



Solar on Multifamily  
Affordable Housing

SOMAH  
**Semiannual  
Progress Report**

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Reporting period  
July 1, 2023 – December 31, 2023



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# 1. Executive Summary

The ninth Solar on Multifamily Affordable Housing (SOMAH) Program Semiannual Progress Report (SAPR) covers the remainder of 2023 program activities. It highlights a steady stream of new projects entering the program, the utilization of the Progress Payment Pathway and Affordability Prescreen service and the impacts to date of the implementation of increased incentive levels earlier in the year. An uptick in new applications in Q3 and Q4 2023 led to 81 new submissions the second half of 2023. The applications this reporting period brings the 2023 annual total to 127 newly submitted applications, with less than a 10% cancellation rate. The well utilized Affordability Prescreen service has also helped to lower cancellations based on ineligibility amid steady incoming application volume. Additional funding was released for PG&E, SCE and PacifiCorp, and the program maintained plentiful funding for all investor-owned utility (IOU) territories while providing immediate application review with no waitlists. Midway through the year, participants continued to report industry impacts such as historic inflation and supply chain challenges that perpetuated delays in construction timelines and project completion, but forecasts look strong for a significant wave of project completion in the first half of 2024.

The SOMAH Program Administrator (PA) continues to emphasize understanding and adapting to current environmental and industry challenges while striving to implement a resilient and successful program. Supportive implementation efforts during the second half of 2023 included the full rollout of increased SOMAH incentives through implementation of the SOMAH Program Handbook 7.0, as well as expanded and revamped services for participants such as the Affordability Prescreen and a suite of Technical Assistance (TA) and Support Services. In-person conferences, tenant education workshops and ribbon-cuttings have helped celebrate SOMAH-funded systems and emphasized their benefits to tenants and communities. In-person conferences included Housing California's 2023 Conference in San Diego and the California Climate and Energy Forum in Santa Rosa. The SOMAH PA has continued its monitoring, evaluation and research efforts to garner valuable feedback for the program through tenant surveys, which included a pilot for in-person survey collection in Santa Ana. Marketing, education and outreach (ME&O) efforts have also resumed in-person outreach as COVID-19 restrictions have decreased during 2023, allowing for more hands-on engagement in the communities SOMAH serves.

As completed projects continue to close out, the SOMAH PA has utilized these opportunities to showcase the impact SOMAH contributes to communities through





success stories and video testimonials that have been posted on the SOMAH website and are available for outreach purposes. Stakeholder outreach by the SOMAH PA, SOMAH-contracted community-based organizations (CBOs) and new co-marketing partners have helped increase program awareness with external webinars and program announcements.

## 1.1 COVID-19 Acknowledgement

The current project queue has demonstrated participants are committed to participating in SOMAH and are making best efforts to adapt and evolve in the new environment resulting from the pandemic. Despite these impacts, the program has continued to see projects progress with their design, construction and interconnection efforts. The SOMAH PA has maintained a dedicated webpage, [CalSOMAH.org/COVID19](https://CalSOMAH.org/COVID19), to provide up-to-date program information and resources on this topic. The SOMAH PA remains committed to prioritizing health and safety, 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 program has further been modified by the recent SB 355, signed October 7, 2023. SB 355 extends the program to 2032 and includes several modifications to expand program eligibility.

The SOMAH Program serves electric 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 designed 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. An advisory council of community advocates 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 rotating CBOs. 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, whether the program participant is just starting their journey 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)<sup>1</sup> methodology. Track A is designed for property owners who receive direct program marketing and outreach from the SOMAH PA and its network of CBO partners, as well as referrals and coordination with other energy efficiency programs. Track A provides Technical Assistance (TA) and Support Services for property owners. These services supply them with a well-rounded understanding of their property's energy needs and provide

<sup>1</sup> EPBB incentives are based on the system's capacity and design, which provide an estimate of the system's future performance.





access to the available educational, technical and financial resources that facilitate valuable energy efficiency upgrades and the solar installation. Participants that select Track A have their incentive funding earmarked for the duration of the six-month Upfront TA period,<sup>2</sup> prior to a reservation request. Track A participants typically do not have an identified solar contractor and are guided through a multiple bid process to select an eligible solar contractor for their project. The SOMAH PA has previously noted instances of an owner opting to withdraw from Track A to reapply as Track B after receiving Upfront TA support services, ahead of the multiple bid process. In these situations, the SOMAH PA 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 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 support services and may waive the requirement to participate in the multiple bid process by submitting the Multiple Bid Waiver with the Reservation Request Package. Track B projects are eligible for the program's suite of Technical Assistance (TA) and Support Services that can be requested as needed, which are further described in Section 3.4, Technical Assistance.

For Track A and B projects, incentive funding will be reserved for 18 months based on the date the Reservation Approval Notice is issued. Figure 1 shows the application steps for Track A and Track B.

<sup>2</sup> Handbook 6.0 increased the time for earmarked funding for Track A projects from three months to 180 days to allow more time to utilize Upfront Technical Assistance and complete the multiple bid process.



**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 qualify for the SOMAH Program in two ways, known as Qualification Option A and Qualification Option B. A property may be eligible by meeting the requirements of Option A, Option B or both. All properties must be at least five rental units and meet the definition of deed-restricted, affordable housing in PU Code Section 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). Qualification Option B refers to properties located in a disadvantaged community (DAC) as identified by CalEnviroScreen and CalEPA. Section 3.1.1, Applications and Incentive Statistics, elaborates on qualification options for the SOMAH Program.

The SOMAH PA anticipates expanding this section for program eligibility options in the next Semiannual Progress Report to reflect the pending changes in program eligibility from Handbook 8, resulting from Senate Bill (SB) 355. See sections 4.2.2, Senate Bil 355 and 4.2.3, Program Handbook for more information.

## 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). SAERs are posted twice a year to the California Distributed Generation Statistics [website](#) in conjunction with Semiannual Progress Reports (SAPRs).

### 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 December 31, 2023.

**Figure 2 – Total Program Administrative Expenditures by Category**

Category	
SOMAH Program Administration	\$20,120,399
SOMAH Marketing, Education & Outreach (ME&O)	\$13,130,361
SOMAH Workforce Development	\$2,309,495
SOMAH Technical Assistance	\$1,591,714
SOMAH Evaluation Expenses <sup>3</sup>	\$857,721
Investor-Owned Utility (IOU) Expenses	\$5,292,121
Total	\$43,301,811

More detailed expenditure information can be found at [California Distributed Generation Programs](#).

### 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 application queues and up to five waitlist queues, when applicable. The funds for each utility

<sup>3</sup> Prior to January 2022, Energy Division staffing costs were included in error under "SOMAH California Public Utilities Commission (CPUC) Expenditures." CPUC Energy Division staff overseeing SOMAH implementation are not funded through the SOMAH Program. Historical amounts are amended to show the expenditures directed by CPUC Energy Division staff to be spent on evaluation activities that are funded by SOMAH Program administration funds.



territory may be released at separate 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 are released quarterly versus the annual lump sum release of the other territories.

A summary of funding releases for the second half of 2023 includes the following territories: PG&E (July and November 2023), SCE (July 2023) and PacifiCorp (July and October 2023). 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	Budget	Capacity	Budget	Capacity	Budget	Capacity	Budget	Capacity	Budget	Capacity	Budget		
		(MW)	(\$)	(MW)	(\$)	(MW)	(\$)	(MW)	(\$)	(MW)	(\$)	(MW)	(\$)		
PG&E	Track A	0	0	0.105	334,914	0.022	45,521	0.167	343,016	0	0	0.294	723,451	254,361,004	180,024,272
	Track B	0	0	0	0	2.931	6,379,104	27.437	57,027,795	5.087	10,206,382	35.455	73,613,281		
	Total	0	0	0.105	334,914	2.953	6,424,625	27.604	57,370,811	5.087	10,206,382	35.749	74,336,732		
SCE	Track A	0	0	0.418	1,336,889	0	0	0.484	1,189,923	0	0	0.902	2,526,812	310,593,729	251,813,385
	Track B	0	0	0	0	1.445	3,310,109	15.703	34,269,951	9.980	18,673,472	27.128	56,253,532		
	Total	0	0	0.418	1,336,889	1.445	3,310,109	16.187	35,459,874	9.980	18,673,472	28.030	58,780,344		
SDG&E	Track A	0	0	1.177	3,765,090	0	0	0	0	0	0	1.177	3,765,090	80,607,112	58,481,540
	Track B	0	0	0	0	0.806	1,802,745	4.961	10,389,982	3.039	6,167,755	8.806	18,360,482		
	Total	0	0	1.177	3,765,090	0.806	1,802,745	4.961	10,389,982	3.039	6,167,755	9.983	22,125,572		
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	8,347,570	8,347,570
	Track B	0	0	0	0	0	0	0	0	0	0	0	0		
	Total	0	0	0	0	0	0	0	0	0	0	0	0		
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	2,153,055	1,872,515
	Track B	0	0	0	0	0	0	0.148	280,540	0	0	0.148	280,540		
	Total	0	0	0	0	0	0	0.148	280,540	0	0	0.148	280,540		
TOTAL	Track A	0	0	1.700	5,436,893	0.022	45,521	0.651	1,532,939	0	0	2.373	7,015,353	656,062,470	500,539,282
	Track B	0	0	0	0	5.182	11,491,958	48.249	101,968,268	18.106	35,047,609	71.537	148,507,835		
	Total	0	0	1.700	5,436,893	5.204	11,537,479	48.900	103,501,207	18.106	35,047,609	73.910	155,523,188		



**Figure 4 – Cumulative Program Budget**

	2016 Budget (\$)	2017 Budget (\$)	2018 Budget (\$)	2019 Budget (\$)	Under- Collections True-up (\$)	2020 Budget (\$)	2021 Budget (\$)	2022 Budget <sup>4</sup> (\$)	2023 Budget (\$)	2024 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	28,448,280	41,600,106	38,400,027	TBD	74,336,732	254,361,004	180,024,272
SCE	2,733,251	4,536,250	35,213,205	36,768,272	45,542,591	37,689,090	40,208,400	66,027,600	41,875,070	TBD	58,780,344	310,593,729	251,813,385
SDG&E	0	0	9,270,000	9,104,076	11,343,785	10,294,957	9,831,156	17,308,193	13,454,945	TBD	22,125,572	80,607,112	58,481,540
PacifiCorp	422,443	961,291	1,009,512	1,150,528	0	1,177,394	1,090,332	1,400,621	1,135,449	TBD	0	8,347,570	8,347,570
Liberty Utilities	132,440	258,329	314,706	419,517	0	326,327	300,128	401,608	TBD	TBD	280,540	2,153,055	1,872,515
<b>TOTAL</b>	<b>5,029,126</b>	<b>10,114,980</b>	<b>85,137,423</b>	<b>81,405,693</b>	<b>88,506,960</b>	<b>84,386,373</b>	<b>79,878,296</b>	<b>126,738,128</b>	<b>94,865,491</b>	<b>0</b>	<b>155,523,188</b>	<b>656,062,470</b>	<b>500,539,282</b>

<sup>4</sup> D.22-09-009 modified D.17-12-022 for the SOMAH forecast budgeting process. Each IOU can propose to set aside their proportionate share of \$100 million for SOMAH, if they adequately show that the IOUs' collective revenue will exceed \$100 million. The SOMAH PA releases funds based on the IOUs' set-asides, then trues-up the final three months of the year once the IOUs submit their Joint Advice Letter.





## 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 initial Semiannual Progress Report (SAPR) on January 31, 2020.

#### 3.1.1 Applications and Incentive Statistics

SOMAH continues to have ample funding available in all five IOU territories, with an available incentive budget of more than \$500.5 million across the program for this reporting period. No IOU territory has had a waitlist since Q4 2020 (SDG&E). Stakeholders and interested applicants should refer to the [Program Funding page](#) on CalSOMAH.org for the most up-to-date information on recently released and available funding per territory and can subscribe to the [SOMAH email list](#) for real-time notifications when additional funding is released.

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 requirements, or voluntarily withdrawn by the applicant or host customer. Second, incentive funds may become available through the course of application review. For example, applicant's adjustments to the system size after receiving consumption data from the IOU will affect the reserved incentive amount. The SOMAH PA has observed that nearly all projects will adjust their system size after receiving site consumption data during the Reservation Request Milestone (or during Upfront TA for Track A projects), therefore, modifying the requested incentive with the system size adjustment. With adjustments like this, the previously allocated funds are then returned to the pot of available funding or applied to waitlisted projects (when applicable) through an ongoing reconciliation process by the SOMAH PA. Similarly, the program maintains a small buffer in each territory's budget to accommodate potential



increases in system sizes and incentive amounts resulting from 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 to the Reservation Request Milestone, additional steps are completed by the SOMAH PA and the applicant, which historically have resulted in a longer reservation request review timeline. In response to Phase II Third-Party Evaluation recommendation feedback finding the attainment and timing of consumption data as a barrier, the PA coordinated and implemented application-related program and process improvements throughout 2022–23. The largest push for application streamlining efforts is included in the changes approved in early 2023 through Handbook 6.0. More information on the history of SOMAH's handbook updates are outlined below and in Section 4.2.2, Program Handbook.

Efforts to streamline the Reservation Request Milestone were approved through Handbook 6.0 and implemented during Q1 2023. As a result, the Reservation Request Milestone is now split into two phases, Phase I and Phase II. This phased approach reduces the initial administrative burden of submitting the Reservation Request Milestone, improves user experience with integrated project timelines and provides a quicker timeline for an application to receive historical consumption data. A new status, Reservation Request – IOU Data Results Shared, was created to mark the completion of Phase I of the Reservation Request Package. This new status indicates utility consumption was shared for the application and the applicant can begin Phase II of the Reservation Request Package. In addition, the requirement for the Cover Sheet for Multifamily Low-Income Housing Eligibility Documentation was removed. By breaking the Reservation Request Milestone into two phases and removing the Cover Sheet for Multifamily Low-Income Housing Eligibility Documentation, the PA can review applications more efficiently and provide a quicker timeline for IOU data request and data sharing. Stakeholders and interested applicants should refer to the Apply page on [CalSOMAH.org](https://CalSOMAH.org) for the most up-to-date information on the application process.



**Figure 5 – Application Status by IOU Territory**

Program	Active	Complete/ Incentive Paid	Canceled/ Withdrawn	Total
PG&E	276	41	179	496
SCE	102	47	90	239
SDG&E	46	21	41	108
Liberty Utilities	2	0	0	2
PacifiCorp	0	0	1	1
Total	426	109	311	846

N = 846

Between July and December 2023, a total of 81 applications were submitted to the SOMAH Program. This is almost double the number of new applications submitted during the last reporting period (Q1–Q2 2023). The SOMAH PA is encouraged by this uptick as it is an important contribution to reviving new application activity for the program and is planning to continue to build off this upward trend in activity in 2024. Of the submitted applications from July through December 2023, 46 new applications were submitted in Q3 while the remaining 35 applications were submitted in Q4. Eight of the new applications were Track A projects, all were submitted in the larger IOU territories (PG&E and SCE) and one participated in the Affordability Prescreen service. No new applications were submitted in Liberty Utilities or PacifiCorp territories in 2023, with the last Liberty Utilities application submitted in 2020 and PacifiCorp's last submitted in 2019. The two applications in Liberty territory have reached their Proof of Project Milestone while the single application in PacifiCorp was canceled with plans to re-enter the program in the future after resolving extenuating circumstances with site conditions and project planning. The SOMAH PA has been focusing on marketing and outreach coordination with both Liberty and PacifiCorp to increase program participation in these small multi-jurisdictional utility territories. Outreach coordination efforts began in the latter half of 2022 and have continued through 2023 with increased efforts planned for the first half of 2024. The number of new applications submitted in the previous reporting periods are as follows:

- July–December 2023: 81 new applications
- January–June 2023: 46 new applications
- July–December 2022: 35 new applications
- January–June 2022: 14 new applications
- July–December 2021: 127 new applications
- January–June 2021: 43 new applications
- July–December 2020: 63 new applications
- January–June 2020: 120 new applications



The larger spikes in new application submissions (greater than 100) aligned in reporting periods where incentive step-downs occurred, spurring activity when applicants made the effort to submit new applications at the higher incentive rate before incentive levels decreased for the following program year (July 2020 and October 2021). Historically, the program was required to step down incentive rates annually on July 1 of each year. In 2021, the July 1 incentive step-down was postponed due to a pending National Renewable Energy Laboratory (NREL) report used for the incentive step-down analysis. The CPUC approved the SOMAH PA's 120-day extension request, which provided the PA enough time to complete the analysis and stakeholder outreach prior to the Step 3 incentive rate deployed on October 30, 2021. The absence of an application submittal spike in 2022 aligns with the deferred incentive step-down resulting from the PA's Petition for Modification of the incentive structure. The SOMAH PA was granted an extension to pause the incentive step-down until a Decision on the Petition for Modification was issued by the CPUC.<sup>5</sup> As a result of the extension for incentive step-down for 2022, the previous pattern of increased application submissions prior to July 1 did not occur in 2022. Per D.23-03-007, the annual incentive step-down is no longer part of the program. See Section 4.2, Program Design and Updates for more information on these program changes.

Both the first third-party evaluation of SOMAH (Phase I and Phase II Evaluations) and the second (2023 SOMAH Second Triennial Report) highlight the importance of pipeline management, which continues to be a key focal point for the SOMAH PA. Pipeline management efforts aim to increase and maintain program participation with continued new application submissions to meet the program's 300 MW goal. Section 3.2, Marketing, Education and Outreach includes more information about SOMAH's ME&O efforts on pipeline management and increasing program participation and diversity. Due to a decrease in application submissions throughout 2021–22, which stalled overall growth and progression toward meeting program goals, program modifications and increased incentives were implemented to jumpstart program activity in 2023 and promote a higher level of participation to support the program's 300 MW goal. The SOMAH PA is focused on new application submissions and application retention. Given the continued number of canceled projects, the SOMAH PA is focusing on engaging recoverable applications that have previously canceled and using additional supportive measures like the Affordability Prescreen service and

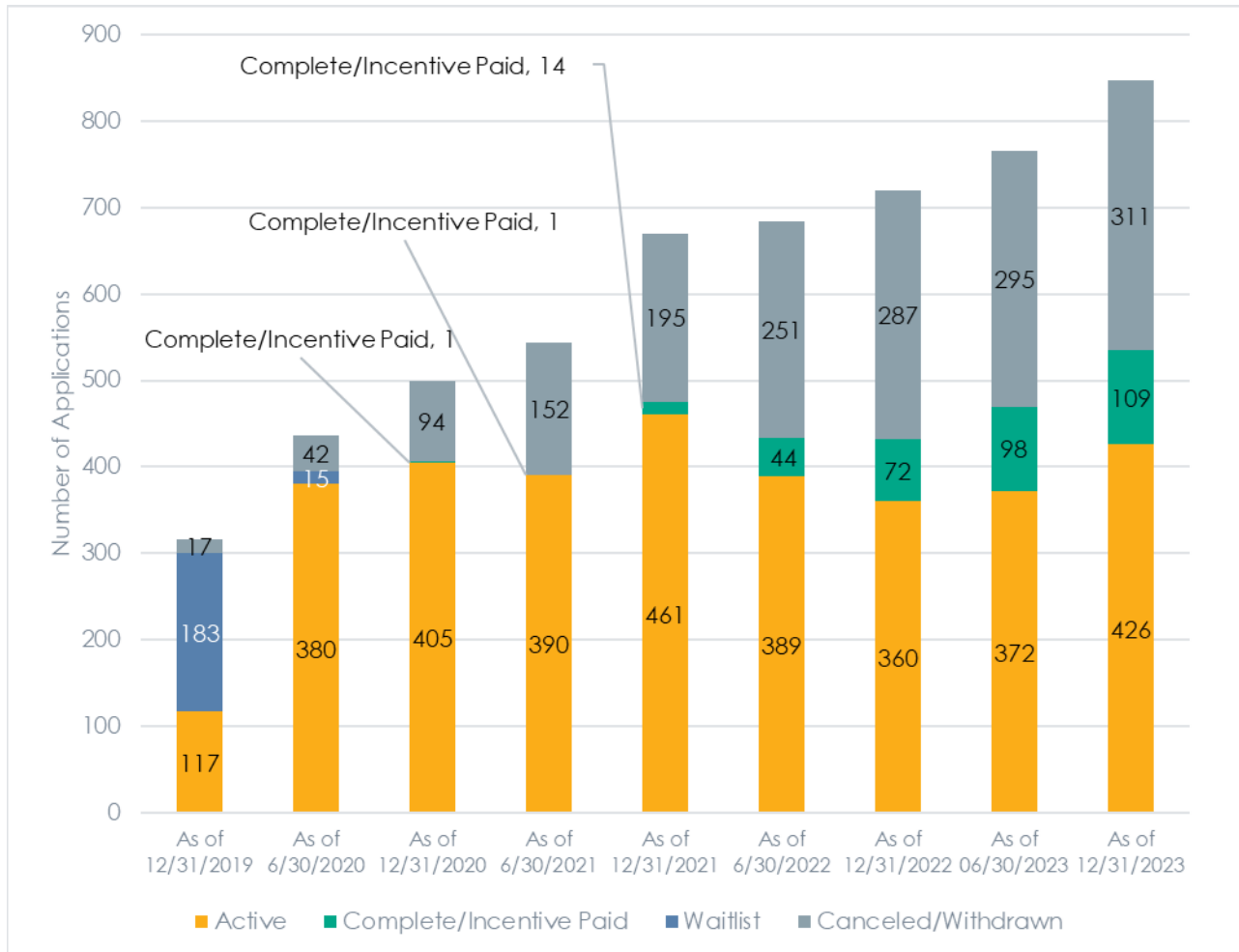
<sup>5</sup> Decision (D.) 23-03-007 amended D.17-12-022 incentive levels to raise the highest incentive level possible to \$3.50/watt for tenant areas and \$1.19/watt for common areas and ended the annual incentive step-down.



suite of Technical Assistance and Support Services to ensure quality leads with viable projects submit program applications in PowerClerk.

As of December 2022, an additional offering has been formalized to streamline eligibility review and support program engagement before the official application submission to PowerClerk. The Affordability Prescreen service provides hopeful participants with a high-level review of a property's regulatory documentation prior to submitting a formal application through the application portal, PowerClerk. The opportunity to partially prescreen properties for SOMAH eligibility alleviates a significant administrative burden on both applicants and application assignees and has been a welcomed and well utilized resource for participants. In efforts to increase application submission from eligible Affordability Prescreen service entries, the SOMAH PA began implementing additional outreach strategies in November 2023, through direct emails and calls to property owners and contractors. The goal of this direct outreach is to confirm their continued interest in the SOMAH Program and provide additional support where needed during the official application process, ultimately turning any eligible prescreens into new SOMAH applications. As a result of these efforts, the SOMAH PA saw an increase in conversion rates and provided excellent participant and applicant care. As compared to the first half of 2023 when 19.61% of the eligible prescreens received during that time converted to new application submittals, in Q3 and Q4 2023, 39.22% of the prescreens received during this reporting period converted to a new application submittal. The conversion rate has doubled since the last reporting period. This outreach is planned to continue in tandem with the Affordable Prescreen offering to continue increased application support and participation.

**Figure 6 – Cumulative Applications Received**



Since implementing the Affordability Prescreen service toward the end of 2022, 60% of the Affordability Prescreen service entries that were determined eligible, and requiring no additional documentation, have become active SOMAH applications. Since implementing the service, only one application that has participated in the service has canceled. The cancellation was due to the property owner choosing to sell the property and deciding to no longer pursue a solar installation. Common reasons for ineligibility of documents submitted to the Affordability Prescreen Service have included: 1) deed restrictions being expired or having less than 10 years remaining in their compliance period, 2) lack of information within the document to locate the property and 3) the candidate was unresponsive to PA requests for additional documentation. The Affordability Prescreen service enables applicants to confidently submit applications that fulfill SOMAH eligibility requirements and adequately prepares





them with potential additional documentation necessary to submit successful applications, such as the income affidavit or requests for further documentation supporting the original regulatory agreement. Utilizing the Affordability Prescreen service, participants and interested parties are provided the opportunity to engage with the SOMAH PA outside of a PowerClerk application submission. Participants create a dialogue with the SOMAH PA where questions that may arise during initial application review are answered and rapport is built prior to application submission. With this formalized offering, prescreen efforts are being tracked to record project conversion rates into active application submissions and/or prescreened projects where eligibility was confirmed that may be a good fit for further marketing, education and outreach efforts. The volume of prescreens and throughput to new application submissions is as follows.

- July–December 2023 — 27 prescreens processed
  - 8 eligible, 4 eligible with income affidavit, 15 ineligible
- January–June 2023 — 49 prescreens processed
  - 18 eligible, 9 eligible with income affidavit, 22 ineligible
- September–December 2022 — 34 prescreens processed
  - 25 eligible, 3 eligible with income affidavit, 6 ineligible
- 47% of processed prescreens resulting in eligible/eligible with income affidavit have submitted applications

Since the rollout of the formalized prescreen offering, no applications have been canceled for eligibility issues that could have been identified through the less burdensome Affordability Prescreen service. The Affordability Prescreen service has lessened administrative burdens by identifying 43 ineligible properties that would have been canceled due to eligibility issues had they submitted a formal application in PowerClerk.

