

File No. 260086

Committee Item No. 10

Board Item No. 17

COMMITTEE/BOARD OF SUPERVISORS

AGENDA PACKET CONTENTS LIST

Committee: Budget and Finance Committee

Date February 11, 2026

Board of Supervisors Meeting

Date February 24, 2026

Cmte Board

- Motion
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- Budget and Legislative Analyst Report
- Youth Commission Report
- Introduction Form
- Department/Agency Cover Letter and/or Report
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- Grant Information Form
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- Application
- Public Correspondence

OTHER (Use back side if additional space is needed)

- Statement on Retroactivity 1/8/2026
- ENV Presentation 2/11/2026
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____

Completed by: Brent Jalipa

Date February 5, 2026

Completed by: Brent Jalipa

Date February 19, 2026

1 [Accept and Expend Grant - Retroactive - TECH Clean California Quick Start Scaling Grant -
2 Clean Air and Repair for Family Child Care - \$299,091]

3 **Resolution retroactively authorizing the Department of the Environment (“Environment**
4 **Department”) to accept and expend a grant award from TECH Clean California in the**
5 **amount of \$299,091 for the period beginning on or about January 20, 2026, through**
6 **March 31, 2027, to provide heat pump water heaters as part of renovation and repair**
7 **projects through Low-Income Investment Fund’s Child Care Facilities Fund and to**
8 **expand the reach of electrification training to organizations and contractors working in**
9 **housing rehabilitation programs; and authorizing the Director of the Environment**
10 **Department to execute the grant agreement and enter into amendments or**
11 **modifications to the grant agreement that are necessary to effectuate the purpose of**
12 **the grant agreement and/or this Resolution.**

13
14 WHEREAS, The City and County of San Francisco is a long-standing leader in local
15 and regional programs to reduce climate emissions, air pollution, and energy bills; and

16 WHEREAS, In March 2023, air quality regulators in the San Francisco Bay Area
17 mandated phasing out the sale of residential natural gas water heaters by 2027; and

18 WHEREAS, The California Air Resources Board is similarly planning to phase out the
19 use of gas water heating equipment in alignment with its environmental goals; and

20 WHEREAS, The State has launched the initiative TECH Clean California to accelerate
21 the adoption of clean space and water heating technology across California homes in order to
22 help create an equitable pathway to carbon-free homes by 2045 and install 6,000,000 heat
23 pumps by 2030; and

1 WHEREAS, TECH Clean California has implemented the Quick Start Grant program to
2 fund targeted, innovative pilots that test approaches to overcoming market barriers to heat
3 pump space and water heating adoption; and

4 WHEREAS, On October 2, 2025, TECH Clean California opened its solicitation for the
5 latest round of Quick Start Grants to fund innovative projects that address key barriers to heat
6 pump deployment by building upon successful innovations from past Quick Start Grants and
7 Tech Clean CA pilots; and

8 WHEREAS, On October 31, 2025, the Environment Department submitted its
9 application with a concept aimed at providing heat pump water heaters as part of renovation
10 and repair projects in family childcare facilities; and

11 WHEREAS, The Environment Department was awarded \$299,091 on November 24,
12 2025, as part of the latest round of the Quick Start Grant cycle to provide heat pump water
13 heaters as part of renovation and repair projects through Low-Income Investment Fund's
14 Child Care Facilities Fund; and

15 WHEREAS, The Grant will provide \$299,091 in funding for San Francisco, consisting of
16 \$111,591 in support of Environment Department staff for management of the program;
17 \$30,000 in stipends for new and experienced contractors participating in workforce
18 mentorships; \$157,500 in labor and equipment expenses for the installation of heat pump
19 water heaters, including electrical work and permitting fees; and

20 WHEREAS, The proposed program model will use \$157,500 of additional leveraged
21 funding from the Department of Energy Buildings Upgrade Challenge and BayREN Single
22 Family Implementation; and

23 WHEREAS, The term of the grant is from the execution of the grant agreement, on or
24 about January 20, 2026, through March 31, 2027; and

25 WHEREAS, Fieldwork for this grant must be completed by December 31, 2026; and

1 WHEREAS, The Grant does not require an amendment to the Annual Salary
2 Ordinance and partially funds the Environment Department for existing positions; and

3 WHEREAS, Retroactive approval is being requested due to the immediate need to
4 begin work in order to successfully complete all grant fieldwork by December 31, 2026, as
5 required by the grant timeline; and

6 WHEREAS, The Environment Department has submitted all the documents applicable
7 to this grant that are required in an Accept and Expend package to the Board of Supervisors,
8 and those documents are on file with the Clerk of the Board of Supervisors in File No. 260086;
9 and

10 WHEREAS, The grant budget includes a provision for indirect costs of \$30,296; now,
11 therefore, be it

12 RESOLVED, That the Director of the Environment Department is hereby retroactively
13 authorized to accept and expend the TECH Clean California Quick Start Scaling Grant of
14 \$299,091 (the "Grant") on behalf of the City, in accordance with the purposes and goals for
15 the funding; and, be it

16 FURTHER RESOLVED, That the Director of the Environment Department is hereby
17 authorized to enter into and execute the Grant agreement, and to execute all agreements, and
18 amendments thereto, including all contracts between the City and various agencies,
19 consistent with this Resolution and necessary to carry out the purpose of this Grant.

