily affordable housing as well as current SOMAH applications, allowing users to filter by street address, ZIP code, main SOMAH eligibility requirements, legislative districts and SOMAH applications. The map provides color coding based on a property's location in CalEnviroScreen defined disadvantaged communities, utility territories, legislative districts and climate zones. Further edits to the map will be released in Q3-Q4 2021 and will include county-based breakdowns and a visual overlay of federal congressional districts, as well as breakdowns of the total property count and percent of active applications based on filters.

3.1.2 Program Payments

Overview of the Progress Payment Pathway

In spring 2020, solar contractors expressed that the COVID-19 public health crisis was significantly impacting their business models and access to financing, creating further barriers to finance projects. The shelter-in-place restrictions had also caused permitting delays, which further impacted project timelines and exacerbated financing issues by delaying completion of milestones required for the incentive payment. In response, the SOMAH PA explored different payment models to help alleviate the cash flow issues the projects were experiencing. This effort ultimately resulted in what the program offers today with the two-payment option known as the Progress Payment Pathway, with one payment equaling 60% of the calculated incentive amount and the remaining incentive amount issued after incentive claim approval.

While a primary goal of progress payments is to alleviate cash flow issues reported by participating contractors, progress payments will provide additional benefits to the program, including dismantling barriers to increase contractor diversity. The development process of progress payments included PA consultation with program participants and stakeholders to develop the two-payment pathway for progress payments with Advice Letter 118-E submission on September 18, 2020. Energy Division then approved Advice Letter 118-E on December 21, 2020, and the SOMAH PA spent Q1 2021 focused on preparation to launch progress payments in April 2021. The program has a dedicated [landing page](#) for progress payments and held a topical webinar on February 25, 2021, to review program requirements and summarize program reporting and available resources.



Payment Options

Depending on the application timeline and installation status, a project can move forward with the standard, one-payment at the Incentive Claim Milestone or apply for a progress payment after completing the Proof of Project Milestone (PPM). A project is eligible for the Progress Payment Pathway after it has received a PPM approval and the system has been fully installed or mechanically complete. Mechanical completion is defined as the point at which all PV equipment has been installed, including the net generation output (NGO) meter socket and the system wiring has been completed, but the authority having jurisdiction (AHJ) and local utility inspections have not yet taken place and the system has not yet been granted permission to operate (PTO) from the utility. If a PV system has already been granted PTO, the project is not eligible for a progress payment. In addition, the incentive claim deadline can be no less than four months from the Progress Payments Pathway submission date. All projects are required to complete a live virtual walkthrough (VWT) with the SOMAH PA to verify the system installation. This will consist of a video call, with the participant walking the SOMAH PA through the site to show the system components, including the installed PV modules, installed inverter and the project site address with the street number visible. After a completed VWT, the SOMAH PA grants approval for the progress payment, which is 60% of the calculated incentive amount. The remaining incentive amount will be issued after an approved incentive claim and verified on-site inspection. Alternatively, should a project be ineligible or not interested in the Progress Payment Pathway the full incentive is issued as a one-payment to the designated payee after an approved incentive claim and verified on-site inspection as a standard incentive payment.

With the Progress Payment Pathway launch in April, the program saw the first three submissions for progress payments at the end of the April with a fourth submitted at the end of June. These projects (all in SCE territory) worked through May and June to meet the program requirements and are slated to have the progress payments issued in Q3. The SOMAH PA anticipates more activity with progress payments during the next reporting period, with one contractor reporting that most, if not all, of their projects are projected to request the progress payment. Upon launching progress payments, the SOMAH PA added additional data fields to the working data set on [CaliforniaDGstats](#) that will indicate an approved opt-in to the Progress Payment Pathway and the resulting progress payment amount. Figure 23 outlines payment details for the program with a summary of the number progress payment and standard payments issued and the applicable dollar amount associated. While completed (paid) projects volume and data are still low, the progress made thus far in 2021 and feedback shared from



program participation suggests Q3 and Q4 will have increased activity for completed projects and project advancement with progress payments.

Figure 23 – Program Payment Statistics

| Program | Progress Payments Issued | Progress Payments Total (\$) | Final Incentive Payments Issued | Incentive Payments Total (\$) |
|-------------------|--------------------------|------------------------------|---------------------------------|-------------------------------|
| SCE | 2 | \$474,570 | 3 | 1,636,089 |
| PG&E | 0 | - | 0 | - |
| SDG&E | 0 | - | 0 | - |
| PacifiCorp | 0 | - | 0 | - |
| Liberty Utilities | 0 | - | 0 | - |

At the time of this report, both the progress payments and final incentive payments identified above are working through the invoicing process and have not been fully paid out to the recipients. Future Semiannual Progress Reports will include an update of program payment activity as highlighted in Figure 23 as well as some analysis of timelines between the two progress payments and details about in-progress projects that have received one of two payments and are still progressing to the finish line.

3.1.3 Online Bidding Tool

The online bidding tool is a platform used to connect property owners with eligible SOMAH contractors, providing an apples-to-apples bid comparison. The platform is available for all SOMAH participants and supports the multiple bid requirement for Track A projects. The online bidding tool maintains a repository of eligible SOMAH contractors that have completed the Contractor Eligibility Training webinar and registered their primary contact information with the SOMAH PA. SOMAH contractors can use the online platform to gain access to job leads, respond to project bid requests and demonstrate program compliance.

The online bidding tool serves three distinct functions. First, it allows the host customer to indicate their interest in receiving a bid from three contractors of their choice. This encourages the customer to do basic research on a contractor ahead of time, such as researching reviews, and then gives them the opportunity to select their top three contractors. Then, after the customer's selection of bidders, the tool notifies the SOMAH-eligible contractors, who then get in touch to begin the process of building a site-specific proposal. Finally, once all three contractors have completed proposals, the tool aggregates basic information about the proposal into a single user interface, which



allows the host customer to compare topline proposal information, including project cost, size, estimated date of completion and ownership type. The online bidding tool integrates with SOMAH's Project Bid Form, the eligible format to meet the multiple bid requirement. Whereas contractors have unique proposal generation tools and layouts with different underlying assumptions, SOMAH's requirement of a standardized bidding form harmonizes the detailed elements of a proposal into a consistent format containing objective and verifiable information.

While there was previous activity in 2020 for the online bidding tool, no new SOMAH projects have utilized the platform in this reporting period. At the end of 2020, the bidding tool platform was updated to include additional help text and a warning message before bid request submission. The SOMAH PA is also planning to roll out a warning message in the tool if no application number is provided with the bid request to better highlight whether the bid has been vetted as a SOMAH-eligible project yet. The SOMAH PA looks forward to reporting tool usage metrics and customer experience information in subsequent Semiannual Progress Reports when data is available in aggregate.

3.1.4 California Distributed Generation Statistics

The SOMAH Working Data Set, which reports on all applications received for the program across the five utility territories, is updated weekly on the California Distributed Generation Statistics [website](#). The website (previously named California Solar Statistics) has been a valuable tool for customer-sited solar projects since its inception under the auspices of the California Solar Initiative. The report includes data associated with all waitlisted, pending, installed, withdrawn and/or canceled projects. Reported data includes, but is not limited to, application data, contractor information, incentive amounts and solar PV system cost and technical specifications. All personally identifiable information is scrubbed from the data set to ensure customer privacy. The data set includes two resources, a "Data Key" and "Read Me" PDF for download. The Data Key is a short summary of the data fields displayed in the working data set, and the Read Me includes a summary table of fields added and/or removed from the working data set, as well as the effective date, for further transparency and ease of use to stakeholders accessing the data set.

The working data set continues to be a frequented resource for program stakeholders and participants to glean insights on program progress and trends. Program data from the working data set also populates data visualizations on the [SOMAH Statistics and Chart](#) page of California Distributed Generation Statistics. Seven charts and graphs are currently displayed on the page. The SOMAH PA is preparing to release four to six



additional charts and graphs as projects complete installation and interconnection in Q4 2021. Examples of these new charts and graphs include capacity installed, size of installed systems, average project costs and type of work performed by trainees. Section 4, Program Planning and Development, further elaborates on additional public reporting and transparency measures of the SOMAH program.

3.2 Marketing, Education and Outreach

SOMAH's marketing, education and outreach (ME&O) efforts in 2020 and 2021 have been substantially impacted by the COVID-19 pandemic, primarily in the SOMAH PA's and CBO partners' ability to conduct in-person outreach. ME&O activities for Q1 and Q2 2021 were guided by the 2021 ME&O Plan and focused on: 1) property owner outreach and growing the property owner pipeline; 2) efforts to increase contractor diversity; and 3) targeted local government engagement with the use of the Eligible SOMAH Properties Map.

3.2.1 2021 ME&O Plan

SOMAH finalized its 2021 ME&O Plan in early Q1 2021, which centered on five objectives, listed below. The SOMAH PA has been implementing the activities and programming to meet the plan objectives, specifically around participation, diversity and co-marketing. In Q3 2021, the SOMAH PA will begin planning for the development of the program's annual ME&O Plan for 2022.

SOMAH's ME&O Goals

- Goal 1: Engage property owners to build and maintain a multiyear pipeline of diverse projects
- Goal 2: Continue building a robust and diverse contractor base and support eligible contractor retention
- Goal 3: Ensure sufficient job trainee participation and preparation for SOMAH job training opportunities or relevant careers
- Goal 4: Educate SOMAH-eligible tenants and tenants living in participating SOMAH properties about the program and how to maximize their benefits
- Goal 5: Ensure stakeholders are informed of and helping to co-market the program

3.2.2 Evaluation and Surveys

The SOMAH PA continued to monitor and evaluate its efforts, from broad baseline data collection to targeted ongoing evaluation through surveys. In the first two quarters of 2021, new surveys developed included a COVID-19 impact survey, launched in Q1, and



a technical assistance survey, launching in Q3. In Q3 and Q4, surveys will focus on final project milestones, including the Project Completion Survey, which will evaluate the application process experience for the primary applicants (property owners or contractors), and job trainee surveys. See Figure 24 for a summary of planned and completed surveys.

Figure 24 – Number of Completed and Planned Surveys by Category

| Audience | Survey Name | Milestone/ Timeline | Launch Date | Frequency |
|---------------------------------------|--|---|---------------------|--|
| Contractors | Barriers to Entry | Post-eligibility webinar | Q4 2020 | Single launch and close |
| Contractors | Contractor Workforce Needs Assessment | Varies | Q4 2021- Q1 2022 | Single launch and close |
| Contractors | Job Trainee Performance Survey | Post-project install | Q3-Q4 2021 | Ongoing post- install |
| Contractors | Job Trainee Employed Survey | Post-project install | Q3-Q4 2021 | Ongoing: 3, 6, and 9 months after reported trainee hiring |
| Contractors and Property Owners | Covid-19 Survey | In SOMAH email listserv | Q1 2021 | Single launch and close |
| Applicants | Project Completion Survey | After incentive claim approval | Q3 2021 | Ongoing post- incentive claim |
| Property Owners | Property Owner Survey - No Application - In listserv | In SOMAH email listserv, no application | Q3 2020 | Annually* |
| Property owners | Property Owner Survey - No Application - Not in listserv | Before joining SOMAH email listserv | Q3 2020 | Ongoing |
| Property Owners | Technical Assistance (TA) | Post-TA → Reservation Request | Q3-Q4 2021 | Ongoing post- TA |
| Tenants | Tenant Education | Post-project install | Q3 2021 | Ongoing post- install |
| CBOs | CBOs Tenant Education | Post-project install | Q3 2021 | Ongoing post- install |
| IOUs | IOUs Tenant Education | Post-project install | Q3 2021 | Ongoing post- install |
| Job Trainees | Job Trainee Experience Survey | Post-project install | Q3-Q4 2021 | Ongoing post- install |

* Paused in 2021 due to redundancy from third-party evaluator survey.