Applicants and property owners have also shared valuable cancellation feedback for the projects that have chosen not to or are unable to move forward with the SOMAH Program after initial application submission. The SOMAH PA solicits additional details from all canceled and withdrawn applications to best support program data for tracking and reporting efforts. This feedback has helped the SOMAH PA better address eligibility challenges and barriers to program participation via program handbook changes (currently on Handbook 7.0.) Additionally, this cancellation feedback has positioned the SOMAH PA to prioritize outreach to potentially “recoverable” canceled applications to determine if their needs can be addressed to facilitate future participation. This outreach is discussed further in Section 3.1.3, Property Owners. Applicant and SOMAH PA combined efforts resulted in 26 previously canceled



applications re-entering the program in 2023, with half of those submitted during this reporting period.

The SOMAH PA maintains consistent communication with SOMAH contractors with active applications to best understand their project timelines and any barriers they may be facing. This interface with contractors and program participants also helps to support forecasting efforts for program activities as well as tailored project assistance for unique application situations. Over the past year, as application activity picked up for 18-month reservation expiration due dates, a related increase in extension requests to the Incentive Claim Package deadline was also observed. While Q3 2023 extension request activity remained high with 174 extension requests received, the SOMAH PA saw a slowly declining number of requests in Q4 with 77 extension requests received, leveling out toward the end of the quarter. The number of Incentive Claim Package deadline extensions submitted in the previous reporting periods are as follows:

- July 2023–December 2023: 251 extension requests processed
- January 2023–June 2023: 243 extension requests processed
- July 2022–December 2022: 171 extension requests processed
- January 2022–June 2022: 98 extension requests processed
- July 2021–December 2021: 24 extension requests processed

Each extension request is reviewed and addressed on a case-by-case basis. From program start to date, the average length of an Incentive Claim Package deadline extension request is 172 days. The maximum term per extension request is 180 days, and most of the extension requests are for the full 180 days. Similar to previous reporting periods, the large majority of extension requests have cited one of three reasons: 1) changes to the original design layout or funding of the project, 2) problems in the permitting process that caused a delay or 3) difficulties related to supply chain issues (such as steel for carport installations), permitting delays and interconnection challenges cited at varying levels of frequency across the SCE, SDG&E and PGE territories, as well as unforeseen engineering challenges. Despite these extensions, the program continues to observe a steady output of completed projects with 11 completed and paid projects from July through December 2023 with a significant group slated for completion in early 2024.

The SOMAH PA utilizes application milestone deadlines in conjunction with construction timelines in tracking efforts to assess progress of the application queue and broader program planning efforts, like project completion estimates. Of the data collected at the first application step, the Reservation Request Milestone, the applicant is required to enter the project's projected construction start date or actual construction start date. This information helps identify where the project is in the life cycle of installation at the



time of the SOMAH application. While the construction and interconnection processes are bifurcated from the SOMAH incentive application, the timing of installation and interconnection directly relate to the project's ability to submit for the incentive claim and progress payment (optional). After receiving reservation approval, at the start of each milestone, Energy Efficiency Compliance, Proof of Project and Incentive Claim, applicants are prompted to report if construction has started, or update the projected construction start date, if not. Additionally, the recently updated Extension Request Form now includes mandatory fields for applicants to provide an updated actual or projected construction start date to ensure quality information and the most up-to-date data capture. For delayed projects, the new Extension Request Form fields provide an additional point of insight in addition to the milestone updates. The additional construction start date validation provided via the updated Extension Request Form adds accuracy to the data represented in Figure 7. Figure 7 shows the construction timeline information reported in applications through Q4 2023.

**Figure 7 – Construction Timeline Insights**

Date	Construction Commenced	Projected Construction Start Date
2019	4	0
2020	32	0
2021	81	3
2022	63	3
Q1 2023	33	3
Q2 2023	42	22
Q3 2023	17	68
Q4 2023	10	72
Q1 2024	0	56
Q2 2024	0	12

Impacts on construction plans and project timelines remain prevalent across active projects and will likely continue to impact project completion timelines into the new year. As seen in Figure 7, the number of projects with a projected construction start date in Q3/Q4 increased significantly from the previous reporting period while projects with reported construction start dates in Q3/Q4 decreased from the previous reporting period. True construction start timelines will continue to be updated as that data is collected at different milestones of the application. The number of projects reported to



have started construction in Q3/Q4 decreased by 64% from the number of projects that started construction in Q1/Q2 2023. Application data from earlier in the program, Year 1 and into Year 2, reported most projects approximated their construction to begin in 2021. Construction timeline projections have continued to shift through 2023 as projects progress and are better able to forecast construction timelines with more certainty. The SOMAH PA anticipates 56 projects to begin construction in Q1 2024 and predicts estimated construction timelines will continue to fluctuate. Through feedback provided via extension requests and other direct applicant feedback, it was relayed to the SOMAH PA in Q4 that a significant number of projects are entering the project completion phase with close-out planned for early 2024. The SOMAH PA anticipates approximately 25 MW of projects reaching construction completion and into the incentive claim process through Q1–Q2 2024. The 2024 emphasis on closing out existing projects should impact Figure 7 in the next reporting period with many of the projects in the “Construction Commenced” column moving out of this figure and into a completed status.

As previously mentioned, the extension requests provide additional information on project timelines and delays. Refined construction start dates will continue to be reported via the updated Extension Request Form (effective as of March 1, 2023) as well as when applicants are prompted to update their projected and executed construction start dates at each application milestone. These timeline updates will continue to be made available in subsequent progress reports.

Since the implementation of the revised Extension Request Form (March 2023), 381 new extension requests have been submitted containing the construction timeline. The additional data collected in the new mandatory fields shows more projects claiming actual construction start dates over projected construction start dates. In the projects that have submitted multiple extension requests, findings show the later extension requests (most recently submitted) are more likely to have already begun construction instead of providing a projected construction start date. The revised Extension Request Form allows the SOMAH PA to gain more visibility and transparency regarding construction timelines, progression in the project and necessity for extension requests.

Due to the continued high volume of extension requests and the administrative burden caused, the SOMAH PA is extending efficiencies to the extension request process effective January 2, 2024. Initially, extension requests were submitted to the SOMAH PA by the applicant via email. To streamline the review process for the SOMAH PA and to simplify the process for applicants, extension requests will be submitted via the PowerClerk application portal starting in 2024. The requirements on the extension request will remain the same and all supporting documentation necessary for the extension request will be required to be uploaded in PowerClerk.

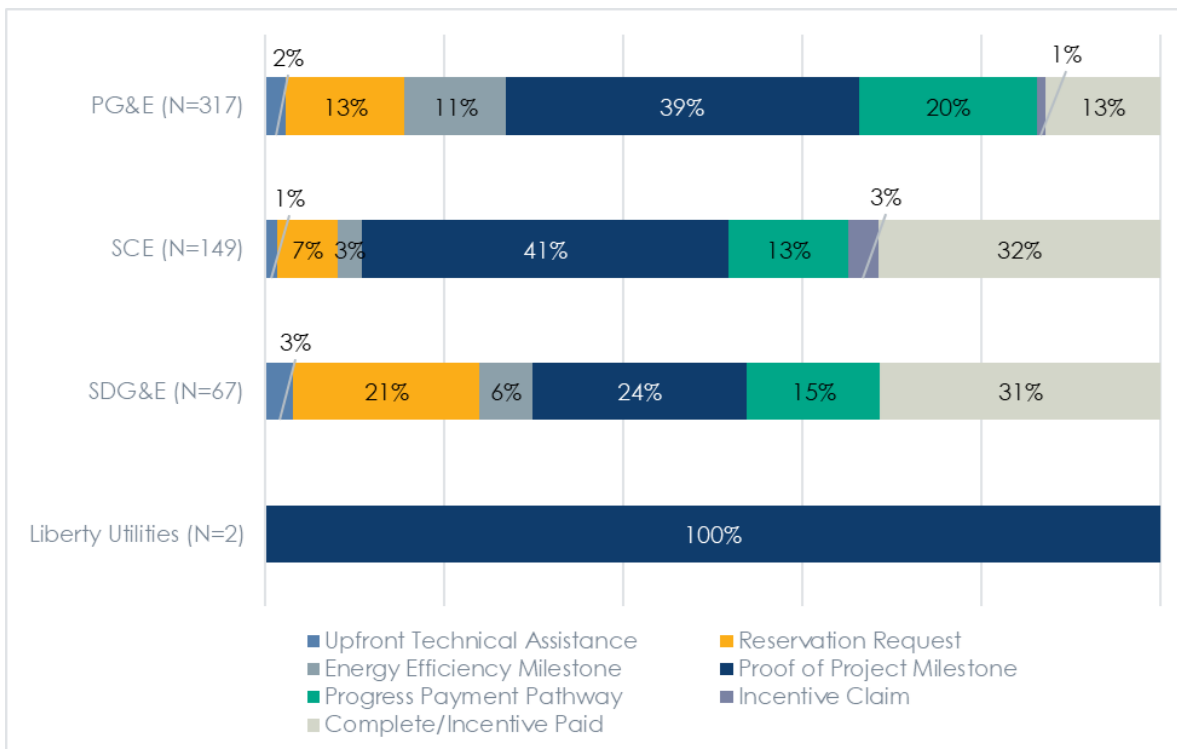


**Figure 8 – Milestones by IOU Territory**

Program	Upfront Technical Assistance	Reservation Request	Energy Efficiency Milestone	Proof of Project Milestone	Progress Payment Pathway	Incentive Claim	Complete/Incentive Paid
PG&E	7	42	36	125	63	3	41
SCE	2	10	4	61	20	5	47
SDG&E	2	14	4	16	10	0	21
Liberty Utilities	0	0	0	2	0	0	0
PacifiCorp	0	0	0	0	0	0	0
<b>Total</b>	<b>11</b>	<b>66</b>	<b>44</b>	<b>204</b>	<b>93</b>	<b>8</b>	<b>109</b>

N = 535

**Figure 9 – Percentage of Active Applications by Milestone and Territory<sup>6</sup>**



N = 535

<sup>6</sup> PacifiCorp is not represented in Figure 9 because no projects are active in this territory at the time of reporting.



During this reporting period, application submissions increased while project completion ebbed, showing an opposite trend from the previous reporting period. The project progress from 2022 and 2023 was significant for program goals with completed projects and useful for program data collection at the later Proof of Project and Incentive Claim Milestones. This program progress also aligns with application progression trends, as 77% of all active and completed projects have reached or surpassed the Proof of Project Milestone (PPM). PPM indicates contract execution and construction will start shortly after if they have not already broken ground by PPM submission. This reporting period showed a transition in activity from project close out to new project submittal. The percentage of projects having reached or surpassed PPM fell during this reporting period as compared to last. While 81 new projects were submitted during this reporting period, only 11 projects reached project completion. It is important to note, as discussed earlier in this section (Figure 7 and construction timelines), that there are significant project close-out and coordination efforts planned for Q1 and Q2 2024. Additional details on these efforts will be included in the next progress report.

Of the new application activity in Q3 and Q4 2023, eight Track A applications have been submitted to the program. Of these applications, five projects have received Track A approval, one was canceled after an interest call with the property owner uncovered the property is not deed restricted and therefore is not eligible for the program and one was a contractor lead and has since been canceled and redirected to Track B. The lengthier review process for Track A projects can be attributed to the additional support property owners require during the SOMAH application process as they familiarize themselves with the program requirements, platforms, etc. SOMAH's technical assistance and affordable housing specialists ensure property owners receive guidance through every part of the Track A application process. More information can be found in Section 3.4, Technical Assistance.

**Figure 10 – Applications by Incentive Track**

Assigned Incentive Track	Active	Complete/ Incentive Paid	Waitlist	Canceled/ Withdrawn	Total
Track A	17	0	0	41	<b>58</b>
Track B	409	109	0	270	<b>788</b>

N = 846

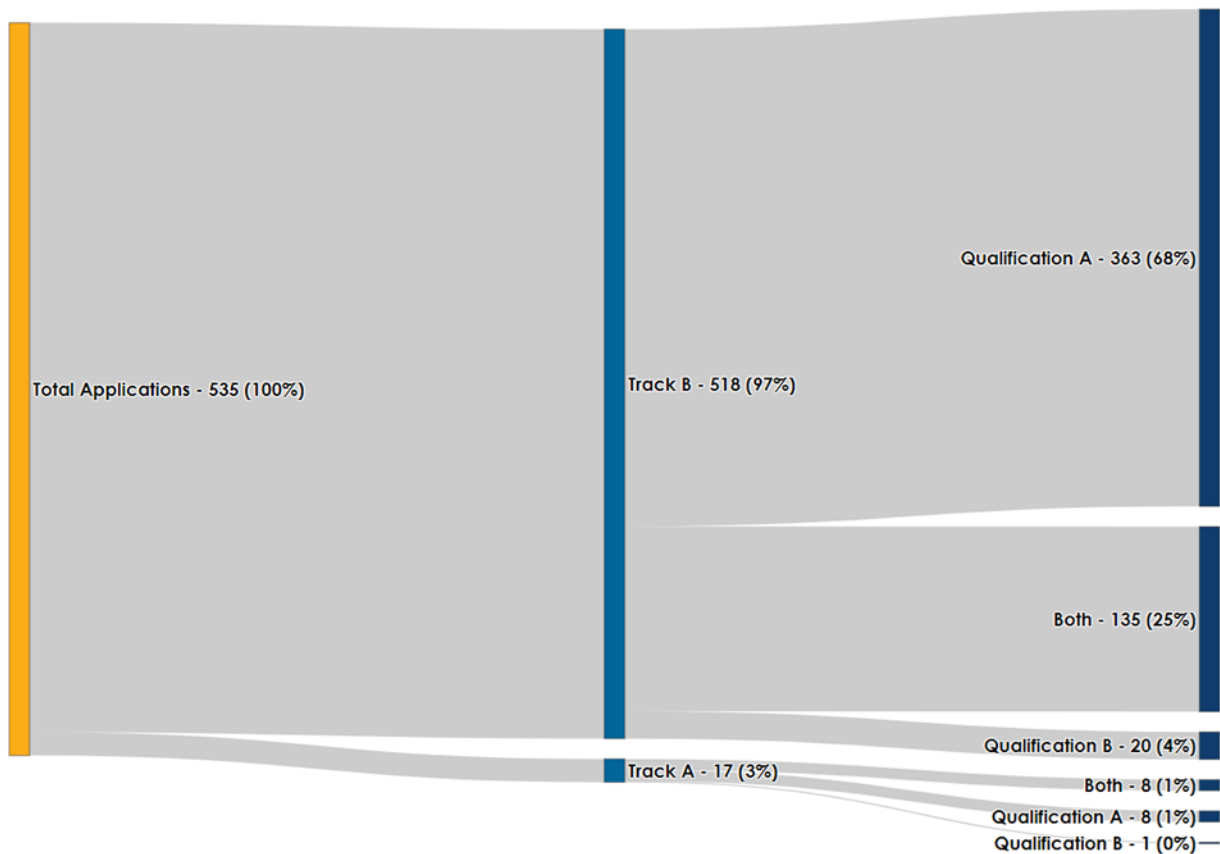
Along with the incentive track type (Track A or Track B) differentiating applications, the eligibility pathway for how the project qualifies for SOMAH is another key distinction for an application. Projects must satisfy one or both of the following options.



- 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 11 shows the breakdown between application track and eligibility pathways during this period of performance.

**Figure 11 – Property Eligibility by Incentive Track<sup>7</sup>**



<sup>7</sup> Calculations used for this visual are subject to rounding and total percentages may not equal 100%.



Of the 533 applications<sup>8</sup> received, approximately 69% qualified for the program through Qualification Option A, approximately 4% qualified for the program through Qualification Option B and approximately 27% qualified for the program through both options. In the first two years of the program, participation of DAC projects fluctuated between 25-30% of SOMAH projects. At the close of 2022, the percentage of applications located in DACs was 30% and has since increased slightly, with 31% of projects located in DACs at the close of the 2023 reporting period. At the end of 2020, the SOMAH PA provided the commissioner's office a memo<sup>9</sup> with potential options for increasing participation by eligible properties located in DACs and conducted stakeholder outreach in 2021 to determine the best path forward. Combined with ME&O strategy and programmatic efforts to prioritize projects located in DACs, the SOMAH PA also included DAC benchmark language in the SOMAH Program Handbook 5.0 that was approved by the CPUC in late April 2022. "In an effort to prioritize and increase participation in DACs, the SOMAH PA has set a programmatic benchmark or target of 40% of all participating SOMAH projects to be located in DACs by 2026. The SOMAH PA acknowledges this will take the support of program partners and stakeholders and may require new strategies and potential program changes to ensure the program can meet this target," Handbook 5.0, Section 1.1.3, SOMAH Program Goals.

Figure 12 further breaks down the property eligibility statuses by count and percentage to highlight the number of DAC-qualifying properties.<sup>10</sup> The SOMAH PA continues to consider the different ways in which the program can increase participation for DAC-qualifying properties and will continue ongoing work on this effort to meet the benchmark and support overall program goals. Two impactful updates that support increasing DAC project participation in SOMAH are: 1) the Handbook 5.0 update to uphold eligibility for otherwise eligible properties within both the current and immediately previous version of the CalEnviroScreen (CES) and 2) the inclusion of federally recognized tribal lands as part of the CES DAC designation. Both updates

<sup>8</sup> Active applications are those that have not been canceled or withdrawn. This figure includes applications pending reservation approval that have not had their project information fully finalized yet.

<sup>9</sup> The January 2021 [Semiannual Progress Report](#) includes a summary of the 2020 CPUC DAC Participation Memo.

<sup>10</sup> 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.



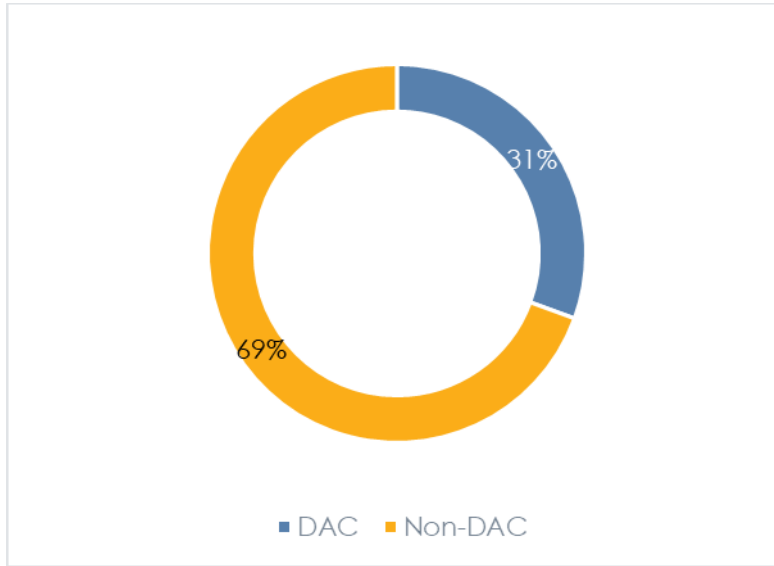
support additional potentially eligible properties to qualify for SOMAH through their DAC status for property eligibility.

**Figure 12 – Property Eligibility by Reservation Status**

Property Eligibility	Pending Reservation Approval	Reservation Approval Received	Complete/ Incentive Paid	Canceled/ Withdrawn
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	35	266	70	220
Both A and B	9	98	36	68
Option B - The property is located in a disadvantaged community as identified by the California Environmental Protection Agency.	3	15	3	22
Data not reported	0	0	0	1

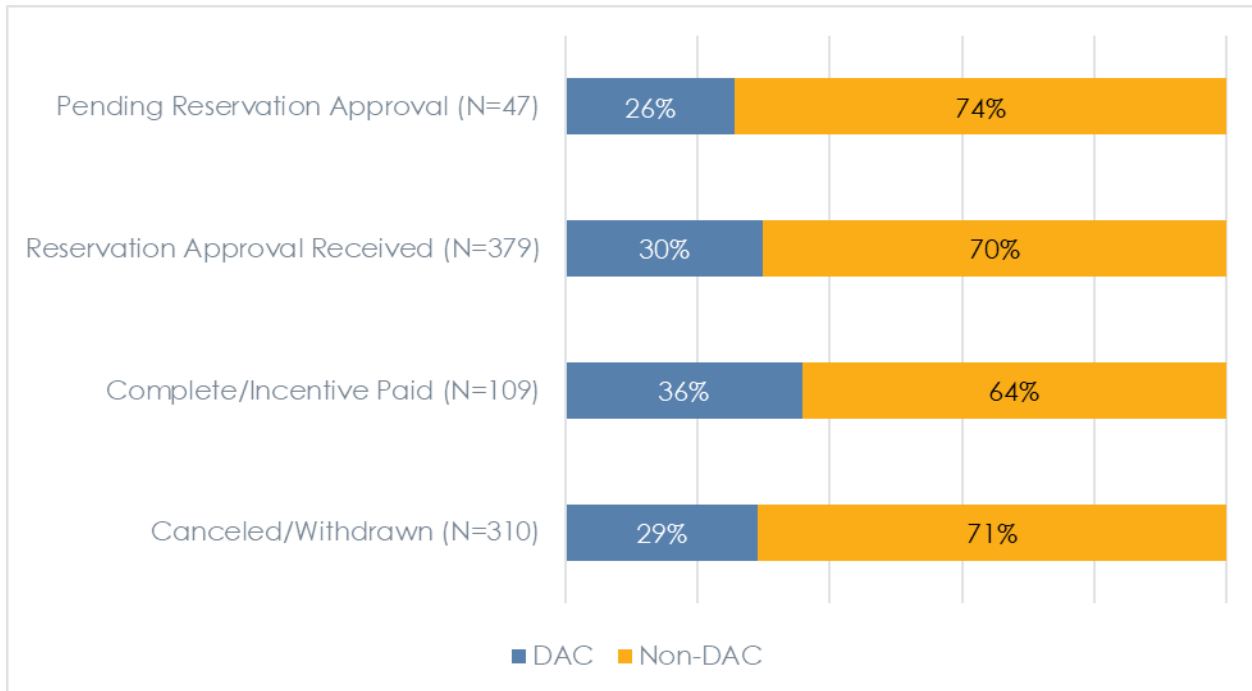
N = 846

**Figure 13 – Overall Property Eligibility**



N = 535

**Figure 14 – Property Eligibility by Reservation Status**



N = 845



The Reservation Request Milestone is the application entry point for Track B projects, the majority of SOMAH's application pipeline, and the second application step for Track A projects. The Reservation Request Package is a robust and distinguishable milestone for all projects to complete. Split into Phase I and Phase II, the Reservation Request Package includes up to eight required documents and an application deposit (for nonpriority groups) before achieving reservation approval in Phase II of the Reservation Request Milestone. The three main components of the Reservation Request Milestone are: 1) the eligibility verification through review of the associated eligibility documentation; 2) IOU data request for consumption data and system sizing; and 3) the application deposit<sup>11</sup> before issuing a reservation approval. This approval is an important achievement for projects and for programmatic data and milestone tracking.

The sustained efforts and focus on application review progress during this reporting period increased the number of reservation approvals<sup>12</sup> from 421 at the end of Q2 2023 to 488 at the close of Q4 2023. There are 36 new applications pending reservation approval and are very close to completing the Reservation Request Milestone. Eighteen of these applications are currently processing data requests, in data result shared status or pending application deposit receipt before receiving final reservation approval. The remaining 18 applications are in submitted, suspended and review status. For applications that have passed the Reservation Request Milestone, the majority, 414 projects, have reached Proof of Project Milestone or have had their Proof of Milestone approved.

Not only is reservation approval a significant achievement for an application, but it also signals an important handoff of information between the SOMAH PA and IOUs. Based on mandates in the CPUC's D.17-12-022, the SOMAH PA sends monthly reports to the IOUs for the Multifamily Energy Savings Program. Previously named the Energy Savings Assistance Program (ESA), the Multifamily Energy Savings Program was launched to provide in-unit and whole-building upgrades for low-income residents. The Multifamily Energy Savings Program is broken into Northern and Southern California territories, where the southern program includes customers in SCE and SDG&E territories and the northern program serves PG&E customers. The SOMAH PA sends project referrals to the partner IOUs on a monthly and annual basis. Projects that have reached reservation approval status are shared monthly, along with a rolling list of all projects with approved

<sup>11</sup> Handbook 6.0 includes proposed language to waive the application deposit for all projects unless a waitlist is established.

<sup>12</sup> Reservation approvals for this reference include Completed/Incentive Paid projects.



reservations. These reports highlight an important part of data exchange between the SOMAH PA and IOUs, which encourages program benefits with “warm” ESA and Multifamily Energy Savings leads and valuable pipeline information for future interconnections from reservation approvals. The outcome of the monthly reported leads is collected annually in Q4 with returned data from the IOUs based on completed projects that have received SOMAH incentives. The first IOU data collection was completed in Q4 2021 with information on whether the SOMAH project leads materialized into an ESA Common Area Measures (CAM) or in-unit referrals. With the limited number of completed projects at the time of the request in 2021, the available data for ESA referrals increased significantly with the 2023 data request. Due to challenges with transitional program tracking, no Multifamily Energy Savings referrals have been completed since the program launched on July 1, 2023. The SOMAH PA will report on Multifamily Energy Savings referrals in future reports.