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Recommended:

_____ /s/ _____

Department Head

Approved: _____ /s/ _____

Mayor

Approved: _____ /s/ _____

Controller

- Share findings across a wide variety of renovation and repair programs and encourage the adoption of heat pump fuel substitution measures.

9. Grant Project Schedule, as allowed in approval documents, or as proposed:

Start-Date: On or about January 20, 2026 End-Date: March 31, 2027

- 10. a. Amount budgeted for contractual services: \$0**
b. Will contractual services be put out to bid? No
c. If so, will contract services help to further the goals of the Department's Local Business Enterprise (LBE) requirements? N/A
d. Is this likely to be a one-time or ongoing request for contracting out? N/A
- 11. a. Does the budget include indirect costs?**
 Yes No
b. If yes, how much? \$30,296
c. How was the amount calculated? The indirect amount for the Department of the Environment is calculated by dividing the total administrative costs in a given fiscal year by the number of full-time employees (FTE's) that utilize the services of the department.
d. If no, why are indirect costs not included?
 Not allowed by granting agency To maximize use of funds on direct services
 Other (please explain):
e. If no indirect costs are included, what would have been the indirect costs?

12. Any other significant grant requirements or comments:

****Disability Access Checklist***(Department must forward a copy of all completed Grant Information Forms to the Mayor’s Office of Disability)**

13. This Grant is intended for activities at (check all that apply):

- Existing Site(s)
- Existing Structure(s)
- Existing Program(s) or Service(s)
- Rehabilitated Site(s)
- Rehabilitated Structure(s)
- New Program(s) or Service(s)
- New Site(s)
- New Structure(s)

14. The Departmental ADA Coordinator or the Mayor’s Office on Disability have reviewed the proposal and concluded that the project as proposed will be in compliance with the Americans with Disabilities Act and all other Federal, State and local disability rights laws and regulations and will allow the full inclusion of persons with disabilities. These requirements include, but are not limited to:

- 1. Having staff trained in how to provide reasonable modifications in policies, practices and procedures;**
- 2. Having auxiliary aids and services available in a timely manner in order to ensure communication access;**
- 3. Ensuring that any service areas and related facilities open to the public are architecturally accessible and have been inspected and approved by the DPW Access Compliance Officer or the Mayor’s Office on Disability Compliance Officers.**
- 4. All websites and digital content developed as part of this project will comply with the [Digital Accessibility Inclusion Standard](#).**

If such access would be technically infeasible, this is described in the comments section below:

Comments:

Departmental ADA Coordinator or Mayor’s Office of Disability Reviewer:

Deborah Kaplan

(Name)

Deputy Directorfor Programmatic Access

(Title)

Date Reviewed: 12/31/2025

DocuSigned by:

 (Signature Required)

Department Head or Designee Approval of Grant Information Form:

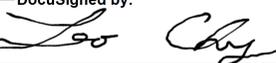
Leo Chyi

(Name)

Deputy Director & Chief Administrative Officer

(Title)

Date Reviewed: 12/31/2025

DocuSigned by:

 (Signature Required)

DocuSigned by:

 Tyrone Jue

Director
1/6/2026



TECH Clean California Quick Start Scaling Grant- Accept & Expend

Alice Hur
Senior Policy Coordinator

February 11, 2026

SAN FRANCISCO
ENVIRONMENT
DEPARTMENT

SF Environment focuses on equitable building electrification for a healthier, more sustainable, and resilient San Francisco.

TECH Clean California Quick Start Scaling Grant

- State program funded by the CA Public Utilities Commission and administered by SoCal Edison
- Innovative approaches to overcoming market barriers to heat pump space/water heating in underserved communities
- Goal: refining interventions to scale statewide
- Energy Solutions chosen as implementer

SFE



Credit: NBI and AWHI



Credit: SFE

Project Summary: Clean Air and Repair for Family Child Care

Establish a model for layering electrification projects on existing rehabilitation programs

1. In 2026, partner with Low-Income Investment Fund (LIIF) to provide heat pump water heater installations in up to 30 family childcare provider facilities* as part of renovation and repair projects through LIIF's Child Care Facilities Fund
2. Incorporate a standard heat pump substitution measure into LIIF's Family Childcare Renovation, Repair and Expansion Grant Program
3. Provide training and risk-free installation opportunities to contractors who currently complete like-for-like appliance replacements

**provider offers childcare out of their home*

SFE

Why is this important?