COVID-19 Survey: This was a one-off survey to gauge the overall impacts of the pandemic and associated restrictions or regulations on contractors and property owners. Responses from property owners were not statistically significant. Contractor responses led to the following key lessons, which were shared in the Q2 Public Forum.

1. When asked what impact the COVID-19 pandemic had on SOMAH project installations, 74.6% indicated COVID-19 impacted their operations, with 61.5% stating that their operations were slowed significantly by COVID-19.
2. When asked what impacts installation projects were experiencing due to COVID-19, 90% indicated that the impacts were in staff capacity constraints and reduced cash flow.
3. When asked what components of the SOMAH application process were most impacted by COVID-19, 72.7% indicated completing on-site energy efficiency audit and 63.6% indicated completing general application requirements.

Third-Party Evaluator Surveys: SOMAH's third-party evaluator (Verdant) planned to conduct interviews and surveys with program participants for its Phase II program evaluation. The SOMAH PA worked in partnership with the third-party evaluator to avoid participant survey fatigue, providing applicable survey data that the SOMAH PA had collected and reviewing the evaluator's survey questions to avoid redundancy. Shared survey data included the 2021 COVID-19 survey and 2020 Contractor Barriers to Entry survey. The SOMAH PA did not launch its annual property owner Barriers to Entry survey due to overlap with the third-party evaluator's efforts and will instead utilize aggregated survey results from the third-party evaluator's property owner survey.

Most surveys now being conducted are ongoing surveys. These will be launched to applicants (property owners and contractors), job trainees and tenants through the final phases of the application process as part of ongoing program evaluation. Data from ongoing surveys will be analyzed periodically (semiannually initially). As more applications complete the Incentive Claim Milestone, analysis will become more frequent.

Q3-Q4 2021 Evaluation Efforts: To better understand barriers to participating in SOMAH, the SOMAH PA is holding focus groups with contractors and property owners who are in PowerClerk and subscribed to the program listserv, respectively, and have not yet participated in the program. These focus groups will be held in Q3 and Q4 of 2021. For property owners, these focus groups will build off feedback from the third-party evaluator and will help the SOMAH PA understand how to better build the SOMAH property owner pipeline, especially within DACs. The contractor focus groups will build off the Barriers to Entry survey and aim to identify barriers to participation for minority



and woman-owned contractors, contractors located in DACs and small (50 employees or less) contractors, in addition to identifying solutions to those barriers.

3.2.3 Contractors

The SOMAH PA has seen active participation in the program from the contractor stakeholder group. This is largely due to Track B applications, where contractors typically act as the applicant on behalf of the property owner. Due to restrictions from COVID-19, the SOMAH PA continued to focus outreach efforts to contractors through digital channels and virtual events.

A central contractor engagement method is bimonthly Applicant and Contractor Eligibility Trainings. Eligibility trainings were held in January, March and May, and additional training sessions will be held in the latter half of 2021. These eligibility trainings had a 61% attendance rate and occasionally included new staff members from already eligible contractor companies. Additional webinar series that contractors attended in Q1 and Q2 include:

- Progress Payment Pathway Webinar (*February 25: 62 attendees*)*
- Tenant Education Webinar (*March 2: 24 attendees*)*
- Lead Generation Tools Webinar (*April 22: 22 attendees*)
- Tenant Education Webinar (*June 22: 15 attendees*)*

*Attendees include contractors and property owners.

Both the Progress Payment Pathway and Lead Generation webinars focused on topics that contractors identified as barriers in the Barriers to Entry survey distributed in October 2020. The SOMAH PA will continue to provide resources and host events that support smaller contractors and make it easier to participate. Contractors were engaged through direct email as well as listserv communications. Communications focused on topics such as webinar invitations and promotions, public forums, programmatic updates and new funding releases, as many contractors apply for the program on behalf on property owners.

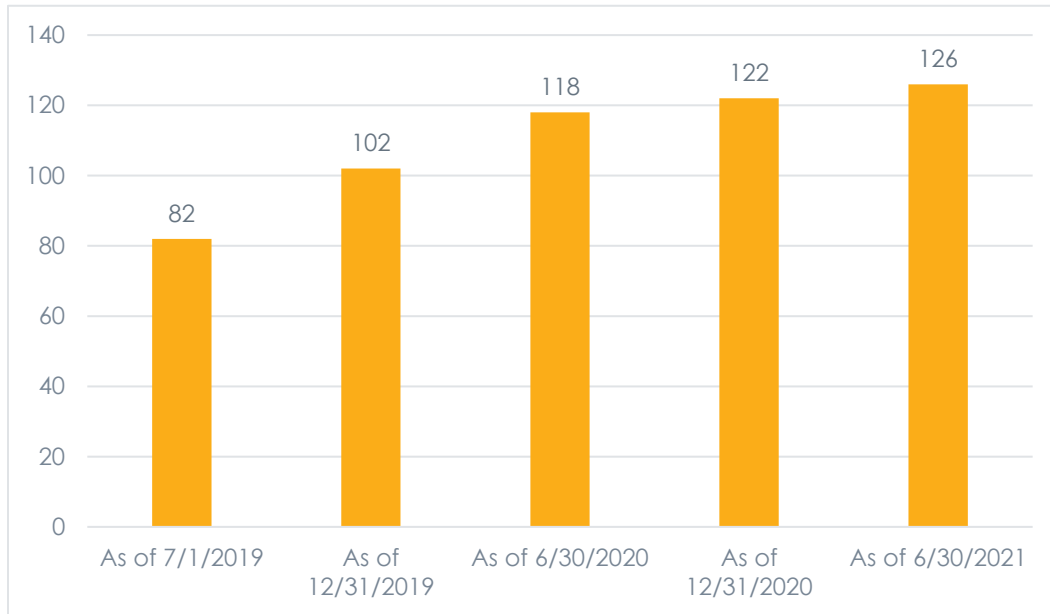
Contractors also relied on the SOMAH website for information, downloading resources and application-related documentation. The main contractors landing page was the most-visited webpage, with 636 pageviews and 438 unique pageviews. The most downloaded resources from the contractor webpage were the Solar Sizing Tool, Contractor Marketing Toolkit and VNEM Toolkit. This indicates that contractors are most frequently visiting the website for resources related to the application process and marketing materials.

The SOMAH PA provided support to interested contractors through the SOMAH hotline and general email inbox. Inbound inquiries ranged from general eligibility, program



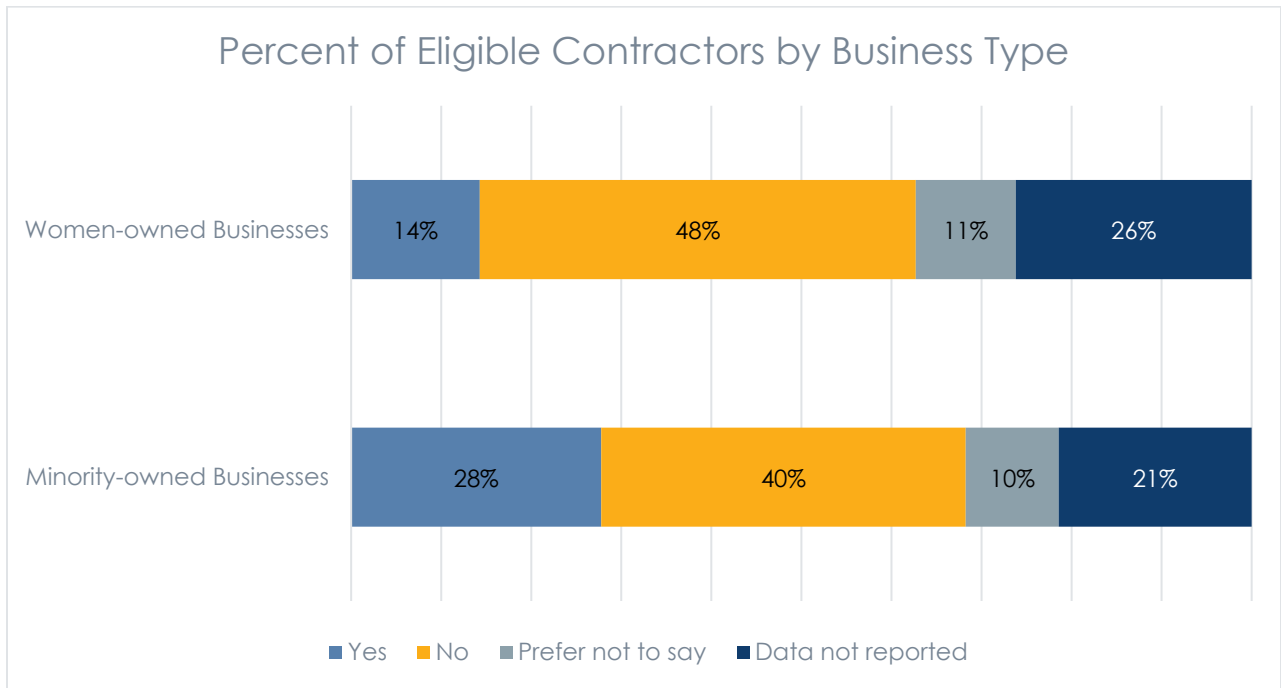
requirements and more application-specific questions. Additionally, upon request, the SOMAH PA hosted interest calls for individuals that were newer to the program and multifamily incentive programs in general to provide more one-on-one assistance.

Figure 25 – Number of Eligible Contractors Over Time



As shown in Figure 25, the current number of SOMAH-eligible contractors is 126. Overall, 12 new contractors were added to the program, while eight contractors were removed due to expired and nonrenewed licenses. One of the program requirements for contractors is to have an active A, B, C-10 or C-46 CSLB license. Therefore, when contractors do not have plans to renew their license, they are removed from the SOMAH-eligible contractors list. The decision to not renew licenses might have been due to uncertainty caused by the COVID-19 pandemic.

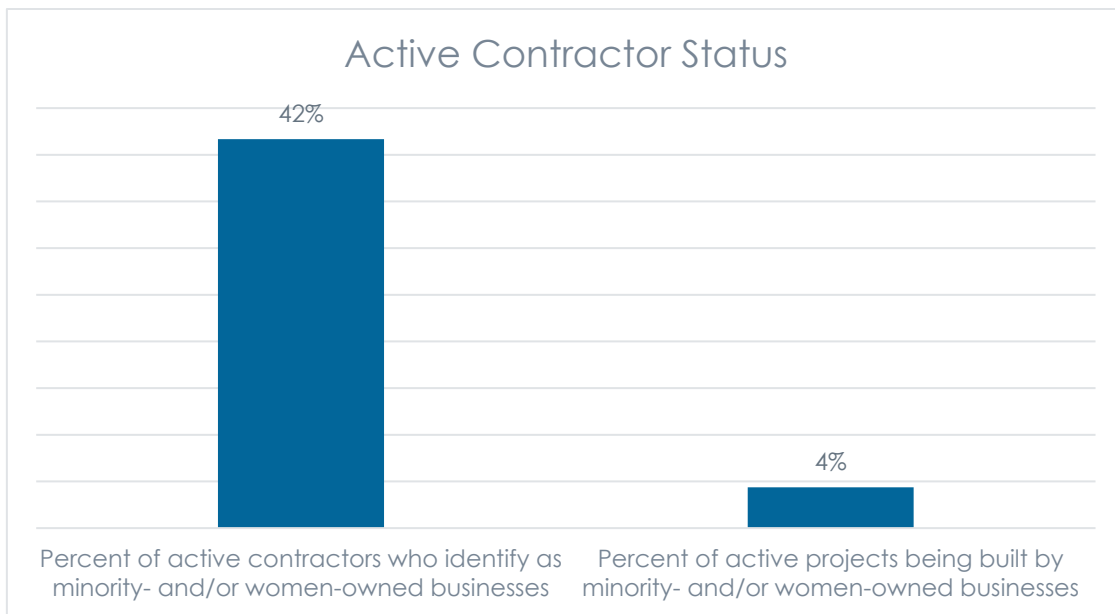
Figure 26 – Contractor Statistics



N = 126

The SOMAH PA also tracks the diversity and company size of contractors, capturing metrics on women-owned and minority-owned businesses. Figure 26 outlines the breakdown of overall contractor diversity in the SOMAH program, which includes contractors who have accounts in PowerClerk but do not have an application yet.