With the increase in completed projects to request information for, the SOMAH PA was able to collect reportable feedback from the 2023 annual ESA referral data request from the IOUs with completed SOMAH projects. The annual ESA referral data request is a rolling list of completed projects. Since 2021, the IOU reporting captured ongoing efforts of ESA CAM and in-unit engagement for SOMAH projects. In future reporting cycles, the IOU reporting will capture Multifamily Energy Savings efforts for SOMAH projects. The summary below shows the available information on the number of projects shared in the PA's annual 2023 Q4 request to the IOUs and the level of engagement across each territory.

#### SCE

- 46 projects referred, equating to 4,420 tenant units.
- 15 projects enrolled in ESA CAM.
- 404 units enrolled in ESA in-unit.
- Measures installed include HVAC, smart thermostats, re-lamping, indoor fixtures, outdoor fixtures, refrigerator replacement, pool pump, weatherization.

#### PG&E

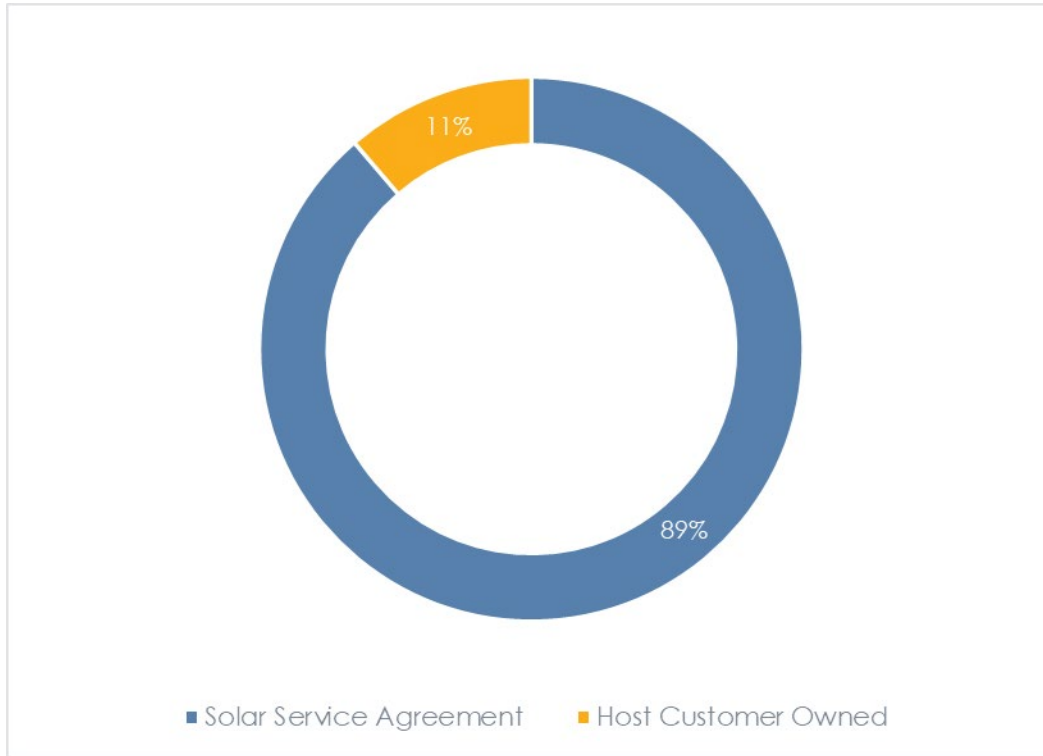
- The SOMAH PA is awaiting data from PG&E. Referral data will be shared in the next SAPR.

#### SDG&E

- 21 projects referred, equating to 1,943 tenant units.
- No projects enrolled in ESA CAM.
- 5 units enrolled in ESA in-unit.
- Measures installed include LED bulb replacements, re-lamping, smart strips, in-home energy education and outreach & assessment.

Information on this referral collection and data reporting will continue to be shared as additional projects are completed and data is collected for reporting and analysis on an annual basis.

**Figure 15 – System Ownership Type**

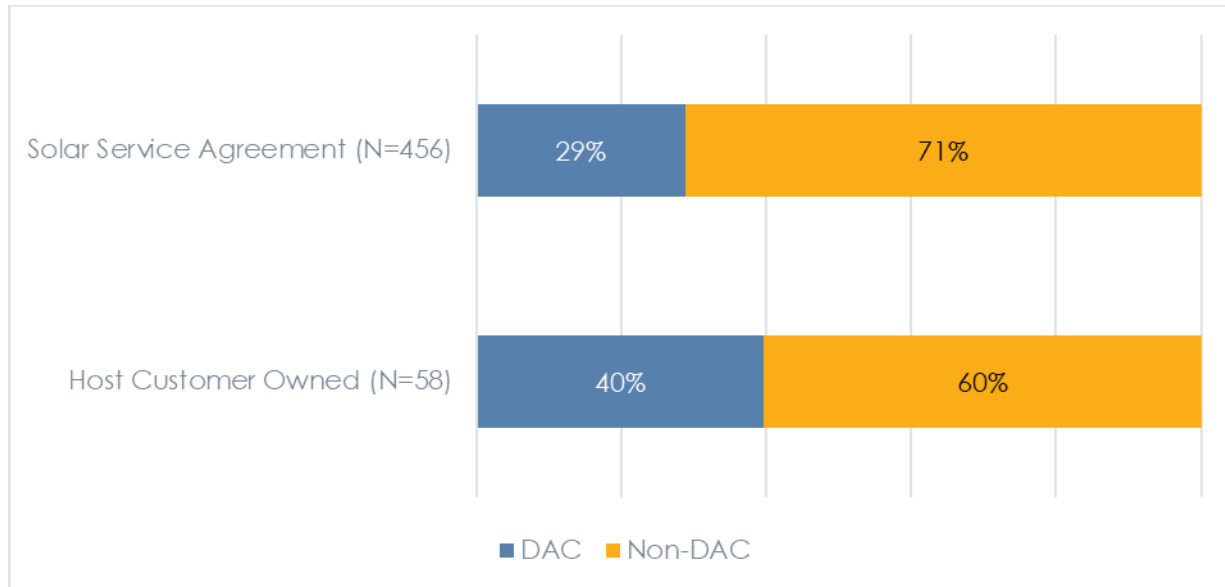


N = 524

As Figure 15 shows, the majority of SOMAH projects, 89%, are third-party owned (TPO) systems. The largest share of TPO systems are solar service agreements (SSAs), similar to what some contractors term power purchase agreements (PPAs). With the Handbook 5.0, the SOMAH PA began differentiating contract types between SSAs and PPAs to capture the most accurate information based on the solar PV contract. Feedback shared by past third-party program evaluations, and by both property owners and contractors, suggests the third-party ownership option is more financially feasible for property owners given the minimal upfront costs associated with the TPO arrangement. 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. The SOMAH PA has continued to engage with interested parties to support additional PPA providers approved for the program. Additional information on PPA providers can be found in Section 3.2.3, Contractors.



**Figure 16 – System Ownership Type by Property Eligibility**

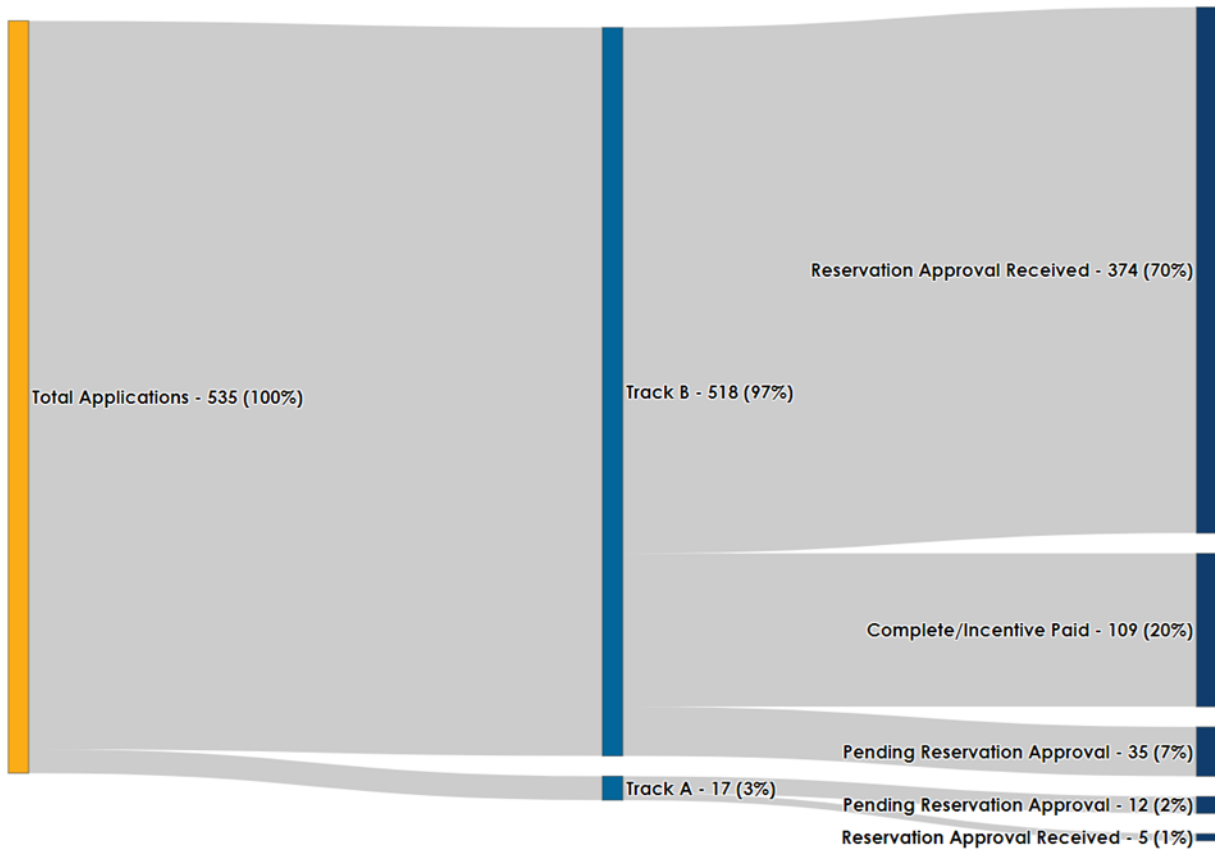


N = 524

Figure 16 further segments system ownership types by DAC and non-DAC properties. The split of DAC and non-DAC projects shows a larger percentage of host customer-owned systems located in DACs as compared to TPO systems. Although different, the percentage of systems located in DACs, for both host customer-owned systems and SSAs, ranges from 29-40% by ownership type.

Completing application milestones is an important part of progressing applications and collection of project data for the program. In the seventh reporting period for SOMAH, the program has applications in all stages of the application, construction and completion processes representing each of the program's four application milestones (plus the fifth optional milestone, Progress Payment Pathway). 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 and Incentive Claim Milestones provide information on the contracted and executed system as well as proof of compliance with the program's job training and tenant education requirements.

**Figure 17 – Application Reservation Status by Incentive Track<sup>13</sup>**



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

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 walk-through 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 walk-through audit, has posed some challenges during the COVID-19 health crisis for SOMAH participants. To accommodate these challenges with

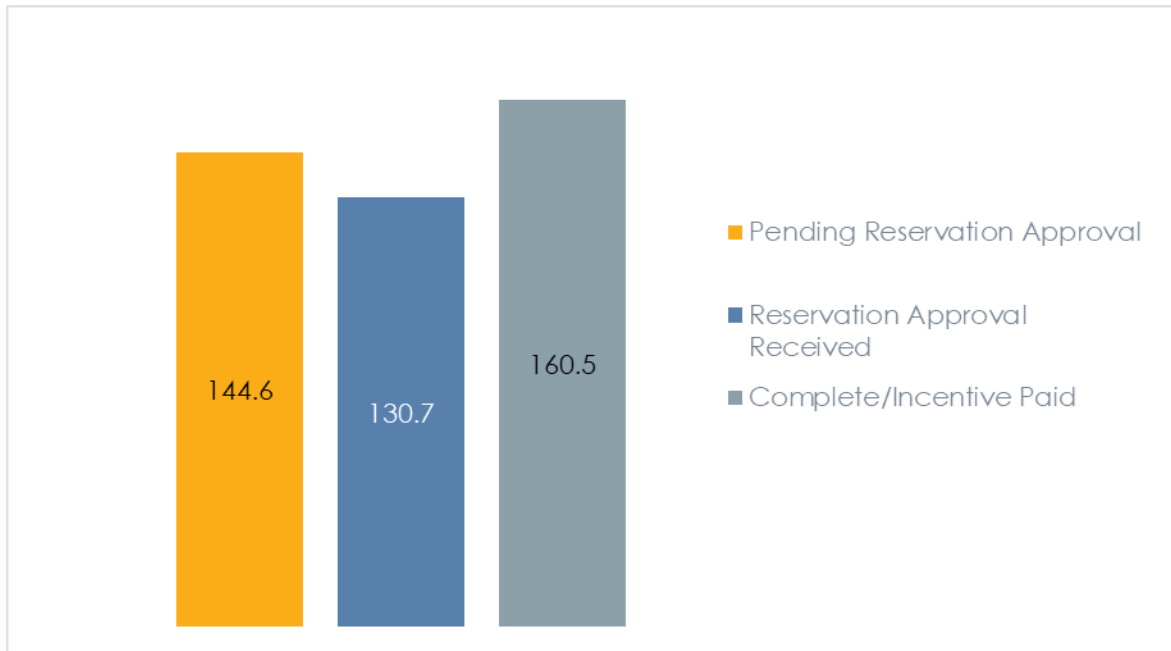
<sup>13</sup> Calculations used for this visual are subject to rounding and total percentage may not equal 100%.



completing program requirements, the SOMAH PA introduced the EECM Postponement option in early July 2020 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. At the Q2 2021 Public Forum, the SOMAH PA announced an end to the EECM Postponement option effective September 13, 2021, and continued to honor projects that were approved for postponement with no impacts to those project timelines. As projects continue to progress to latter milestone statuses, and ultimately project completion, the postponed EECM documentation is submitted to and reconciled by the SOMAH PA. Based on current project completion timelines, projects who previously utilized the EECM Postponement option should be closing out their projects in early 2024.

At the close of Q4 2023, seven projects are currently working through the Incentive Claim Milestone. Of those Incentive Claim projects, three projects are in the inspection phase, one project is pending payment, none are in resubmitted status and one is in suspended status awaiting corrections. With the implementation of increased incentives, the SOMAH PA anticipates an increase in projects moving toward incentive payment in 2024. Applications that were retroactively eligible for increased incentives experienced an average 13% incentive increase. Host customers of active applications that were eligible for the increased incentive levels were provided with a link to VersaForm – Request for 2023 Revised Incentive. Submission of the VersaForm does not guarantee the increased incentive levels as applicants must provide required supporting documentation during the next application milestone. As of December 31, 2023, 306 applications submitted VersaForms, all of which were conditionally approved by the SOMAH PA. Of the 306 VersaForms conditionally approved, 70 applications submitted the required supporting documentation and received the revised incentive.

**Figure 18 – Average System Size (kW) by Reservation Status**



N = 524

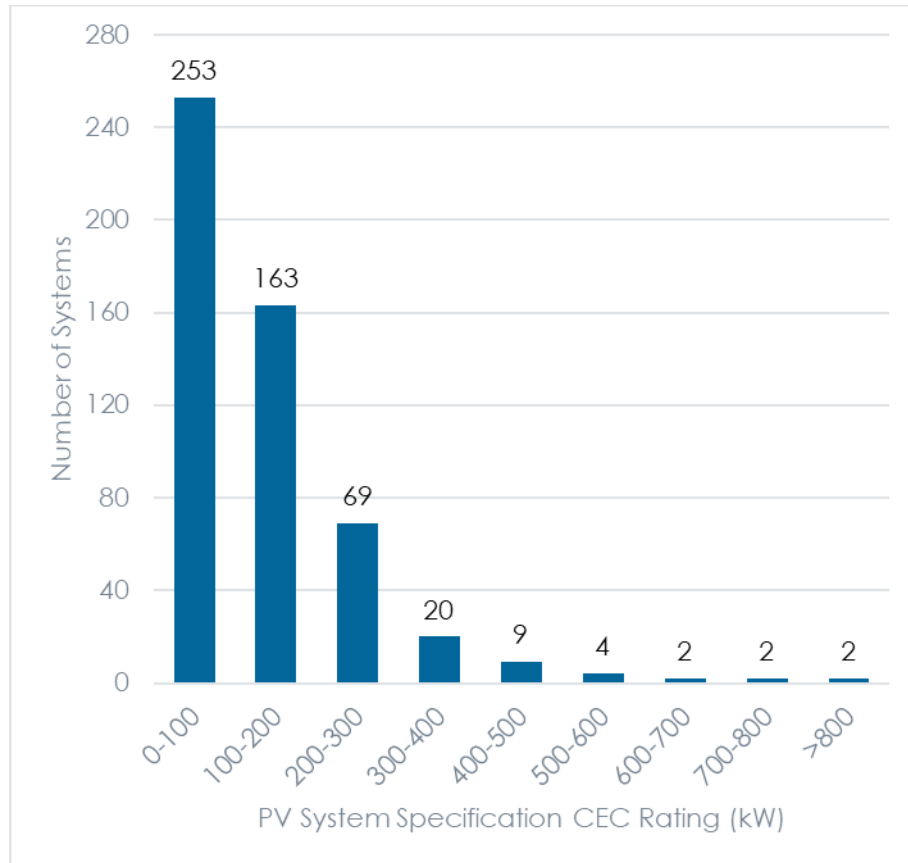
Validating each project's system size with aggregated annual electrical consumption history from IOU data requests is a key step of the reservation request, prior to approval. The historic electrical consumption directly influences the system's final sizing. Figures 18, 19 and 20 outline system size statistics for the average and largest projects across the IOU territories.

**Figure 19 – Average System Size (kW) by IOU Territory and Reservation Status**

Program	Pending Reservation Approval	Reservation Approval Received	Complete/Incentive Paid	Canceled/Withdrawn
PG&E	140.6	111.3	124.1	183.9
SCE	180.6	182.6	199.2	214.6
SDG&E	115.1	134.1	144.7	165.7
Liberty Utilities	0.0	74.2	0.0	0.0
PacifiCorp	0.0	0.0	0.0	111.6

N = 795

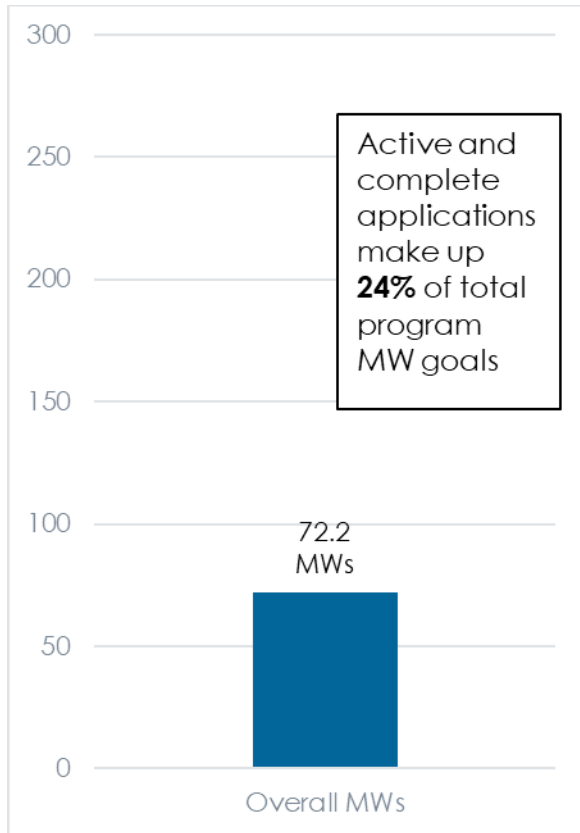
**Figure 20 – Distribution of System Sizes (kW)**



N = 524

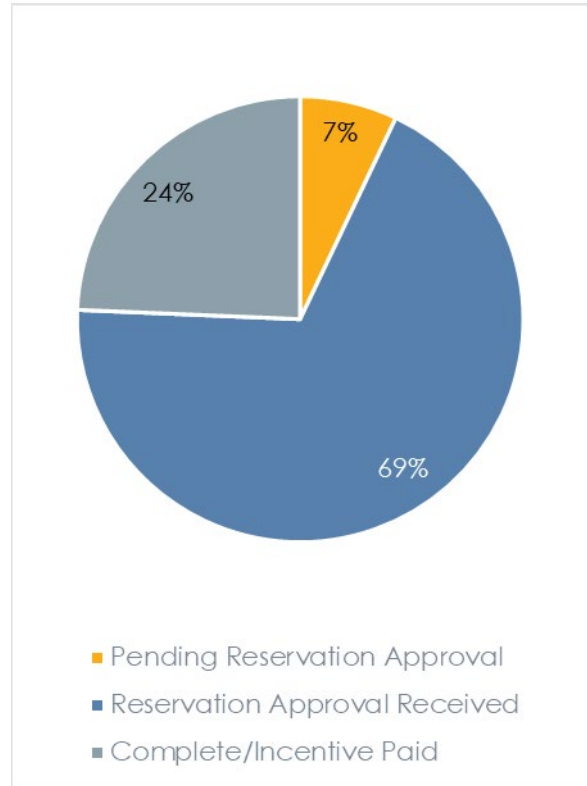
From the projects with approved reservations, application data from PowerClerk shows projects reduce their system size by an average of 9.6% from initial submission. The trend to reduce the system size after IOU consumption data sharing (post-reservation submittal and pre-reservation approval) continues. However, application data from PowerClerk also shows newer projects (submitted later in 2021-23) are trending with smaller adjustments overall. Of the 98 applications that reached reservation approval in Q3-Q4 2023, only 88 projects adjusted their system size during the Reservation Request Phase, while the other 10 maintained their originally submitted system size through reservation approval. 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 a helpful starting point, this trend shows 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.

**Figure 21 – Progress to 300 MW**



N = 524

**Figure 22 – Percent of Program MW by Reservation Type**



N = 52



Additionally, the average system cost is \$4.08/watt CEC-AC<sup>14</sup> with a total expected aggregated annual output of 638,356,504 kWh<sup>15</sup> for the active SOMAH projects in queue. Completed projects increased from 20% of the queue at the end of 2022 to 24% at the close of Q4 2023. The percentage of pending reservation approval projects increased from 6% at the end of 2022 to 7% at the close of this reporting period. This increase is attributed to the uptick in volume of new applications received throughout Q3–Q4 2023.

Figures 23 and 24 show the geographic distribution of property locations for applications received to date and completed projects to date. For additional detail, a closer view is provided for areas of higher density project regions in the San Francisco Bay Area, San Diego and the greater Los Angeles area.

<sup>14</sup> 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.

<sup>15</sup> 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 final inspection at the Incentive Claim Milestone, which directly impact the expected output of the PV system.