- Addresses childhood asthma and other health conditions linked to poor air quality caused by gas appliances
- Prepares contractors for regulations that require heat pump water heaters, expanding San Francisco's green workforce
- Ensures underserved communities are not locked out of the benefits of electrification, including improved occupant health and comfort
- Pilots an electrification “layering” model that could be applied to other existing rehabilitation programs

Grant Summary



Summary

Purpose:	Implement a fuel substitution/electrification pilot that layers heat pump water heater installations on an existing low-income rehabilitation program
Grant Amount:	\$ 299,091
Timeframe:	On or around January 20, 2026, through March 31, 2027 All installations must be completed by December 31, 2026. Reporting to be completed by March 31, 2027.
Description/ Deliverables:	<ul style="list-style-type: none">• Heat pump water heater installations in up to 30 family childcare facilities selected by LIIF• Incorporate standard heat pump substitution measure into LIIF's Family Childcare Renovation, Repair, and Expansion Grant Program• Provide electrification training and risk-free installation opportunities to contractors already completing like-for-like replacements

Thank you!

Alice Hur
Senior Policy Coordinator
San Francisco Environment Department
SFEnvironment.org



SAN FRANCISCO
ENVIRONMENT
DEPARTMENT

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TECH Quick Start Grant Participation Agreement

Quick Start Grant Recipient Information

Company Name (“Quick Start Grant Applicant”): San Francisco Environment Department			
Parent Company Name (if applicable): City and County of San Francisco			
Company Name to be Included on Public Listing (if different than Company Name above): N/A			
Street Address: 1455 Market Street, Suite 13A	City: San Francisco	State: CA	Zip: 94103
Mailing Address (if different from above): N/A	City: N/A	State: N/A	Zip: N/A
Federal Tax ID Number: 94-6000417		Tax Status (Circle one): Corporation, Partnership, Sole Proprietor, Tax-exempt, <u>Municipality</u>	
Contractor License #: N/A			
Primary Program Contact: Lowell Chu	Title: Principal Environmental Specialist	Phone Number: (415) 355-3738	Email Address: lowell.chu@sfgov.org
Mobile Number for Primary Program Contact: N/A		Do you want to opt-in to receive any TECH Clean California text using this mobile number?* (Circle One): Yes <u>No</u>	
Secondary Program Contact: Benny Zank	Title: Environmental Specialist	Phone Number: (415) 355-3740	Email Address: benny.zank@sfgov.org
Mobile Number for Secondary Program Contact: N/A		Do you want to opt-in to receive any TECH Clean California text using this mobile number?* (Circle One): Yes <u>No</u>	
Incentive Data Entry Contact: N/A	Title: N/A	Phone Number: N/A	Email Address: N/A

Mobile Number for Data Entry Contact: N/A	Do you want to opt-in to receive any TECH Clean California text using this mobile number?* (Circle One): Yes <u>No</u>
Payee Name: San Francisco Environment Department	Payee Title: N/A
Check Mailing Address: Attention: Mr. Mark Brown, Fiscal Manager San Francisco Environment Department 1455 Market Street, Suite 13A San Francisco, CA 94103	
What Sector do you serve? (Circle one): Single-family Multifamily <u>Both</u>	What counties do you primarily serve? (List all): San Francisco

* Please note that for Quick Start Grantee Applicants opting into receiving mobile text messages, they may opt out manually after receiving the first text message.

This TECH Quick Start Grant Participation Agreement (“Agreement”) issued by and between Cohen Ventures, Inc., dba Energy Solutions (“Energy Solutions”), and San Francisco Environment Department, a California municipality (“Quick Start Grant Recipient” or “Grantee”) is made effective upon signature by Grantee. Capitalized terms not otherwise defined herein shall have the meanings given to them in the Agreement.

Grantee will provide its services to Energy Solutions on the following project:

Project Name:	Family Childcare Electrification (the “Project”)
TECH QSG Project Coordinator(s):	Alison Seel, VEIC aseel@veic.org Michael Greco, Energy Solutions mgreco@energy-solution.com
Quick Start Grant Recipient Project Coordinator:	Benny Zank 415-355-3740 benny.zank@sfgov.org

Program Description

The TECH Clean California initiative (hereafter referred to as the “Program”) provides incentives for the installation of qualifying HVAC heat pumps (“HVAC Heat Pumps”) and Heat Pump Water Heaters (“HPWH”), and other eligible equipment at qualifying customer (“Customer”) sites. The Customer is defined as the person or party whose name is on the invoice and/or project agreement.

