

3rd Quarter 2025

CalMTA continued to make progress on market transformation initiative (MTI) development and operational milestones in the 3rd quarter of 2025, driving us closer to implementation of initiatives and achieving California's goals for cost-effective energy efficiency and decarbonization while supporting aims related to workforce development, and equity.

For previous Quarterly Reports, visit: [Resources and Reports](#)

For the 2025 CalMTA Operations Plan, visit: [2025 Operations Plan](#)

SECTION 01

Introduction

Stacey Hobart
Principal of Engagement &
Communications

3rd quarter activities summary



MTI idea development	Administration and operations	Engagement and communications	Completed	In Progress	Not Started
			●	◐	○

3rd quarter milestones	Q1	Q2	Q3	Q4
Advancement Plans for 1-2 MT idea(s) recommended to transition to Phase II: Program Development			●	
Residential HPWH Summit			●	
Complete Strategy Pilot Assessment Report: ESRPP			◐	
Conclude window stock assessment research			◐	
CRTUs interim field study report			●	

3rd quarter activities summary continued



MTI idea development	Administration and operations	Engagement and communications	Completed	In Progress	Not Started
			●	◐	○

3rd quarter milestones	Q1	Q2	Q3	Q4
Hold MTAB meeting			●	
Issue an RFP to solicit a third-party evaluation firm to review CalMTA operational performance			●	
Finalize solicitation platform for RFP promotion and bids			●	
Anticipated approval of the Application*			◐	
Hold public comment for 1-2 Advancement Plans			●	
Hold quarterly update webinar			●	
Idea to Initiative education series kick-off			●	

**CPUC voting scheduled for October 30, 2025*

3rd quarter key outcomes

Commercial Building Efficiency Accelerator (CBEA) Advancement Plan

- Finalized comment summary and responses on planning
- CPUC approved the [CBEA Advancement Plan](#)
- Phase II: Program Development kicked off

Residential Heat Pump Water Heater (HPWH) Summit

- Hosted the Residential HPWH Summit, August 26-27

Commercial Rooftop Units (CRTUs)

- Kicked off sharing of MTI Plan components at MTAB meetings in August and September

3rd quarter key outcomes continued



Induction Cooking Research

- Completed data collection for the Emerson Arms (Martinez)
- Launched a supplementary project at Esperanza Villas in L.A.
- Completed ESRPP research

Solicitations Platform & Organizational Review RFP

- Launched the CalMTA Solicitations Portal for receiving RFP bids
- Issued Organizational Review RFP
- Planning for upcoming RFPs

SECTION 02

MTI

Development

Section 2.1

Forming Initiatives

Alex Wurzel, Program Manager

Elaine Miller, Senior MT Strategy
Manager

Clarissa Kusel, Program Manager



Room Heat Pumps outreach RHP Collaborative



- Held 4th RHP Collaborative meeting on September 5
 - Agenda topics: RHP Collaborative product list update, packaged terminal heat pump discussion (NYCHA) and mitigating consumer energy transition costs (NYCHA), RHP label update (AHAM), ENERGY STAR update (CEE)
 - First RHP Collaborative volunteer presentation: Midea (NYCHA Pilot)
 - Growing participation with 30 attendees at the latest call
- **Up next:** Final 2025 RHP Collaborative meeting in December
 - Proposed agenda: RHP Collaborative project research list, CalMTA Window Stock Assessment, volunteer presentation



Room Heat Pumps Lab Testing



- Background
 - Five RHP units testing to new ENERGY STAR heating test procedure
 - Focuses on heating load-based testing for part-load performance
 - Less performance data on heating vs. cooling
 - Results will inform energy modeling for measure packages
- 3rd quarter updates
 - Report in progress; projected completion December 2025
 - Third party data review complete; input will be included in report
 - Manufacturer meetings to discuss results

Room Heat Pumps

Continuation of RHP Installation Pilot



CalMTA has extended the [RHP Installation Pilot](#) to better understand heating and cooling cycle behaviors and assess how well models reflect real-world performance.

3rd quarter activities:

- Data loggers are attached and recording
- Collecting monthly PG&E bills

Room Heat Pumps

Continuation of RHP Installation Pilot



3rd quarter activities continued:

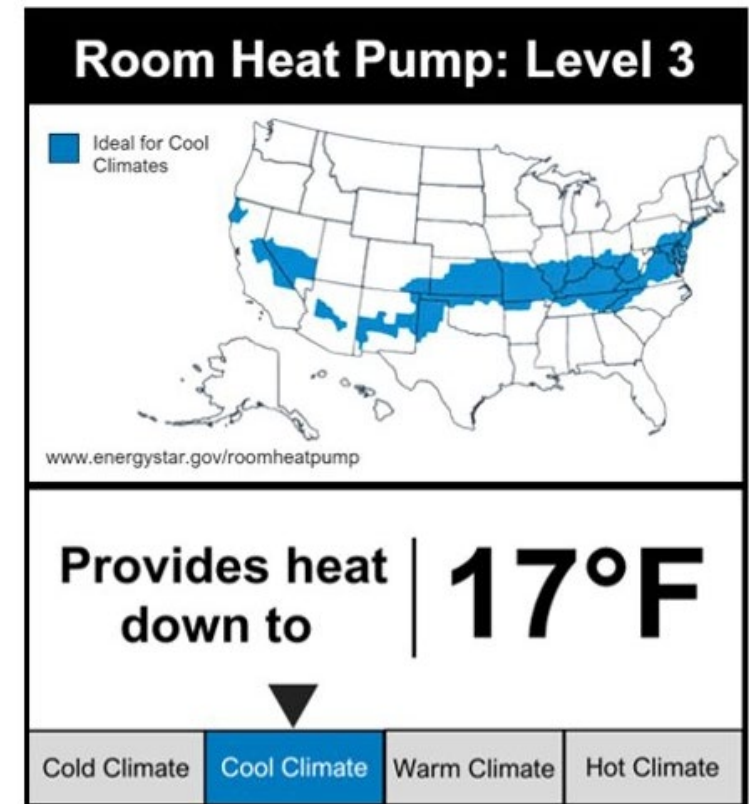
- Collected onsite data from all 20 devices in late September and early October
 - Strong resident participation and engagement
 - Participants appreciate RHP flexibility for heat and cold given unpredictable weather
- **Up next:** Onsite visits in December and January for more data collection

Room Heat Pump Consumer product labeling needs



New product type needs better consumer labeling:

- Classified as Room AC, causing market confusion
- First drafted by ENERGY STAR when active
- Transitioned to Association of Home Appliance Manufacturers (AHAM) subcommittee spring 2025



Room Heat Pump labels

AHAM Subcommittee



Active AHAM members: GE, Midea, Gradient, Gree, LG, Hisense, Friedrich/Rheem, Electrolux

Efficiency Advocates: CalMTA, NEEA, Energy Solutions

Challenges:

- ENERGY STAR status – not yet fully adopted
- Educating consumers on new functionality
- Variable capacity at different temperatures