Figure 23 – Active Project Density and Location Visualizations

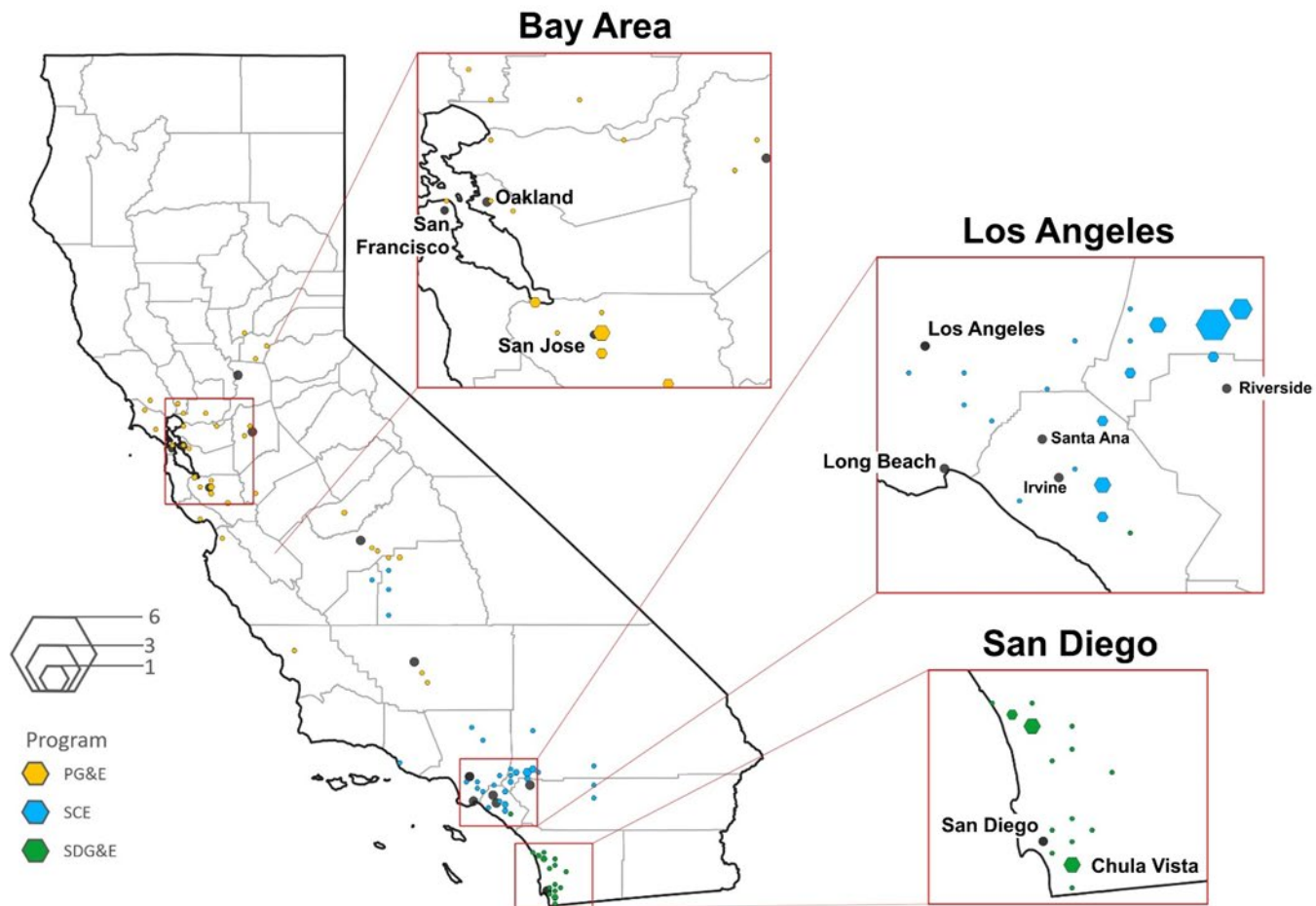
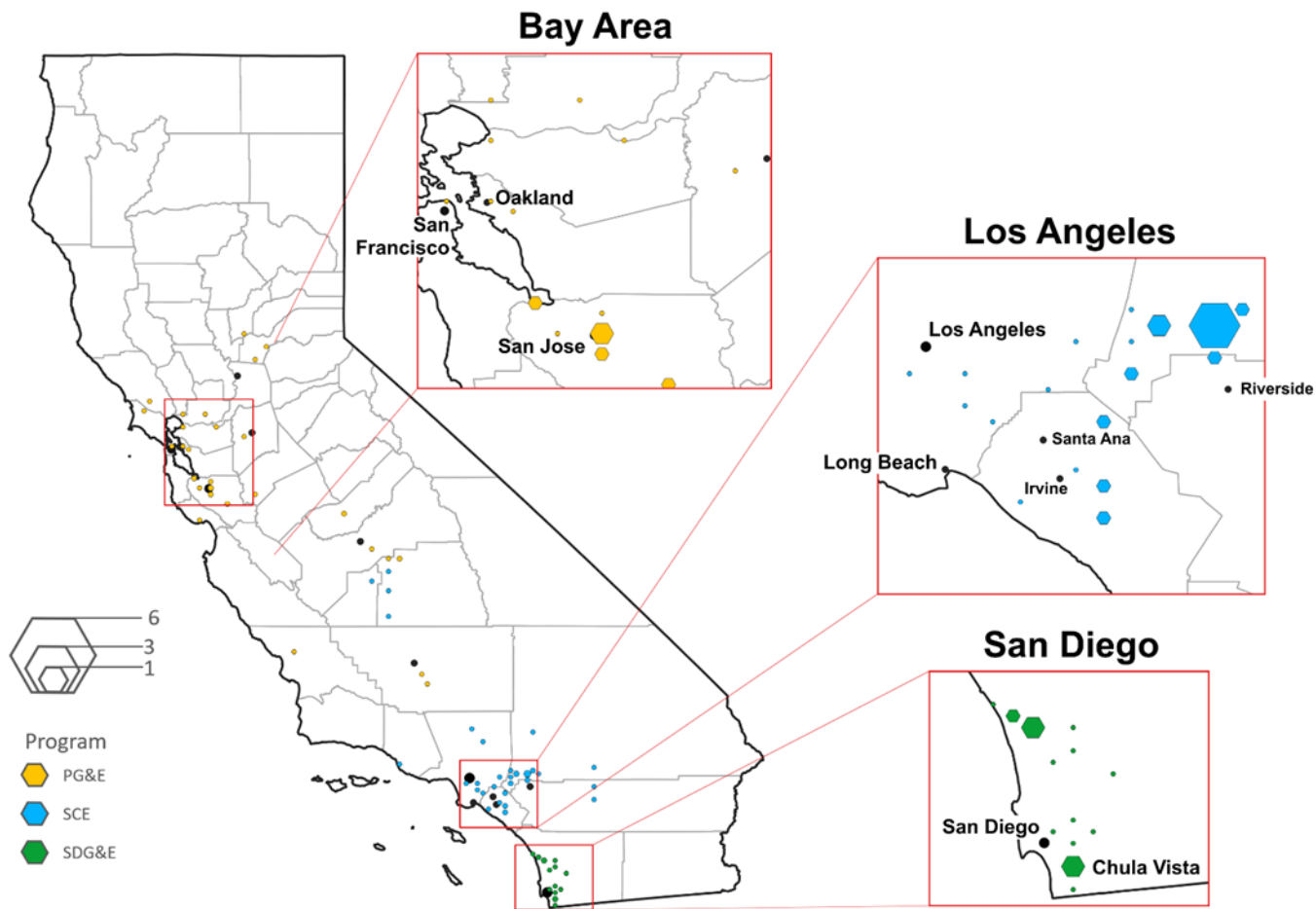


Figure 24 – Completed Project Density and Location Visualizations





### 3.1.2 Program Payments

The Progress Payment Pathway was designed to alleviate cash flow issues reported by participating contractors and help dismantle barriers to increased contractor diversity. The development 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 focused on preparation in Q1 2021 to launch progress payments in April 2021. Based on stakeholder feedback from public comments to Handbook 5.0 and Advice Letter 133-E, the SOMAH PA later amended the eligibility window for the minimum time requirement between progress payment and incentive claim from the prior four-month requirement to two months based on process flows and timelines in April 2022 with the revisions in Handbook 5.0.

Depending on the application timeline and installation status, a project can participate 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 meter (NGOM) 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 two months from the Progress Payments Pathway submission date. All projects requesting a progress payment are required to complete a live virtual walk-through (VWT) with the SOMAH PA to verify the system installation. The VWT consists 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 is issued after an approved incentive claim and verified final inspection by the SOMAH PA. Alternatively, should a project be ineligible or not interested in the Progress Payment Pathway, the full incentive is issued as a single payment to the designated payee after an approved incentive claim and verified final inspection as a standard incentive payment. Upon launching the progress payment offering, additional data fields were added to the working data set on the California Distributed Generation Statistics [website](#) that indicates an approved opt-in to the Progress Payment Pathway and the resulting progress payment amount. While



utilization started slowly after launching the Progress Payment Pathway in April 2021, the offering's popularity has continued to increase over time, now totaling 129 projects benefitting from a progress payment in just over three years of availability. The program's progress payment history leading up to the 129 payments is summarized below:

- December 2023: 129 progress payments issued
- June 2023: 80 progress payments issued
- December 2022: 58 progress payments issued
- June 2022: 39 progress payments issued
- December 2021: 11 progress payments issued
- June 2021: 2 progress payments issued

The increase of progress payments has remained consistent throughout its launch. After its first year in 2021, 2022 saw an increase of 47 progress payments issued, and 2023 issued 71 progress payments. Q3 and Q4 2023 issued 49 progress payments, the most payments issued so far within a reporting period. Twenty of the projects in 2023 have received a final incentive, with nine of those being issued in Q3–Q4 2023. In total, 38 of the projects that enrolled in the Progress Payment Pathway have reached the Incentive Claim Milestone and have received their final incentive payment. The timeline for these projects shows the progress payment offering allowed the participants to receive the benefit of a partial incentive payment, on average, eight months prior to their final incentive payment. This timeline supports the SOMAH PA's goal to alleviate financial barriers and support project viability.

After receiving 22 new progress payment requests in Q1–Q2 2023, Q3–Q4 2023 saw 53 more project payment requests submitted. The program's progress payment request history since inception is summarized below:

- July–December 2023: 53 progress payment requests received
- January–June 2023: 22 progress payment requests received
- July–December 2022: 13 progress payment requests received
- January–June 2022: 28 progress payment requests received
- July–December 2021: 9 progress payment requests received
- April–June 2021: 4 progress payment requests received

More than half of the applications registered have taken advantage of the progress payment and 59% of applications have opted into progress payments. At the close of 2023, of the seven contractors with completed projects, four of the contractor companies have utilized the Progress Payment Pathway at least once. In 2024 as project construction continues, and the PA focuses on advertising the progress



payment to contractors, it is expected the utilization of the optional Progress Payment Pathway will increase in 2024. Figure 25 outlines payment details for the program with a summary of the number of progress payments and standard payments issued and the applicable associated dollar amounts since its launch.

**Figure 25 – Program Payment Statistics<sup>16</sup>**

Program	Progress Payments Issued	Progress Payment Amount	Final Incentive Payments Issued	Final Incentive Payment Amount	Total Incentive Payment Amount
PG&E	74	\$10,625,180	41	\$7,839,446	\$18,464,626
SCE	36	\$8,230,792	47	\$13,701,433	\$21,932,225
SDG&E	19	\$3,866,970	21	\$4,867,428	\$8,734,398
Liberty Utilities	0	\$0	0	\$0	\$0
PacifiCorp	0	\$0	0	\$0	\$0
<b>Total</b>	<b>129</b>	<b>\$22,722,943</b>	<b>109</b>	<b>\$26,408,307</b>	<b>\$49,131,249</b>

In 2023, 71 projects received a progress payment, and 20 of those projects received a final incentive payment. Not all the reported projects have completed installations and received the final incentive payment as show in Figure 25.

There have been no instances of projects dropping out between the disbursement of progress payments and the completion of the incentive claim process. Future Semiannual Progress Reports will continue to include an update of program payment activity as highlighted in Figure 25, as well as analysis of payment timelines and progression details as additional projects are completed and paid.

The electronic payment option for application deposits has become a very popular option for participants, which was a motivation for the SOMAH PA to streamline other payment and incentive claim processing. The electronic payment offering started with application deposits and was further extended to progress payments and final incentive claim payments as well. At the close of this reporting period, all but five incentive payments and 12 deposit fee refund payments issued were via electronic payment method.

<sup>16</sup> Progress Payment Amount total and Final Incentive Payment Amount total include some invoiced, pending payments.



### 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.

The online bidding tool serves three distinct functions. First, it allows the host customer to indicate their interest in receiving a bid from up to eight contractors of their choice. This encourages the host customer to do basic research on a contractor ahead of time, such as researching reviews, and then gives them the opportunity to select up to eight contractors. Then, after the customer's selection of bidders, the tool notifies the eligible SOMAH contractors, who then can accept or decline the bid request. If the contractor accepts the bid request, they can then contact the host customer to begin the process of preparing a site-specific bid proposal. Finally, once all contractors who have accepted the bid request have completed and submitted 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 for Track A projects. Whereas contractors have unique proposal generation tools and layouts with different underlying assumptions, SOMAH's requirement of a standardized Project Bid Form harmonizes the detailed elements of a proposal into a consistent format containing objective and verifiable information. To provide the most accurate and best user experience, the online bidding tool is reviewed weekly by the PA to engage unresponsive contractors, perform outreach to contractors with expired licenses and remove contractors with suspended licenses.

While there was no new activity with the bidding tool in the first half of 2023, several Track A projects were submitted in Q3 and Q4 2023 and will likely be utilizing the tool during the next reporting period. The lower engagement volume of the bidding tool limits the amount of meaningful feedback and data available at this time. The SOMAH PA looks forward to reporting tool usage metrics and customer experience information in subsequent Semiannual Progress Reports when more data is available in aggregate.

### 3.1.4 Eligible SOMAH Properties Map

Figure 26 provides an overview of the Eligible SOMAH Properties Map. The PA focused on updates to the map during Q3–Q4 2023, including the addition of a cities filter, refreshing legislative districts to reflect redistricting and adding a ZIP code filter to the full

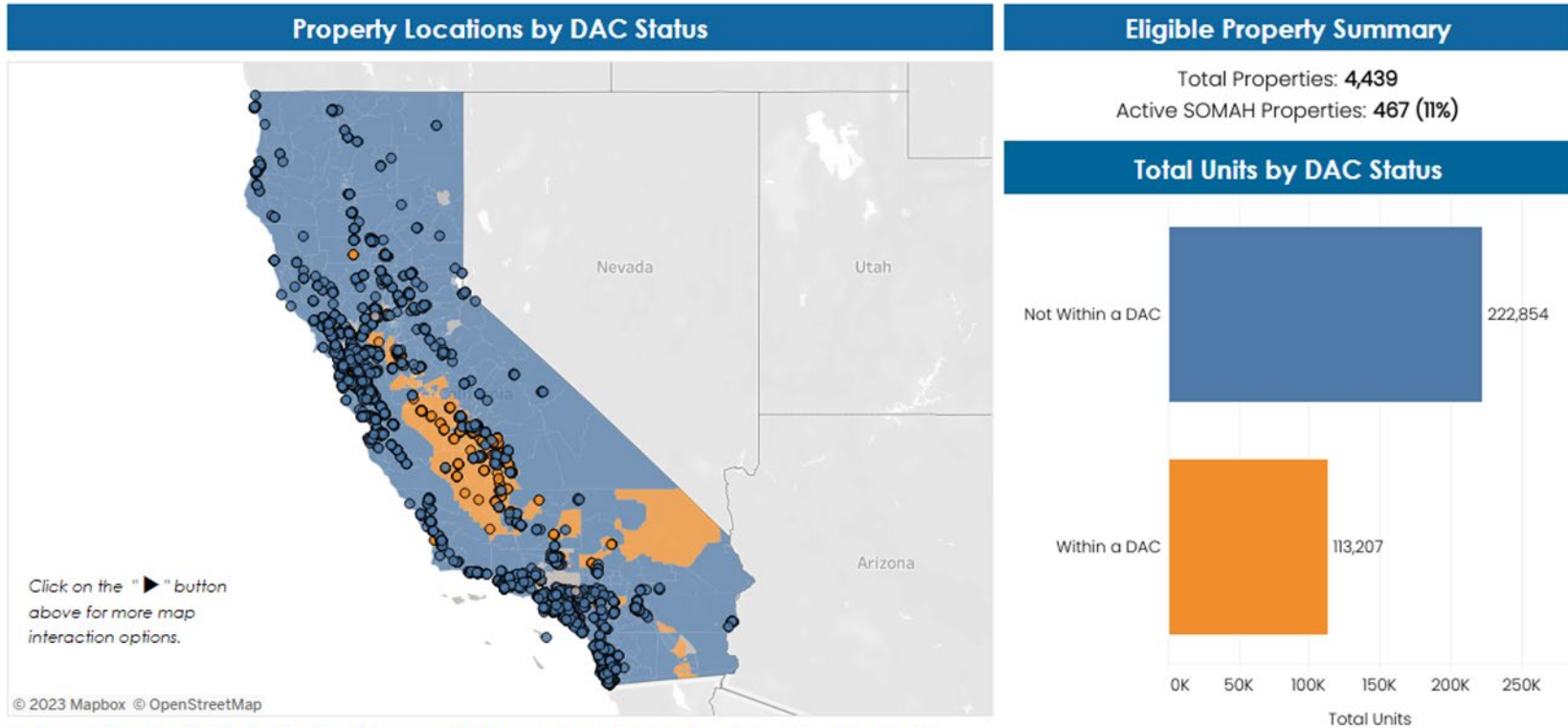


data set download. This refreshed user interface will make the map more user friendly and streamline the access and navigation of key features and data points. The map webpage received over 677 page views in Q3–Q4 2023.

Map data is based on data from the California Housing Partnership's Preservation Clearinghouse. It is designed for use by SOMAH participants and stakeholders, especially solar contractors. The SOMAH PA intends to update the underlying map data for potentially eligible SOMAH properties on an annual basis in the second half of each year. This year's update, completed on December 7, 2023, was due to additional data screening and scrubbing for CalEnviroScreen 3.0/4.0 properties and evolving eligibility criteria at properties reviewed. The interactive visuals show multifamily affordable housing as well as current SOMAH applications, allowing users to filter by street address, city, ZIP code, main SOMAH eligibility requirements, legislative districts, utility territories 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 zone. The legislative districts on the Eligible SOMAH Properties Map were also updated on July 13, 2023, to reflect California Senate, California Assembly and U.S. Congressional redistricting.



**Figure 26 – Eligible SOMAH Properties Map**



The Property Locations by [1] Disadvantaged Community Status map displays the location of properties eligible for the SOMAH program. The color shows details about Disadvantaged Community (DAC) Census Tracts, which are defined based on CalEnviroScreen 4.0 criteria.

This chart shows the number of affordable housing units by disadvantaged community status.



### 3.1.5 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 working data set report includes data associated with all in process (active), completed (installed and paid), waitlisted (when applicable), 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 Charts](#) page of the California Distributed Generation Statistics [website](#). Eleven charts and graphs are currently displayed on the page covering essential program metrics and participation statistics. With the increased activity for project completion over the past year, these charts and graphs have continued to populate with valuable data highlighting the noteworthy impacts of completed SOMAH projects. In 2022, valuable edits were made to the [page](#), including deploying additional filtering features to the SOMAH charts and graphs, fine tuning filters to reflect accurate reporting for program statics and revising fields on the working data set such as adding "Application Submission Date." Section 4, Program Planning and Development, further elaborates on additional public reporting and transparency measures of the SOMAH Program. No additional updates were made to SOMAH's pages on the California Distributed Generation Statistics website in 2023.

## 3.2 Marketing, Education and Outreach

As the SOMAH Program increases the number of completed projects, the PA's audience engagement has emphasized storytelling through success stories, blogs and social media posts. Activities have included planning ribbon-cuttings, in-person events and improved resources and tools. The program celebrated many successes during this reporting period, as outlined by each audience type below. ME&O efforts were guided by the PA's 2023 ME&O Plan and focused on: 1) outreach to property owners and



federally recognized tribes; 2) efforts to increase applications by new contractors and subcontractor participation; 3) providing job trainee opportunities and promoting job trainee participation; 4) increasing in-person tenant education workshops; and 5) increasing stakeholder co-marketing partnerships.

### 3.2.1 ME&O Plan

SOMAH's annual Marketing, Education and Outreach Plan (ME&O Plan) guides the program's marketing, education and outreach activities, setting goals, objectives and tactics to reach SOMAH's priority audiences and supporting the overall program goals for 2023. Ultimately, the ME&O Plan uses outreach tactics to increase application submissions (Goals 1, 2 and 5) and to spread equitable sustainability for low-income and underserved communities (Goals 3 and 4).

The 2023 ME&O Plan used Phase II evaluation recommendations, SOMAH internal surveys and focus group evaluations to help address outreach gaps per audience. SOMAH will release the 2024 ME&O Plan in Q1 2024. The 2024 ME&O Plan reflects key recommendations from the 2023 SOMAH Second Triennial Report to adjust its five goals as listed in the 2024 plan.

#### **SOMAH's 2024 ME&O Goals**

Goal 1: Engage property owners to build and maintain a multiyear pipeline of diverse projects.

Goal 2: Retain a robust and diverse contractor base and support eligible contractor participation with new application submissions.

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 and actively co-marketing the program.

Though the 2024 ME&O Plan's primary goals remain the same as last year's, outreach strategies are continually refined where successful outreach approaches lead to higher engagement.

### 3.2.2 Monitoring, Evaluation and Research

Central to the SOMAH ME&O strategy is monitoring and evaluating the SOMAH PA's efforts. The PA uses mixed methods to monitor and evaluate ME&O efforts, including



surveys, qualitative interviews and program data analysis as well as reporting and transparency activities. The efforts are determined by the PA based on the program implementation plan, handbook, annual ME&O plans and other ongoing needs as determined. The objectives of SOMAH Program participants research are:

- Understand audiences' motivations for program participation and barriers they may face to participating.
- Gauge program participants' overall satisfaction with SOMAH.
- Determine program participants' willingness to continue participating and recommend SOMAH to others.

Surveys are issued to all SOMAH audiences at various stages in the process, from ME&O efforts, through the application, to post-application. Feedback from surveys of SOMAH key audiences is used to inform ongoing ME&O outreach efforts and the application process. See Figure 27 for a summary of planned and completed surveys. Some surveys previously reported on have been removed to showcase the most relevant and recent program activities.

The SOMAH PA anticipated reporting on two project completion surveys that are administered to the applicant and property owner of completed projects in Q3 2023. In reviewing the data collected, the PA determined response rates for property owners were not sufficient to warrant analysis despite repeated efforts by the PA outreach team to gather responses. In addition, when reviewing applicant survey responses, the PA saw evidence of applicants not differentiating their responses in cases where one applicant managed multiple projects. The PA assumes this issue is caused by: 1) contractor respondents not remembering specific experiences for single projects when they manage multiple installations and/or large portfolios; 2) contractors not completing the surveys as they progress and trying to submit for multiple projects simultaneously; and 3) low engagement with the survey once a project is complete and no longer requires their attention. Due to issues with response rates, and gathering valid responses, the PA will close out the effort of larger campaigns of survey feedback but will review one off feedback as submitted starting in 2024. The PA will also pivot to different methods of collecting feedback from applicants and property owners.

In addition to surveys, the SOMAH PA began conducting future-focused research. This research is designed to: 1) identify opportunities to increase diverse contractor participation in SOMAH as prime or subcontractors; 2) spot opportunities to increase overall property owner participation; 3) evaluate program retention; and 4) understand the market for SOMAH. These research projects are outlined below.



**Figure 27 – Completed and Planned Surveys by Category**

Audience	Survey Name	Milestone/ Timeline	Launch Date	Frequency
Contractors	Job Trainee Performance Survey	Post-project installation	Launched Q3-Q4 2021	Ongoing post-installation
Contractors	Job Trainee Employed Survey	Post-project installation	Launched Q3-Q4 2021	Ongoing: 3, 6 and 9 months after reported trainee hiring
Contractors	Contractor Workforce Survey	As available	Launched Q2-Q4 2023	One-time administration
Applicants	Project Completion Survey: Applicant	Deployed with final incentive payments	Launched Q3 2021	Ongoing post-incentive claim
Property Owners	Project Completion Survey: Property Owner (Nonapplicant)	After incentive claim approval	Launched Q2 2022	Ongoing post-incentive claim
Property Owners	Technical Assistance (TA)	Post-TA, pre-preservation request	Launched Q4 2021	Ongoing post-TA
Tenants	Tenant Education	Post-project installation	Launched Q1 2022	Ongoing post-install
Job Trainees	Job Trainee Experience Survey	Post-project installation	Q1-Q2 2022	Ongoing post-install

**ME&O Program Research**

SOMAH's research projects are outlined in Figure 28. During Q3 2021, the PA created a research plan to better understand the program's participants, audiences and successful projects. This plan is routinely updated as focus and priorities change. This plan encompasses a mixed methods approach that includes research to: 1) identify possibilities to increase diverse contractor participation in SOMAH as prime or subcontractors; 2) spot opportunities to increase overall property owner participation; 3) evaluate program retention; and 4) understand the market for SOMAH. The research will continue during 2024 and be reported in future Semiannual Progress Reports. In addition to participant research, the PA has conducted a deeper dive into eligible property to better understand the market for SOMAH properties. This analysis is presented under the Building Inventory Analysis and may be built upon in future analysis of the market.



**Figure 28 – SOMAH 2022-23 Program Research**

Project Descriptions	Research Objectives	Audience	Timeline
Contractor Focus Groups	<ul style="list-style-type: none"> <li>• Understand barriers to contractor participation in SOMAH, especially small, minority-owned and women-owned businesses.</li> <li>• Identify solutions to encourage more contractor participation in SOMAH.</li> </ul>	Nonparticipating solar contractors	Delivered Q1 2022
Property Owner Pipeline Analysis	<ul style="list-style-type: none"> <li>• Understand notable gaps in pipeline development and applicant retention.</li> <li>• Identify what ME&amp;O activities are likely to result in lead generation.</li> </ul>	Participating property owners	Q3 2022
Subcontractor Interviews	<ul style="list-style-type: none"> <li>• Understand subcontractors' experiences in the SOMAH Program and what structures facilitated their participation.</li> <li>• Determine what aspects of their experience are replicable for like-sized contractors.</li> </ul>	Participating subcontractors	Q3-Q4 2022
Tenant Education Focus Groups	<ul style="list-style-type: none"> <li>• Evaluate the effectiveness of SOMAH's tenant education materials.</li> <li>• Create engaging and effective materials for residents receiving solar through the SOMAH Program.</li> </ul>	Participating SOMAH tenants	Q2 2022
Building Inventory Analysis	<ul style="list-style-type: none"> <li>• Understand the market for likely eligible SOMAH properties by comparing building sizes between active SOMAH projects and available inventory.</li> <li>• Segment results by utility territory and DACs.</li> </ul>	SOMAH PA	Q1 2022
Contractor Market Research	<ul style="list-style-type: none"> <li>• Investigate the number of larger-scale solar contractors</li> </ul>	SOMAH PA	Q4 2023



	working in and around CA who may be good candidates to engage with the program.		
Liberty and PacifiCorp Contractor Analysis	<ul style="list-style-type: none"> <li>Map how many licensed solar contractors are in or within close proximity to Liberty and PacifiCorp Utility service territories to target outreach efforts.</li> </ul>	SOMAH PA	Q4 2023

### Building Inventory Analysis

The objective of this research was to better understand the market for likely eligible SOMAH properties by comparing available inventory with active/completed SOMAH projects both overall and within utility/DAC territories. The PA compared the proportion of active SOMAH projects and likely eligible properties within binned segments of total unit size. The PA aimed to see if enough available inventory existed for building sizes most likely to achieve success in the SOMAH Program.