The Quick Start Grants (“QSG”) Program is designed to fund localized, vanguard approaches to accelerate deployment of heat pump space and water heating technologies. This allocation of funds is targeted at testing market transformation strategies and approaches, supporting technology development, and leveraging high-impact opportunities to increase the installed base of heat pump technologies.

Cohen Ventures, Inc. dba Energy Solutions (“Energy Solutions”) is implementing the Program on behalf of the Southern California Edison Company (“SCE”), which is administering the Program at the direction of the California Public Utilities Commission (“CPUC”).

Program Term

This Agreement is effective upon the date it is executed by Quick Start Grant Recipient and will continue until March 31, 2027 (“Program End Date”) unless earlier terminated in accordance with the provisions in this Agreement. The Program or this Agreement may be modified or terminated by Energy Solutions at any time without notice. Termination of this Agreement or expiration of this Agreement shall not relieve Quick Start Grant Recipient of any warranties or other obligations expressed herein which by their terms are intended to extend beyond termination.

PROGRAM DEFINITIONS

When used in this Agreement, the following terms, with initial capitalization, have the meanings specified below:

“Heat Pump Incentive (Incentive)” means financial reimbursement (e.g. rebates, discounts) to Quick Start Grant Recipient paid pursuant to this Agreement to encourage the installation of HVAC Heat Pumps and HPWHs. The Incentive for each Qualifying Equipment will be set forth on the Qualifying Equipment List, as such may be modified in accordance with this Agreement.

“Participating Trade Professional” means an entity that participates in any TECH Initiative program. The CPUC, at its sole discretion, reserves the right to review and approve if an organization is a Participating Trade Professional.

“Qualifying Customer” means a California resident that is eligible for available Incentives.

“Qualifying Equipment” means equipment that is eligible for Incentives. Qualifying Equipment is limited to equipment included on the Qualified Equipment List.

“Qualifying Equipment List” The list of Qualifying Equipment that is eligible for Incentives.

“Quick Start Grant Recipient” refers to the selected awardee of the Quick Start Grant solicitation.

“Services” refer to the activities included in the Statement of Work (see Exhibit A) that will be performed by the Quick Start Grant Recipient.

PROGRAM TERMS OF PARTICIPATION

Term, termination, suspension rights

Energy Solutions reserves the right to terminate this Agreement or any part of this Agreement for any reason or for no reason in its sole discretion. In the event of such termination, the Quick Start Grant Recipient shall immediately cease participation in the Program, including but not limited to any applicable use of Program materials such as announcement flyers, program website material or any other physical or digital material containing program details. Energy Solutions will not pay Quick Start Grant Recipient incentives for any Applications dated and submitted or grant funding for work performed after receipt of notice of termination or for any costs incurred by the Quick Start Grant Recipient post-termination.

Energy Solutions reserves the right to terminate this Agreement for cause in the event of any default by the Quick Start Grant Recipient, or if the Quick Start Grant Recipient fails to comply with any of the terms and conditions of this Agreement. Examples of cause include but are not limited to (a) failure to properly complete incentive forms; (b) failure to properly process

incentives; (c) loss of certifications necessary for participation in the Program, insolvency; or (d) failure to provide Energy Solutions reasonable assurances of future performance. If terminated for cause, the Quick Start Grant Recipient (1) shall be liable for all damages resulting from the default that led to termination and (2) shall immediately cease participation in the Program.

Changes to the Program

Energy Solutions may, in its sole discretion, make changes to the Program at any time, including, without limitation, modifying incentive amounts, and adding or removing Qualifying Equipment from the Program. The date of such change(s) will take effect on the earlier of (a) the date the change is posted on the Program website, or (b) the date the Quick Start Grant Recipient receives written notice of such change, and will apply to any installations completed on or after the date the change takes effect regardless of the date the incentive is applied for. Written notice will generally be provided in email format.

QUICK START GRANT RECIPIENT TERMS AND REQUIREMENTS

1.0 Subcontracting

Quick Start Grant Recipient may use subcontractors to install Qualifying Equipment or perform services specified in the Statement of Work, provided the Quick Start Grant Recipient takes full responsibility for the services provided by their subcontractors. Quick Start Grant Recipient represents and warrants to Energy Solutions, SCE, and CPUC that all of Quick Start Grant Recipient's subcontractors will perform their Services in a professional manner and with the degree of skill and care that is consistent with current, good, and sound professional procedures and practices.

2.0 Confidential Data

Qualifying Customer names, utility account numbers and utility billing data are considered confidential data and may not be provided via email. This data may be provided through the TECH Clearinghouse, or if any additional transfer of confidential data is required, Energy Solutions will setup a secure file transfer website for Quick Start Grant Recipient to use to transfer data. Quick Start Grant Recipient is solely responsible for the secure storage of confidential information in its possession that is collected for the submission of incentive claims. Quick Start Grant Recipient must destroy any customer utility account numbers and utility billing data in its possession no later than the date of the incentive payment clearing for the incentive submission in question, or 12 months, whichever is lesser.