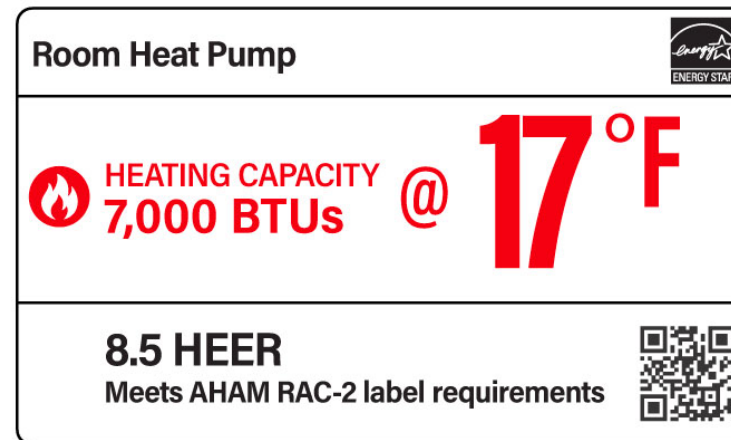
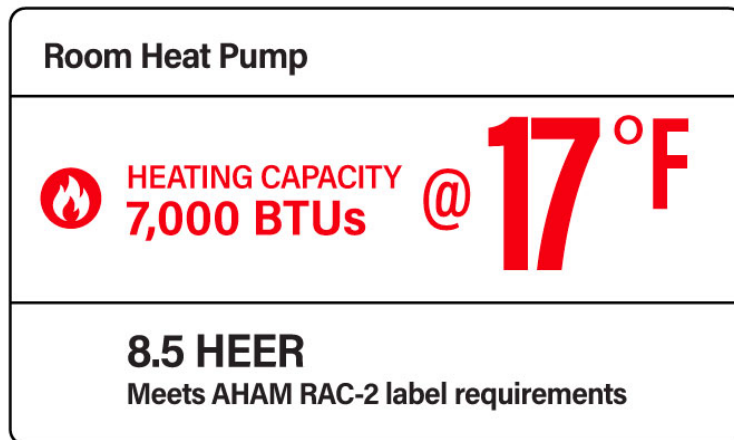


Room Heat Pump labels

Current version



Current version selected by AHAM subcommittee,
now out for vote



Optional ENERGY
STAR logo until
we know where
E* is headed

Optional QR
code for
manufacturers to
lead consumers
to more detailed
performance and
specs

Induction Cooking



Induction Cooking Research activities



Copper 120V battery-equipped range data collection at Emerson Arms

- Acquired usage data for 23 units for one year (3-minute interval) and qualitative surveys to better understand resident cooking experiences
- Found that battery size sufficient to meet the needs of occupants' typical cooking behavior; will inform manufacturers engagement of future product iterations
- Gathered critical data that informs the viability of a 120V range without battery
- Report on findings coming in the 4th quarter

Induction Cooking Research activities continued



Decarbonization project at Esperanza Villas

Launched in the 3rd quarter, CalMTA is participating in a decarbonization project at Esperanza Villas in Los Angeles with the following partners:

- Association for Energy Affordability (AEA)
- Los Angeles Cleantech Incubator (LACI)
- Stanford Labs

Induction Cooking Research activities continued



The Esperanza Villas project has installed IAQ monitors in 10 multifamily apartments to collect IAQ data before and after Copper induction ranges are installed.

The Copper ranges were installed at the end of September and usage data on 24 units will be collected through 2026.

Induction Cooking Research activities continued



CalMTA partnered with SMUD & Efficiency for Everyone to conduct consumer research targeting “opening price point” (OPP) consumers. Key research takeaways:

- Provide education around safety, health, and efficiency
- Provide induction rebates for price-sensitive buyers
- Cover cost of electrical upgrades for OPP buyers
- Monitor Google & AI results for accuracy
- Market induction loaner programs
- Moderate expectation that induction requires new cookware
- Research output: Consumer feedback [video](#)



Induction Cooking ENERGY STAR Retail Product Platform



- CalMTA continued coordination with participating program sponsors: discussions of program strategies, retailer/manufacturer engagement alignment, and sales trends
- In 2025:
 - 11 of 15 sponsors have launched ESRPP incentives for induction products
 - 10 of 15 sponsors have launched incentives for HPWHs
 - 10 of 15 sponsors have committed to 2026 incentives for RHPs
- **Up next:** ESRPP pilot evaluation and a final ESRPP strategy report will be completed in the 4th quarter

Induction Cooking ENERGY STAR Retail Product Platform



- CalMTA continued coordination with retailers participating in the ESRPP pilot program: discussions of program needs, program influences, and programmatic sales trends
 - Partnering with Nationwide, a ESRPP program partner, to develop a Sales Performance Incentive Funds (SPIF) test – estimated to launch in November



Questions?

Section 2.2

MTIs in Development

Nick Fiore, Program Manager

Katie Teshima, Program Manager

Simone Cobb, Program Manager



MTIs in Phase II: Program Development



**Commercial
Rooftop Units**



**Commercial
Replacement &
Attachment
Window Solutions**



**Residential Heat
Pump Water
Heating**



**Foodservice Water
Heating Systems**



**Commercial
Building Efficiency
Accelerator**

CalMTA's Commercial Rooftop Unit (CRTU)

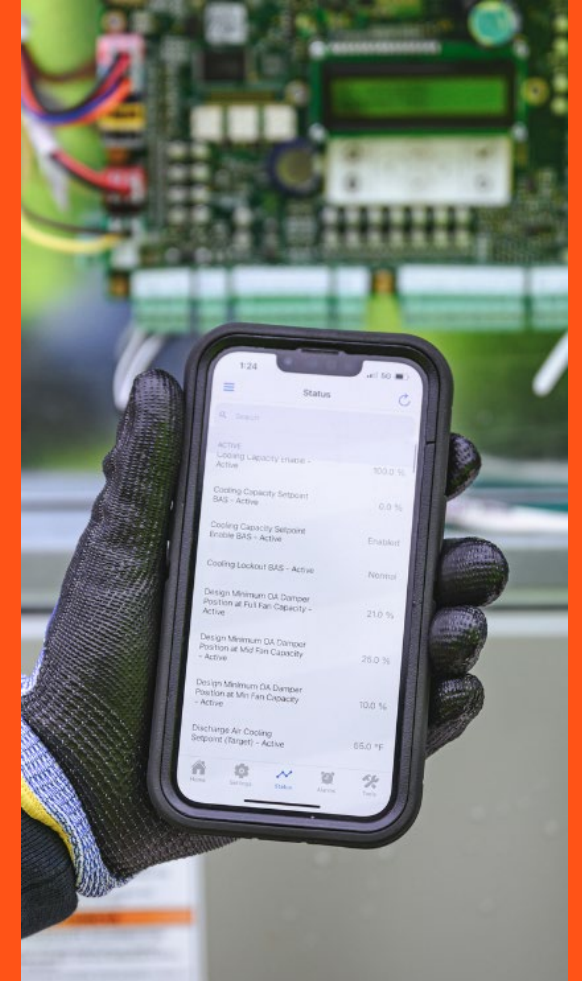
Single-zone **heat pump** RTU with 3-20 tons of cooling