Findings revealed there should be adequate available inventory to meet project demand and program goals. In addition, while small differentiations exist within segments, active projects largely mirror the percent of available inventory remaining in the state. This indicates that if current building size proportions for buildings in SOMAH stays constant, there should be enough available inventory to meet that demand.

Further results segmented by utility and DAC territory show similar findings. While in some building size segments, active projects are outpacing available inventory, there is still an adequate number of properties available to participate.

These findings suggest available inventory is enough to meet demand, however, further research is needed to complement this research with more details on available properties that might be eligible for SOMAH but face structural barriers other than eligibility when considering participation.

### Contractor Market Research

The purpose of this research was to investigate the number of larger-scale solar contractors working in and around CA who may be good candidates to engage with the program. The PA did this to support targeted outreach and recruitment of potential solar contractors who have the size and scope to contribute multiple projects to SOMAH. The PA merged lists of the California Contractors State License Board, MASH, SOMAH contractor outreach lists and lists of the Top 100 solar contractors in the state in



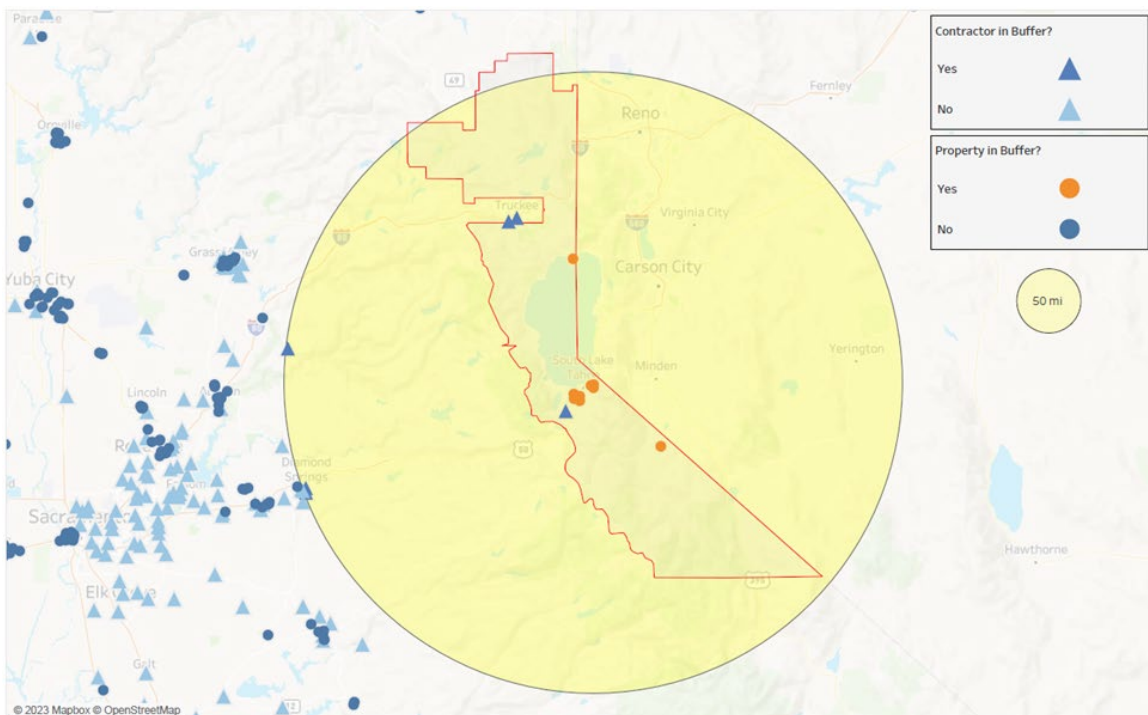


terms of system capacity installed. These lists were then narrowed down to a list of 15 contractors that could be targeted for engagement or reengagement with the program.

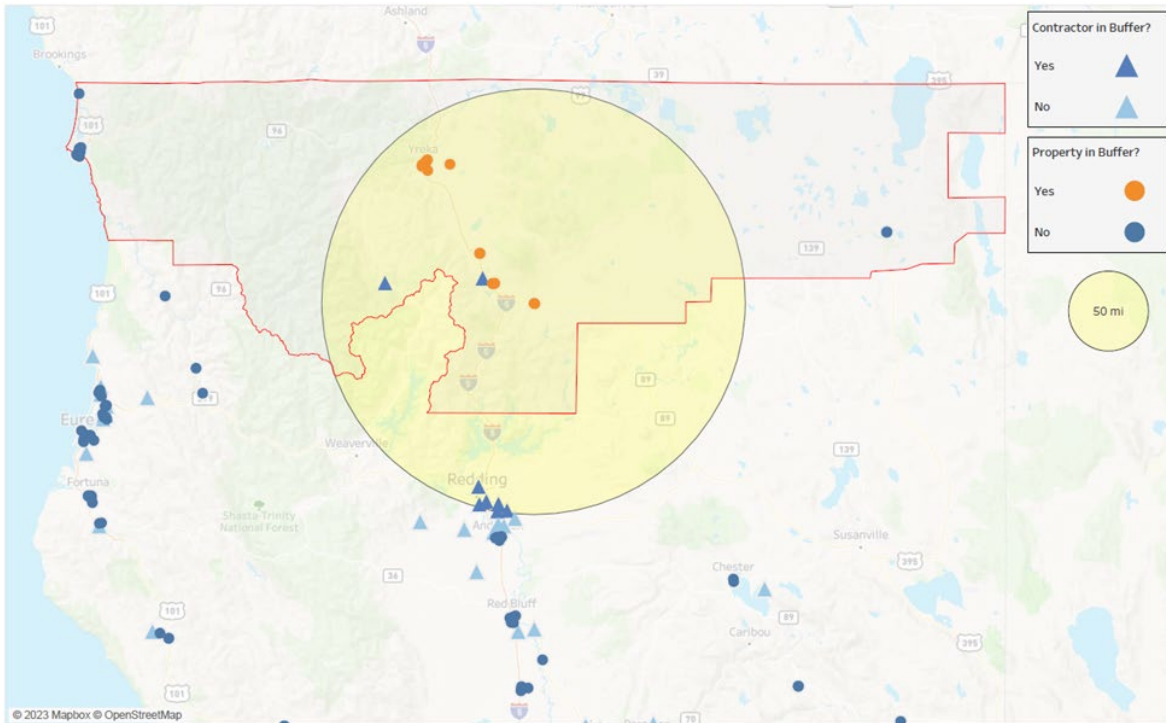
### Liberty and PacifiCorp Contractor Analysis

The purpose of this research was to identify how many licensed solar contractors are in or within close proximity to Liberty and PacifiCorp Utility service territories to target outreach efforts. Properties within these two service territories have yet to meaningfully engage with the SOMAH Program. Using data from our partners at the California Housing Partnership Corporation, as well as data from the California Contractors State License Board, the PA identified six possible contractors within a 50-mile radius of the main cluster of likely SOMAH-eligible properties in Liberty's service territory. In addition, the PA identified 10 possible contractors within a 50-mile radius of the main cluster of likely SOMAH-eligible properties in the PacifiCorp service territory. Specifically in PacifiCorp, there were two main clusters of likely SOMAH-eligible properties, so the PA provided two maps specific to each cluster.

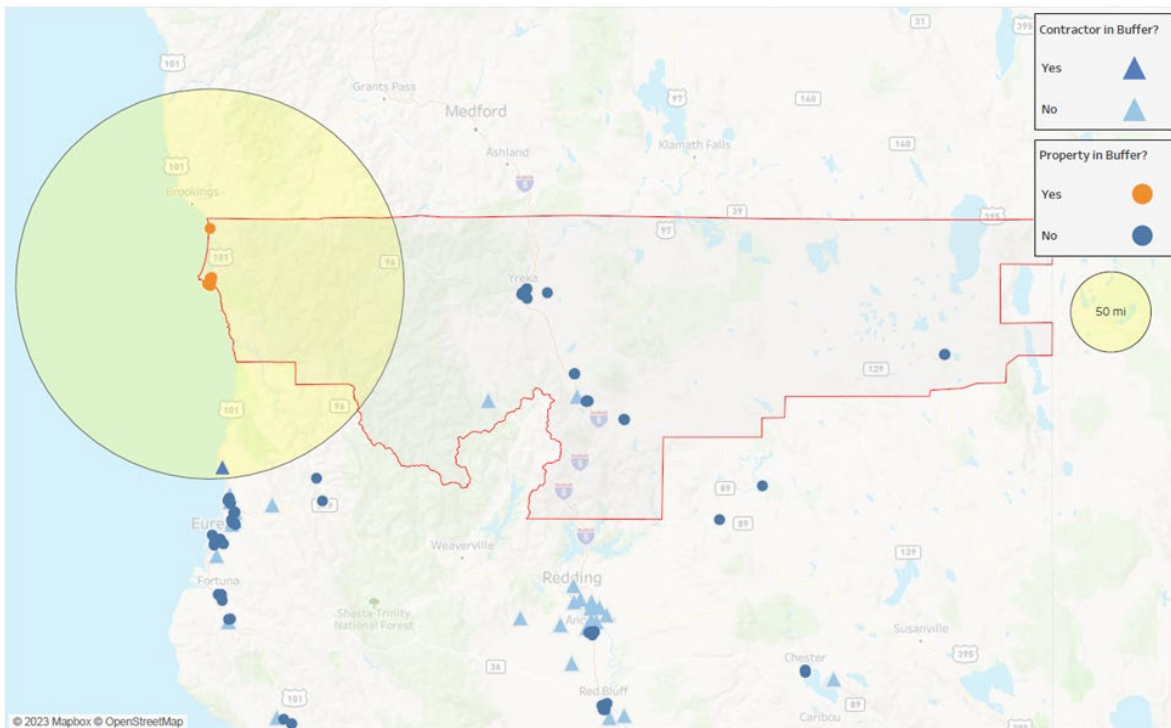
**Figure 29 – SOMAH Eligible Contractors within 50 Miles of Liberty Utilities**



**Figure 30 – SOMAH Eligible Contractors within 50 Miles of PacifiCorp – Region 1**



**Figure 31 – SOMAH Eligible Contractors within 50 Miles of PacifiCorp – Region 2**





### 3.2.3 Contractors

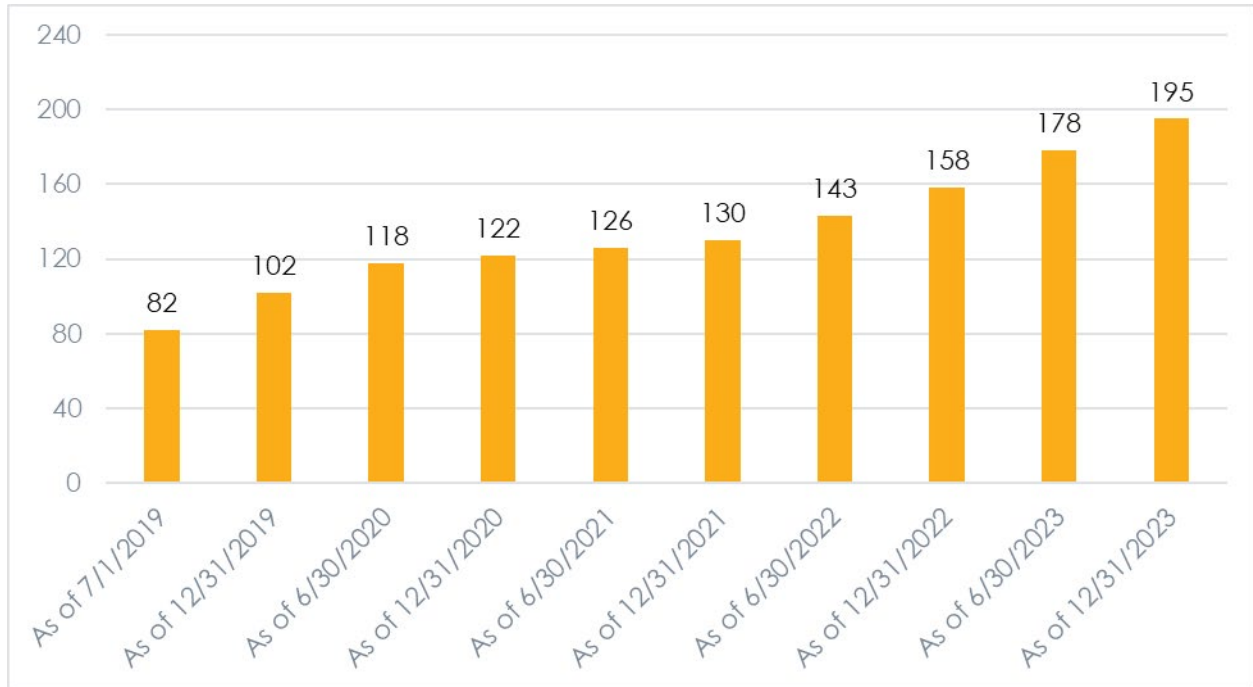
The SOMAH PA engages with active SOMAH contractors through the Track B application pathway and with prospective contractors through direct outreach and webinars. During this reporting period, the SOMAH PA continued to focus outreach efforts to contractors through direct outreach, digital channels and virtual events.

The PA continues to engage contractors through ongoing bimonthly Applicant and Contractor Eligibility Trainings. During this reporting period, eligibility training sessions were held in August, October and November 2023. The applicant and contractor trainings had a total of 31 attendees out of 62 registrants. Attendees included new contractor companies, new staff members for already eligible contractors and representatives from energy efficiency agencies. There was a collective marketing effort in promoting the eligibility training starting with several social media posts in SOMAH's Facebook, LinkedIn and X (formerly Twitter), as well as an email blast to Solar Power World digital subscribers. At the end of this reporting period, there were a total of 195 SOMAH-eligible contractors, as shown in Figure 31.

The SOMAH PA also created a contractor email nurture campaign to disseminate the information and marketing materials that contractors pinpointed as most important to them. The campaign sent seven emails to all email listserv subscribers self-identified as contractors between May 11, 2023, and August 3, 2023. The campaign reached 488 contractors and generated 1,903 email openings. The email campaign contains seven different email pieces focusing on financing, program eligibility and case studies. Additional resources were created for this campaign, including e-books, videos and web content. The goal of this campaign is to reengage contractors and provide relevant information to support application submissions.

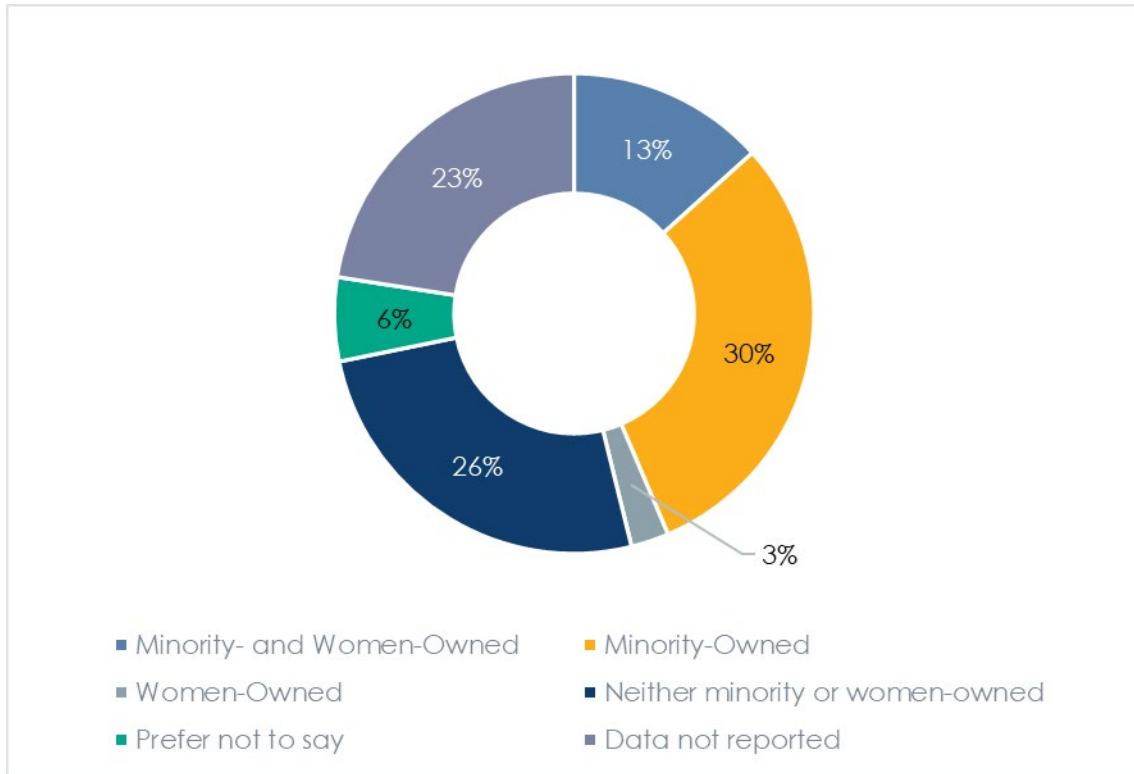


**Figure 32 – Number of Eligible Contractors Over Time**



This reporting period, there were 17 new SOMAH-eligible contractors and three new subcontractors, totaling 195 eligible contractors. Of these new contractors, there was one primary contractor located in the Central Valley. The Central Valley, PacifiCorp and Liberty Utilities are geographic regions with low application submissions. This reporting period, the PA had a paid campaign with Solar Power World magazine. An email blast was sent to over 4,200 California-based solar contractors. Shortly after the Solar Power World campaign, October's Applicant and Contractor Eligibility Training had the highest registrations with 29 contractors, which can be attributed to the paid campaign with Solar Power World magazine. Also, the PA conducted contractor research of larger ineligible contractor companies throughout California and looked at Liberty Utilities and PacifiCorp service regions. Direct contact to these ineligible contractors has started and will continue into 2024. This outreach will focus on helping ineligible contractors become eligible.

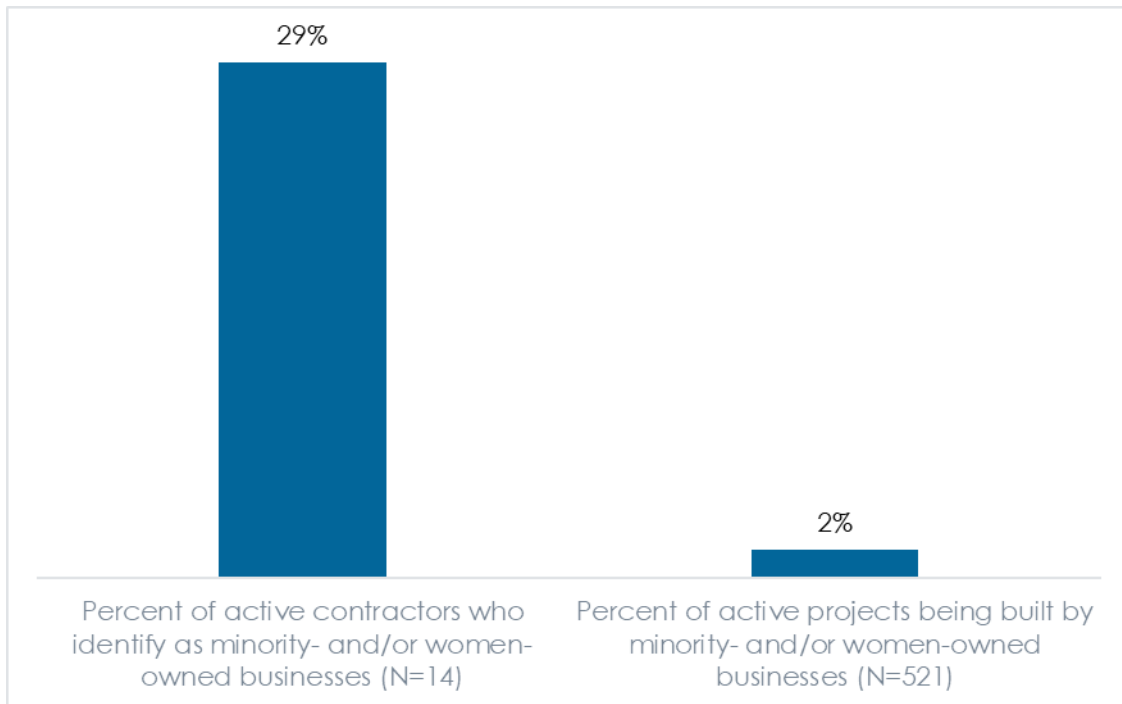
**Figure 33 – Eligible Contractor Statistics**



N = 195

SOMAH continues to strive to increase participation by diverse contractors, defined by SOMAH as minority, women and/or LGBTQIA+ owned companies, as well as small companies with less than 25 employees. Of the 17 new contractors this reporting period, five identified as minority-owned and two identified as woman-owned. All identified as small companies.

**Figure 34 – Active Contractor Diversity**



In 2023, the SOMAH PA approved two additional power purchase agreement (PPA) providers for the website who are interested in pairing with contractors and subcontractors on SOMAH projects, as well as requests for this information from participants. A PPA Providers webpage was created to support this interest and provides the names of PPA companies that are preapproved along with their contact information. The PA continues to do outreach and meet with new providers to increase the number of providers in the program. This pairing will help with overcoming financial burdens and limitations with ownership options that smaller contractors have listed as a barrier to participating in SOMAH.

Subcontractor pairing with contractors with applications is ideal once an application has met Reservation Request Approval. Former reporting periods had low application submissions while contractors awaited the approval and rollout of increased incentives. With the revival of new applications and promising outlook for 2024 once those newer applications meet Reservation Request Approval, subcontractor participation will likely increase in the coming year. The three subcontractors that started work on a SOMAH project in this reporting period are still considered a success as every new program participant is helping increase program diversity.

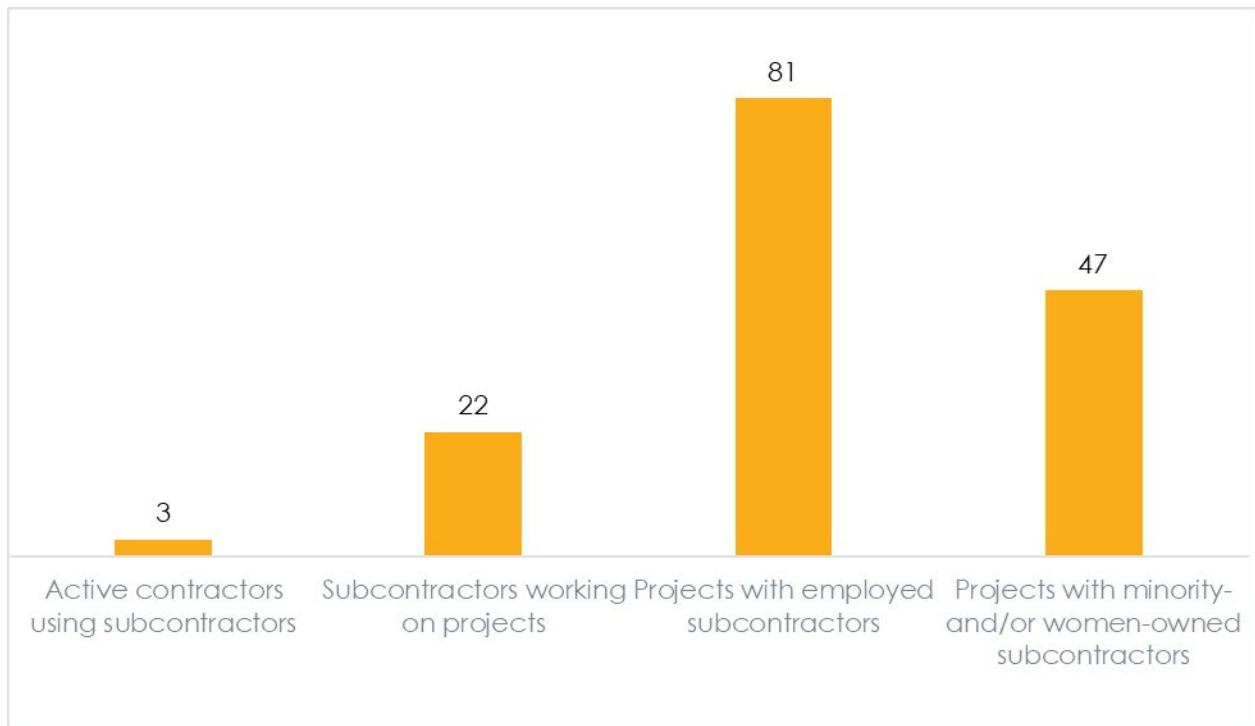
As more projects progress to the later milestones, after EECM and ultimately completion, the SOMAH PA is continuing to receive information about subcontractors





being utilized at SOMAH projects. Over the past year, the PA has witnessed a significant increase in reporting of subcontractor utilization overall. As highlighted in the 2023 triennial evaluation, subcontractors are increasing overall contractor diversity despite a lack of diversity of prime contractors because the subcontractors being utilized are often diverse businesses.<sup>17</sup> Additionally, the SOMAH PA conducted subcontractor interviews in Q3 and Q4 2022 that provided further insights and information on the relationships between primary and subcontractors as well as their roles and overall engagement in the program. More information on the interviews can be found in Section 3.2.2, Monitoring, Evaluation and Research. The subcontractor information collected from the application process also provides further insight into the diversity of contractors engaging in and benefiting from the SOMAH Program. Currently, 13 contractors are utilizing subcontractors on 32 different projects. In total, there are 16 separate subcontracting companies working in support of completing SOMAH projects.