3.0 Marketing Materials

Quick Start Grant Recipient shall submit all marketing materials related to the Services being provided to Energy Solutions hereunder to the Energy Solutions Representative for approval prior

to their release or communication. Except as provided for herein, Quick Start Grant Recipient shall not use the name or logo of the CPUC on marketing materials for its program unless Quick Start Grant Recipient obtains prior written approval of the CPUC.

Quick Start Grant Recipient shall not use SCE's, name, trademark, trade name, logo, identity, or any affiliation for any reason or in any way, including on marketing materials, without SCE's prior written consent, which may be withheld by SCE, if applicable, in its sole discretion. Quick Start Grant Recipient is prohibited from stating, implying or in any way representing to third parties, Customers or program participants that SCE has endorsed or approved Quick Start Grant Recipients, its Subcontractors or their performance of the Services.

Notwithstanding the foregoing, Quick Start Grant Recipient shall disclose their source of funding for the program by stating prominently on marketing materials that "Funding for this project is part of California Climate Investments, a statewide initiative that puts billions of Cap-and-Invest dollars to work reducing greenhouse gas emissions, strengthening the economy, and improving public health and the environment — particularly in disadvantaged communities."

4.0 Non-Discrimination

Quick Start Grant Recipient and its subcontractors shall not unlawfully discriminate, harass, or allow harassment against any employee or applicant for employment because of sex, race, color, ancestry, religions creed, national origin, physical disability (including HIV and AIDS), mental disability, medical condition (cancer), age (over 40), marital status, and denial of family care leave. Quick Start Grant Recipient and subcontractors shall ensure that the evaluation and treatment of their employees and applicants for employment are free from such discrimination and harassment.

5.0 Governing Law; Jurisdiction and Venue

This Agreement will be interpreted under, and any disputes arising out of this Agreement will be governed by, the laws of the State of California, without reference to its conflicts of law principles. Quick Start Grant Recipient irrevocably consents to the jurisdiction of the state and federal courts located in the State of California, USA, in connection with all actions arising out of or in connection with this Agreement, and waives any objections that venue is an inconvenient forum. Quick Start Grant Recipient further agrees that it will not initiate any action against Energy Solutions or CPUC in any other jurisdiction.

6.0 Waiver

Delay or failure to enforce or insist on strict compliance with any provision of this Agreement does not constitute a waiver or otherwise modify this Agreement. Waiver of any right granted under this Agreement on one occasion will not: (i) waive any other right; (ii) constitute a continuing waiver or (iii) waive that right on any other occasion.

7.0 Compensation and Method of Payment

Energy Solutions will pay Quick Start Grant Recipient the Quick Start Grant on a fixed price basis at the schedule and amounts set forth in the Budget and Payment Sections of the Quick Start Grant solicitation, attached and incorporated herein as Exhibit A. Quick Start Grant Recipient shall be paid in arrears, based upon invoices submitted by Quick Start Grant Recipient, and approved by Energy Solutions and SCE. If a payment schedule sets forth progress payments that are due when given tasks or milestones are completed, the full amount of the progress payment due upon completion of the task or milestone shall then become payable to Quick Start Grant Recipient at that time, without deduction, subject to invoicing and payment timing terms described below. Quick Start Grant payments to Quick Start Grant Recipient will be subject to Energy Solutions first receiving payment from SCE when Energy Solutions is invoicing such work by Quick Start Grant Recipient to SCE. Energy Solutions shall pay Quick Start Grant Recipient for all approved invoices within seven (7) business days of receiving payment from SCE.

In accordance with the billing schedule set forth in the Budget and Payment Sections of Exhibit A, Quick Start Grant Recipient shall submit to Energy Solutions invoices for payment within seven (7) calendar days of month's end. Each invoice shall specify the Quick Start Grant Recipient's payee name, Task Order, and shall specify in detail the final incentive amount and calculation, Services performed, the names of Quick Start Grant's personnel who performed the Services set forth in the Task Order, their respective hours worked and labor rates together with reimbursable costs and other allowable charges itemized. Each invoice shall include the current monthly amount being invoiced, the cumulative amount invoiced to date, the cumulative retained amount, and the total fixed price. Energy Solutions shall review Quick Start Grant Recipient's invoices, and Quick Start Grant Recipient shall provide any supporting documentation reasonably requested by Energy Solutions and make any corrections to invoices as may be requested by Energy Solutions from time to time. If the Quick Start Grant Recipient receives the first fixed-price milestone payment for the "project start" milestone but fails to perform any additional Services under the Statement of Work, Energy Solutions may, in its reasonable discretion, require the Quick Start Grant Recipient to refund the full amount of that milestone payment.