Connected Controls and Commissioning (CCC)

- Application-based startup and commissioning
- Automated fault detection and diagnostics (beyond Title 24)
- Remote connection
- Demand response

Variable-speed heat pump

Exceed federal minimum cooling efficiency by at least 20%



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Commercial Rooftop Units (CRTUs) 3rd quarter accomplishments



- Published the [CRTUs Market Characterization Report](#)
- Completed the first draft of Logic Model & Market Transformation (MT) Theory, which presents CalMTA's understanding of the interventions necessary to remove barriers, expected outcomes of those interventions, and a pathway to the desired end state
 - Key findings from the Market Characterization Report and the draft Logic Model & MT Theory were shared and discussed during the [August 20 MTAB meeting](#)
- Created model to forecast RTU market adoption rates and began calculating the MTI's total system benefit (TSB) and cost-effectiveness

Commercial Rooftop Units

3rd quarter accomplishments (cont.)



Idea to Initiative: Presented key portions of the forming CRTUs MTI plan at the [September 29 MTAB meeting](#)

- Market Progress Indicators (MPIs) & Milestones: presented the metrics we will use to track progress and assess the impact of the MTI over time and included in the CRTUs MTI Plan as Appendix F
- Product Assessment: presented findings from Phase II technology research that will be included in the CRTUs MTI Plan as Appendix C

Commercial Rooftop Units

Next steps in the 4th quarter



- Complete final report for UC Davis field study
- Finalize market adoption forecasting model and total system benefit (TSB) and cost-effectiveness forecasts
- Finalize MTI Plan
- Present *Idea to Initiative* Part 3 at the November 12-13 MTAB meeting. [Register here](#) to learn more
- Prepare to submit MTI Plan to CPUC via Application in early 2026

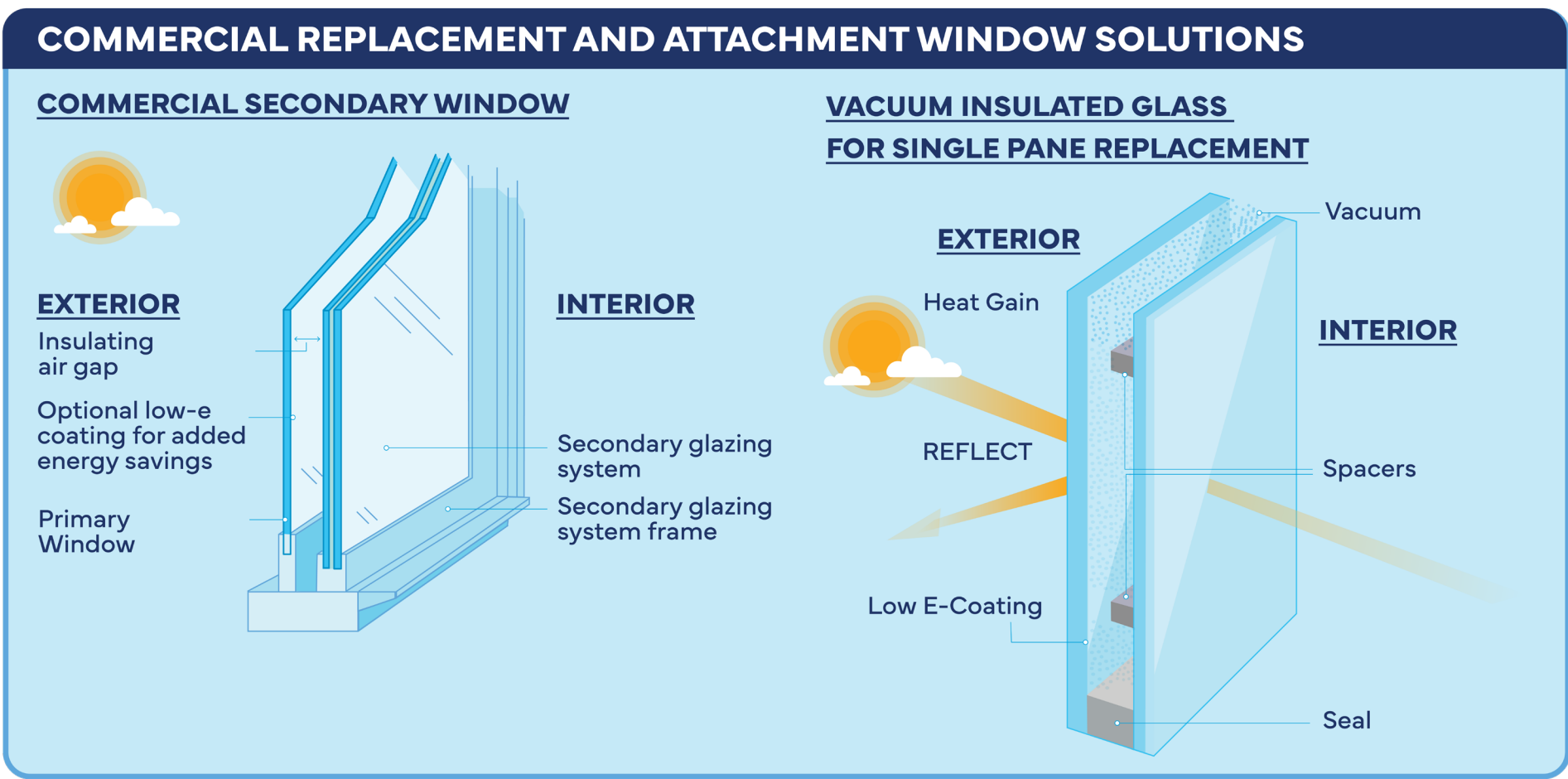


Questions?