**Figure 35 – Subcontractor Statistics**



The SOMAH Second Triennial Report (released in 2023) had many affirmations for current outreach efforts and insights on contractor perspectives of the program and

<sup>17</sup> Diverse businesses are small (i.e., < 25 employees) or underrepresented owned businesses.



their needs. Per the report's recommendations, the PA will increase outreach efforts to nonparticipating contractors, add resources to help with application submissions, reintroduce the Progress Payment Pathway and will use SB 355 changes to reengage nonparticipating contractors.

### 3.2.4 Property Owners

Both in-person and digital outreach approaches were conducted with property owners throughout the year. Primary channels of engagement were direct email outreach, interest calls, email announcements through the CalSOMAH listserv, webinars, conferences, social media, paid media campaigns and video content.

#### **Direct Outreach**

During this reporting period, direct emails were sent to 330 property owner organizations/companies (property management companies or PMCs) including 12 housing authorities and 119 tribal entities. These companies represent a large portion of the total number of eligible properties, as a single PMC can have numerous SOMAH-eligible properties in their portfolio. Direct outreach emails were sent to invite property owners to webinars and events, highlight prospective SOMAH projects through Technical Assistance Preview reports, offer portfolio reviews and make the initial introduction to the SOMAH Program through a PowerPoint presentation that covers an overview of the program, eligibility and a breakdown of the incentives.

A specific focus of direct outreach during this reporting period was PacifiCorp and Liberty property owners. These areas are a large focus for outreach efforts, as they have significantly fewer applications and less overall engagement from property owners. An effort to engage these property owners focused on creating Technical Assistance Preview reports and sending them to property owners. These reports include a variety of insightful information, including estimates on current energy usage patterns and preferences, the solar power system size best suited for a property's needs, a financial analysis to estimate the SOMAH incentive level, return on investment and project feasibility, as well as financing options. Fourteen Technical Assistance Preview reports have been compiled and sent to property owners to provide them with key information to consider before getting started with a SOMAH project. The reports emphasize the financial aspects of projects, a main topic of interest for property owners. The SOMAH PA intends to continue outreach efforts throughout the year to actively target properties in the Liberty and PacifiCorp territories. Planned activities include collaborating with the Liberty and PacifiCorp utility providers on a co-marketing effort and continuing to disseminate direct outreach emails.





After implementing the increased incentive rates, the PA took a proactive approach by focusing on direct outreach to individuals whose applications were canceled, particularly those who cited financial reasons for cancellation. The email communication emphasized the increased incentives and benefits, along with guidance on accessing the program's Technical Assistance and Support Services.

An additional outreach effort that continued from last year was building out the property owner contact base in Salesforce. The SOMAH PA utilizes a database called RocketReach to obtain current contact information for PMCs, whereas this information may have been outdated or even nonexistent in some cases. Building out this contact database allows for outreach to be more impactful by casting a wider net. In addition to RocketReach, the SOMAH PA utilizes public data from a variety of affordable housing agency websites such as the and the [California Department of Housing and Community Development \(HCD\)](#) to further build out the contact information in Salesforce. This database maintenance and expansion is a key step in getting more engagement and interest in the SOMAH Program from property owners.

### **DAC and Tribal Outreach**

One of the SOMAH PA's goals is to increase participation among properties located in DACs. During this reporting period, the SOMAH PA completed 13 interest calls with SOMAH-eligible property owners, providing portfolio reviews, a brief overview of the SOMAH Program and a Q&A session to wrap up. Connecting with property owners in DACs will continue to be a priority throughout 2024.

The SOMAH PA is focused on engaging tribal entities and increasing the number of applications on tribal lands. This reporting period, the SOMAH PA placed an emphasis on information gathering through research on the structure of tribal entities and looking into pathways for program participation, considering the complications tribal properties face with SOMAH Program eligibility. Through gathering background information on tribal entities, the SOMAH PA is better positioned to engage with tribes and will likely have more success with outreach attempts. The PA developed an application resource for tribal properties and made it available on the [website](#). This document provides insight into program eligibility, including common regulatory/deed restriction documentation packages, considerations for drafting a tribal government or tribal housing authority resolution and links to external resources.

The SOMAH PA co-hosted a ribbon-cutting event in coordination with the Bishop Paiute Tribe to commemorate the program's first completed tribal project. The SOMAH PA crafted a comprehensive [case study](#) highlighting incentives, tenant and environmental impacts and testimonials from project participants. In addition, a [video case study](#) was produced that features firsthand testimonials from staff actively involved in supporting



the Coyote Mountain Apartments. This initiative aims to strengthen credibility within tribal communities.

### **Digital Marketing and Events**

The SOMAH PA hosted/co-hosted two webinars in Q4 2023. First, a webinar on September 27 was held in partnership with the California Housing Partnership and the Southern California Association for Non-Profit Housing (SCANPH) and focused on highlighting the importance of pairing electrification technologies with solar PV. There were 75 attendees. Additionally, a second webinar highlighting utility allowances was co-hosted with the Climate Action Campaign on October 5 that included 45 attendees.

### **Property Owner Outreach Events**

- Southern California Association for Non-Profit Housing (SCANPH) 2023 Conference (November 1-3, 2023)

### **Website and Social Media**

The SOMAH website and social media channels served as additional channels for digital marketing and engagement with the property owner audience. The main property owner's webpages on the SOMAH website performed well during this period with 1,540 page views. The property owner paid media landing page had 544 page views, totaling to over 2,000 page views across all property owner-focused webpages. The new program website launched at the end of 2022, with updates aimed to greatly improve user experience and provide program information in a clear manner supporting user engagement for all audiences. New [resources](#) for property owner outreach have been added continually to the website throughout the year, including success stories, video testimonials and application tutorials. In particular, the [Check Eligibility Form](#) was added to the homepage, which had 32 submissions.

The SOMAH PA also had a paid digital marketing campaign via Google Ads targeting property owners from January to August 2023. During this reporting period, the campaign generated 8,581 impressions and 417 clicks.<sup>18</sup> The campaign integrated an interest form sign-up sheet on a landing page, which prompted users to provide contact information. Once submitted, the SOMAH PA reached out to schedule an

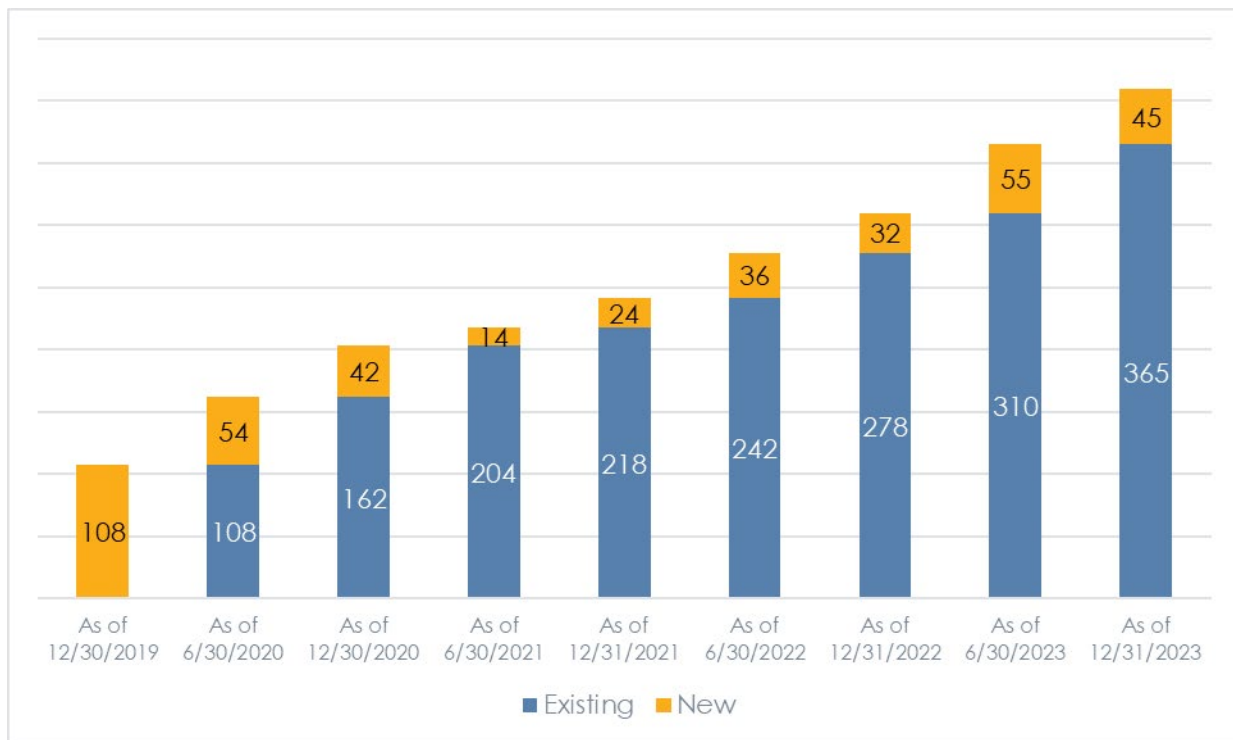
<sup>18</sup> An impression means a platform user saw the ad, while a click is a user who interacted with the ad. When the ad was clicked, the user was sent to the SOMAH website to review content specified in the ad.



interest call and discuss program eligibility, incentives and benefits. From July 1 to December 31, 2023, 18 interest forms were submitted, with six from nonprofit property owners, seven from for-profit developers and the rest were solar contractors. The SOMAH PA will continue these engagement efforts and coordination of interest calls, which provide a deeper look into property eligibility.

The CalSOMAH [email listserv](#) provides important program updates, including funding announcements, program changes and alerts about upcoming events and webinars. The listserv increased by 40 additional property owners during this reporting period, with 11 subscribers attained while the paid marketing campaign was deployed, indicating it was a successful method to generate leads for increased property owner engagement.

**Figure 36 – Property Owner Subscribers Over Time**



Finally, SOMAH's community-based organization (CBO) partners continue to support property owner outreach through direct outreach efforts, leading to interest calls. CBO partners conduct direct outreach including emails, phone calls and in-person site visits to properties located in communities with whom they have working relationships. During this reporting period, there were property owner handoffs from the CBO partners, which resulted in three interest calls and eight Technical Assistance Preview report requests, further exemplifying the benefits of SOMAH's CBO partnerships in bringing new connections to the program.



CBO partnerships have proven to be extremely important to ensuring SOMAH outreach messaging and materials are appropriate and well-informed to reach multifamily affordable housing providers and their residents across the state. Additionally, CBO partners have provided invaluable marketing support for the promotion of SOMAH events and program updates. See the next section for more information about SOMAH's CBO partnerships.

### 3.2.5 Tenants

The primary objective of tenant education (TE) is to ensure residents of potentially eligible SOMAH buildings and those living in buildings participating in SOMAH are aware of and able to benefit from SOMAH in an equitable manner.

#### **Community-Based Organization (CBO) Partnerships**

The SOMAH PA works closely with the program's eight CBO partners<sup>19</sup> to support outreach to the community at large, property owners, governmental stakeholders, job trainees and tenants, aiming to increase SOMAH awareness and participation in the program. To support tenant and community education, CBOs organize community outreach events, attend tabling opportunities and provide tenant education services on behalf of SOMAH applicants. During this reporting period, CBOs organized or participated in 20 community outreach events and workshops. Beyond outreach to residents and SOMAH-eligible communities, CBOs conducted 778 outreach activities to engage property owners, including email, one-on-one meetings, presentations and mailers. CBOs also participated in 34 outreach activities to engage government stakeholders.

To support tenant education specifically, CBOs led and/or co-led eight tenant education workshops at properties, including Hovley Gardens in Palm Desert, Coyote Mountain Apartments in Bishop, Arrowhead Apartments in Bishop, St Mary's Garden in Oakland, and Blossom Trail Commons in Sanger.

This reporting period, the SOMAH PA coordinated with CBOs to update their scopes as part of renewing partnerships for 2024. With an increase in tenant education

<sup>19</sup> SOMAH CBO partners include California Environmental Justice Alliance, The Asian Pacific Environmental Network, Communities for a Better Environment, Community Environmental Council, Environmental Health Coalition, OC Goes Solar, Self-Help Enterprises and The Niles Foundation.



opportunities, CBOs will focus on leading their own tenant education workshops within their service areas throughout the year.

The SOMAH PA also hosted two CBO summits during this reporting period. The summits brought together all the CBO partners with the SOMAH PA to share strategies, lessons learned and challenges. CBO summit session topics covered job training outreach for workforce development, tenant education updates, property outreach mapping and energy efficiency program partners. In the upcoming year, CBO partners look forward to piloting their own cohort for the SOMAH HeatSpring Academy, having a set focus for property outreach and facilitating more tenant education presentations for their communities.

## **Tenant Education Services**

### Updated Strategies

The SOMAH PA continues to promote its Tenant Education Services through quarterly tenant education trainings/webinars for SOMAH applicants, including the Applicant and Contractor Eligibility Trainings and public forums. The SOMAH PA received 13 calls to the Tenant Hotline in 2023. Seven of the calls were from five unique SOMAH projects. The PA has noticed that when tenants and on-site managers take advantage of the Tenant Hotline, the team is able to more easily engage properties to promote, and ultimately provide on-site tenant education workshops. For this reporting period, the SOMAH PA and CBO partners have responded to a total of six tenant education service requests – all of which resulted in in-person tenant education workshops taking place in Q3 2023.

In response to SOMAH's third-party evaluation findings, and to meet potential future demands for tenant education, the PA and CBO partners are considering updating strategies for 2024 that include offering virtual workshops for tenants and assessing the feasibility of a Tenant Ambassador Program.

The SOMAH PA proposed updating the tenant education requirements to increase the effectiveness of tenant education, based on survey responses and third-party evaluation findings, in May 2023 through the CPUC's ALJ Ruling Inviting Comments on Potential Modifications to SOMAH (see Q1-Q2 2023 SAPR for details). The SOMAH PA is still awaiting a response and will explore proposing updated tenant education requirements in a future handbook update.

### Affidavit Ensuring Tenant Education



The SOMAH PA also continues to review the Affidavit Ensuring Tenant Education to understand how tenant education is being conducted. Currently in 2023, there were 112 projects that submitted tenant education affidavits. A total of 70 projects reached the designated milestones (e.g. PPM, Incentive Claim) in Q3–Q4 2023. These projects accomplished the tenant education requirements by completing both the first and second outreach touchpoints. The majority of properties (69) used direct delivery for their first outreach touchpoint, while only one property mailed letters through the Postal Service. The second outreach touchpoint can be organized into three categories: 61 projects fulfilled the second outreach touchpoint via the “Other” category (i.e., provided in common areas within the property), six used an email method, and two used tenant education workshops with the help of the SOMAH PA.

While the second method of tenant education outreach is not prescribed, the SOMAH PA aims to ensure the methods of engagement effectively inform tenants of the benefits of SOMAH. The SOMAH PA intends to use the data collected from the Affidavit Ensuring Tenant Education, along with tenant education survey data that is still being analyzed, to inform tenant education requirement changes and revise the Tenant Education Toolkit and Tenant Education Services in 2024.

### 3.2.6 Stakeholders

Stakeholder outreach is an important part of the SOMAH Program's ME&O efforts. SOMAH stakeholders include local government offices, elected officials, IOUs, CCAs, regional energy networks (RENs) and California energy efficiency program administrators. Building and maintaining partnerships with these stakeholders strengthens the credibility of the SOMAH Program and helps ensure the program is reaching target audiences across the state. The goals of stakeholder outreach are to spread awareness of the SOMAH Program and encourage actions such as co-marketing efforts to reach potential participants and ultimately generate new projects.

The SOMAH PA engaged in activities across these two focuses, including collaborating with energy efficiency programs through RENs and the IOUs, speaking at conferences and webinars and developing co-marketing materials. There was also a focus on planning for the year and developing a strategy for effectively reaching out to the stakeholder audience. The following sections summarize the PA's accomplishments throughout 2023.

#### **IOUs, CCAs and RENs**

This reporting period, the SOMAH PA maintained collaboration with the IOUs — Liberty Utilities, PacificCorp, PG&E, SCE and SDG&E. The SOMAH PA met regularly throughout the year with representatives of PG&E and SCE's Single Point of Contact (SPOC)



services and the Multifamily Energy Savings Programs. The new Multifamily Energy Savings Program launched in July 2023. To raise awareness of this program, it has been added to the [stackable program webpage](#) on the SOMAH website and featured in the Q2 newsletter, the SOMAH Scoop. The PA will be looking into further collaboration opportunities and referrals between the programs.

Community choice aggregator (CCA) co-marketing partnerships were created this reporting period with outreach efforts by SOMAH contracted CBOs California Environmental Justice Alliance (CEJA) and OC Goes Solar (OCGS). Introductory calls have been made between the CBOs, CCAs and PA members. Co-marketing campaigns will begin in 2024.

### Local Governments and Elected Officials

Co-marketing partnerships with local governments and elected officials were most successful from ribbon-cuttings. The Bishop Paiute ribbon-cutting had tribal leader attendance including Meryl Picard, Bishop Paiute Tribal Council Chairwoman. Partnerships from ribbon-cuttings in the prior reporting period led to new quotes for SOMAH outreach materials. Quotes from U.S. Representative Mike Levin and City of Sanger Mayor Frank Gonzalez have been placed on the SOMAH website. SOMAH has finalized arrangements for its next ribbon-cutting in January 2024.

The image contains two quote cards. The top card features a quote by Mike Levin, U.S. Representative, stating that solar projects are critically important for California and the future of the clean energy economy. The bottom card features a quote by Frank Gonzalez, Mayor of Sanger, stating that partnerships through the SOMAH Program help building residents and city operations.

### Stakeholder Outreach in Collaboration with SOMAH CBOs

The SOMAH PA meets regularly with participating community-based organizations (CBOs) on stakeholder outreach, on either a monthly or quarterly basis depending on the CBO. The following leads were made by the SOMAH CBOs in this reporting period:

- CEJA – Introduced to San Diego Power Authority (SDPA), which led to an interest call to discuss opportunities to collaborate in 2024.





- OCGS – Initial outreach efforts in the prior reporting period with Orange County Power Authority (OCPA) has led to approval of co-marketing with SOMAH. Discussions have commenced and co-marketing will take place in 2024. Also, OCGS obtained a supportive quote from City of Irvine Mayor Farrah Khan.

### 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 of individuals who experience barriers to entering the solar workforce. The SOMAH PA continues to reach this goal by:

- Conducting targeted outreach to job training organizations (JTOs) across the state to engage prospective job trainees.
- Empowering SOMAH's CBO partners with tools and resources to connect local job seekers to training opportunities.
- Engaging tenants of SOMAH properties to take advantage of SOMAH job training opportunities.
- Organizing career development workshops and resources for job trainees to promote awareness of job training opportunities and address barriers to employment.
- Supporting contractors with trainee recruitment and workforce development to augment participation in SOMAH and ensure requirements are met efficiently.
- Gathering feedback from SOMAH's Job Training Organization (JTO) Task Force.

#### **Job Training Organization Outreach & Job Trainee Engagement**

The current SOMAH application pipeline has created 949 job training opportunities and 59,640 trainee hours. To broaden SOMAH's pool of eligible job trainees, the SOMAH PA continued to contact and vet JTOs that serve targeted trainees and geographic regions where there is lower JTO engagement, including Northern California, Central Valley and Central Coast. The SOMAH PA also continues to focus outreach to JTOs that serve priority populations, such as justice system-impacted individuals, trainees residing in rural areas and tribal communities.

At the close of 2023, there were 95 active JTOs in the JTO Directory. In this reporting period, the SOMAH PA primarily focused on reaching out to target JTOs and strengthening existing JTO partnerships by facilitating discussions on connecting students and graduates to the SOMAH Program. Nineteen new job trainees were added to the SOMAH Job Training Portal for a total of 521 job trainees engaged on the portal.





The SOMAH PA also worked with CBO partners to inform their local communities about SOMAH's job training opportunities and foster local JTO connections. The SOMAH PA is increasing tenant participation in job training opportunities by promoting through Tenant Education Services. The SOMAH PA continues to engage with job trainees and solar job seekers by facilitating career development workshops. In July 2023, the SOMAH PA hosted a Fair Chance Hiring webinar to encourage contractors to adopt fair chance hiring as a model and to learn about the importance of hiring reentry and system-impacted workers to improve their current workforce.

In 2023, the SOMAH PA also launched the HeatSpring SOMAH Academy, a curated list of free self-study courses that provide a broad overview of the solar industry. Once all the courses are completed, a trainee meets eligibility requirements and can apply for a paid job training opportunity. The SOMAH PA is in the process of developing a resources page on the Job Training Portal that will include access to the HeatSpring SOMAH Academy and a directory of local supportive services where job seekers can access support for transportation, childcare and other barriers to employment.

### **Contractor Job Training Support**

The SOMAH PA supports participating contractors in meeting job training requirements by connecting local job seekers and job trainees from the Job Training Portal to contractors with upcoming installation projects. In 2023, the SOMAH PA facilitated 18 requests for support with job training from SOMAH contractors. As a result of this support, 100% of SOMAH projects that submitted the Job Training Affidavit with the Incentive Claim Milestone met all job training requirements.

Additionally, the SOMAH PA organized programming to help contractors meet their job training requirements and support the program's local and targeted hiring goals. In September and December 2023, the SOMAH PA hosted Job Training Overview webinars for contractors that detailed SOMAH's job training requirements and the workforce development resources and services provided through the program. Contractors received a live demonstration of the Job Training Portal and how it can be leveraged to help meet their job training requirements.

Further, a workforce needs assessment was administered to evaluate the hiring, training and job training requirements of SOMAH-eligible solar contractors. The objective of the assessment was to learn how the SOMAH PA could better support contractors in complying with SOMAH's job training requirements, staying competitive in the solar industry and improving their experience with the program. The assessment targeted three categories of solar contractors engaged with the program:



1. **Primary Contractors:** Contractors who have completed SOMAH projects or are in the process of completing a SOMAH project.
2. **Subcontractors:** Contractors who have completed SOMAH projects or are in the process of completing a SOMAH project as listed subcontractors.
3. **Eligible Contractors:** Contractors identified as potential project applicants to receive SOMAH incentives.

Participants from each group responded to a comprehensive 92-question assessment. Forty-one out of the 46 surveys administered were completed, resulting in an 89% completion rate. These results are still being analyzed and will be shared with stakeholders and reported on in the next SAPR. The workforce development team will continue to share key findings with program stakeholders to gather additional feedback and enhance strategies to engage contractors in 2024.

### 3.3.1 Local Hiring and Job Training Data

During this reporting period, the SOMAH PA received 16 Job Training Affidavits from projects that reached the Incentive Claim Milestone for a total of 114 projects that submitted affidavits. The Job Training Affidavits report 98 job trainees hired to work on SOMAH projects for 217 job training opportunities. Many of the trainees worked on multiple SOMAH projects, gaining valuable hands-on experience and solar installation skills. The SOMAH PA collected demographic information on 55 of the 98 hired job trainees (shown below). Data on job trainee advancement (i.e., the number of SOMAH trainees who become full-time solar employees) and retention is collected through surveys to contractors after each project reaches the Incentive Claim Milestone. To date, the SOMAH PA has received 554 job training surveys, with 28 job trainees reported as hired by contractors for continued employment.