8.0 INDEMNITY

Quick Start Grant Recipient agrees to indemnify and hold harmless Energy Solutions, SCE, the CPUC, its officers, agents and employees, from and against any and all claims, demands, liabilities, losses or causes of action which arise out of or are connected with this agreement or the equipment excepting only those claims, demands, liabilities, losses, or causes of action arising solely from the negligence of Energy Solutions, SCE, the CPUC, its officers, agents and employees.

9.0 REGULATORY AND GOVERNING AUTHORITY

Quick Start Grant Recipient understands and agrees to these terms and conditions and the Program shall at all times be subject to changes or modifications by the CPUC at its sole discretion. Quick Start Grant Recipient understands and agrees that the CPUC may at any time commence an investigation or other regulatory proceeding in connection with the Program and/or these terms and conditions. Quick Start Grant Recipient agrees to cooperate fully with any such investigation or proceeding.

10.0 TAX LIABILITY

Quick Start Grant Recipient will report grant funding on IRS Form 1099 unless Quick Start Grant Recipient has indicated its tax-exempt corporate tax status. Quick Start Grant Recipient is encouraged to consult its tax adviser concerning the taxability of incentives. Neither the CPUC nor Energy Solutions are responsible for any taxes, interest, and/or penalties that may be imposed on Quick Start Grant Recipient as a result of receipt of incentives from this program or any other program related cost. Quick Start Grant Recipient assumes all responsibility for collecting and reporting any and all applicable sales tax. Quick Start Grant Recipient acknowledges that at the time of purchase, sales tax must be applied prior to the application of any rebate.

Energy Solutions may report incentives that Quick Start Grant Recipient claims as income to Payee on IRS Form 1099 depending on their tax status indicated.

CONFIDENTIALITY

Quick Start Grant Recipient acknowledges and agrees that CPUC and Energy Solutions have no duty of confidentiality with respect to any information submitted by Quick Start Grant Recipient pursuant to its participation in the Program and that CPUC, SCE, Energy Solutions, and its subcontractors may disclose such information to the CPUC, SCE and/or their authorized agents. This Program is subject to oversight by the CPUC which may wish to review any Program data that Energy Solutions receives. Neither the CPUC, SCE nor Energy Solutions will have any liability to Quick Start Grant Recipient or any other party as result of any public disclosure of any data or other materials submitted by Quick Start Grant Recipient pursuant to the Program. The Quick Start Grant Recipient must follow all applicable laws and regulations for the protection of data that is deemed confidential.

11.0 TECH Program Terms and Conditions:

Participating Trade Professional Agreement with Customer

To be eligible for incentives under this Agreement, the Quick Start Grant Recipient must enroll in the Program as a Participating Trade Professional and must enter into an agreement with each Qualifying Customer that is receiving an incentivized product (“Customer Agreement”). This Customer Agreement must include the following: i) Participating Trade Professional’s company

name and ultimate parent, and ii) Participating Trade Professional's customer service contact information (phone number and email).

Qualifying Equipment: Only Qualifying Equipment, limited to the equipment listed at [frontierenergy-tech.my.site.com/contractor support/s](http://frontierenergy-tech.my.site.com/contractor_support/s), is eligible for the receipt of Program incentives.

Program Funding: The Quick Start Grant Program is part of California Climate Investments, a statewide program that puts billions of Cap-and-Invest dollars to work reducing GHG emissions, strengthening the economy, and improving public health and the environment— particularly in disadvantaged communities. The Cap-and-Invest program also creates a financial incentive for industries to invest in clean technologies and develop innovative ways to reduce pollution. California Climate Investments projects include affordable housing, renewable energy, public transportation, zero-emission vehicles, environmental restoration, more sustainable agriculture, recycling, and much more. At least 35 percent of these investments are located within and benefiting residents of disadvantaged communities, low-income communities, and low-income households across California. For more information, visit the California Climate Investments website at: www.caclimateinvestments.ca.gov. Both total and certain segments of Program incentive funding are subject to certain limits and available on a first-come, first-served basis until the funding is exhausted or the Program is terminated.

Cancellation Policy, Requirements, Process, and Any Applicable Fees: There are no applicable fees for participating in the Program. Energy Solutions reserves the right to terminate any Agreement with any Participating Trade Professional for any reason or for no reason in its sole discretion. This may result in cancellation of pending incentives.

Risks and Benefits of Participation: There are no guaranteed benefits for participating in the Program. Incentives are available on a first come first serve basis and can significantly reduce upfront costs of installations. Installing Qualifying Equipment does not guarantee a certain amount of energy or gas savings. The Program will not assume liability for any unpaid incentives, which may present a risk to the Participating Trade Professional and Qualifying Customer. As part of this Agreement, the Participating Trade Professional acknowledges all risks associated with participating in the TECH initiative. By signing below, you acknowledge and accept all risks associated with participating in the Program.