Figure 27 – Contractor Diversity



As shown in Figure 27, of the pool of eligible SOMAH contractors (who are in PowerClerk with or without an application), 42% identify themselves as minority- or woman-owned. Of the contractors that have active applications, only 4% identify themselves as minority- or woman-owned. Increasing contractor diversity continues to be a priority of the SOMAH PA.

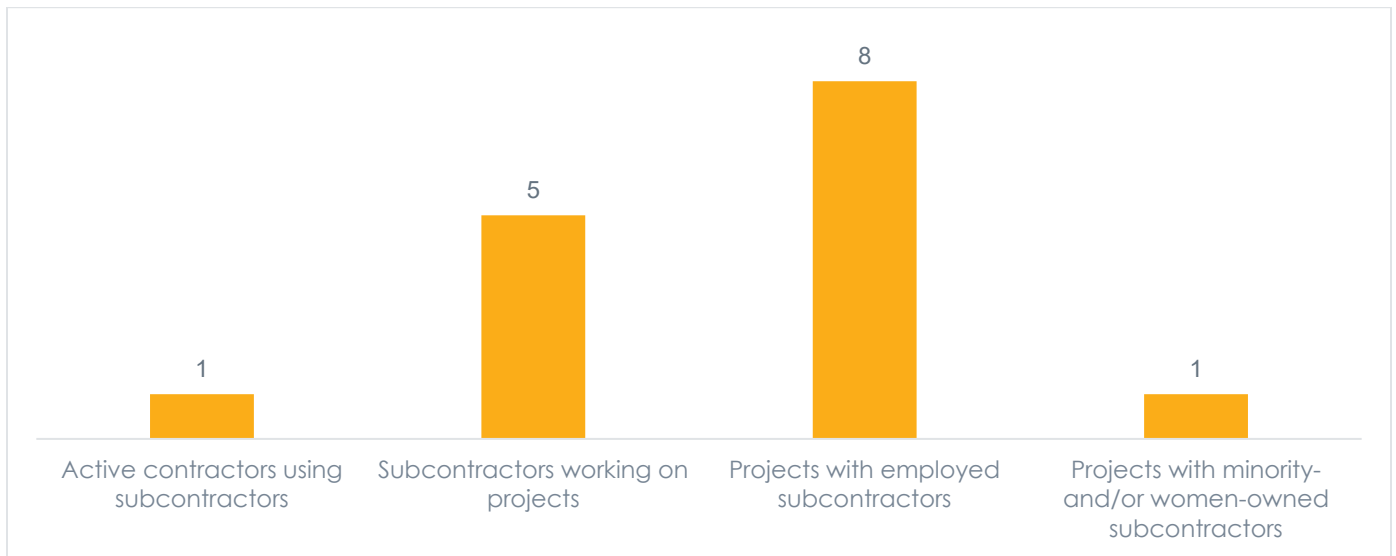
The SOMAH PA hopes to engage more directly with contractors at events and conferences as COVID-19 restrictions are lifted. The SOMAH PA will be participating in a virtual panel focused on equity at a contractor-focused national conference in July 2021. In the past, the SOMAH PA has seen that in-person outreach with contractors has been highly effective in building awareness of the program and getting direct contractor contact information to maintain engagement. The SOMAH PA will have more opportunities to present on the program and reach a broader audience of contractors in the remainder of 2021.

Once projects reach Proof of Project Milestone, the SOMAH PA receives data on subcontractors utilized on each project. A breakdown of these subcontractors is shown in Figure 28. The PA will use this data to better understand the diversity of all participating contractors in the program, not just primary contractors. During the Q3 and Q4 reporting period, the SOMAH PA plans to survey subcontractors on the barriers they may be facing in becoming primary contractors versus subcontractors. The PA wants to see increased diversity among primary contractors, while understanding that for some participating as a subcontractor may be more feasible. Regardless, this survey



will help the SOMAH PA understand how to better equip subcontractors to become primary contactors in the program. Ultimately, this information will help better represent contractor diversity by painting a clearer picture of the level of participation with subcontractors, who are also eligible SOMAH contractors.

Figure 28 – Subcontractor Statistics



3.2.4 Property Owners

This section will explore how the SOMAH PA has engaged property owners at two touchpoints: the first refers to contact with property owners and/or managers who have not joined the SOMAH listserv and/or initiated an application; the second refers to contact with property owners who have joined the SOMAH listserv and/or initiated an application. Since early 2021, the SOMAH PA has engaged property owners at these two touchpoints through direct emails, emails from the CalSOMAH listserv, webinars, a virtual conference and organic social media posts. Property owner outreach in 2021 has remained virtual due to COVID-19.

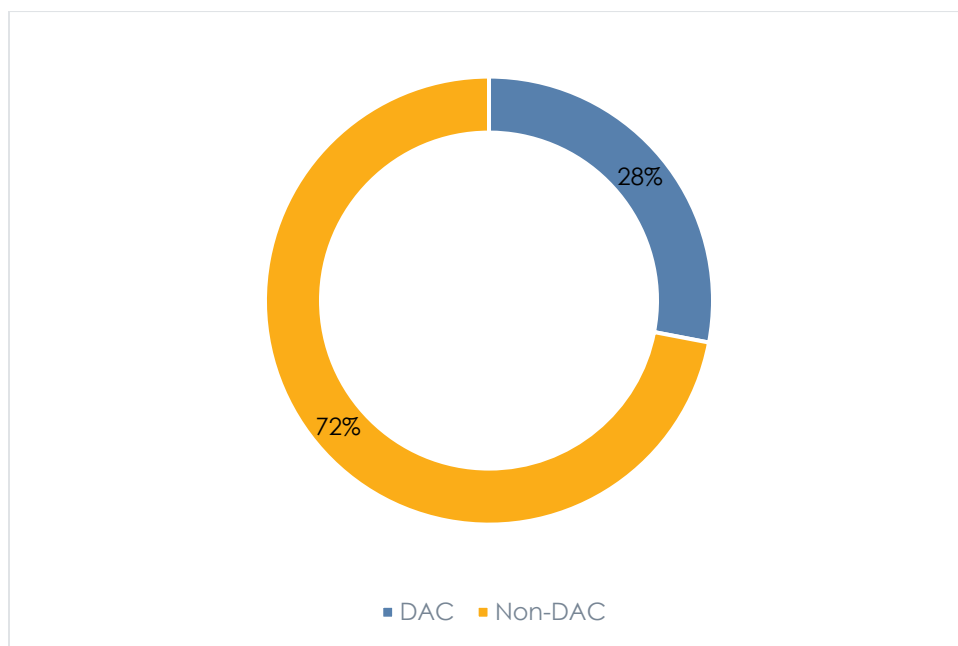
Direct emails were sent to 80 property management companies, or developers, which includes eight housing authorities. These companies represent a total of 588 SOMAH-eligible properties (a single property management company can have numerous properties in its portfolio). Targeted outreach emails generally include specific calls to action, such as registering for a webinar to learn about SOMAH or attending a public forum, as well as information on program offerings. The SOMAH PA is seeing that, on average, direct emails are not being opened. The SOMAH PA is investigating the reason for such low open rates through ongoing property owner surveys. Additionally, the SOMAH PA will be employing A & B testing to find ways to make outreach emails more effective and engaging for this audience.



The SOMAH PA completed five interest calls with SOMAH-eligible property owners. As the SOMAH PA has many more property owners to connect with, the ME&O team will continue to prioritize direct outreach for the remainder of the year.

Aligning with the SOMAH PA's goals of increased participation in DACs, 162 of the 588 properties reached out to are located in DACs, as shown in Figure 29. The SOMAH PA has expanded its property owner outreach by developing a relationship with two tribal communities and is currently in the process of developing a communication strategy to reach a larger subset of this audience.

Figure 29 – Properties Contacted by DAC Status



N = 588

The SOMAH PA is working on a nurture campaign that guides property owners to apply for the program. A nurture campaign is an ordered set of emails, sent periodically to property owners following their subscription to the SOMAH listserv. Each email gives the property owner specific information on a part of the SOMAH program, application process or program benefits. These emails are short, concise and informative to keep property owners engaged.

The PA continued to engage property owners through various webinars in 2021. Webinars for property owners are held both on the SOMAH channel and partner channels. The SOMAH channel consists of direct outreach from the SOMAH listserv, SOMAH social media platforms and webinar platform. Partner channels include listservs



and webinar platforms channels, known as Green Talks. This reporting period, the SOMAH PA hosted seven webinars for property owners with a total of 156 attendees. The PA partnered with SOMAH CBO-partners Self-Help Enterprises and the Environmental Health Collation for regional Green Talks in the Central Valley and San Diego, respectively. Additionally, the SOMAH PA partnered with a prominent affordable housing association, the Southern California Association Non-Profit Housing (SCANPH). The following webinars were hosted through SOMAH and partner channels:

SOMAH Channels

- Progress Payment Pathway *(February: 62 attendees)**
- Tenant Education Training Webinar *(March: 24 attendees)**
- Tenant Education Training Webinar *(June 22: 15 attendees)**

Partner Channels: Green Talks

- Clean Energy Resources for Community Recovery, San Diego Region *(April: 4 attendees)*
- Clean Energy Resources for Community Recovery, Central Valley Region *(April: 1 attendee)*
- Resources for Bill Savings, Resiliency and Building Electrification – Southern California *(April: 13 attendees)*
- Solar 101 Institute: Intro to Solar PV for Multifamily Housing *(May: 23 attendees)*
- Solar 101 Institute: Resources for Multifamily Affordable Housing *(May: 14 attendees)*

Virtual Conferences

- Housing California: 2021 Virtual (Un)Conference *(June: 110 booth visits, 52 conversations with attendees)*

**Attendees included property owners and contractors.*

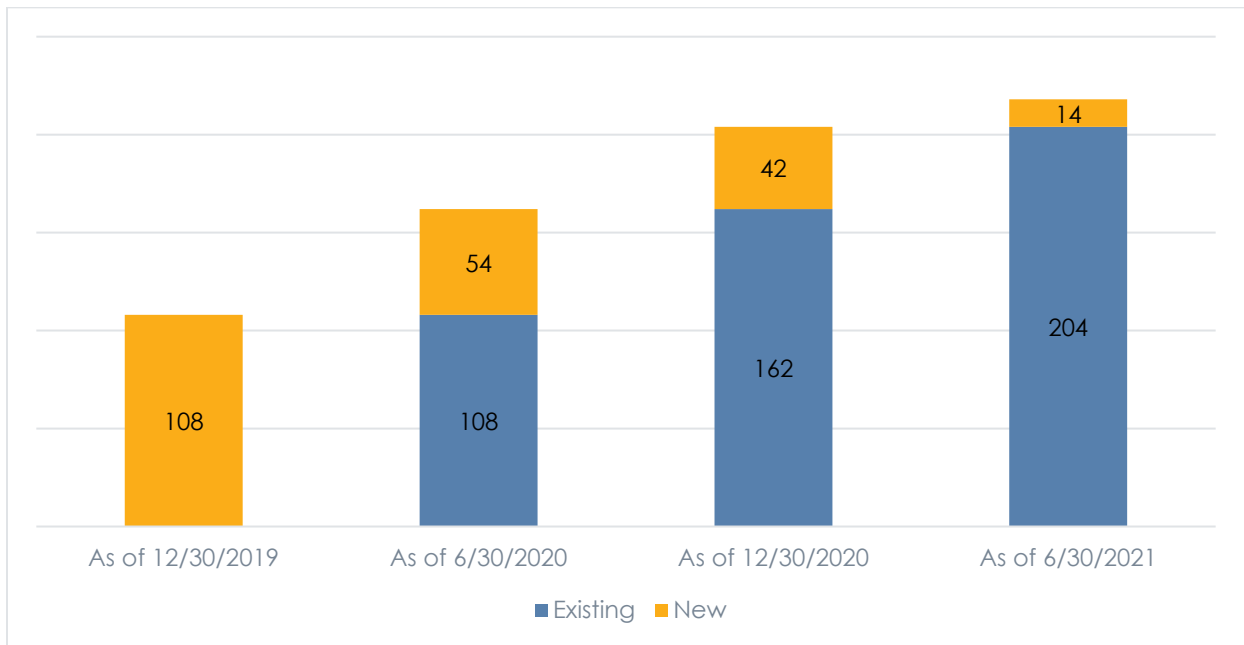
The virtual outreach required by the COVID-19 pandemic has made the SOMAH PA rely heavily on web traffic analytics for marketing performance. SOMAH has seen a continuous decline in self-reported property owners, or property managers, who subscribe to the SOMAH listserv. For the second half of 2021, the SOMAH PA is launching a paid social media campaign in order to start reaching new property owners where the SOMAH PA may have exhausted the current partner channels.