#### Local & Targeted Hires

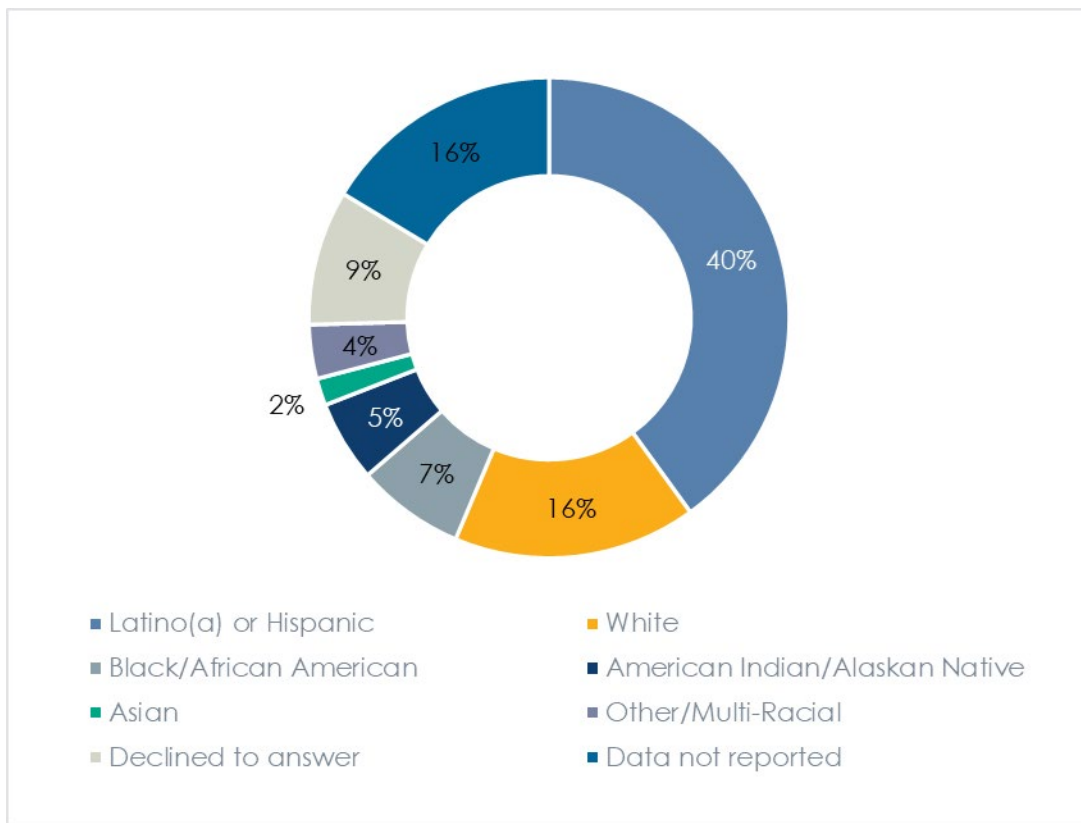
- 55% of job trainees reside in DACs.
- 41% of job trainees were local hires (live in the same county as the SOMAH project).
- 81% of trainees were hired on a temporary basis while 19% were permanent hires.
- 80% of job trainees were targeted hires.
- 90% of trainees worked on direct PV installation.
- 7% of trainees worked on post-installation operations and maintenance.
- 2% of trainees worked on pre-installation design and engineering.
- 36% reported as unemployed or underemployed at the time of SOMAH intake.
- 17 tenants of SOMAH properties participated as job trainees.



- 17 job training organizations have students or graduates that have participated in SOMAH job training opportunities.
- \$21.43: average trainee hourly wage.
- 70.25: Average number of training hours per project per trainee.

The SOMAH PA collected demographic information on 55 of the 98 hired job trainees through the Job Trainee Intake Form. Figures 36-39 depict findings from the analysis for this data.

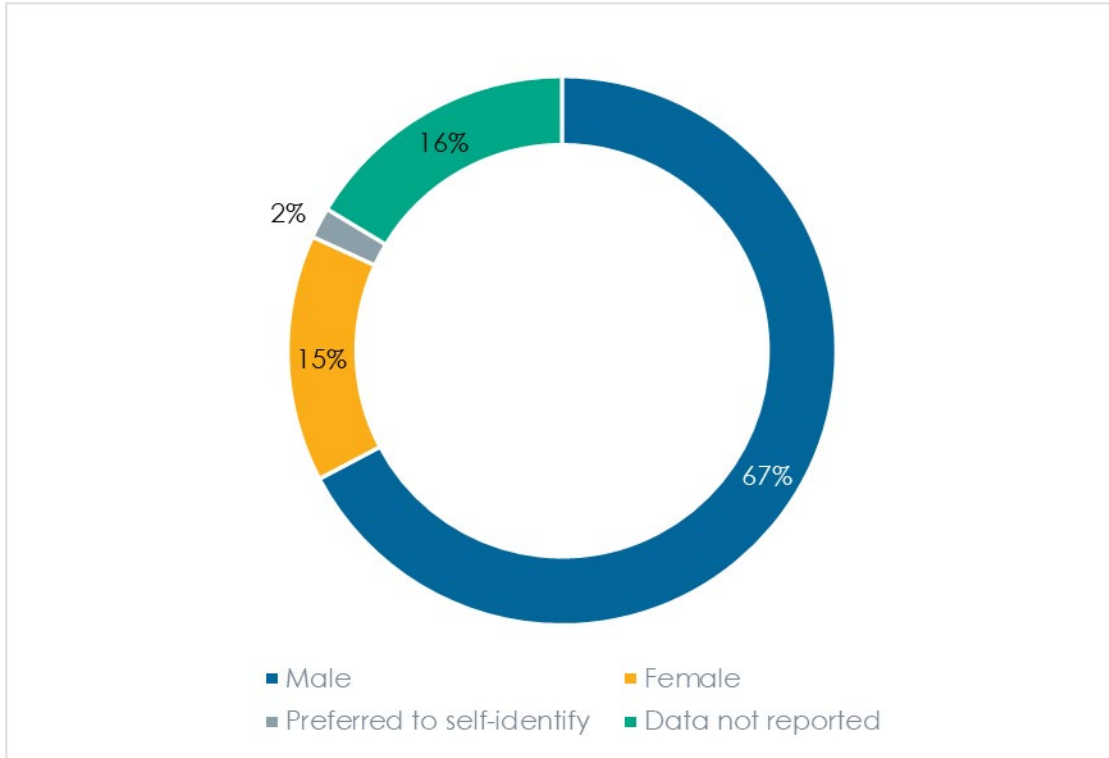
**Figure 37 – Job Trainee Race/Ethnicity Breakdown**



N = 55

Figure 37 is a snapshot of our SOMAH project job trainee breakdown by race/ethnicity, with Latino(a) or Hispanic, Black/African American, Asian and American Indian/Alaskan Native being the majority of SOMAH trainees.

**Figure 38 – Job Trainee Gender Breakdown**

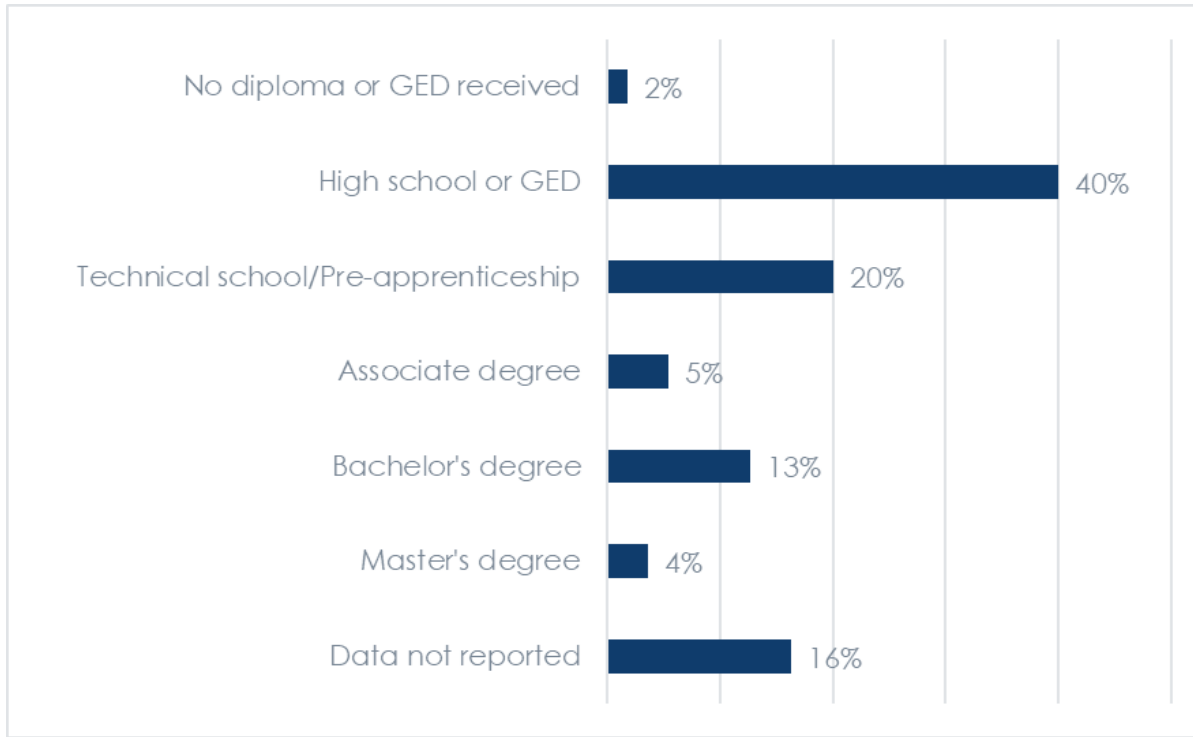


N = 55

Figure 38 is a snapshot of our SOMAH project job trainee breakdown by gender. Currently, most trainees identify as male, making up 67% of the data, while 15% of trainees identify as female.



**Figure 39 – Highest Level of Job Trainee Education**



N = 55

Figure 39 is a snapshot of our SOMAH project job trainee breakdown by the highest level of education. A total of 65% of our SOMAH job trainees reported having either a high school diploma or GED, an associate degree or having attended a technical school/pre-apprenticeship.

**Figure 40 – Percent of Trainee Placements by Project Role**

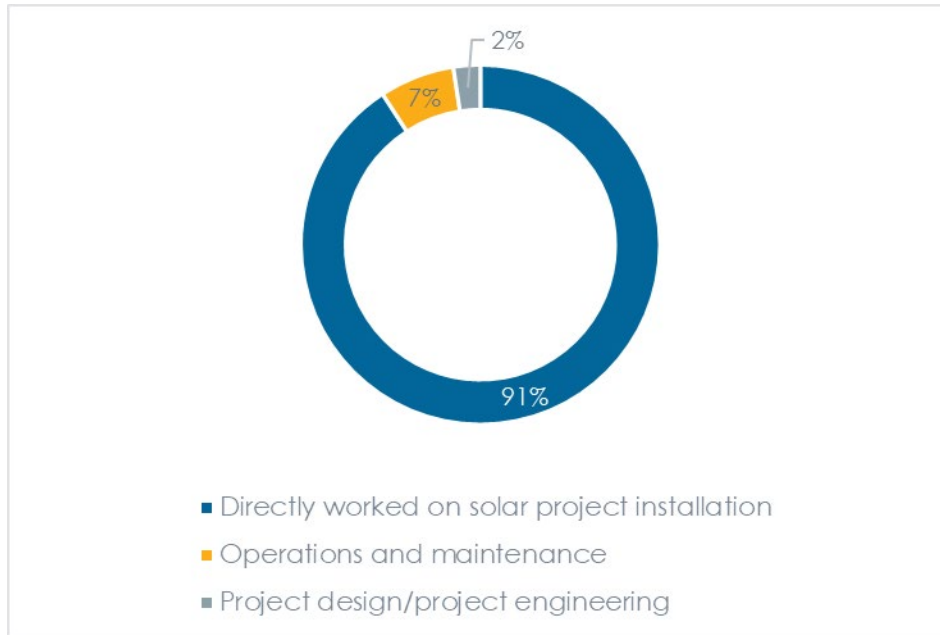
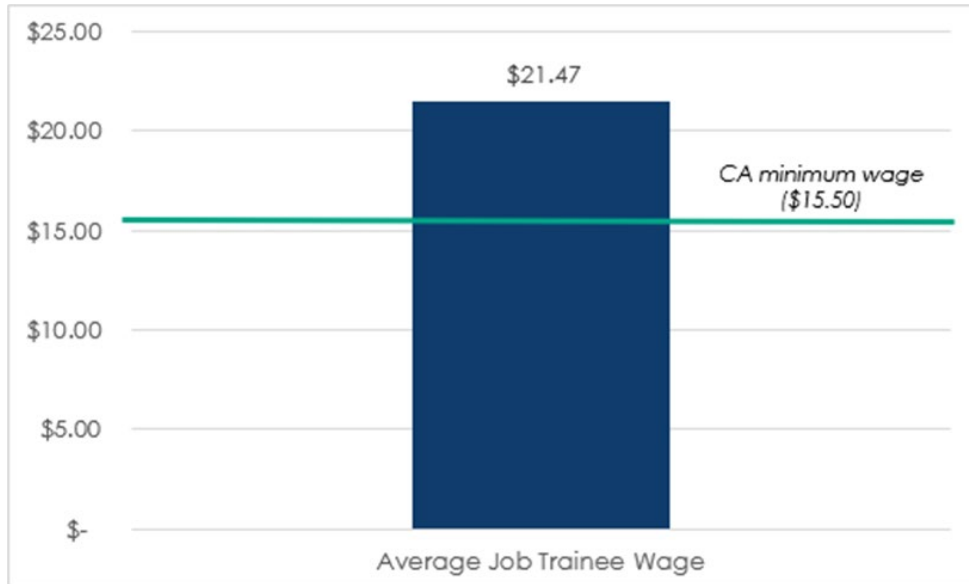


Figure 40 is a snapshot of our SOMAH project job trainee breakdown by project role placements, with 91% of tasks assigned being directly related to solar installation.

The Job Training Affidavits report 98 job trainees were hired to work on SOMAH projects for 217 job training opportunities. The SOMAH PA collected demographic information from these training opportunities through the Job Trainee Affidavit. Figures 40-42 depict findings from the analysis for this data.

**Figure 41 – Average Trainee Wage Compared to CA Minimum Wage**



Many of the trainees worked on multiple SOMAH projects, gaining valuable hands-on experience and solar installation skills. Figure 41 is a snapshot of our SOMAH project job trainee average wage relative to California's minimum wage. On average, our SOMAH job trainees earn \$21.47/hour, surpassing the California minimum wage of \$15.50/hour at time of reporting.

**Figure 42 – Hours per Job Trainee Placement**

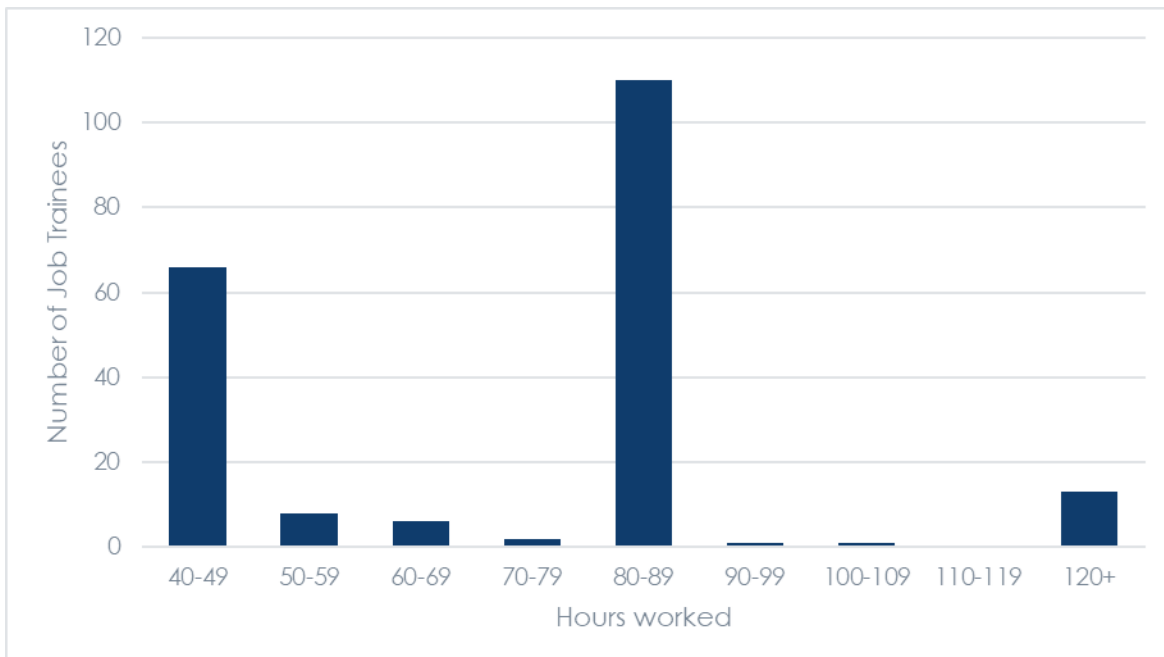




Figure 42 is a snapshot of the number of SOMAH job trainees and the hours they worked. On average, a majority of our trainees worked 80-89 hours for their respective SOMAH Projects.

**Figure 43 – Percent of Trainee Placements by Employment Status**

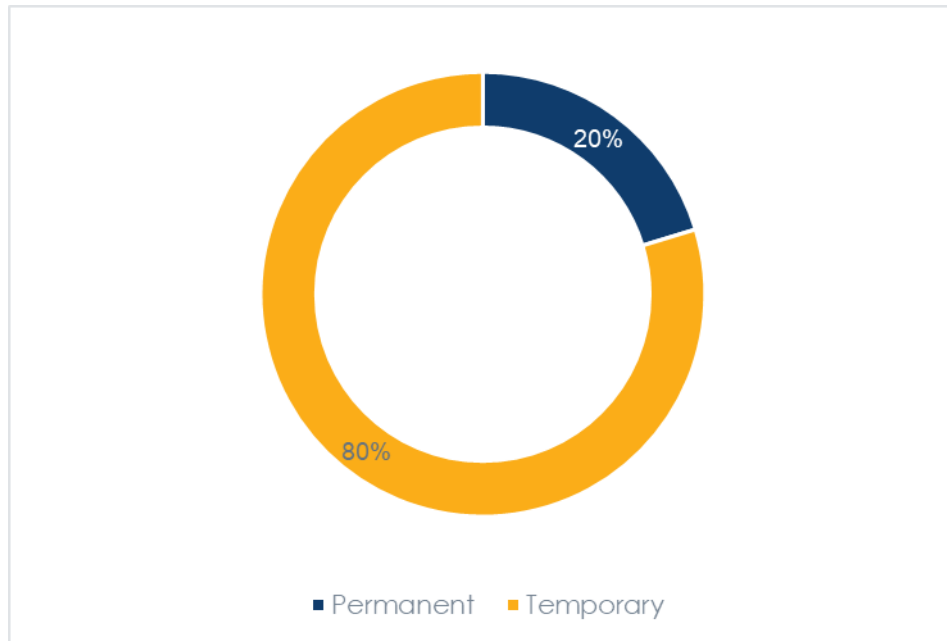


Figure 43 is a snapshot of our SOMAH project job trainee breakdown by employment status, with 80% of SOMAH trainees being classified as temporary workers during their tenure with the respective contractor. A total of 20% of trainees were hired as full-time employees after their work on a SOMAH project.

### 3.4 Technical Assistance

The primary objective of SOMAH's Technical Assistance (TA) offerings is to ensure property owners and solar contractors receive accurate, useful and educational information. Installing solar PV on existing multifamily properties often requires property owners to navigate and overcome barriers, including complicated ownership and financing structures as well as understanding the costs and benefits of pursuing solar PV.

Even with the majority of SOMAH projects enrolled in Track B, there is still a vital need for SOMAH to offer and provide objective third-party expertise and resources to protect property owners and low-income communities the program serves. The program's TA offerings are designed to balance information provided by solar contractors to ensure property owners and those receiving benefits from the SOMAH Program are receiving objective, unbiased information as it relates to their solar PV installation. SOMAH's TA





offerings cover a wide range of services from preliminary system designs to interconnection support, including job training and tenant education support services, all offered with the goal of providing consumer protection and program education to aide in reducing the burden of participation and increase access to objective expertise and resources.

In Q1 2023, SOMAH rolled out the program's fleet monitoring service. Fleet monitoring is a program requirement to ensure SOMAH incentivized PV systems are performing as expected and economic benefits are realized. As of December 31, 2023, 109 completed SOMAH PV systems are connected and monitored in SOMAH's monitoring platform Sunspot. Sunspot identifies and flags PV systems that are underperforming compared to expected performance. If a system is flagged, the SOMAH PA reaches out to system contacts to discuss the underperformance and next steps. The SOMAH PA expects to have more substantial performance data in the next reporting period.

The SOMAH Program is flexible in meeting the needs of property owners and solar contractors as they arise, for those participating in the program and those considering program participation. For this reason, SOMAH can provide personalized support through several TA offerings, including Technical Assistance Preview reports, Upfront TA, and TA and Support Services.

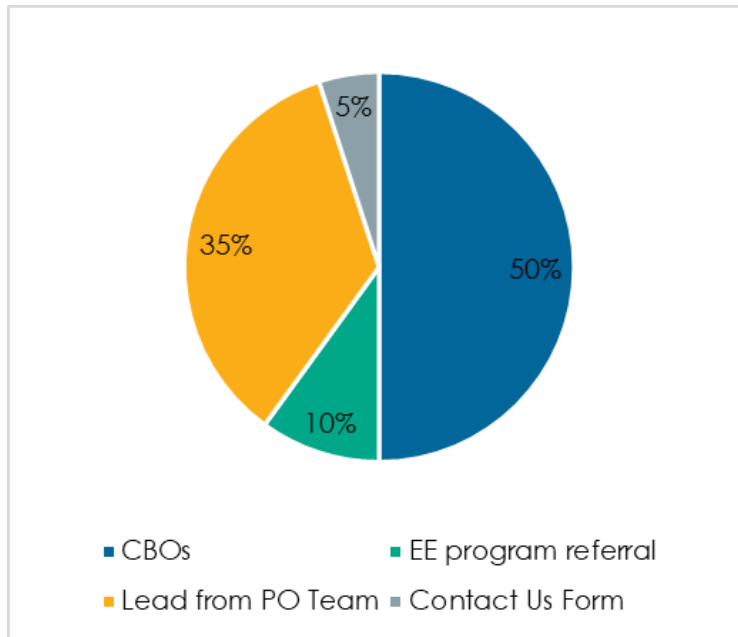
### 3.4.1 Technical Assistance Preview Reports

SOMAH provides a no-cost and no-obligation offering called Technical Assistance (TA) Preview reports. TA Preview reports can help property owners decide if taking the next step and enrolling in SOMAH is right for them. TA Preview reports are condensed versions of the solar feasibility reports that are presented to property owners as a part of the program's Upfront TA services. TA Preview reports highlight a few key details that can help a property owner decide if they should take the next step toward program enrollment. TA Previews are customized for each property and include a preliminary solar PV system design and sizing, estimated incentive amount and financial analysis. TA Preview reports support property owners in weighing the prospective costs and benefits of installing solar. As of the close of 2023, 73 TA Preview reports have been created for unique properties and presented to prospective property owners. Throughout 2023, 40 requests were made for TA Preview reports. As intended, property owners have successfully used the TA Preview reports as a tool to help decide if program enrollment is the best next step for their projects. Over 7% of the requests for TA previews resulted in applications submitted for Upfront TA services.

Figure 44 summarizes the sources of TA preview requests in 2023. 50% of the requests for TA previews came from the program's community-based organization (CBO) partners, over 30% of the requests came from direct outreach from the property owner

engagement team, and 5% came from referrals from other energy efficiency (EE) programs.

**Figure 44 – TA Preview Request Summary**



### 3.4.2 Upfront TA

Upfront TA services are designed to supply property owners participating in Track A with educational, technical and financial resources to facilitate their solar PV installation. Offering Upfront TA services sets the SOMAH Program apart from similar previous programs and provides property owners who are less familiar with solar equal access to program benefits. As a part of Track A Upfront TA, property owners are assigned an energy project manager who serves as an objective third-party resource to answer questions and provide education and support as needed, even after a Reservation Request Package has been submitted.

Property owners enter Track A with varying levels of solar knowledge. Through guidance from their 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 through the presentation of a solar feasibility report.
- Selecting an eligible contractor using a multiple bid process.
- Evaluating the costs and benefits of moving forward with a solar PV project.



To date, there have been 18 Track A projects that have received Upfront TA services. Of those 18 projects, 13 are active Track A projects either currently receiving Upfront TA services or a later milestone in the SOMAH application life cycle.

Tenant benefits continue to be a central pillar of the SOMAH Program as well as a focus within Track A. For the 13 active Track A projects, 89% of the clean energy produced from the solar PV systems is projected to directly benefit the more than 720 low-income households via VNEM bill credits.

Additionally, many of the tenants in the active Track A projects will receive added benefits from deep energy retrofits in conjunction with solar. Eight out of the 13 projects were either referred to SOMAH by a comprehensive energy efficiency program they are enrolled in or used Upfront TA services to receive a referral to, and enroll in, a comprehensive energy efficiency program. Because it is important to think about energy efficiency upgrades and electrification when considering solar PV, one goal of Upfront TA is to connect property owners with other energy efficiency programs or discuss what programs may be a good fit for their property.

