

Review of Company's 2021 (Historical) WFD Activities

Market	Segment	Residential / IE	C&I
Existing Buildings	Equipment	-HVAC check training	
		-technical training for air source heat pump opportunity identification	-in-depth technical trainings on control and HVAC topics for industry professionals
		-IE Single Family misc. training (e.g. WiFi thermostat and ASHP support)	
	Whole Building	-BPI training for Wx contractors, auditors	-BOC training
		-training to program vendor/subcontractor sales and technical staff (and C&I facility/energy managers) focused on promoting deeper measures	
New Construction	ZNE / High performance	-trainings and resources for design, incentives for professional and project certification	
	Mass market	-energy code compliance training, hotline, tools and resources	

The Company has engaged in a diversity of activities across our EE portfolio.

WFD Approach for 2022 Plan

- Target only opportunities with strongest case for driving benefits
 - Efforts will be targeted, not comprehensive
 - Energy system benefits prioritized based on PUC guidance

- Focus on upskilling (instead of growing size of workforce)
 - Relatively higher certainty in forecasting resulting energy savings
 - Shorter lag between training activity and resulting savings

The Company is investigating additional targeted upskilling opportunities that drive customer benefits.

Summary

Previously, the Company has engaged in a diversity of WFD activities across our EE portfolio.

For 2022, the Company is investigating additional targeted upskilling opportunities that drive customer benefits.

We are interested in your ideas on how we can best drive value while complying with PUC guidance.