Commercial Replacement and Attachment Window Solutions (CRAWS)



CRAWS technologies



CRAWS

3rd quarter accomplishments

Market Characterization

- Completed research efforts, analysis of the findings, and drafted the CRAWS Market Characterization Report

Logic Model & MT Theory

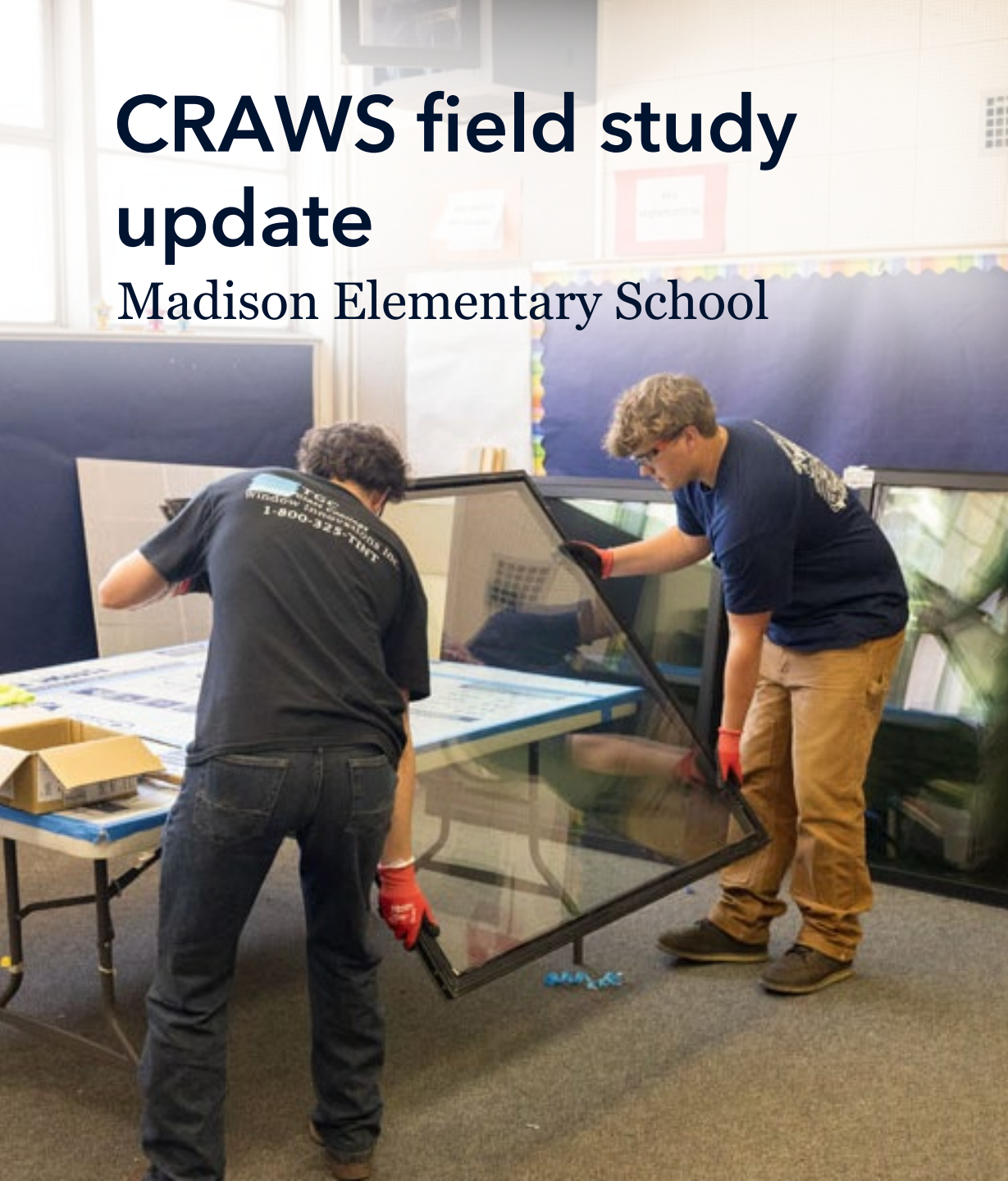
- Completed first draft of the CRAWS Logic Model and MT Theory to be shared at the November MTAB meeting

Bill Impacts Analysis

- Team is working on bill impacts and avoided cost calculations which compares the effectiveness of CSW and VIG windows to Single Pane Clear and Double Pane Clear glass

CRAWS field study update

Madison Elementary School



- Completed CSW installations
- Installed M&V equipment
- Air leakage and acoustic testing conducted pre & post-CSW installations
- Pacific Northwest National Lab (PNNL) lent us their acoustic testing equipment and helped analyze the collected field data
- Next steps: Lawrence Berkeley National Lab (LBNL) will visit the school to perform testing related to infrared (IR) thermography, irradiance, and glare

CRAWS

Next steps in 4th quarter



- Develop market adoption forecasting model – the outputs of which will inform our total system benefit (TSB) and cost-effectiveness forecasts
- Develop market progress indicators (MPIs) and Milestones
- Complete the Product Assessment Report including bill impacts analysis and product plan that will summarize our findings from Phase II technology research
- Kick off the CRAWS *Idea to Initiative* campaign, through which CalMTA will share and discuss key portions of the CRAWS MTI Plan with MTAB and interested parties





Questions?

Residential Heat Pump Water Heating (HPWH)



Product definition



- 240-volt integrated unit
- 240-volt split system
- Shared- or dedicated-circuit 120-volt integrated unit
- Shared- or dedicated-circuit 120-volt split system
- Certified nominal storage volume less than or equal to 120 gallons
- Meets Version 5.0 Energy Star® Program Requirements for Residential Water Heaters

Residential HPWH 3rd quarter accomplishments



Market research and product assessment

- Hosted the Residential HPWH Market Acceleration Summit in Oakland, August 26-27
- Completed research efforts, analysis of the findings, and drafted the HPWH Market Characterization Report
- Finalized product definition and the market adoption product scenarios to inform market adoption models
- Completed first draft of the HPWH Logic Model and MT Theory





37 attendees from 26 key stakeholder organizations

Workshop based and innovation-forward

Successful in achieving CalMTA's targeted outcomes

Residential HPWH Summit

Targeted outcomes



Participants emerge with a deeper understanding of the opportunities and their role in accelerating adoption



Build transparency and a shared understanding of statewide solutions and strategies that accelerate adoption



Identify stakeholder priorities, challenges, and resources to shape and strengthen CalMTA's future strategy

Residential HPWH Summit Highlights



Residential HPWH Summit

Post-summit activities



- Assess Summit outcomes and integrate into MTI development and stakeholder engagement activities
- Created and distributed key outputs developed at the Summit to all participants:
 - New barriers/opportunities identified and recommendations
 - Ideas generated during Summit
 - Output of innovation discussions being incorporated into MTI Plan and Logic Model
- Authored a [blog](#) summarizing the HPWH Summit

Residential HPWH

Next steps in the 4th quarter



- Finalize Market Characterization Report, Logic Model and MT Theory
- Continue Product Assessment Report development
- Develop market adoption forecasting model, MPIs and milestones
- Kick off the *Idea to Initiative* campaign, where CalMTA will share and discuss key portions of the Residential HPWH MTI Plan with MTAB and interested parties
- [Register](#) for the November 12-13 MTAB meeting to learn more



Questions?