The average estimated system size for the 13 active Track A projects is 106 CEC-AC kW with an average expected aggregate annual output of 178,898 kWh. Figure 45 outlines additional system statistics across the IOU territories for the projects.

**Figure 45 – Track A Summary**

IOU	Number of Active Track A Projects	Estimated SOMAH Incentive	Estimated System Size (CEC-AC kW)	Expected Aggregated Annual Output (kWh)
PG&E	6	\$607,606	309	493,483
SCE	5	\$2,170,333	823	1,419,099
SDG&E	2	\$843,248	248	413,089
Liberty Utilities	0	\$0	0	0
PacifiCorp	0	\$0	0	0
Total	13	\$3,621,187	1,380	2,325,671

To improve property owners' understanding of the intricate ownership and financing structures for their projects, the solar feasibility report presented as part of Upfront TA services was updated to provide additional clarity on the options available. Additionally, the solar feasibility report was updated to include new information about



changes to the federal investment tax credit that can enhance the financial benefits. These updates ensure property owners are presented with offerings they are likely to find in the market from solar contractors who bid on their projects.

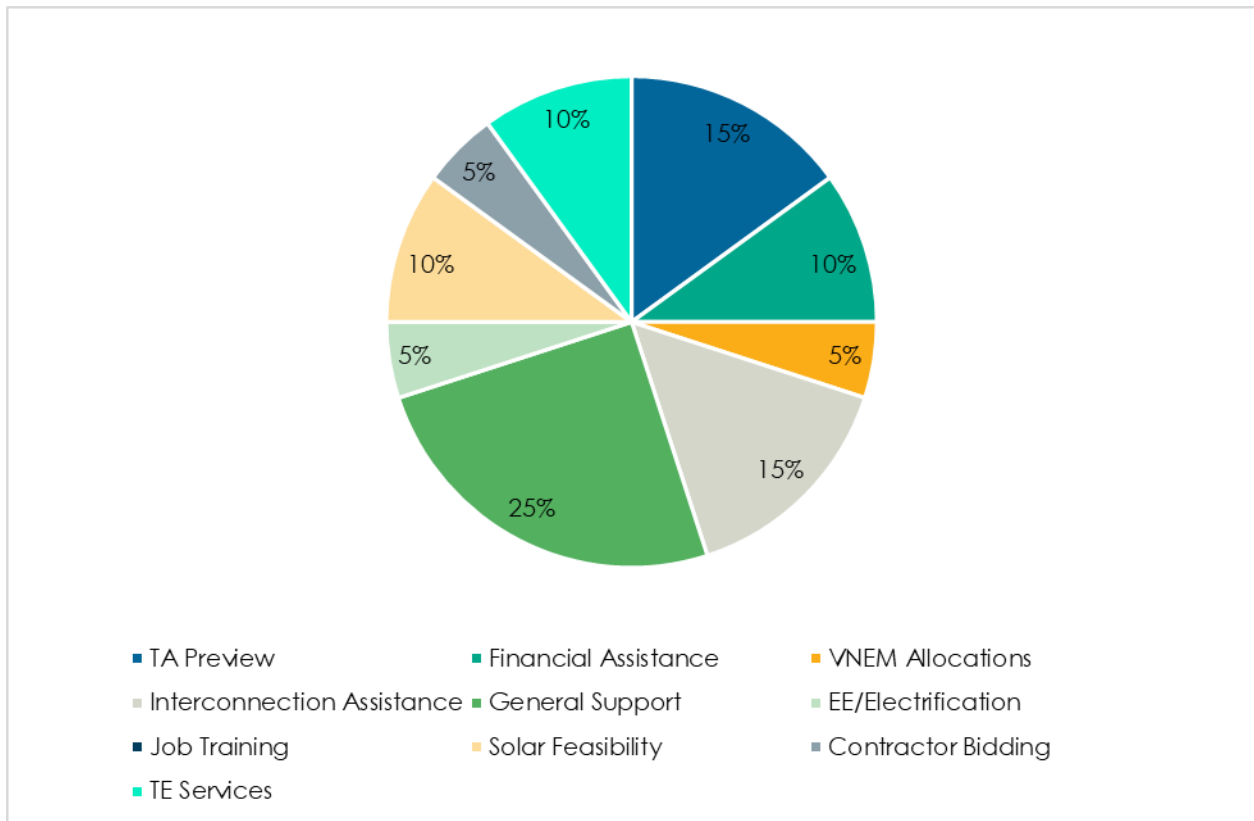
### 3.4.3 TA and Support Services

The SOMAH Program understands challenges and barriers can arise at any point during a solar project, and as a result, the program's TA and Support Service offerings are available when needed.

With the launch of the updated TA and Support Services [Request Form](#), in the previous six months, 12 requests have been made for TA and Support Services. Of the 12 requests, 42% of them were submitted on behalf of active SOMAH projects.

Of the 12 requests, support services have been provided for 20 service request types. Figure 46 shows the breakdown of the TA and Support Services provided in the second half of 2023. The service request type most frequently requested was general program support, followed by TA preview requests and interconnection assistance.

**Figure 46 – Breakdown of TA and Support Service Request Types**



## 4. Program Planning and Development

The SOMAH PA takes an adaptive approach to ensure feedback is regularly solicited from program participants and stakeholders and that decisions about the program are made with transparency. The SOMAH PA works in close partnership with the program's advisory bodies and CBO partners, with input from other stakeholders, to ensure the program remains accountable to the communities it is 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 Report
- Semiannual Expense Report
- Annual Marketing, Education and Outreach (ME&O) Plan

Place of record: [https://www.californiadgstats.ca.gov/programs/#\\_subsection\\_17](https://www.californiadgstats.ca.gov/programs/#_subsection_17)

- Special reports to the California Legislature
- Third-party evaluations and reports

Place of record: <https://www.cpuc.ca.gov/somah>

During this reporting period, the SOMAH PA highlights: 1) an update on activities related to reporting, feedback and accountability; 2) a recap of the 2023 third-party evaluation; and 3) program design updates, including handbook updates, the rollout of the revised incentive levels and legislative updates.

### 4.1 Reporting, Feedback and Accountability Mechanisms

The SOMAH Program has several accountability and feedback mechanisms to ensure key stakeholders are provided opportunities to contribute to program development and implementation. These include two advisory bodies, public forums and monthly working meetings with the participating SOMAH IOUs.

#### 4.1.1 Public Forums

SOMAH public forums are held periodically throughout the year to 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 experiences with the program, including challenges, barriers and areas for improvement. 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.

During this reporting period, the SOMAH PA did not hold any public forums due to a lack of substantial program updates to share with stakeholders. Eliminating unnecessary public forums aligns with feedback from third-party evaluators and minimizes commitments from the SOMAH PA. The next public forum is scheduled for February 2024.

#### 4.1.2 IOU Working Group

During the reporting period, the SOMAH PA held six IOU Working Group meetings. The Q3 and Q4 2023 working group meetings focused on the following topics:

- July 2023 – General program and marketing coordination updates, VNEM bill date discrepancies, application processing update.
- August 2023 – General program and marketing coordination updates, VNEM bill date discrepancies, incentive payment forecast.
- September 2023 – General program and marketing coordination updates, VNEM bill date discrepancies, Third-Party Evaluation Response to Recommendations, application processing update.
- October 2023 – General program and marketing coordination updates, VNEM bill date discrepancies, Third-Party Evaluation Response to Recommendations.
- November 2023 – General program and marketing coordination updates, SB 355 Implementation, ESA and MFWB process, IOU referral process.
- December 2023 – General program and marketing coordination updates.

Referrals and co-marketing between the IOUs and SOMAH are explored further under Section 3.2.6, Stakeholders.

#### 4.1.3 SOMAH Advisory Groups

SOMAH's two advisory groups are the SOMAH Advisory Council and the Job Training Organization (JTO) Task Force. They help the program stay accountable to the communities it was intended to serve.

##### **Advisory Council**

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



center of the SOMAH Program and to make certain SOMAH maximizes benefits to low-income tenants and DACs by advising the SOMAH PA on program development and implementation. Since the last reporting period, there have been no changes to SOMAH AC membership. The current cohort has 11 members representing the fields of environmental justice, workforce development/labor, tenant rights and economic justice, affordable housing, tribal communities and the solar industry. The SOMAH AC meets virtually on a quarterly basis.

During this reporting period, this cohort had its Q3 meeting in person in Los Angeles and its final meeting virtually in conjunction with the SOMAH JTO Task Force in December 2023.

Q3 2023 meeting topics included:

- An updated overview of program stats and key progress since the previous quarterly meeting, including SOMAH's third-party evaluation process and the future restructuring of SOMAH's advisory bodies.
- How SOMAH AC members can support program outreach and promotion.
- In-depth updates on SOMAH's Tenant Education and Workforce Development program areas.

Q4 2023 meeting topics included:

- Regulatory and policy updates impacting the SOMAH Program, including Senate Bill 355 and third-party evaluation implementation.
- An end-of-year recap on the successes, challenges and next steps for the following program areas:
  - Operations and Applications
  - Technical Assistance
  - Marketing, Education and Outreach
  - Workforce Development
  - Tenant Education
  - CBO Partnerships

Eight current members will return for SOMAH's 2024-25 AC cohort. Starting in September 2023, the SOMAH PA began recruiting to fill the three remaining seats for the upcoming cohort. A selection committee composed of current SOMAH AC members will be interviewing and selecting new cohort members starting in January 2024. The new cohort will meet on a quarterly basis starting in the spring.



## **Job Training Organization Task Force**

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

The JTO Task Force is composed of 10 regionally diverse representatives from JTOs, including 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 reporting period, the JTO Task Force has held two quarterly meetings.

Q3 2023 meeting topics included:

- Briefing on initial findings of the contractor needs assessment.
- Discussion of the purpose and role for the JTO Task Force in 2024 and beyond, including collaboration with the Advisory Council.
- Briefing on status of and changes to tenant education and engagement.
- Presentation on the ribbon-cutting ceremony with the Bishop Paiute Tribe and GRID Inland Empire.

The Q4 2023 meeting took place in conjunction with the SOMAH AC. Topics covered are included in the Advisory Council section above.

During this reporting period, the SOMAH PA began recruiting for the JTO Task Force's 2024-25 cohort. A total of eight current JTO Task Force members will return for another term. A selection committee composed of current members of the JTO Task Force will be interviewing and selecting the new cohort members in January 2024. The third cohort will meet on a quarterly basis starting in March 2024.

### **4.1.4 Third-Party Program Evaluation**

As directed in D.17-12-022, Energy Division (ED) is to provide regular evaluations of the SOMAH Program to the Legislature. Verdant Associates has operated as the third-party evaluator for the SOMAH Program for Phase I and Phase II Evaluations, SOMAH Vendor Assessment and 2023 SOMAH Second Triennial Report. These evaluation efforts are designed to assess program impacts and progress on metrics and reaching program





goals. The [CPUC website](#) maintains records of all files relating to the SOMAH evaluation reports.

## **2023 Triennial Evaluation**

With a significant shift in program activity through application milestone advances and completed projects since the data available at the Phase II evaluation, the 2023 SOMAH Second Triennial Report was a valuable opportunity to re-align on available program and project data, assess accomplishments and impacts thus far, and analyze viability and expectations for what's to come in future years of the program. Verdant held a [public webinar](#) on October 4, 2022, to share the [research plan](#) with stakeholders followed by [public comments](#) that were due October 14, 2022. The SOMAH PA then engaged in coordination efforts with Verdant at the end of 2022 into early 2023 to support their data collection efforts and analysis for the assessment.

On June 16, 2023, Verdant held a triennial SOMAH [evaluation report webinar](#) with a high-level presentation of their findings and an opportunity for attendees to ask questions. The comment period for stakeholders and for the SOMAH PA to provide feedback concluded on June 30, 2023. The [final report](#) was released July 14 with Appendix F including Verdant's responses to comments. Following the finalized report, Verdant issued a recommendation table summarizing their best practice findings and recommendations for the PA and IOUs to address in the Response to Recommendations (RTR) process.

The RTR table included 22 findings yielding 26 recommendations for the PA and three findings and recommendations for the IOUs, two of which overlapped with PA recommendations and one unique to the utilities. The PA generally accepted all recommendations, except for one rejection related to changing the Progress Payment Pathway from an optional to mandatory requirement. In the case of the progress payment recommendation, the PA is very much committed to increasing awareness of the pathway but feels strongly that it should remain optional to maintain the intent as it was designed to reduce the financial burden of out-of-pocket costs in the time between mechanical completion of the project and permission to operate (PTO) with the utility. Making this a required step to the application process is likely to cause unnecessary administrative burden for applicants, the PA and IOUs, where projects could instead follow the traditional milestone and move straight to Incentive Claim without the additional processes, paperwork and approvals.

The 2023 SOMAH Second Triennial Report included a joint [recommendation](#) that, "[t]he SOMAH PA and IOUs should work together to identify all issues leading to extended interconnection timelines and take steps to expedite this process to ensure program benefits and incentives are provided in a timely manner." While measures are already in



place to support this collaborative work between the SOMAH PA and IOUs, the PA fully supports the recommendation and will continue to work with the IOUs via the monthly IOU Working Groups. The first step toward this collaborative effort is for the PA and IOUs to provide examples of issues and challenges leading to extended interconnection timelines. The PA can utilize the feedback provided by participants to further conversations with the IOUs on partnership and improvement in support of SOMAH projects.

The SOMAH PA is dedicated to working with the IOUs to liaise with interconnection and SOMAH application efforts and rollout of virtual net energy metering (VNEM) billing credits to tenant and property owners. As the amount of completed projects grows, the PA is utilizing the feedback provided by participants to further conversations with the IOUs, specifically on interconnection obstacles and areas for improvement. The PA also regularly collects data from the IOUs on VNEM billing credits and bill setup for SOMAH projects. The SOMAH PA added a new field in PowerClerk in early 2023 to track bill credit confirmation and streamline data management. The PA is continuing to record and expand the relevant data set. The PA is committed to coordinating with the IOUs to support SOMAH projects in ensuring timely delivery of SOMAH bill credits for completed projects and has structured ongoing check-ins with the IOUs to support and monitor this effort.

The rest of the generally accepted recommendations covered nearly all facets of the program – from data collections, Track A/B and bid requirements, contractor and property owner engagement, CBO roles and tenant education, canceled and recoverable applications, Fannie Mae funded properties, pairing PV with battery storage, job training resource awareness, underperforming systems, bill credit tracking and use of the EPBB calculator. The [PA and IOUs RTR](#) was circulated for a two-week public comment on October 31, 2023. With only one comment received, and directed to the PA, the RTR process was officially completed on December 1, 2023, when the [reply to comment](#) was submitted to Energy Division.

While some of the recommendations had already been addressed or action was underway, the PA will continue action on the remaining recommendations aligning with the timelines outlined in the RTR document. The SOMAH PA continues to work closely with ED to identify opportunities to incorporate key recommendations into the program's overall priorities and strategic efforts. During regular check-ins with ED, the SOMAH PA and ED discuss ongoing actions for RTR implementation and overall program administration efforts. Taken together, feedback and input from key audiences, participants, stakeholders and advisors will help inform and modify program areas to ensure the approaches are successful in reaching the audiences and communities SOMAH is designed to serve.



## 4.2 Program Design and Updates

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

### 4.2.1 Approved Higher Incentives and Elimination of the Incentive Step-Down

On March 21, 2023, D.23-03-007 amended D.17-12-022 incentive levels to raise the highest incentive level possible to \$3.50/watt for tenant areas and \$1.19/watt for common areas and ended the annual incentive step-down. This decision came in response to the SOMAH Incentive Petition for Modification submitted on August 11, 2022, which addressed the primary goal of eliminating the annual step-down methodology and increasing incentive levels to align with project costs and spur program participation. The approval of the increased incentive levels and eliminated incentive step-down aids the SOMAH PA in addressing financial barriers of SOMAH projects and course corrects the prior incentive step-downs to address current, increased project costs (due to inflation, labor challenges, supply chain issues.) See more details on Handbook versions and timelines in Section, 4.2.2, Program Handbook.

Increased incentives were automatically rolled out for all new projects and projects that were submitted after March 21, 2023. Projects that had not yet submitted their Incentive Claim Milestone as of June 13, 2023, were eligible for the revised incentive levels by submitting a VersaForm,<sup>20</sup> a signed acknowledgement form by the host customer, and by submitting required supporting documentation by the applicant. In total, 325 projects were eligible to submit a VersaForm for the revised incentive. As of December 31, 2023, 306 VersaForms were submitted. Furthermore, 70 projects of the 306 submitted the required supporting documentation and were fully approved for the increased incentive. To date, projects that received the revised incentive had an average 13% increase in total incentive. With higher incentives fully rolled out and available for current and future applications, the SOMAH PA is optimistic new project submittals will steadily increase in 2024.

<sup>20</sup> Per Handbook Section 3.6 Request for 2023 Revised Incentive, "The VersaForm direct email link will be available through December 31, 2023, for eligible projects to request the 2023 revised incentive in a timely manner."



See Section 3.1.1, Applications and Incentive Statistics, and Section 3.1.2, Program Payments, for more information on application activity and the impacts of the available higher incentives.

Following D.23-03-007 was the deferred ruling to “seek further data on the necessity of increased incentives for DACs, as well as other information ... to increase uptake in DACs in the most effective manner that most directly benefits the communities themselves.”<sup>21</sup> The ruling was released on May 5, 2023, with 28 questions directed to IOUs, the SOMAH PA and other parties to “seek party comments on potential SOMAH Program modifications, in particular those aimed at increasing participation by projects in disadvantaged communities.”<sup>22</sup> The SOMAH PA provided comments on June 2, 2023, and reply comments on June 16, 2023, as directed by the ruling and appreciated the opportunity to engage with the CPUC and other stakeholders in support of the SOMAH Program. The PA awaits further direction from the CPUC on how further program changes may be directed or evaluated through future efforts.

#### 4.2.2 Senate Bill 355

On October 7, 2023, Senate Bill (SB) 355 was signed by the Governor. Among other things, SB 355 extends the SOMAH Program through December 31, 2032; revises the income eligibility pathway to require that at least 66 percent of the property's residents have incomes at or below 80 percent of the area median income, as defined in subdivision (f) of Section 50052.5 of the Health and Safety Code; and adds two new eligibility pathways for properties owned by tribes and for rental housing properties owned by a public housing authority created pursuant to the Housing Authorities Law [Chapter 1 (commencing with Section 34200) of Part 2 of Division 24 of the Health and Safety Code] or a public housing agency, as defined in Section 1437a of Title 42 of the United States Code.

As a result, the PA submitted a Tier 2 Advice Letter on January 5, 2023, to modify the Program Handbook with edits to incorporate a portion of the program changes from SB 355 that were actionable for the PA to enact within a revised Handbook. The remainder of program changes directed in SB 355, such as advance payment loans and integration of new construction project eligibility, require further direction from the CPUC before additional modifications will be made to the program.

<sup>21</sup> D.23-03-007, page 10.

<sup>22</sup> Administrative Law Judge's Ruling Inviting Comments on Potential Modifications to Solar On Multifamily Affordable Housing Program, May 5, 2023, page 1.



### 4.2.3 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 handbook. Figure 47 provides a non-exhaustive overview of the SOMAH Program Handbook since the inaugural edition, including major updates by version.

**Figure 47 – Handbook Versions**

Version	Major Updates	Approval Date
Handbook 1.0 (original)	<ul style="list-style-type: none"> <li>Established original program offerings and requirements</li> </ul>	March 2019
Handbook 2.0	<ul style="list-style-type: none"> <li>SOMAH &amp; MASH stacking</li> </ul>	May 2020
Handbook 3.0	<ul style="list-style-type: none"> <li>Progress payments</li> </ul>	December 2020
Handbook 4.0	<ul style="list-style-type: none"> <li>Application pipeline management (lottery)</li> <li>Required notification for early job trainee termination</li> <li>System changes affecting incentive amounts</li> <li>Assorted minor updates</li> </ul>	May 2021
Handbook 5.0	<ul style="list-style-type: none"> <li>Code of conduct</li> <li>Application fee waiver for target groups (i.e., DACs)</li> <li>Formal program benchmark targeting 40% of projects in DACs by 2026</li> <li>Clarification of eligibility across CalEnviroScreen versions</li> <li>Option to submit PPM with EECM</li> <li>Minimum time requirement for progress payment filing from four to two months</li> </ul>	May 2022
Handbook 6.0	<ul style="list-style-type: none"> <li>Splitting Reservation Request into two phases to streamline application process</li> <li>Removal of Multifamily Affordable Housing Document Cover Sheet</li> <li>Removing the requirement of checklist for program participants</li> <li>Increased time for earmarked funding with Track A projects from three to six months</li> <li>Adjusted timeline from reservation approval to EECM submission from two to three months</li> <li>Option for SOMAH PA to perform remote site inspections at Incentive Claim</li> </ul>	February 2023



Handbook 7.0	<ul style="list-style-type: none"> <li>• Elimination of the annual incentive step-down</li> <li>• Increased incentive levels</li> </ul>	Effective March 21, 2023 Approved June 12, 2023
Handbook 8.0	<ul style="list-style-type: none"> <li>• Program updates pursuant to SB 355</li> </ul>	Pending Approval  Advice Letter Submitted January 5, 2024

The SOMAH PA is committed to continual improvement in program planning and development, while balancing the needs for robust stakeholder engagement in proposing updates and reducing program complexity to the maximum extent possible. With those guiding principles, the SOMAH PA works closely with stakeholders to address program gaps and ensure the program is being implemented in ways that provide meaningful economic benefits to participating tenants and properties, particularly in the state's environmental justice communities.

Following the approval of Handbook 7 in June, the SOMAH PA focused on rollout and implementation of the increased incentive levels. Preparation for Handbook 8 was the primary focus in Q4 2023, after the signing of SB 355. Please refer to Section 4.2.2, Senate Bill 355 for more information on the bill and Handbook 8.

## 5. Conclusions

With influential program changes like increased incentives and ongoing efforts to reduce program barriers and expand eligibility, the SOMAH PA is encouraged by recent participation and ongoing interest in the program. The SOMAH PA continues its commitment to supporting applicants and property owners and celebrates a rebounding program in 2023 and a bright future for projects in 2024.

The SOMAH PA continues to expand services for participants such as the Affordability Prescreen and Technical Assistance (TA) and Support Services that have proven to be well utilized resources and assets for participants. In a season of reflection, evaluation and feedback solicitation, the SOMAH PA is appreciative of the opportunities to improve the program and better understand the experiences and challenges of its participants. The 2023 SOMAH Second Triennial Report, Handbook 8 and the recent updates from the passing of SB 355 will play an important role in positioning the program for continued and future success. The SOMAH PA also recognizes the



importance of offering trainings and feedback opportunities to applicants and values the input provided from surveys, interviews and workshops.

The program continues to emphasize DAC and tribal communities as priority groups, who continue to benefit from the waiver of application deposits in an effort to decrease the financial barrier to participation. Furthermore, the SOMAH PA is focused on continued engagement with tribal entities to increase applications on tribal lands. Engagement included conducting research on the structure of tribal entities and points of contacts and creating an application resource document for special considerations for tribal properties. The SOMAH PA will continue to focus on understanding barriers faced by tribal properties throughout 2024.

SOMAH's annual marketing plan continues to guide the program's overarching outreach and marketing strategies to its key audiences. Similar to 2022 and 2023, the plan focuses on property owner outreach, tribal land properties, contractor and subcontractor diversity, in-person tenant education workshops, showcasing job trainee solar career success stories and increasing stakeholder outreach. Connecting with property owners, with an emphasis on reaching out to owners in DACs, will remain a focus in 2024. The SOMAH PA plans to host a variety of webinars for the property audience and is planning a ribbon-cutting event in Q1 2024. The SOMAH PA also celebrates the co-hosted ribbon-cutting ceremony with the Bishop Paiute Tribe and GRID Inland, which was a monumental event in celebrating the program's first completed tribal project.

The SOMAH PA anticipates a sustained rate of project completion along with an increased volume of progress payments and final incentive payments in early 2024. While new application submissions have been increasingly active in Q4 2023, the SOMAH PA looks forward to reporting on maintaining a baseline and increased number of new project entries through the rest 2024 with impactful progress to the program's 300 MW goal.

The SOMAH Program was designed to deliver renewable energy and financial benefits to tenants of multifamily affordable housing. To ensure they are being supported equitably through a dynamic and adaptive program, the SOMAH PA continues to engage in evaluation efforts and solicits feedback and input from CBOs, participants, stakeholders and trusted advisors.



## 6. Appendix A

As referenced in Section 3.1.1, Application and Incentive Statistics, the following 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.
- Reservation Request – IOU Data Results Shared: The Reservation Request - Phase I is complete. The IOU data results have been shared and Phase II may now be started.



- 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.
- Suspended – Reservation Request II: Errors were found during Reservation Request Phase II 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 Walk-through:** Program administrator is completing a virtual walk-through. 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 a final PV system inspection and a final 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.