While new property owner subscriptions have decreased, the SOMAH PA has seen an increase in property owner pageviews, as shown in Figure 30. This reporting period, the property owner landing page has the highest web traffic on calsomah.org. There has



been a total of 1,163 total pageviews and 879 unique pageviews. A pageview is a single viewing of a web page, while a unique pageview is an aggregate of pageviews generated by the same user during the same session. These figures include 573 total visitors, of which 88 visits were from first-time visitors to the SOMAH website.

Figure 30 – Property Owner Subscribers Over Time



N = 588

3.2.5 Tenants

In February 2021, the SOMAH PA and its community-based organization (CBO) partners expanded tenant education support to property owners and contractors with the Tenant Education Services initiative. This the initiative includes the following services for both property owners and contractors.

- **Tenant Education Service:** The SOMAH PA, along with its CBO partners provide free in-person or virtual workshops for tenants in SOMAH-enrolled properties. This helps ensure: 1) the tenant education requirements are met; and 2) tenants prepare for SOMAH changes, including construction timelines and bill updates.
- **Tenant Education 101 meeting:** The SOMAH PA will set up a single, or series of one-on-one meetings with one of the SOMAH PA's Tenant Services experts who will walk tenants through the tenant education requirements and materials.



- **Tenant Education “train the trainer”:** The SOMAH PA works with the applicant to create a custom tenant education plan and be trained by SOMAH PA Tenant Service experts or CBO partners to help them prepare for and meet their tenant education requirements.

The initiative's goal is to ensure that whoever is providing the tenant education for a SOMAH project is aware of: 1) the tenant education requirements; 2) how to meet them; and 3) support available to tenants in fulfilling these requirements. Additionally, quarterly tenant education informational webinars have been added to SOMAH's regular webinar schedule (see Property Owners Section for Tenant Education Webinar details).

As projects begin to reach the Incentive Claim Milestone and close out, the SOMAH PA is preparing to launch its first set of tenant evaluations, the first round of which will be a pilot survey to determine the best survey methodology. The goals of these evaluations are to: 1) assess existing tenant education materials; 2) evaluate how tenant education requirements are being met and challenges and barriers faced; and 3) ensure that survey participation is significant. The SOMAH PA will distribute these surveys via contactless methods – primarily mailers – given the continued COVID-19 concerns regarding in-person interaction. Surveys will be formatted as one-page documents to all tenants who have gone through at least three SOMAH VNEM billing cycles. Tenant participation will be incentivized. Other survey tools include focus groups and interviews to evaluate tenant education and inform outreach efforts.

The SOMAH PA has fully onboarded Self-Help Enterprises, a fifth CBO partner, who is continuing to focus outreach on Central Valley communities: Fresno, Kern and Tulare counties. Their scope of work has included direct property owner outreach and actively supporting the SOMAH PA through regulatory procedures. Thus far in 2021, CBOs conducted a total of 11 workshops reaching 312 attendees. Due to COVID-19, the SOMAH PA and its CBO partners have continued to conduct outreach that is primarily virtual and remote and have integrated messaging about COVID-19 safety, economic recovery and disaster preparedness into SOMAH materials and events in order to best support the communities they work with.

The SOMAH PA renewed contracts with its four original community-based partners for a third year and plans to extend its partnership with Self-Help Enterprises as well. In recognizing the collaborative nature of these partnerships, the SOMAH PA has found the CBOs contribution to the program to be beneficial in reaching tenants and property owners. Additionally, the SOMAH PA has begun the process of expanding CBO partnerships by hosting a series of listening sessions specifically for CBOs to scope



potential collaborations and partnerships. The intention of exploring additional CBO partnerships is to extend the reach of SOMAH into areas where there are outreach gaps, including the Central Coast and Orange County where there currently is no SOMAH community-based presence.

3.2.6 Other Stakeholders

Government outreach slowed substantially during 2020, as local governments were focused on COVID-19 response. In 2021, the SOMAH PA developed a new government outreach strategy, aligning with lessening COVID-19 restrictions. This approach centered on the following:

1. A brand awareness campaign and city and county outreach. The brand awareness campaign is focused on exposure – getting word out about SOMAH among local governments.
2. Outreach to city and county governments offices, especially in DACs. City- and county-focused outreach includes direct outreach to offices working in sustainability, energy and climate action plans. Messaging for this outreach was revised to focus on post-COVID-19 economic recovery and sustainability efforts that SOMAH can support.

The first quarter of the SOMAH PA's government plan involved: 1) identifying offices, commissions and collaboratives to which to conduct targeted outreach; 2) creating new marketing materials for use by SOMAH PA members in reaching local governments (flyers and talking points); and 3) revising materials for local governments to use in their promotion of the program (flyers, social media templates, newsletter templates, logos). Direct government outreach began at the end of Q1 and increased in Q2. The revised Eligible SOMAH Properties Map was used to identify cities and counties with the top 25% of properties identified as disadvantaged and most disadvantaged.

Outreach efforts from March through June 2021 have included five presentations to an estimated 136 people, 11 direct meetings with a total of 31 people and direct emails to over 50 individuals. Of the Q1 and Q2 outreach efforts, SOMAH began marketing through local government events, co-marketing with local governments and exploring partnerships with city and countywide programs. The SOMAH PA will continue to work on opportunities to co-market and co-brand with local governments in rural and hard to reach areas, as well as DACs. Post-project stories and impact will be a significant component of future government outreach efforts.

Future efforts with this stakeholder group will include direct emails, presentations, revised web resources and social media. In Q3, the SOMAH PA will be presenting during the Intersolar North America/Energy Storage North America Digital Summit and the California Climate & Energy Forum, in addition to pursuing opportunities to present to



coalitions, commissions and other local government groups. Based on preliminary research, the SOMAH PA can do outreach to an additional 20 commissions, coalitions and councils of governments and 240 local government offices throughout the State. Reaching out to the organizations identified through preliminary research will take place in Q3-Q4 of 2021 and into 2022. The SOMAH PA will begin targeting California elected city, county, Senate and Assembly officials in 2022. A particularly valuable partnership in government outreach comes from SOMAH's CBO partners. Starting in Q3 and Q4 of 2021, the SOMAH PA will work with CBOs to increase targeted government outreach.

3.3 Workforce Development

A primary goal of the SOMAH program is to promote economic development in low-income and underserved communities through paid job training opportunities, emphasizing local and targeted hiring. The SOMAH PA continues to reach this goal by conducting outreach to job training organizations (JTOs) across the State, facilitating career development workshops for job trainees, supporting contractors with recruiting eligible job trainees and gathering valuable feedback from SOMAH's Job Training Organization (JTO) Task Force. Additionally, the SOMAH PA continues to emphasize safety as a priority on SOMAH's projects by sharing updated health and safety resources to all program participants through the CalSOMAH.org/COVID19 website and the Job Training Portal. Since the last reporting period, the SOMAH PA has received several Job Training Affidavits from projects that have reached the Incentive Claim Milestone and has begun to report on hired job trainee data, see Section 3.3.1 Job Training Data.

Job Training Organization Outreach & Job Trainee Engagement

In coordination with SOMAH's workforce development partner, Rising Sun Center for Opportunity, the SOMAH PA has continued to conduct outreach to job training organizations and prospective job trainees through direct emails, meetings and virtual presentations. As of June 2021, the SOMAH PA has verified eligibility of 61 active JTOs and continues to actively contact and vet over 300 JTOs. The number of JTOs with active SOMAH-eligible training programs has fluctuated over the course of the program as JTOs have paused, discontinued or added new training programs.

The SOMAH PA, with the support of JTOs and community-based organization (CBO) partners, continues to build job trainee engagement and participation in the SOMAH Job Training Portal and ensures that the job trainee pipeline includes tenants of SOMAH properties. This includes providing property owners with educational materials for tenants that promote the job training opportunities at their properties. The program has



already seen one tenant participate as a job trainee on a SOMAH project in the Central Valley. SOMAH's CBO partners are also playing an active role in general community outreach about SOMAH's job training opportunities and connect community members to local SOMAH-eligible JTOs to receive training.

Through these outreach efforts, the SOMAH PA has engaged over 300 job trainees on the SOMAH Job Training Portal and continues to target its JTO and job trainee outreach in regions where there is a high volume of SOMAH projects and disadvantaged communities. Of the 309 job trainees currently registered on the Job Training Portal, 36% reside in DACs.

The SOMAH PA continues to engage with job trainees by emailing job trainees in regions where job training opportunities are available, as well as facilitating career development workshops. The SOMAH PA hosted a remote Interview Workshop in March 2021 with 19 attendees and 13 volunteers representing professionals in the solar industry to help support trainees through mock interviews. This workshop was a continuation of the [Solar Career Pathways and Resume Writing Workshop](#) that the SOMAH PA held in July 2020 for solar job seekers. The SOMAH PA will continue to plan remote career development events for job seekers in 2021, including an upcoming Negotiation Workshop and Solar Career Pathways Exploration Series.

Contractor Job Training Support

The SOMAH PA supports SOMAH contractors in meeting the job training requirements by connecting them with local JTOs, identifying and recruiting eligible job trainees for projects and providing guidance on job training activities. Since program launch, the SOMAH PA has connected SOMAH contractors to over 79 eligible job trainees from 15 JTOs for placement on SOMAH projects. The SOMAH PA is developing several resources to better support contractors with their training and hiring needs, including a workforce needs assessment to be conducted later in 2021, a contractor job training webinar scheduled in Q3 2021 and a Fair Chance Hiring workshop scheduled for Q4 2021. The SOMAH PA continues to make progress on a comprehensive job site safety guide for contractors and job trainees that will be available Q4 2021. The SOMAH PA will continue to gather feedback from contractors to identify job training barriers and develop resources to support SOMAH contractors in building a diverse and skilled workforce.