Foodservice Water Heating Systems



Foodservice Water Heating Systems

3rd quarter accomplishments



Product Assessment

Site surveys of foodservice entities in California

- Gather data to better understand hot water usage across different restaurant types and water heater equipment
- Ultimately inform MTI energy modeling and savings calculations

Plans to test whether HPWHs in restaurants can reliably shift water heating to off-peak hours without compromising hot water availability

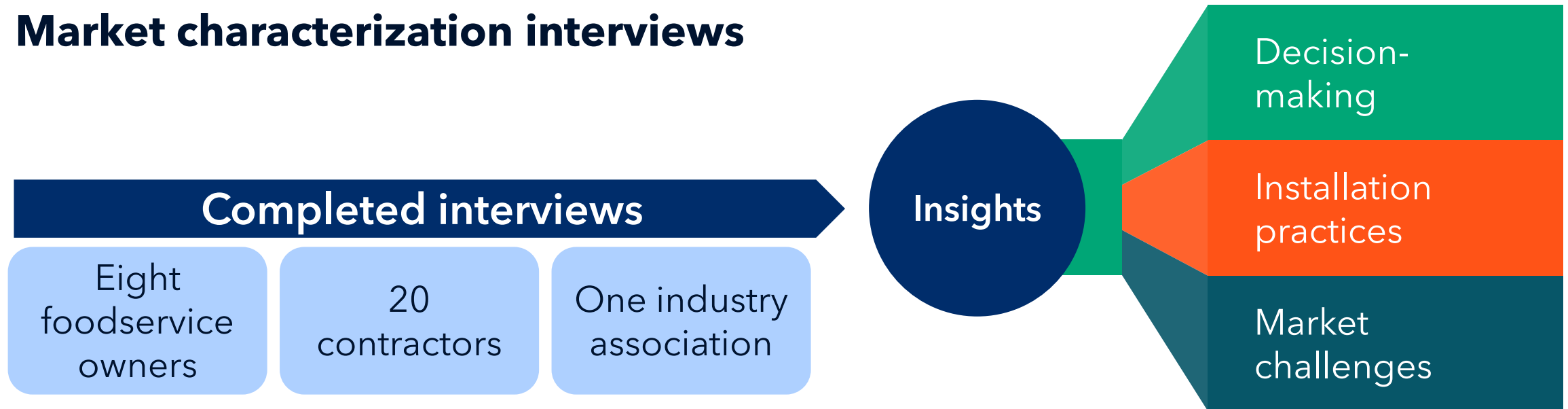


Foodservice Water Heating Systems

3rd quarter accomplishments (cont.)



Market characterization interviews



Foodservice Water Heating Systems

Next steps in the 4th quarter



- Continue outreach and complete market research interviews with foodservice owners, associations, and manufacturers
- Complete foodservice sites surveys and begin data analysis
- Begin instrument development and fielding for foodservice owner survey
- Begin lab testing commissioning and application tests





Questions?

Commercial Building Efficiency Accelerator (CBEA)



3rd quarter accomplishments



- Presented feedback responses on the Advancement Plan during the [August 20 MTAB meeting](#)
- Received CPUC approval for the [CBEA Advancement Plan](#)
- Launched **Phase II: Program Development** research and activities with initial activities:
 - market research, including interviews and focus groups
 - literature review to understand how data and benchmarks can drive adoption of this practice

CBEA

Outreach activities



- Continued participation in USGBC's biweekly BPS Model Ordinance Subgroup, which is working towards pooling resources and insights for jurisdictions in California implementing a BPS
- Began outreach to companies that develop financial planning tools for building owners to help demonstrate the value proposition of improving building performance and reducing GHG emissions
- Continued to monitor the CEC's forthcoming draft BPS report and recommendations

CBEA



Next steps in the 4th quarter

- Complete first round of market observer interviews and online focus groups to characterize the financial valuation and assessment of investments in existing buildings by building owners
- Continue technical literature and existing data review to survey and evaluate existing datasets and metrics which will inform MTI goal setting, tracking, compliance, and building segmentation
- Continue engagement and outreach to companies that provide financial planning tools to building owners and explore partnership opportunities



Questions?

Section 2.3 Open RFI & technology scanning

Rick Dunn, Senior Manager,
Emerging Technology



Technology scanning and screening



- Continued research on Industrial Heat Pumps (IHPs) and Low Carbon Calcined Clay Cement (LC3) markets and technology readiness to inform potential future MTI development
 - Estimating TSB for IHPs based on expanded high-temperature heat pump applications identified during market research and updated information on steam-generating heat pumps for higher temperature applications
 - The business case for LC3 requires analysis of the impacts of switching raw materials AND savings associated with fuel-switching from coal and diesel to natural gas
 - Engaged with ACEEE to understand LC3 equipment and process-related impacts from fuel-switching and evaluate role of Thermal Energy Storage

Open RFI Portal submissions



Received two new ideas via the Idea Portal:

1) IDEA-0232, *See the Waste, Fix the Waste: SMB Energy Awareness + Implementation (MCV-SMB)*

- Very similar to IDEA-0185, *Combining Monitoring-Based Commissioning with DR to Maximize Grid Benefits*, which earlier was scored and archived at Stage 1
- Both ideas focus on use of monitoring-based commissioning to identify and implement operational changes that yield energy savings and emission reductions, with 0232 focused on a subset of the market (small businesses)
- Ideas 0232 and 0185 were combined and status is archived at Stage 1

Open RFI Portal submissions (cont.)



2) IDEA-0233, *Ground Source Heat Pumps for California*

- Idea proposes use of GSHP for schools, offices, hospitals, multifamily housing, and new residential developments.
- GSHPs use the earth's stable temperature to move heat rather than generate it, cutting HVAC energy use by 23-44% compared with air-source systems.
- Key barriers include higher first cost, low market awareness and site constraints for buried loops.
- Idea has passed threshold review and is advancing to Stage 1 scoring

All Submitted Ideas Dashboard

The dashboard below contains all market transformation ideas that have been submitted to CalMTA via the 2023, 2024, and Open RFIs. Specific details about the results of the first two RFIs can be found in the [Phase I Disposition Report](#) (published June 2024) and the [Disposition Report for the 2024 RFI](#) (published May 2025).

How to use this dashboard:

- Use the arrow buttons in any of the columns to sort A-Z (up arrow) or Z-A (down arrow)
- Filter using the drop-down menus on the technology, industry or fuel columns
- Type keywords into the search bar at the top right of the dashboard
- Scroll to the bottom of this page for a key of status descriptions

All Submitted Ideas

10 entries per page

Search:

Idea number	Idea Name	Description	Status	Technology	Industry	Fuel
0010	High Performance Windows	Windows that outperform code efficient windows by ~20% or more through the use of two+ panes of glass and/or the use of gases such as krypton or argon.	Archive/Stage 1 Submitted in 2023	Envelope	Residential	Electric
0011	Solar Windows	Enables windows to capture light and convert it into electricity similar to a solar panel but without blocking visible light.	Archive/Stage 1 Submitted in 2023	Envelope	Commercial	Electric
0020	LLLC	Lighting control systems that have sensors and controllers installed that are directly integrated or embedded into the light during the manufacturing process. By adding advanced controls into lighting systems, customers can have greater control over their lighting usage and increase occupant comfort, space utilization, and improve energy use.	Archive/Stage 2 -- Combined with IDEA-0120 Submitted in 2023	Lighting	Commercial	Electric
0021	Bi-Directional EV Charging Residential	Allows power to flow from the EV battery to the home or grid in response to a grid demand or price signal resulting in reduced peak demand.	Archive/Stage 2 Submitted in 2023	Electric Vehicles	Residential	Electric

Online RFI dashboard



Developed a web-based dashboard listing all ideas that have been submitted to CalMTA.

