



TRI-COUNTY
REGIONAL ENERGY NETWORK

SAN LUIS OBISPO • SANTA BARBARA • VENTURA

Incentives Relaunch Webinar

Commercial Energy Savings and Home Energy Savings Programs

January 21, 2026

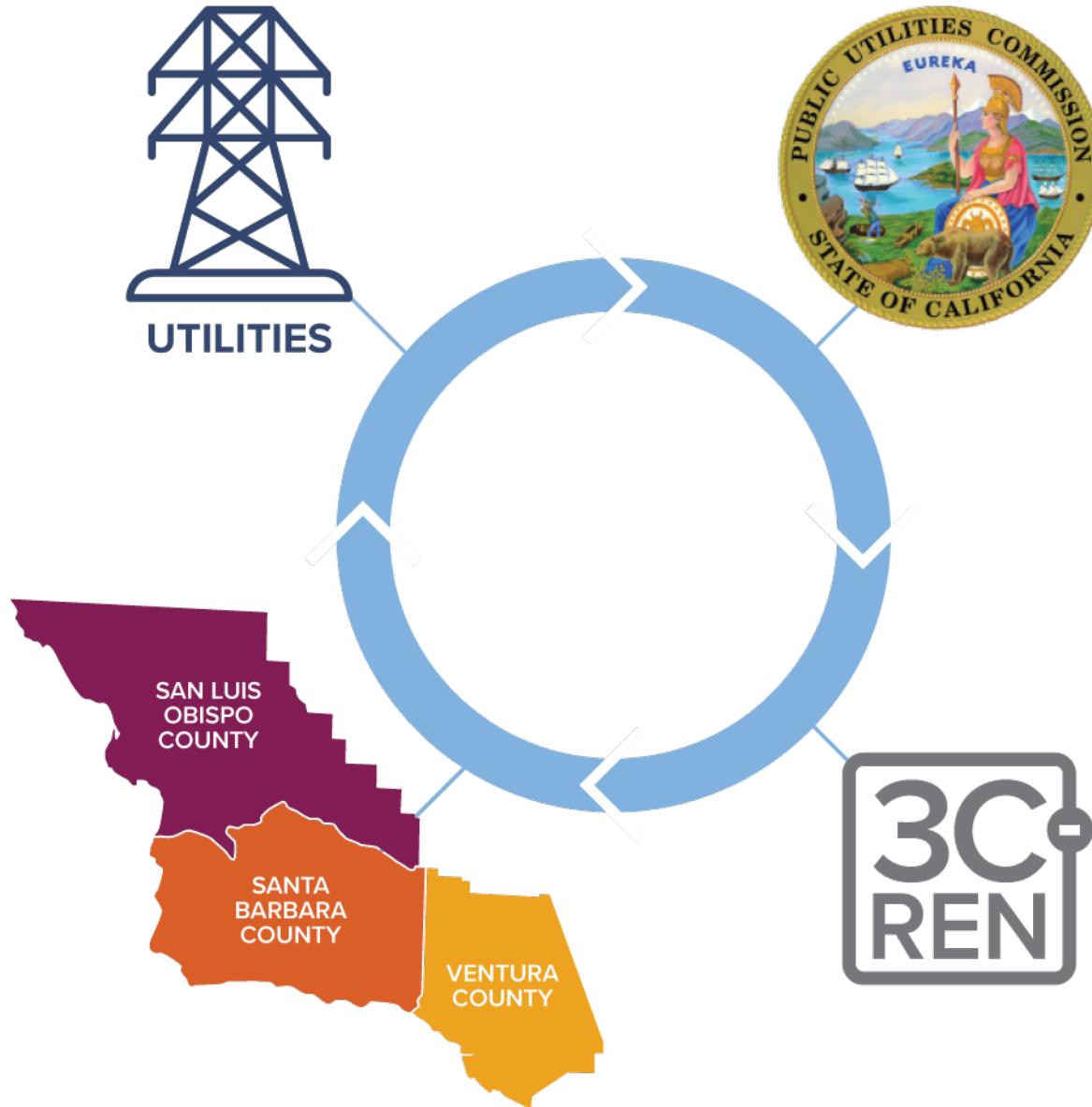




Commercial Energy Savings Program

2026 Market Overview





Tri-County Regional Energy Network

- 3C-REN is a collaboration between the tri-counties
- Our programs reduce energy use for a more sustainable, equitable and economically vibrant Central Coast
- Our free services are funded via the CPUC, bringing ratepayer dollars back to the region



Our Services

Incentives



HOME ENERGY SAVINGS

3c-ren.org/for-residents
3c-ren.org/multifamily



COMMERCIAL ENERGY SAVINGS

3c-ren.org/commercial

Contractors can enroll at
3c-ren.org/contractors

Training



BUILDING PERFORMANCE TRAINING

3c-ren.org/events
3c-ren.org/building



ENERGY CODE CONNECT

3c-ren.org/code

View past trainings at
3c-ren.org/on-demand

Technical Assistance



AGRICULTURE ENERGY SOLUTIONS

3c-ren.org/agriculture



ENERGY ASSURANCE SERVICES

3c-ren.org/assurance



Program Implementer: Recurve

Our FLEX platform helps utilities and their partners measure, optimize, and settle demand-side programs with confidence.