3.3.1 Job Training

To date, the SOMAH PA has received Job Training Affidavits from eight projects that have reached the Incentive Claim Milestone, shown in Figure 31. The Job Training Affidavit confirms job trainees that have been hired and have participated in SOMAH's



job training opportunities. The SOMAH PA will continue to receive more Job Training Affidavits and collect more data on hired job trainees once more projects reach the Incentive Claim Milestone. Data on job trainee advancement (i.e., the number of SOMAH trainees who become full-time solar employees) and retention will be collected through surveys, which have not been deployed at this time. The following data is collected from eight SOMAH projects that have submitted the Job Training Affidavit as of June 30, 2021. These Job Training Affidavits report 13 job trainees hired to work on SOMAH projects. Three of the job trainees worked on multiple SOMAH projects. The SOMAH PA only has demographic data reported on six of the 13 hired job trainees.

Figure 31 – Projected and Confirmed Job Trainee Count and Metrics

| Job Trainee Metrics | Active applications (projected numbers) | Completed projects (confirmed numbers) | Total |
|--------------------------------------|---|--|--------|
| Number of SOMAH project applications | 381 | 8 | 389 |
| Number of training opportunities | 729 | 16 | 745 |
| Number of job hours | 49,560 | 1,120 | 50,680 |
| Number of job weeks | 1,239 | 28 | 1,267 |
| Number of job years | 23.83 | 0.54 | 24.37 |

Hired Job Trainee Data

- 16.67% of job trainees reside in DACs
- 33.33% of job trainees were local hires⁸
- 83.33% of job trainees were targeted hires⁹

⁸ For the purposes of SOMAH projects, a local hire is defined as an individual who is domiciled within the county in which the SOMAH project is taking place.

⁹ A targeted hire may or may not live within the county in which the SOMAH project is taking place. Individuals meeting the targeted hire goal can include residents of disadvantaged communities (per CalEnviroScreen 3.0), affordable housing residents, women, people of color and other individuals who have faced or who have overcome at least one of the following barriers to employment: being homeless, being a custodial single parent, receiving public assistance, lacking a GED or high school diploma, participating in a vocational English as a second language program or having a criminal record or other involvement with the criminal justice system.



- 33.33% of job trainees reported that they have been involved in the criminal justice system
- 16.67% of job trainees reported being unemployed or underemployed at the time of SOMAH intake
- Job trainee race/ethnicity breakdown
 - 50% Latino(a) or Hispanic
 - 16.67% American Indian/Alaskan Native
 - 16.67% White
 - 16.67% Decline to answer
- Job trainee gender breakdown
 - 100% Male
- Highest level of job trainee education
 - 50% High school or GED
 - 33.33% Associates
 - 16.67% Technical School/Pre-Apprenticeship
- 6 job training organizations have students or graduates that have participated in SOMAH job training opportunities
- Types of job training tasks:
 - 10 job trainees worked on direct photovoltaic installation
 - 3 job trainees worked on post-installation operations and maintenance
- 80.81 hours - average number of hours worked per job trainee, per project
- \$22.90 per hour - average job trainee wage
- Temporary vs permanent hires
 - 10 job trainees were temporary hires
 - 3 job trainees were permanent hires

The SOMAH PA acknowledges that this preliminary data is limited and may not accurately represent all job trainees that have participated in SOMAH projects to date. The SOMAH PA expects to receive more Job Training Affidavits over the next few months and will provide updated, cumulative job training data in the next progress report.

Projected and Confirmed Job Trainee Data

Due to the limited number of projects that have completed construction and reached the Incentive Claim Milestone (where job training data is entered and confirmed), the SOMAH PA has included the projected number of job trainee hours and number of job training opportunities generated by current SOMAH projects to show potential impact of the program. The data below is based on active and completed SOMAH project



application data. For the purposes of presenting job training data, active applications represent current SOMAH applications including reservations and projects in the Energy Efficiency Compliance Milestone and Proof of Project Milestone. Active applications exclude Track A applications in Upfront Technical Assistance status and applications that have submitted the Incentive Claim Milestone. Completed applications represent those that have submitted the Incentive Claim Milestone along with the Job Training Affidavit.

3.4 Technical Assistance

The SOMAH program offers two TA options: upfront TA and standard TA. The SOMAH PA continues to hold recurring internal coordination meetings for TA utilizing a detailed process flow for TA handoff to ensure seamless experiences for both upfront and standard TA requests. The technical assistance requests for this reporting period provided an opportunity to gain additional feedback on the TA process and contributed to process improvements and feature enhancements for the online bidding tool as discussed in Section 3.1.2.

3.4.1 Upfront TA

Considering installing solar in affordable multifamily properties requires property owners to navigate and overcome barriers, including complex ownership and financing structures and a general lack of knowledge about solar costs and benefits. To help level the playing field and overcome these barriers, upfront TA services are designed to supply property owners participating in Track A with educational, technical and financial resources to facilitate their solar installation. Offering upfront TA services not only sets the SOMAH program apart from similar previous programs but provides property owners who are less familiar with solar with equal access to program benefits.

Property owners enter Track A with varying levels of solar experience. Through guidance from a designated energy project manager, each property owner receives personalized support to accommodate their specific needs, including understanding the SOMAH program process, investigating the solar potential at their property, selecting an eligible contractor using a multiple bid process and evaluating the costs and benefits of moving forward with a solar project. To date, there have been five Track A projects that have received upfront TA services. One additional project received upfront TA approval at the end of the reporting period.

Tenant benefits continue to be a central pillar of the SOMAH program as well as a focus within Track A. As a result of the upfront TA services thus far, almost 500 low-income households are projected to receive direct benefit from solar credits. Tenants will



receive added benefits from the Track A projects that have decided to pursue deep energy retrofit scopes in conjunction with solar. Three out of the five projects were either referred to SOMAH from a comprehensive energy efficiency program they are currently enrolled in or used upfront TA services to receive a referral to, and enroll in, a comprehensive energy efficiency program.

For the five Track A projects that have received upfront TA services, 82% of the clean energy produced is expected to benefit tenants via VNEM bill credits. The energy produced by these proposed systems is expected to offset approximately 73% of the tenants' historic annual electrical consumption. The average estimated system size for the five projects is 164 CEC-AC kW with an average expected aggregate annual output of 263,935 kWh.

Figure 32 outlines additional system statistics across the IOU territories for the five Track A projects that have been approved for and received upfront TA services.

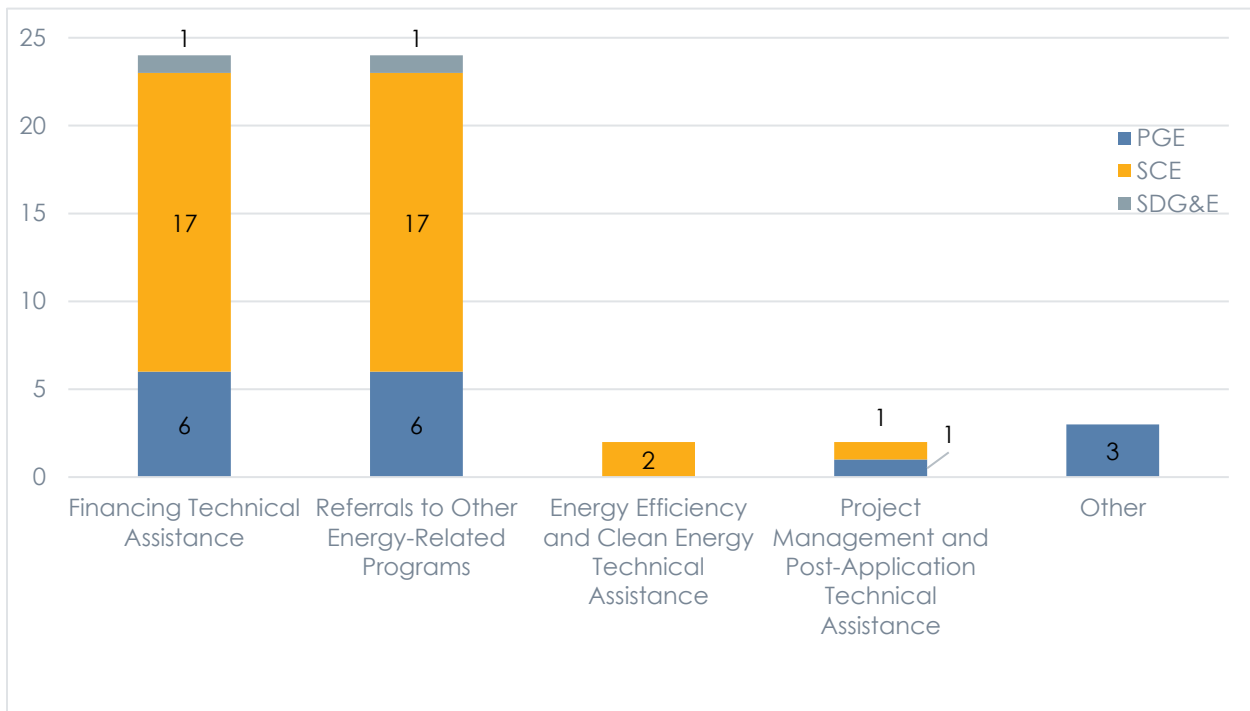
Figure 32 – Track A Reservation Summary

| IOU | Number of Track A Projects Approved for Upfront TA | Estimated SOMAH Incentive | Estimated System Size (CEC-AC kW) | Expected Aggregated Annual Output (kWh) |
|-------------------|--|---------------------------|-----------------------------------|---|
| PG&E | 2 | \$687,355 | 261 | 378,392 |
| SCE | 3 | \$1,375,333 | 560 | 941,281 |
| SDG&E | 0 | \$0 | 0 | 0 |
| Liberty Utilities | 0 | \$0 | 0 | 0 |
| PacifiCorp | 0 | \$0 | 0 | 0 |
| Total | 5 | \$2,062,688 | 821 | 1,319,673 |

3.4.2 Standard TA

Standard TA services are available to both Track A and B projects and can be requested by property owners or their contractors at any time during their enrollment in SOMAH. Challenges and questions can arise at any point during a solar project, and standard TA services are designed to aid property owners and contractors when needed.

Figure 33 – Standard TA Services Requested



Most of the standard TA services provided to date have been financial assistance and referrals to other energy-related programs for projects looking to leverage SOMAH with other similar programs. Standard TA services were provided to two projects to identify pathways to consider electrification and for assistance sizing their SOMAH PV system to account for energy efficiency upgrades. Other standard TA services that were provided include: assistance with the Solar Sizing Tool, preparing a solar feasibility assessment and a historic energy consumption analysis. Figure 33 shows the standard TA services provided to date across the IOU territories.



4. Program Planning and Development

The SOMAH PA takes an adaptive approach to ensure that feedback is regularly solicited from program participants and stakeholders. The SOMAH PA aims to implement and make decisions about the program with transparency. It works in close partnership with the program's advisory bodies and CBO partners, and with input from other stakeholders, to ensure the program remains accountable to the communities it was intended to benefit. The following section provides information on the SOMAH PA's maintenance of official records as well as its feedback mechanisms.

Official Record Maintenance

The SOMAH program has various types and frequencies of public reporting. The information below outlines these reports and their location.

- SOMAH Incentive Budget Report and Working Data Set (updated weekly)
- Semiannual Progress Reports
- Semiannual Expense Reports
- Annual marketing, education and outreach (ME&O) plans

Place of record: https://www.californiadgstats.ca.gov/programs/#_subsection_17

- Special reports to the California Legislature
- Third-party evaluation reports

Place of record: <https://www.cpuc.ca.gov/General.aspx?id=6442454736>

During this reporting period, the SOMAH PA highlights: 1) an update on activities related to reporting, feedback and accountability; and 2) other program updates, including an extension for SOMAH's annual incentive step-down process and an update on the SOMAH PA's discussions on prioritizing DAC participation.

4.1 Reporting, Feedback and Accountability Mechanisms

The SOMAH program has several accountability and feedback mechanisms to ensure that key stakeholders contribute to program development and implementation. These include two advisory bodies, quarterly public forums and monthly working meetings with the participating SOMAH IOUs. Additionally, SOMAH's third-party evaluator is continuing to provide feedback and recommendations on the program, see Section 3.2.2 for more information on the third-party evaluator.