Dashboard enables submitters to first check for existing ideas that are similar to their potential submission.

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Questions?

SECTION 03

Operations & Administration

Stacey Hobart, Principal of
Engagement & Communications

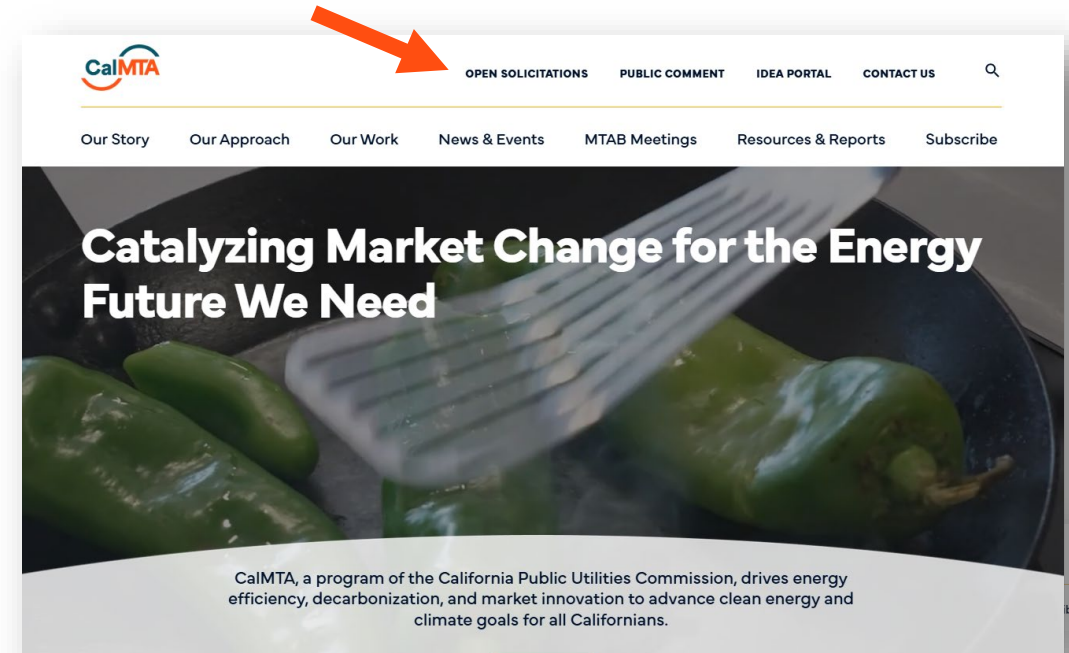
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Operations and administration highlights



- Launched the Solicitations Portal
- Issued first RFP to conduct an Organizational Review
 - Eight proposals received
 - Contractor will be selected in early November
 - Report is due in 2nd quarter 2026
- Preparation for implementation and evaluation RFPs



Open Solicitations

CalMTA will seek firms to implement and evaluate our market transformation initiatives, review CalMTA's operations, as well as other research as needed. Interested parties can find all open opportunities to respond to Requests for Proposals (RFPs) and Requests for Information (RFIs) below. Qualified third-party contractors or teams of contractors can bid on these proposals.

CalMTA deploys initiatives that work to remove market barriers and drive higher adoption of targeted products or practices that will deliver cost-effective energy efficiency, while also supporting California's goals for decarbonization, grid flexibility, and equity.

CalMTA is committed to transparent, fair, and competitive solicitations and takes proactive steps to encourage supplier diversity.

CalMTA announces open RFPs and other solicitations through the CPUC service list R. 25-04-010, our newsletter, and social media network. [Join our mailing list](#) to stay current on these activities.



Operations by-the-numbers



2

MTAB meetings
(Aug & Sept)

23

Contracts and MODs
executed

116

Engagement activities with
market actors and others
across all initiatives

89

Written pages of
Commission briefs and reply

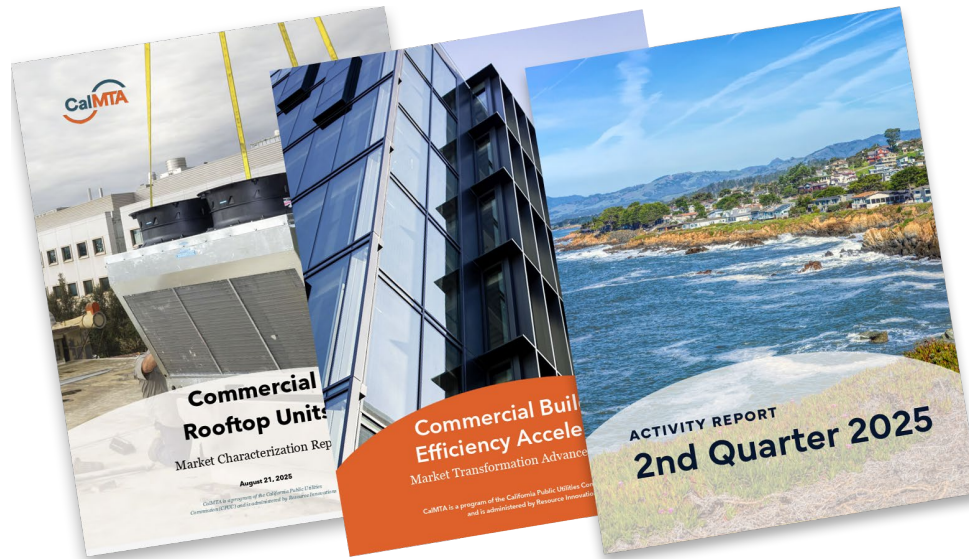
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Evaluation Advisory
Group review (CRTUs)

Published resources and reports



- [CRTUs Market Characterization Report](#)
- [CBEA Advancement Plan](#)
- [2nd quarter 2025 activity report webinar](#)



Outreach highlights

Online content



- Authored three blogs offering deeper insights into CalMTA's work:
 - [CalMTA Advances Next Idea into the Development Pipeline](#)
 - [Equity Lens Strengthens MTI Development](#)
 - [CalMTA's Residential HPWH Summit Unites A Complex Market To Find Innovative MT Pathways](#)
- As part of the CRTUs *Idea to Initiative* education series, developed FAQs breaking down key elements of the forming CRTUs Market Transformation Plan: [CRTU FAQs](#)

CalMTA's Residential HPWH Summit Unites A Complex Market To Find Innovative MT Pathways

OCTOBER 8, 2025



Heat pump water heaters (HPWHs) are not a new technology – in fact, they're widely recognized by energy professionals as a high-value technology that can bring energy savings, health, and comfort benefits to households across California. They are also a critical piece of helping the state meet its energy efficiency and decarbonization goals, which has led to significant investment in programs focused on increasing HPWH adoption.