Automates real-time tracking and performance assessment



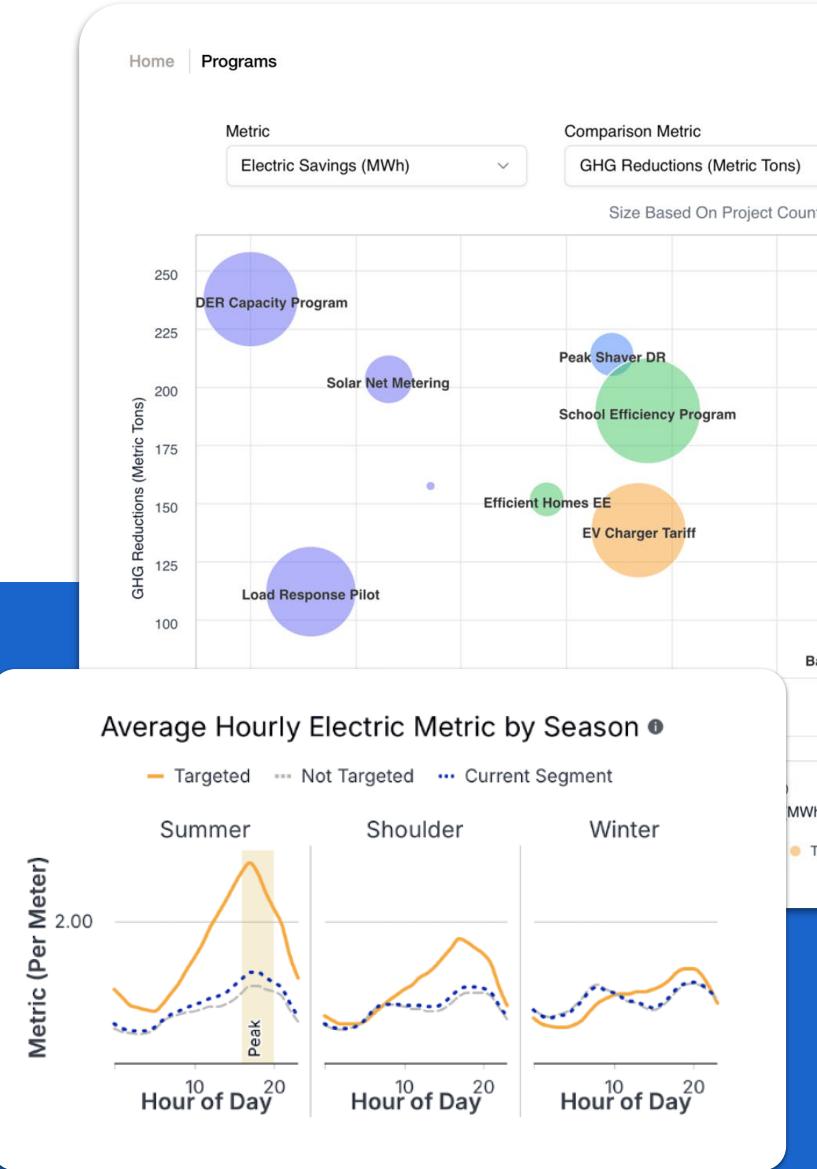
Enables pay-for-performance incentive structures



Supports diverse
partners:
implementers,
aggregators,
retailers



Auditable,
regulator-
validated results



How it Works

1. Pre-Approval Submission

2. Project Installation

3. Final Submission

4. Measurement & Payments

Aggregator

1. Submit scope of work and customer utility account numbers
2. Eligibility check
3. Incentive estimate
4. Receive approval to proceed and reservation of incentives

Aggregator

1. Install project on customer site

Aggregator

1. Final Invoice & Paperwork
2. Signed Customer Pre-Approval Letter

Recurve

1. Tracking hourly data using utility-meter
2. Aggregator can log into Recurve App to track project/portfolio performance
3. Quarterly Payments to Aggregator **made at the Portfolio Level**



Important Updates for 2026 Commercial Program

1. Program Budget: \$2,974,278.80

- San Luis Obispo & Santa Barbara County Budget (75%) - 80% HTR/20% Market Rate
- Ventura County Budget (25%) - 80% HTR/20% Market Rate

2. Changes to Hard-to-Reach Incentive Multiplier

- The incentive multipliers for Hard-to-Reach Projects will be decreasing from 2x to 1.5x (both electric and gas savings)

3. Updated Project Eligibility Requirements

- The program will be reinstating the site energy usage thresholds for all projects. Therefore, any project with annual usage >150,000 kWh or >50,000 therms will be ineligible for enrollment.
- The program will require a cost estimate as part of the project's scope of work upon submission in addition to a final invoice upon installation.