Disclosure: Quick Start Grant Recipient, Energy Solutions, and other third parties associated with the Program are not a representative of SCE or otherwise affiliated with SCE.

Installation Requirements: The Program requires that the Qualifying Equipment is installed at an eligible customer address that is in California and that the Qualifying Equipment is installed in place of an existing water heater or furnace, or has controls installed that prevent furnace from operating as the main heating source.

Quality Assurance and Quality Controls Protocols: All Services performed will be subject to automated and manual protocols designed by Energy Solutions to evaluate that equipment and customers are eligible to receive program funding, that equipment replaced an existing system and equipment is in good working order. These processes will be used to identify fraudulent activities and ensure no fraudulent data is submitted in applications.

Inspections and Verification: The installation of equipment will be subject to verification and metering by Energy Solutions, its representatives and Program evaluators, as approved by CPUC. Verification, evaluation (including onsite inspections at your address), and metering may be performed on all Qualifying Equipment or a select portion thereof. Evaluation activities may include surveys and interviews of contractors, homeowners and/or occupants to understand equipment performance and the Program experience.

Notice: California Consumers are not obligated to purchase any full fee service or other service not funded by the Program. This program is funded by the California Climate Investments and administered and implemented by Energy Solutions through a contract with Southern California Edison Company on behalf of various California utilities and under the auspices of the California Public Utilities Commission (“CPUC”). Any data related to the Program, including any customer data, will be shared with authorized entities, including but not limited to, policy makers, program implementers, and the program evaluator under confidentiality protocols. As this data will not be made public and will follow the confidentiality rules and protocols established by the CPUC in prior proceedings, it does not require individual customer permission.

By signing below, Quick Start Grant Recipient agrees to be bound by the terms and conditions of this Agreement, including Exhibit A (Statement of Work) and any other associated Exhibits and Appendices, and has caused this Agreement to be executed by its duly authorized representative.

IN WITNESS WHEREOF, THE QUICK START GRANT RECCIPIENT EXECUTED THIS AGREEMENT AS OF THE EFFECTIVE DATE. THE INDIVIDUAL SIGNING BELOW ON BEHALF OF THE PARTY HEREBY REPRESENT AND WARRANT THAT THEY ARE DULY AUTHORIZED TO EXECUTE THIS AGREEMENT AND BIND THEIR RESPECTIVE PARTY TO THE TERMS AND CONDITIONS SET FORTH ABOVE.

[Signatures on following page]

ENERGY SOLUTIONS:

Signed by:
Jessica Kramer
99FE4C3DD74A44D...
By: Jessica Kramer
Title: Sr. Director
Date: 1/26/2026 | 12:59 PM PST

QUICK START GRANT RECIPIENT:

DocuSigned by:
Tyrone Jue
3D5889F7A5C140C...
By: Tyrone Jue
Title: Director
Date: 1/27/2026 | 4:37 PM PST

APPROVED AS TO FORM:

DocuSigned by:
Sarah Crowley
9F75C40AD66342F...
By: Sarah Crowley
Title: Deputy San Francisco City Attorney
Date: 1/29/2026 | 10:18 AM PST

EXHIBIT A: STATEMENT OF WORK

Quick Start Grant Background

San Francisco Environment Department (“SFE” or “Grantee”) will work with the Low-Income Investment Fund (“LIIF”) on a pilot effort to install HPWHs in up to 30 family childcare provider facilities in San Francisco that have, or will receive, renovation and repairs through LIIF’s Child Care Facilities Fund program. The Project will:

- Complete heat pump installations in residential-based family childcare facilities.
- Design a standard heat pump fuel substitution measure into the LIIF Family Child Care Renovation and Repair Grant Program.
- Remove the financial risk and incentivize contractors to become trained on heat pump technology, and demonstrate the scalability of this contractor approach.
- Share findings across a wide variety of renovation and repair programs to encourage the adoption of heat pump fuel substitution measures and with building decarbonization programs to deepen and understanding of repair and renovation needs.

Statement of Work

Under this Statement of Work, the Grantee shall complete the following activities:

01-Reporting & Coordination

The TECH Clean California Quick Start Grant (“QSG”) Energy Solutions and VEIC team will host a kickoff meeting with the Quick Start Grant Recipient. During this meeting, the procedures, requirements for reporting, and invoicing guidelines for the Quick Start Grant Recipient to adhere to will be reviewed, as well as TECH’s reporting responsibilities to the California Public Utilities Commission (“CPUC”).