4.1.1 Public Forums

SOMAH public forums are quarterly events that allow the SOMAH PA to: 1) share program updates; 2) propose program modifications and design changes; and 3) solicit feedback from program stakeholders about their experience with the program – challenges, barriers and areas for improvement. The SOMAH PA held two public forums this reporting period. Both public forums included an update on key program statistics and activities across SOMAH's different program areas. The Q1 2021 Public Forum included an informational session on the progress payments application pathway option. The Q2 2021 Public Forum included a preview of the updated interactive Eligible SOMAH Properties Map (details can be found with Figure 22), a review of program/handbook changes to date and a discussion around increasing participation and prioritization of DAC communities.

The SOMAH PA publishes the presentation slide decks and meeting notes, including stakeholder questions and SOMAH PA answers, via the CalSOMAH.org website following each public forum event.

Q1 2021 Public Forum place of record

- [SOMAH Public Forum Q1 2020 Presentation](#)
- [SOMAH Public Forum Q1 2020 Notes](#)

Q2 2021 Public Forum place of record

- [SOMAH Public Forum Q2 2020 Presentation](#)
- [SOMAH Public Forum Q2 2020 Notes](#)

4.1.2 IOU Working Group

The SOMAH/IOU Working Group has met three times in 2021, with the SOMAH PA presenting on the SOMAH Progress Payments Pathway, internal surveys and program monitoring, as well as the Phase II planning and report from SOMAH's third-party evaluator. Further, the SOMAH PA worked closely with the IOUs to set program payment processes and re-execute the individual incentive contracts to add in the new Progress Payment Pathway.

4.1.3 SOMAH Advisory Groups

Advisory Council

The purpose of the SOMAH Advisory Council (SOMAH AC) is to ensure that the voices and interests of equity-focused community advocates and key stakeholders remain at



the center of the SOMAH program and that SOMAH maximizes benefits to low-income tenants and DACs by advising the SOMAH PA on program development and implementation. There are nine SOMAH AC members that represent the fields of environmental justice, workforce development/labor, tenant rights, affordable housing and the solar industry. The SOMAH AC meets quarterly and has been meeting virtually (as opposed to in person, previously) since Q2 2020 due to the COVID-19 pandemic.

Q1 2021 AC meeting topics and discussions included:

- Equity and accountability in the program, specifically setting equitable benchmarks for participation in DACs, and ensuring trainee safety and compliance with job training requirements and expectations
- Identifying marketing and communications channels and opportunities AC members could use to co-market and promote SOMAH within their networks and beyond.

Q2 2021 AC meeting topics and discussions included:

- Continuing the conversation from the Q1 meeting around setting equitable benchmarks for participation and engagement in DACs
- Ensuring participant safety through a program code of conduct
- Reflecting on the last two years and experiences as an AC member, providing guidance, feedback and bold visions for the SOMAH program.

Starting in Q2 2021, the SOMAH PA began the process of selecting the next AC cohort, since current members reached the end of their two-year term following their last meeting on June 3, 2021. In mid-April, the SOMAH PA released a request for applications for new AC members. In addition to the nine current representative seat categories/sectors, the PA is adding two seats: one for tribal representation and one for public sector/government representation. A breakdown of the seat composition follows.



Industry Perspectives

Total of four seats (two each)

- Affordable housing
 - No more than one for-profit entity
- Contractors
 - One entity with fewer than 50 staff
 - One larger entity

Community Perspectives

Total of seven seats (flexible composition)

- Environmental justice
- Economic justice, tenant's rights
- Tribal
- Government/public sector
- Labor/workforce development

The application period ended June 2, with a total of nine applications submitted for consideration. The SOMAH PA has assembled an independent selection committee to review applications, interview applicants and select the next cohort of advisors. The application and selection process are expected to run from mid-June to mid-July, with a final cohort announcement at the end of July.

Job Training Organization Task Force

The purpose of the Job Training Organization Task Force (JTO Task Force) is to ensure that the voices and interests of job training organizations remain at the forefront of the SOMAH program's job training efforts. The JTO Task Force advises the SOMAH PA on strategies for engaging job trainees and the creation of resources to ensure that job trainees obtain maximum benefit from training opportunities on SOMAH installation projects, including subsequent full-time job offers in the solar industry and, over time, career advancement and wage growth.

The JTO Task Force is composed of nine regionally diverse representatives from JTOs, including the California Community Colleges, career technical education programs, community nonprofits and private job training centers. Like the SOMAH AC, the JTO Task Force meets quarterly. Since the last Semiannual Progress Report was released in January 2021, the JTO Task Force has held two quarterly meetings and continued focused working group discussions on the following topics:

- Job training opportunity accessibility
- Long-term career advancement
- Job training organization engagement.

The Q1 2021 JTO Task Force meeting topics and discussions included:



- Responses and status updates on recommendations submitted by the JTO Task Force
- JTO Task Force focus area work groups report
- The 2021 JTO Task Force work plan, which included implementation plans for specific recommendations, products and resources for job trainees, job training organizations and contractors
- Recent complaints received from SOMAH job trainees about negative experiences working on SOMAH projects. The JTO Task Force discussed ways to ensure holistic job trainee safety, inclusion and program accountability mechanisms.

The Q2 2021 JTO Task Force meeting topics and discussions included:

- Consensus building from the JTO Task Force members around recommendations to expand and update job trainee eligibility
- Updates on job training work products and resources
- Trainee safety, participant conduct and accountability
- End-of-term survey to provide feedback about JTO experience
 - The current JTO Task Force cohort will serve through Q4 2021. Applications for a new cohort will launch in Q3 2021.

4.1.4 Third-Party Program Evaluation

In Q3 2020, the SOMAH Third-Party Program Evaluation Phase II began. This phase was intended to finish in Q1 2021 but was extended to Q3 2021. Phase II goals included: 1) metric development/finalization; 2) contractor and property owner interviews and web surveys; 3) IOU data requests; 4) process flow charts; 5) metric assessments; and 6) a program impact analysis, culminating in a final report being completed during Q3 2021. The PA partnered with the third-party evaluator throughout Phase II in data sharing, interviews and survey planning, as well as analysis. This partnership has led to a productive data gathering process and valuable insights for the evaluator and the SOMAH PA. Details on the data sharing and surveys can be found in Section 3.2.2.

The final Phase II report will be released in Q3 2021. At that time, the SOMAH PA will review the feedback and formal recommendations from the third-party evaluator. The PA will coordinate responses and actions on formal recommendations as well as general feedback from the report.



4.2 Program Design and Updates

This section provides an overview of program design changes and prospective changes and provides related updates on regulatory issues.

4.2.1 Petition for Modification Regarding Incentive Step-Down

On May 13, 2020, the California Solar & Storage Association (CALSSA), Brightline Defense and Sunrun, Inc. filed a petition regarding the annual downward adjustment of incentive levels for the SOMAH program, also known as the incentive step-down process. On March 9, 2021, the CPUC issued Decision 21-03-004, summarily denying a petition for modification of Decision 17-12-022 on the procedural grounds that it was untimely filed. Per Decision 17-12-022, the PA will await the final third-party evaluation report for further analysis or guidance concerning the program's incentive step-down process.

4.2.2 Program Handbook

This subsection reviews the SOMAH PA's work to update the SOMAH Program Handbook conducted during this reporting period, as well as relevant regulatory decisions not attached to the PA's work to update the SOMAH Program Handbook.

Advice Letter CSE AL 114-E – Approved (Conditional Lottery)

The SOMAH PA submitted Advice Letter (AL) CSE AL 114-E on June 26, 2020, to propose several changes to the SOMAH Program Handbook and is summarized as follows:

- Proposed substantive revisions include a revision of SOMAH's first-come, first-served approach to application processing and waitlisting, required notifications for early trainee termination and requirements for system changes affecting incentive amounts
- Proposed minor revisions include the further specification of the applicable incentive rate, clarification regarding the prohibition of reservation transfers, required job posting timeline for SOMAH training opportunities, clarification of wage requirements for projects with subcontractors, changes to the energy efficiency compliance milestone lookback period, allowance of electronic incentive payments, specifications for grounds for incentive payment clawback, requirements for an affidavit ensuring SOMAH income level compliance, updated Cover Sheet for Multifamily Low-Income Housing Documentation and further specification of types of ineligible multifamily properties
- Other edits included typographical/nonsubstantive revisions to correct errors, modify word choices to further clarify program rules, rearrange bodies of text to



improve the flow of the presented information and define additional terms that are used in the SOMAH program and handbook to provide common definitions.

Sunrun submitted a protest to CSE AL 114-E, and the SOMAH PA replied on July 23, 2020. The AL was suspended on July 29, 2020, and Sunrun replied to the PA's reply to its protest on July 30, 2020.

This process culminated in the approval of the Advice Letter on May 14, 2021, and the PA began work to update the program handbook hosted on CalSOMAH.org and began planning to inform stakeholders, beginning with SOMAH's Q2 2021 Public Forum.

4.2.3 DAC Participation

As the SOMAH PA reported last period, its market assessment revealed that approximately 1,100 of approximately 3,400 potentially eligible properties, or 32%, are in DACs. To date, applications from properties in DACs have fluctuated between 29-31% of total SOMAH applications, meaning that participation by properties located in DACs is nearly proportional to the "SOMAH universe" of eligible properties.

In this reporting period, the SOMAH PA continued work to define benchmarks for success for DAC participation and scope mechanisms that may increase participation by properties in DACs.

The SOMAH program's 2021 Marketing, Education and Outreach Plan, finalized in February 2021, set two goals to increase DAC participation:

- Conduct outreach activities to all owners with properties in DACs by the end of the calendar year 2021
- Ensure that at least 50% of job training opportunities were leveraged by trainees living in DACs.

This work builds on efforts from the previous reporting period, covering the second half of 2020, during which the SOMAH PA began providing quarterly updates to Commissioner Guzman Aceves, the presiding Commissioner for Rulemaking (R.) 14-07-002, which covers the SOMAH program. The SOMAH PA also conferred with the SOMAH Advisory Council, public forum attendees, the CPUC and its Energy Division and the Disadvantaged Communities Advisory Group (DACAG) for input on program goals for DACs participation, as well as mechanisms that may support the attainment of such goals.

The SOMAH PA is committed to expanding the program's benefits, from bill credits to job training opportunities, to as many Californians living in DACs as possible. This



commitment informs the SOMAH PA's investment in community driven marketing as well as education and outreach efforts through our partnerships with CBOs.

As outlined in Section 3.2.3, CBO partnerships were extended during the previous reporting period and were augmented by a new CBO partnership serving the Central Valley region in early 2021. The SOMAH PA expanded work in 2021 to continue building CBO partnerships in DACs and began work to scope a second tier of CBO partnerships program. That work in this reporting period culminated in the announcement of listening sessions through which the SOMAH PA would engage potential CBO partners, hear about their related work and gain additional understanding of potential partners' capacity and barriers toward scoping a second tier of its partner program.

Given strong CPUC and stakeholder interest in ensuring the program goes beyond participation at parity for properties in DACs, the SOMAH PA will build on this period's work, including the completion of its stakeholder engagement process, and the potential proposal of substantive program changes via a Tier 2 Advice Letter process and/or a Petition for Modification. In so doing, the PA is committed to robust stakeholder engagement and communication and mindfulness around the interplay between design changes and the high administrative burden participating and eligible contractors and property owners report in their current experience with the program.

