



State of California

M e m o r a n d u m

Date: May 03, 2022 (Addendum to Memorandum dated February 03, 2022)

To: Andres Marquez, Southern California Gas Company (SCG); Ryan Cho, Southern California Edison (SCE); Jay Bhatka, SCE; Andres Fergadiotti, SCE; Danielle Dragon, Pacific Gas and Electric (PG&E); Henry Liu PG&E; Ed Reynoso, San Diego Gas and Electric (SDG&E); John Zwick (SDG&E); Nancy Goddard, PacifiCorp; Kenneth Liljestrom (SDG&E) Jenny Berg (Bay Area Regional Energy Network); Lujana Medina (Southern California Regional Energy Network); Alejandra Tellez (Tri-County Regional Energy Network); Casey Dailey (Inland Regional Energy Network); Nancy Barba (Frontier Energy); Laurel Rothschild (The Energy Coalition); Qua Vallery (MCE); Alice Havenar-Daughton (MCE); Jana Kopyciok-Lande (MCE); Mathew Marshall (Redwood Coast Energy Authority); Aisha Cissna (RCEA); Willie Calvin (San Jose Clean Energy); Julia Allman (San Francisco Public Utilities Commission)

CC: Peter Lai, CPUC; Jennifer Kalafut, CPUC; Nils Strindberg, CPUC

From: Peter Biermayer P.E., Utilities Engineer, EE Planning & Forecasting Section, Energy Division, CPUC

Subject: ADDENDUM TO CPUC GUIDANCE ON USE OF DEFAULT NET-TO-GROSS RATIO FOR HARD-TO-REACH CUSTOMERS

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CPUC Energy Division staff previously reviewed a request for clarification from the Southern California Gas Company on how net-to-gross (NTGs) ratios should be applied to energy efficiency programs, projects, and measures that target hard-to-reach (HTR) customers. Staff determined that the 0.85 NTG ratio for HTR customers in California eTRM (electronic Technical Resource Manual, <https://www.caetrm.com>) only applies to HTR customers as defined in D.18-05-041, Section 2.5.3 and must use a direct install (DI) delivery channel.

Since this request and the issuance of the memo issued February 03, 2022 the CPUC Energy Division has further considered the matter and determined that the following Measure Application Types (MATs) shall be eligible for direct install delivery:

- Building Weatherization (BW)
- Behavioral, Retrocommissioning, and Operational-Retrocommissioning (BRO-RCx)
- Add-On Equipment (AOE)

This expansion of DI-eligible MATs is effective as of the date of this memo. As previously indicated, program administrators (PAs) can claim that their programs are targeting or serving HTR customers through delivery channels other than DI, if the customers served meet the criteria in D.18-05-041 but shall use the most appropriate non-HTR NTG ratio in California eTRM.