4. Code of Conduct

- 3C-REN has implemented a Code of Conduct in the Program Manual for all aggregators and their subcontractors. Compliance with the Code of Conduct is mandatory for participation.



Incentives for 2026

- **Total Budget:** \$2,974,278.80
 - 2026 San Luis Obispo & Santa Barbara County Budget (75%): \$2,230,709.10
 - Hard-to-Reach Budget (80%): \$1,784,567.28
 - Market Rate Budget (20%): \$446,141.82
 - 2026 Ventura County Budget (25%): \$743,569.70
 - Hard-to-Reach Budget (80%): \$594,855.76
 - Market Rate Budget (20%): \$148,713.94
- **Multipliers**
 - Hard-to Reach Projects: 1.5x
 - Market Rate Projects: No Multipliers



Project Economics

Measure Type	Forecasted kWh Savings Range	Forecasted Therms Savings	Forecasted Market Rate Incentive	Forecasted Hard-to-Reach Incentive
HVAC Retrofit	3,000 - 15,000 kWh	100 - 500 therms	\$3,800 - \$19,000	\$5,700 - \$28,500
Lighting	2,000 - 10,000 kWh	N/A	\$1,100 - \$5,400	\$1,650 - \$8,100
Refrigeration	1,500 - 8,000 kWh	N/A	\$1,000 - \$5,300	\$1,500 - \$7,950
Heat Pump Water Heater	-500-0 kWh	100-400 therms	\$1,200 - \$6,000	\$1,800 - \$9,000

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Important Reminders About Incentive Payments

- Incentives are calculated based on the forecasted kWh and Therms savings submitted by the aggregator
- 20% of the reserved incentive is made upfront
- The remainder of the reserved forecasted incentive is paid to the aggregator at the portfolio level, but is not guaranteed, and is based on the actual performance of the project measured at the meter
- For the aggregator to begin receiving payments for a project, the project needs to first outperform the upfront incentive, which is 20% of the forecast
- Where measurement is not possible, projects are assigned savings based on the aggregator's realization rate, multiplied by the forecasted savings for the project



Customer & Project Eligibility

	Must be located in either San Luis Obispo, Santa Barbara, or Ventura Counties
	Must receive commercial electric distribution and natural gas services from any combination of PG&E, SCE, and SoCalGas with a minimum 12 months of data
	Must be associated with an eligible North American Industry Classification (NAICS) code
	No solar onsite (& solar installation within 12 months following project completion will disqualify project from program)
	Annual energy usage <150,000 kWh and <50,000 therms

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Hard-to-Reach Eligibility

San Luis Obispo County
&
Santa Barbara County

At least one of the following:

- Language – Primary language spoken is other than English
- Business Size – 25 or fewer employees and/or classified as Very Small (Customers whose annual electric demand is less than 20 kilowatts (kW), or whose annual gas consumption is less than 10,000 therm, or both), and/or
- Leased or Rented Facilities – Investments in improvements to a facility rented or leased by a participating business customer.
- Municipal Building(s)
- Member of a California Native American Tribe

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Hard-to-Reach Eligibility

Ventura County	<p>Located in a DAC and at least one of the following criteria:</p> <ul style="list-style-type: none">▪ Language- Primary language spoken is other than English▪ Business Size – 25 or fewer employees and/or classified as Very Small (Customers whose annual electric demand is less than 20 kilowatts (kW), or whose annual gas consumption is less than 10,000 therm, or both), and/or▪ Leased or Rented Facilities – Investments in improvements to a facility rented or leased by a participating business customer. <p>OR</p> <p>Not located in a DAC and meet all three criteria:</p> <ul style="list-style-type: none">▪ Language- Primary language spoken is other than English▪ Business Size – 25 or fewer employees and/or classified as Very Small (Customers whose annual electric demand is less than 20 kilowatts (kW), or whose annual gas consumption is less than 10,000 therm, or both), and/or▪ Leased or Rented Facilities – Investments in improvements to a facility rented or leased by a participating business customer. <p>OR</p> <ul style="list-style-type: none">▪ Municipal Building(s)▪ Member of a California Native American Tribe
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Thank you!

For more info:

[3C-REN Homepage](http://3c-ren.org)
[Program Homepage](http://3c-ren.org/program)

For questions:

info@3c-ren.org
aggregators@recurve.com



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Save the date!

**Contractor Power Hour
with Electrify My Home**

March 20

4-6 pm

In-person in Santa Barbara