5. Conclusions

With another reporting period impacted by the COVID-19 public health crisis, the SOMAH program has seen more project progress and participant resilience in the first half of 2021. Virtual marketing, education and outreach efforts have been successful in maintaining stakeholder interest and engagement with the program, but the SOMAH PA hopes to reach more audiences and potential participants during the remainder of 2021. The SOMAH PA's ME&O efforts continue to focus on diversifying contractor, property owner and job trainee participation, segmenting audiences and approaches to ensure the program is reaching its participation objectives and continuing to identify and address barriers to participation. At the two-year mark, the program is experiencing activity in project completion with the first wave of incentive payments expected to kick off in early Q3. With project completions come additional data from the application process, feedback from surveys and future case study opportunities. This presents another opportunity for data sharing and transparency from the SOMAH PA, some of which will be included in future reports.



Expanding DAC participation continues to be a focal point of the program along with increasing the number of Track A projects, improving contractor diversity and removing barriers to entry for the program. Like previous reporting periods, the PA has spent significant time seeking stakeholder feedback and working with trusted partners like the CBOs, JTOs, Advisory Council and local governments to ensure the program is being implemented with the objective to achieve equity and inclusion. The SOMAH PA seeks to better understand the communities the SOMAH program was designed to serve and is committed to the equity principles on which the program was founded. With additional input and feedback from Energy Division, Commissioner's Office and third-party evaluators, the PA looks to continue program and process improvements without adding additional program complexity.

6. Appendix A

As referenced in Section 3.1.1, Application and Incentive Statistics, below is the description of PowerClerk statuses.

Upfront Technical Assistance

- Upfront Technical Assistance Request Submitted: Applicant has entered the required information and uploaded the Upfront Technical Assistance Request documentation for program administrator review.
- Upfront Technical Assistance Review: Upfront Technical Assistance Request is under review by the program administrator.
- Pending QA – Upfront Technical Assistance Request: The Upfront Technical Assistance Request has been reviewed by the program administrator and is pending quality assurance check.
- Suspended – Upfront Technical Assistance Request: Upfront Technical Assistance Request is incomplete or requires further action by the applicant. The program administrator sent correction information via email from the PowerClerk portal.
- Overdue – Technical Assistance Request Follow-up: The requested corrections for the Upfront Technical Assistance Request are overdue and should be submitted as soon as possible. Please contact the program administrator if assistance is required.
- Resubmitted – Upfront Technical Assistance Request: The Upfront Technical Assistance Request has been resubmitted with corrections and is in queue for review by the program administrator.
- Upfront Technical Assistance Approved: Applicant has entered the required information and uploaded the reservation request documentation for review.

Reservation Request Milestone

- Reservation Request Submitted: Applicant has entered the required information and uploaded the reservation request documentation for review.
- Reservation Request Review: Reservation request is in queue for review by the program administrator.
- Pending QA – Reservation Request: Reservation request is under final review by the program administrator.
- Suspended – Reservation Request: Errors were found during reservation request review and require corrections by the applicant. The program administrator sent correction information via email from the PowerClerk portal.



- Overdue Corrections – Reservation Request: The requested corrections for the Reservation Request are overdue and must be submitted as soon as possible. Please contact the program administrator if assistance is required.
- Resubmitted – Reservation Request: The reservation request has been resubmitted with corrections and is in queue for review by the program administrator.
- Pending Data Request: The application is in queue to be sent to the IOUs for electric usage data request.
- Pending IOU Data: Electric usage data has been requested from the IOU.
- Processing IOU Data: Electric usage data has been received and is under review by the program administrator.
- Pending Application Deposit: Reservation request is free of errors and pending receipt of the application deposit before moving to reservation approved status.
- Overdue – Application Deposit: The application deposit is overdue and must be submitted as soon as possible. Please contact the program administrator if assistance is required.
- Reservation Approved: Reservation request requirements have been met and the application deposit has been received. The project's funding will be reserved for 18 months, starting from the reservation approval date.

Energy Efficiency Compliance Milestone

- Overdue – Energy Efficiency Compliance Milestone: The Energy Efficiency Compliance Milestone is overdue and must be submitted as soon as possible. Please contact the program administrator if assistance is required.
- Energy Efficiency Compliance Milestone Submitted: Applicant has entered the required information and uploaded the Energy Efficiency Compliance Milestone documentation for review.
- Energy Efficiency Compliance Milestone Review: Energy Efficiency Compliance Milestone is in queue for review by the program administrator.
- Pending QA – Energy Efficiency Compliance Milestone: The Energy Efficiency Compliance Milestone has been reviewed by the program administrator and is pending quality assurance check.
- Suspended – Energy Efficiency Compliance Milestone: Errors were found during Energy Efficiency Compliance Milestone Review and require corrections by the applicant. The program administrator sent correction information via email from PowerClerk.
- Overdue Corrections – Energy Efficiency Compliance Milestone: The requested corrections for the Energy Efficiency Compliance Milestone are overdue and



must be submitted as soon as possible. Please contact the program administrator if assistance is required.

- Resubmitted – Energy Efficiency Compliance Milestone: The Energy Efficiency Compliance Milestone has been resubmitted with corrections and is in queue for review by the program administrator.
- Energy Efficiency Compliance Milestone Approved: Energy Efficiency Compliance Milestone requirements have been met.
- Pending Site Verification: Program administrator is completing a Site Verification. The application is held in this status until results are received and processed.
- Energy Efficiency Compliance Milestone Postponement Approved: The Energy Efficiency Compliance Milestone Postponement has been approved. The energy efficiency requirements must be submitted with the Proof of Project Milestone or Incentive Claim Milestone.

Proof of Project Milestone

- Overdue – Proof of Project Milestone: The Proof of Project Milestone is overdue and must be submitted as soon as possible. Please contact the program administrator if assistance is required.
- Proof of Project Milestone Submitted: Applicant has entered the required information and uploaded the Proof of Project Milestone documentation for review.
- Proof of Project Milestone Review: Proof of Project Milestone is in queue for review by the program administrator.
- Pending QA – Proof of Project Milestone: The Proof of Project Milestone has been reviewed by the program administrator and is pending quality assurance check.
- Suspended – Proof of Project Milestone: Errors were found during Proof of Project Milestone Review and require corrections by the applicant. The program administrator sent correction information via email from the PowerClerk portal.
- Overdue Corrections – Proof of Project Milestone: The requested corrections for the Proof of Project Milestone are overdue and must be submitted as soon as possible. Please contact the program administrator if assistance is required.
- Resubmitted – Proof of Project Milestone: The Proof of Project Milestone has been resubmitted with corrections and is in queue for review by the program administrator.
- Proof of Project Milestone Approved: Proof of Project Milestone requirements have been met.



Progress Payment Pathway

- **Overdue Corrections Progress Payment Pathway:** The requested corrections for the Progress Payment Pathway are overdue and must be submitted as soon as possible. Please contact the program administrator if assistance is required.
- **Pending IOU Approval - Progress Payment:** The program administrator has completed the application review and is now pending payment approval by the IOU.
- **Pending QA - Progress Payment Pathway:** The Progress Payment Pathway has been reviewed by the program administrator and is pending quality assurance check.
- **Pending Virtual Walkthrough:** program administrator is completing a virtual walkthrough. The application is held in this status until results are received and processed.
- **Progress Payment Pathway Approved:** Progress Payment Pathway is in queue for review by the program administrator.
- **Progress Payment Pathway Submitted:** Applicant has entered the information and uploaded progress payment documentation for review.
- **Resubmitted - Progress Payment Pathway:** The application has been reviewed by the IOU and is in queue for review by the program administrator.
- **Resubmitted IOU Approval - Progress Payment:** The application has been reviewed by the IOU and is in queue for review by the program administrator.
- **Suspended - Progress Payment Pathway:** Errors were found during Progress Payment Pathway Review and require corrections by the applicant. The program administrator sent correction information via email from the PowerClerk portal.

Incentive Claim Milestone

- **Overdue – Incentive Claim Package:** The incentive claim is overdue and must be submitted as soon as possible. Please contact the program administrator if assistance is required.
- **Incentive Claim Submitted:** Applicant has entered the required information and uploaded the incentive claim documentation for review.
- **Incentive Claim Review:** Incentive claim is in queue for review by the program administrator.
- **Pending QA – Incentive Claim:** The incentive claim has been reviewed by the program administrator and is pending quality assurance check.



- Suspended – Incentive Claim: Errors were found during Incentive Claim Review and require corrections by the applicant. The program administrator sent correction information via email from the PowerClerk portal.
- Overdue Corrections – Incentive Claim: The requested corrections for the incentive claim are overdue and must be submitted as soon as possible. Please contact the program administrator if assistance is required.
- Resubmitted – Incentive Claim: The incentive claim has been resubmitted with corrections and is in queue for review by the program administrator.
- Pending Inspection: Project has been selected for on-site PV system inspection and an on-site field inspection will be conducted. The application is held in this status until inspection results are received and processed.
- Incentive Claim Approved: Incentive claim requirements have been met and inspection results have been processed (if applicable).
- Pending Payment: The application has been approved for payment. The application is pending payment and the status will change to Incentive Check Mailed status once payment has been issued.
- Incentive Check Mailed: The incentive check has been mailed and should be received by the payee within 30 days of the status date (check date).

Waitlist

- Waitlist: Applicant has entered the required information and uploaded the Technical Assistance Request Form or reservation request documentation for program administrator review in a fully subscribed program.
- Waitlist: Upfront Technical Assistance Review: The Upfront Technical Assistance Request is in queue for review by the program administrator in a fully subscribed program.
- Waitlist: Pending QA – Upfront Technical Assistance Request: The Upfront Technical Assistance Request has been reviewed by the program administrator and is pending quality assurance check.
- Waitlist: Suspended – Upfront Technical Assistance Request: Waitlisted Upfront Technical Assistance Request is incomplete or requires further action by the applicant. The program administrator sent correction information via email from the PowerClerk portal.
- Waitlist: Overdue – Technical Assistance Request Follow-up: The requested corrections for the Upfront Technical Assistance Request are overdue and must be submitted as soon as possible. Please contact the program administrator if assistance is required.



- Waitlist: Resubmitted – Upfront Technical Assistance Request: The Upfront Technical Assistance Request has been resubmitted with corrections and is in queue for review by the program administrator in a fully subscribed program.
- Waitlist: Pending Data Request: The Upfront Technical Assistance Request has been reviewed by the program administrator and is in queue to be submitted to the IOU for historical electric usage data at the project site.
- Waitlist: Pending IOU Data: Electric usage data has been requested from the IOU and is pending review by the program administrator in a fully subscribed program.
- Waitlist: Processing IOU Data: The program administrator has received historical electric usage data for the project site from the IOUs and is processing the data.
- Waitlist: Upfront Technical Assistance Request Approved: Program administrator has reviewed and approved the Technical Assistance Request in a fully subscribed program. The project may now submit a Reservation Request Package.

Other statuses

- Canceled: The application is no longer eligible due to missing a deadline or project requirement. The project can be resubmitted with a new application at the current incentive rate.
- Withdrawn: Host customer or applicant requested that the application be removed and permanently marked with the inactive, withdrawn status. Withdrawn applications are moved to canceled status after 14 days.
- Unsubmitted: Applicant has started the application, but the information is incomplete and not fully submitted.



7. Appendix B¹⁰

SOMAH External Evaluation Phase 1 Recommendation, Program Administration Response

I. Background

Public Utilities Code (PUC) Section 913.8 requires the CPUC to provide the Legislature with a report on SOMAH program participation and progress toward legislative goals through a program evaluation. Phase 1 of the first program evaluation began in late 2019 and was completed when the final [Phase I Report](#) was published on August 27, 2020. The report outlines seven program findings and recommendations for the SOMAH PA and Energy Division consideration. The seven recommendations, along with the SOMAH PA responses and next steps, are outlined below.