Yet despite the technology's maturity and ongoing efforts to build demand for HPWHs, the market share in California remains low – with HPWHs representing just 3-5% of water heaters sold annually. CalMTA is exploring how a [market transformation initiative \(MTI\)](#) focused on residential HPWHs could work with existing efforts to help remove persistent barriers and ultimately accelerate and sustain market adoption.



To determine the opportunities and viability of a market transformation initiative (MTI) CalMTA gathered roughly 40 industry leaders in late August for a Residential HPWH Market Acceleration Summit. Participants represented a wide range of roles including utilities, manufacturers, policymakers, workforce representatives, program implementers and evaluators, equity organizations, and others. Together they engaged in interactive discussions to identify and begin development of pathways that could help make HPWHs the preferred

Commercial Rooftop Units (CRTUs) FAQs

CRTUs Product Assessment

What is a rooftop unit? –

CalMTA defines an RTU as a single-zone, packaged, forced-air, heating, ventilation, and air-conditioning (HVAC) system with between 3- and 20-tons of cooling capacity that is installed on the roof of a non-residential building.

What is included in CalMTA's Commercial RTUs MTI? +

What is a variable speed heat pump RTU and why is it important for California? +

Are products that meet CalMTA's CRTUs MTI product definition currently available? +



Outreach highlights Engagement activities



Participation at conferences and industry events create opportunities to engage with important stakeholder groups and share information about our work.

In the 3rd quarter, CalMTA hosted the Residential HPWH Summit, and attended the following events:

- Summer Study for Industry
- ESG and Decarbonizing Real Estate Summer Forum
- CEE Industry Partners Meeting
- ET Summit (ETCC)

An equity lens

Equity Sounding Board continued to provide consultative support on various aspects of MTI development.

- Connected Foodservice Water Heating MTI team to diverse restaurant owners and translation services in participants' preferred language (Korean and Spanish)
- Feedback was integrated into development of:
 - CRTUs MTI Plan
 - CRAWs logic model
 - Room Heat Pumps & Induction Cooking implementation RFP draft



Questions?

Application update

Options for approval of initiatives



Proposed decision (PD)

- Affirms market transformation approach to energy efficiency
- Finds proposed MTIs to be cost-effective using Commission-approved tests
- Approves Room Heat Pumps and Induction Cooking MTIs and their budgets

Alternate proposed decision (APD)

- Approves Room Heat Pumps MTI only; denies Induction Cooking MTI
- Approves a smaller portion of Administration, Operations, and Evaluation funding
- Reduces funding for Phase I and Phase II Concept Development

ESJ and Efficiency Advocates Sign Letter to Support CalMTA Initiatives



CalMTA posted [a news article](#) sharing the support letter.



“... advance both equity and affordability *by helping make decarbonization accessible to low-income and renter households and by reducing the need for grid upgrades* to enable the high levels of electrification necessary to achieve the state’s climate and air quality objectives.

Application update

Active parties



Supportive of PD	Opposed to PD
BayREN and 3C-REN	Cal Advocates
CEDMC	PG&E
CEJA	SCE
NEEA	SDG&E
TURN	SoCalGas

Application update

3rd Quarter Activities



- Opening Brief: July 25
- Reply to Briefs: Aug. 8
- Opening comments due: Oct. 13
- Reply comments due: Oct. 20
- Decision was planned for the Oct. 30 Commission voting meeting
- Ratesetting deliberative meeting Oct. 27
- Decision was held to the Nov. 20 Commission voting meeting