II. Recommendation 1

A. Recommendation Details

Identify, define, and adopt terminology to refer to “disadvantaged communities” in the context of economic and workforce development. We note that an existing programmatic definition is provided in the SOMAH PA’s local and targeted hiring practices, which we will adopt in this report to define groups included in the broader definition of disadvantaged communities and refer to as “underserved communities”.

B. PA Response

1.1 *Actionable:* The SOMAH PA commits to reviewing the program’s marketing materials to ensure that there is no ambiguity in the definition and characterization of DACs, as defined by CalEnviroScreen 3.0, a statewide tool that uses 20+ indicators to capture social, economic, and environmental burdens and is the tool that Environmental Justice (EJ) groups across CA, including community based organizations partnered with SOMAH, use to identify

¹⁰ At the time of this report’s filing, Verdant’s Phase 2 Program Evaluation is in draft form and not finalized for public review and comment. The PA’s Response to the SOMAH External Evaluation Phase 2 will be included in a future iteration of the Semiannual Progress Report.



communities who have borne the most historic burden. The SOMAH PA will complete this review by the end of Q2 2021.

1.2 Actionable: The program requirement in job training (encouraging but not requiring local/targeted hires) limits what the SOMAH PA can require; however, the PA has set goals for the participation of residents of DACs and other “targeted hires¹¹” through the program’s 2021 Marketing, Education, and Outreach Plan. The program’s 2021 ME&O Plan has set benchmarks for local and targeted hiring at 50%. Separately, the PA set a goal of ensuring that at least 50% of trainees are from CalEnviroScreen 3.0 DACs as the category of “targeted” hires is much broader. The SOMAH PA will continue reporting on the attainment of these objectives via Semi-Annual Progress Reports as data becomes available.

III. Recommendation 2

A. Recommendation Details

The team notes that while the CPUC acknowledged the importance of hiring practices focused on local and underserved communities, it declined to adopt specific requirements around hiring and training practices. The SOMAH PA also emphasizes hiring practices that prioritize local and underserved individuals; however, there is a lack of clarity on how success of this endeavor will be measured.

2.1 Consider setting goals and year-over-year benchmarks for trainees from the groups delineated by the SOMAH PA to provide insight into the program’s progress in training local and underserved groups.

2.2 Explore ways to support and develop trainees from smaller contracting firms. In the spirit of broadly sharing the benefits of the program, explore the extent to which the SOMAH program might provide additional workforce

¹¹ For the SOMAH program, “targeted hires” include residents of DACs, affordable housing residents, women, people of color, and other individuals who have faced or who have overcome at least one of the following barriers to employment: being homeless; being a custodial single parent; receiving public assistance; lacking a GED or high school diploma; participating in a vocational English as a second language program; or having a criminal record or other involvement with the criminal justice system.



development to smaller contractors who can help diversify the overall participant pool.

B. PA Response

Overarching non-actionable: It is not possible for the SOMAH PA to independently modify the workforce development requirements to apply to any intended populations, given that hiring local or targeted hires is encouraged but not required.

2.1 *Actionable:* As stated in 1.2 above, the SOMAH PA tracks the number and percentage of job trainees who are residents of DACs, and also qualify as local or targeted hires, which is reported in the Semiannual Progress Report. Akin to the SOMAH PA response in 1.2, above, the SOMAH PA has set internal benchmarks for the percentage of total job trainees who also meet the local and/or targeted hire definitions.

2.2 *Actionable:* The SOMAH PA has been exploring ways to support trainees as well as support smaller contractors in hiring trainees who qualify for SOMAH. The SOMAH PA member, GRID Alternatives, who leads the workforce development program component, is adding additional staff capacity in 2021 to foster trainee-contractor connections and support contractors in hiring, particularly targeting new program entrants. This hands-on approach to “customer care” will better support smaller contractors and contractors with less experience with or capacity to navigate the job training components of incentive programs.

In parallel, the SOMAH PA will also extend one-on-one support to trainees who are inexperienced at or have faced barriers in entering solar industry traineeships. Through directly supporting trainee placements where desired by the contractor, the PA will have more of a direct influence on ensuring a high proportion of trainees are local and targeted hires and/or residents of DACs. Finally, in continuing to leverage SOMAH's Job Training Organization Task Force, the PA will identify and develop additional tools and services as necessary to support smaller contractors in recruiting eligible trainees to meet SOMAH's job training requirements.

IV. Recommendation 3

A. Recommendation Details



3.2 In Phase II of the evaluation, the PA and evaluators should explore program participation barriers small contractors face and whether setting caps on large solar contractor applications would help ensure participation among property owners and a more diverse set of contractor applications. Additionally, research should be conducted to better understand the extent to which large contractors may be employing the smaller contractors as subcontractors for SOMAH projects.

3.3 In future evaluations, consider conducting interviews with contractors who have completed projects and who have the eligibility training but have not participated in the SOMAH program to understand participation barriers.

3.4 Future evaluations should consider conducting interviews with property owners who have been approached by the SOMAH PA or their CBO partners, or who have registered interest in SOMAH but have not submitted an application, to assess whether current outreach is sufficient to successfully introduce property owners into the program and through the application process. If it is deemed insufficient, identify ways to restructure outreach and/or technical assistance to bring more property owners into the application pipeline.

3.5 In Phase II of the evaluation, explore the degree to which program financing and access to capital is a barrier to participation for smaller contractors and property owners who are unable to float the cost of the system until the incentive is paid in full.

B. PA Response

3.1 *Actionable:* The SOMAH PA collects demographic information on eligible contractors after they have completed the program's Eligible Contractor Training. The SOMAH PA will compare the metrics currently collected by the program and compare them to the metrics called for in SB 255. If there are metrics that are listed in SB 255 that the program does not currently collect, the SOMAH PA will consider adding the additional metrics to the eligible contractor intake form and requesting the additional data from current eligible contractors.

3.2 *Non-Actionable:* With program funding available in all five program territories, there is ample opportunity for smaller contractors to apply to the program and reserve funding. With the funding available, the SOMAH PA does not see how a contractor cap on larger contractors would increase the opportunity for smaller contractors to participate and therefore does not support a contractor cap at this point in the program. If measures that limit participation



by the program's most active contractors are considered in the future program years, the SOMAH PA believes each measure must be carefully considered for their potential impact on achieving the program's 300 MW goal.

Actionable: The SOMAH PA will track subcontractor participation, which will be known at the Proof of Project Milestone, to monitor the program's contractor diversity.

3.3 *Actionable:* The SOMAH PA will provide the program evaluator information on the Eligible Contractor Training and intake process to support contractor interviews.

3.4 *Actionable:* The SOMAH PA provided the third-party evaluator four customer journey maps, including one for tenants, contractors, property owners that receive TA, and property owners that do not opt for TA. The customer journey maps may assist the third-party evaluator in their interviews with program participants.

3.5 *Actionable:* The SOMAH PA will develop a survey for contractors and property owners that opt-in to the recently approved two-payment incentive pathway to better understand how the introduction of progress payments has/has not helped break down barriers to program participation.

V. Recommendation 4

A. Recommendation Details

In Phase II of the evaluation, explore the gap between applicants who qualify as serving DACs and properties that qualify under income thresholds. There is still much that is unknown about the differences between these two program-eligible populations, and thus a comparison of those that do and do not qualify for one category or another can shed light on any qualitative and/or material differences between the two groups. By understanding how the buildings, neighborhoods, and tenants' experiences differ across categories, the SOMAH program will better grasp how the program funds are being allocated to disadvantaged and low-income populations and the extent to which it meets the spirit of the legislation.

B. PA Response

Overarching non-actionable: The word "gap" seems like a miscategorization and can create a false dichotomy. While the PA is committed to prioritizing DACs in



the program, both qualification types (i.e., properties that qualify as being located in a DAC and properties that qualify under income thresholds) are eligible program participants.

Actionable: The California Housing Partnership, the SOMAH PA member lead for affordable housing analysis, will continue refining the market analysis included in the program's annual ME&O Plan. This analysis will allow the PA to continue to examine participating housing types (i.e., retirement homes, tribal communities, low-income qualified tenants, Section 8 project-based voucher units, etc.), and will look further at DAC properties. Further, the program's ME&O plan includes concrete actions for increasing property owner diversity and the participation of DAC properties.

VI. Recommendation 5

A. Recommendation Details

Create additional fields in the program tracking database to facilitate tracking and reporting on key program metrics. These fields would include items such as:

5.1 Reason for program suspension. Currently, this information is only stored in the letters that are sent to program applicants. Adding primary reasons as a drop-down field in the program tracking database would allow for more rapid identification and resolution of application issues.

5.2 Reason for program cancellation. The evaluation team found that nearly half of the SOMAH cancellations, nine of the 23 cancellations to date, were due to duplicate applications. Having a field to identify the primary reason for application cancellation would allow for an improved understanding of the current program status.

5.3 Additionally, identify a process by which any large errors encountered within the database related to PV capacity sizing or incentive reservation amount can be rectified in a more timely manner to free up funding for waitlisted projects and improve the accuracy of reported program capacity and incentive funding.

B. PA Response

5.1 *Actionable:* The SOMAH PA has developed a report in PowerClerk that the program evaluator can access to display the reasons for program suspension. While this is not an additional drop-down field in PowerClerk, the



program evaluator will be able to more quickly access and digest the reasons for suspension.

5.2 *Actionable:* In August 2020, the SOMAH PA added an additional field in PowerClerk to track the reason for program cancellation.

5.3 *Non-Actionable:* The SOMAH PA has developed a process to check each project's system size as compared to the past 12-months of consumption data. While the SOMAH PA completes this process, there may be projects that are oversized and therefore reserving more funding than needed. The SOMAH PA is committed to working with the IOUs to streamline the data request process to reduce processing time and make funds available to projects on the waitlist in a more timely manner.

VII. Recommendation 6

A. Recommendation Details

The SOMAH PA should work with the IOUs to ensure the consumption data provided during the Reservation Request step allows the PA to make an accurate determination of appropriate PV system size. At a minimum, this would include information on tenant occupancy level (**6.1**) and dates corresponding to the monthly consumption fields (**6.2**).

B. PA Response

The SOMAH PA presented Recommendation 6 to the Investor-Owned Utilities (IOUs) at the December IOU Working Group.

6.1 *TBD-Actionable:* Before determining if this recommendation is actionable or not, the SOMAH PA would like to understand if this information can be compiled in an accurate and efficient manner. Because each IOU has a unique data request process, with varying barriers, this recommendation may not work for all program territories. The SOMAH PA will work with each IOU to explore the recommendation and how it might work for their individual territory and internal processes. After these consultations have concluded, the SOMAH PA will aggregate the information from the IOUs and determine if this recommendation is actionable.

6.2 *Actionable:* Most of the IOUs already provide the dates corresponding to the monthly consumption fields, and the SOMAH PA has requested the remaining IOUs to include this information going forward.



Recommendation 7

C. Recommendation Details

A formal data collection process should be established to ensure data elements are retained as needed for future evaluation efforts. If this is considered out of the scope of the SOMAH PA, it may be necessary to contract with a third party to collect and process data elements on a regular basis or develop a process with the IOUs to house and make available to evaluators the data they collect for billing purposes

D. PA Response

Actionable: The SOMAH PA will work with the program evaluator to inventory all the data points that need to be collected for future evaluations, along with where the data will be collected from (IOUs, PowerClerk, etc.) and the format to ensure the data is ready to evaluate. Additionally, the SOMAH PA will work with the IOUs to collect the data identified in the data inventory.

VIII. Conclusion

In its efforts to continuously improve the SOMAH program, the PA appreciates its partnership with the third-party evaluators and will continue to build upon the program adjustments they recommended. The SOMAH PA continues its own internal data collection and analysis of the program through the Semiannual Progress report. Further feedback and insight will be available upon completion of Phase II of the third-party evaluation, due for completion in March of 2021.