SECTION 04

Financial Reporting

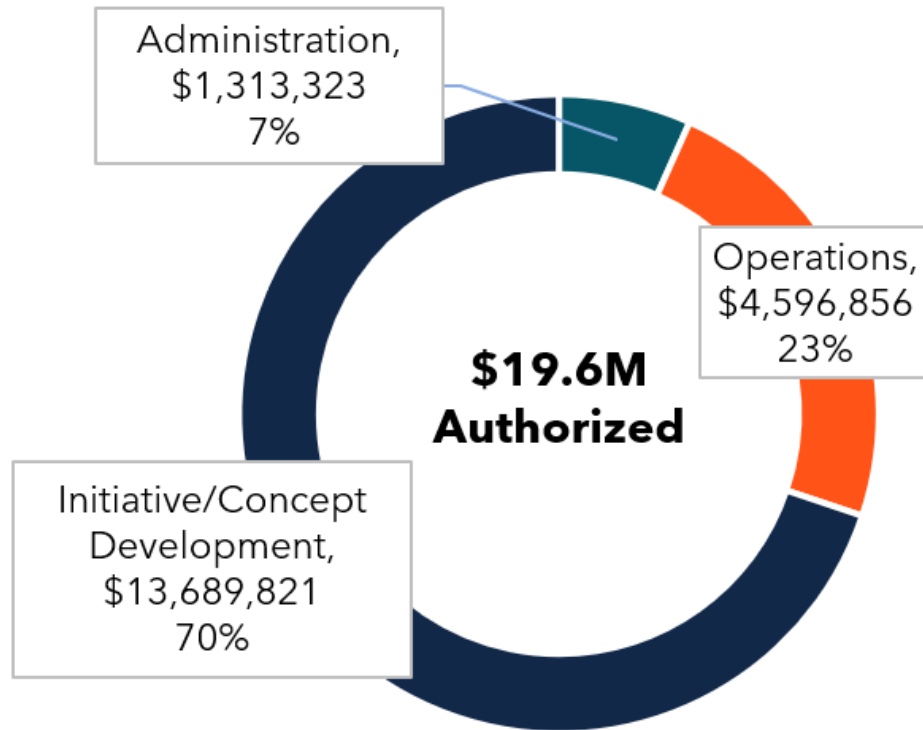
Jim Giordano
Principal of Operations

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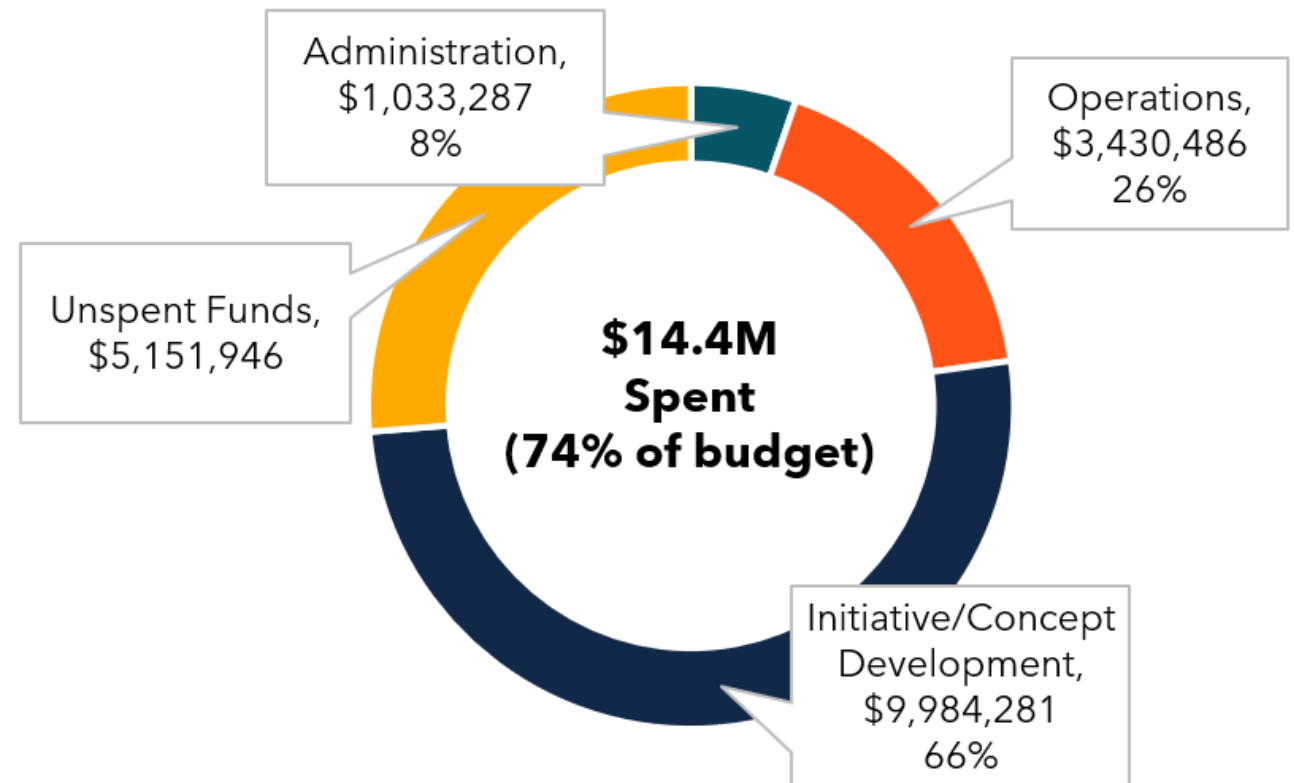


Expenditures Through Q3 by Cost Category

Current Budget Allocations



Expenditures Through Q3



Administration and Operations



Major Activity	Actual Spend (through Q3)	Budget Allocation	% Spent
Administration Totals	\$ 1,033,287	\$ 1,313,323	78.7%
1a. Routine Financial & Administrative Tasks	\$ 597,183	\$ 823,101	72.6%
1b. Non-Routine Financial & Administrative Tasks	\$ 436,104	\$ 490,222	89.0%
Operations Totals	\$ 3,430,486	\$ 4,596,856	74.6%
2. Project Management	\$ 659,660	\$ 776,436	85.0%
3. MTAB Operations	\$ 150,225	\$ 251,000	59.9%
4. Policy	\$ 571,913	\$ 746,267	76.6%
5. Stakeholder Engagement and Communications	\$ 1,784,038	\$ 2,452,152	72.8%
6. Data Systems Development and Management	\$ 264,650	\$ 371,000	71.3%

Third Quarter Funding Shifts:

- \$50,000 moved from the MTAB budget allocation to Policy
- \$125,000 was moved from the Stakeholder Engagement budget allocation to Policy

Initiative/Concept Development



Initiative/Concept Development Phases	Actual Spend (through Q3)	Budget Allocation	% Spent
Concept Development (Phase I Activities)	\$ 1,445,649	\$ 2,068,129	69.9%
Program Development (Phase II Activities)	\$ 8,538,632	\$ 11,621,692	73.5%
Totals	\$ 9,984,281	\$ 13,689,821	72.9%

Phase I: Concept Development



Major Activity	Actual Spend (through Q3)	Budget Allocation	% Spent
<i>Concept Development (Phase I Activities) Totals</i>	\$ 1,445,649	\$ 2,068,129	69.9%
7. Technology Scanning and Research	\$ 477,052	\$ 614,815	77.6%
7a. Scanning, Outreach, and Engagement	\$ 355,124	\$ 411,815	86.2%
7b. RFI Management	\$ 121,929	\$ 203,000	60.1%
8. Preliminary Analysis, Modeling & Forecasting	\$ 305,370	\$ 576,315	53.0%
9. Advancement Plan Development	\$ 663,227	\$ 877,000	75.6%

Phase II: MTIs in Application



Major Activity	Actual Spend (through Q3)	Budget Allocation	% Spent
10. Induction Cooking	\$ 1,430,220	\$ 2,127,017	67.2%
10a. Market & Technology Research and Engagement	\$ 441,242	\$ 700,874	63.0%
10b. Ongoing Mkt. Engagement; Updates to MTI Plan	\$ 508,328	\$ 648,015	78.4%
10c. Midstream Incentives	\$ 480,650	\$ 778,128	61.8%
11. Room Heat Pumps	\$ 1,072,817	\$ 1,352,187	79.3%
11a. Market & Technology Research and Engagement	\$ 589,726	\$ 672,489	87.7%
11b. Ongoing Mkt. Engagement; Updates to MTI Plan	\$ 480,666	\$ 629,022	76.4%
11c. Midstream Incentives	\$ 2,425	\$ 50,675	4.8%

Phase II: MTIs under development



Major Activity	Actual Spend (through Q3)	Budget Allocation	% Spent
12. Commercial Rooftop Units (CRTUs)	\$ 1,684,603	\$ 1,789,000	94.2%
12a. Market & Technology Research & Engagement	\$ 1,189,233	\$ 1,260,000	94.4%
12b. Strategy & MTI Plan Development	\$ 495,370	\$ 529,000	93.6%
14. Commercial Replacement & Attachment Windows	\$ 1,641,620	\$ 2,279,000	72.0%
14a. Market & Technology Research & Engagement	\$ 1,368,388	\$ 1,900,000	72.0%
14b. Strategy & MTI Plan Development	\$ 273,232	\$ 379,000	72.1%
15. Food Service Water Heating Systems (FSWH)	\$ 1,021,446	\$ 1,278,042	79.9%
15a. Market & Technology Research & Engagement	\$ 883,364	\$ 962,042	91.8%
15b. Strategy & MTI Plan Development	\$ 138,082	\$ 316,000	43.7%
16. Residential Heat Pump Water Heaters (Res HPWH)	\$ 1,568,521	\$ 2,026,955	77.4%
16a. Market & Technology Research & Engagement	\$ 1,203,953	\$ 1,355,938	88.8%
16b. Strategy & MTI Plan Development	\$ 431,475	\$ 571,017	75.6%
16c. Midstream Incentives	\$ 23,865	\$ 100,000	23.9%
17. Commercial Building Efficiency Accelerator (CBEA)	\$ 28,633	\$ 769,000	3.7%
16a. Market & Technology Research & Engagement	\$ 25,613	\$ 749,000	3.4%
16b. Strategy & MTI Plan Development	\$ 3,020	\$ 20,000	15.1%



Questions?

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