Following the kickoff meeting, the Quick Start Grant Recipient will participate in monthly meetings with the TECH QSG Project Coordinators to facilitate coordination within TECH workstreams, discuss Project findings and recommendations, and make strategic adjustments throughout the Project. The Quick Start Grant Recipient will also provide brief monthly updates to the TECH QSG Project Coordinators via Excel document in preparation for and during these monthly meetings.

The Quick Start Grant Recipient will demonstrate successful completion of each Project milestone to be eligible for payment, as described in the Compensation and Payment Terms below and will submit documentation of milestone achievement with their invoice using a template provided by the TECH QSG Project Coordinators. Any changes to milestones or deadlines will be mutually agreed upon between the TECH QSG Project Coordinators and the Quick Start Grant Recipient

via email. Tracking toward project key performance indicators (“KPIs”) and cost sharing will also be reported within the milestone invoices.

The Quick Start Grant Recipient will prepare a Final Report in the form of a written report and a slide deck to be presented during a public webinar. This Final Report will at a minimum summarize the Project approach and lessons learned through the project, evaluate the Project against the proposed KPIs, provide high-level recommendations for future work, and identify proposed strategies to scale the Project. A draft of the written report and slide deck will be provided to the TECH QSG Project Coordinators at least one (1) month before the Project end date for input. The Final Report and slide deck will be completed before the end of the SOW and may be shared publicly via Energy Solutions on the TECH website.

01 - Meetings, Reporting & Coordination Activities

- 1) Kickoff, monthly, and ad hoc Meetings:
 - a) Grantee will participate in a kickoff meeting and monthly coordination meetings with the TECH QSG Project Coordinator(s) to facilitate coordination within TECH workstreams, discuss Project findings and recommendations, and make strategic adjustments throughout the Project.
 - i) The kickoff meeting will be scheduled to occur within two (2) weeks of Agreement execution.
 - (1) After the kickoff meeting, Grantee will submit to the TECH QSG Project Coordinator(s) the associated Milestone Report 1 which shall summarize what was discussed, provide detailed information as it relates to the activities that Grantee will perform pursuant to the Project, and provide responses to any questions posed by the TECH QSG Project Coordinator(s) regarding the Project.
 - ii) Monthly coordination meetings will be scheduled by the Grantee and TECH QSG Project Coordinator to occur at a mutually agreeable time.
 - b) VEIC will bring all Quick Start Grant Projects together on a quarterly basis for a two (2)-hour virtual meeting. The Quick Start Grant recipient will make its best effort to attend all quarterly meetings. The Quick Start Grant recipient may be asked to:
 - i) Propose agenda items for the quarterly meetings
 - ii) Present its Project and associated challenges and results during these events.
- 2) Draft Reporting and Completion of Deliverable Milestones
 - a) Grantee will prepare a Draft Report in the form of a written report. This Draft Report will include, at minimum, preliminary results and recommendations based on Project implementation, plus background information including the Project approach, theory of change, and research questions.
 - b) Grantee will demonstrate successful completion of each Deliverable milestone to be eligible for payment, as described below, and submit documentation of milestone achievements in the form of a “Milestone Report” with the invoice for payment using a template provided by Energy Solutions.
 - c) If Grantee is installing equipment, Grantee will prepare project installation data that aligns with TECH Clean California’s dataset for additional analysis and reporting

where possible, consistent with customer confidentiality, data sensitivity, and availability.

3) Final Report:

- a) Grantee will prepare a Final Report in the form of a written report. This Final Report will, at a minimum, summarize the Project approach and lessons learned through the project, evaluate the Project against the proposed KPIs, provide high-level recommendations for future work, and identify proposed strategies to scale the Project. The Final Report may be shared publicly via Energy Solutions on the TECH website.
- b) Grantee will prepare a Slide Deck summarizing Project implementation and lessons learned through the Project. A draft of the slide deck will be provided to the TECH Project Coordinators at least one (1) month before the Project conclusion for input. After VEIC and Energy Solutions have approved the slide deck, Grantee will present at a public webinar hosted by the TECH program. The final version of the Slide Deck may be shared publicly via Energy Solutions on the TECH website.

02-Contractor Recruitment and training

Grantee will oversee the recruitment and training of contractors to participate in the Project. Grantee will provide training and installation opportunities to contractors that are already completing like-for-like appliance replacements, but are unfamiliar with fuel substitution and heat pumps. Completion of this task will be determined by delivery of documentation for activities listed below in the form of a “Milestone Report” as reviewed and approved by the TECH QSG Project Coordinator(s).

Activities that Grantee will complete:

- 1) Recruit ten (10) contractors
 - a) SFE will invite contractors that have participated in LIIF Family Child Care program, Electrification Contractor Academy graduates, and SFE Climate Equity Hub (“CEH”) participating contractors to participate in the pilot.
 - b) Responsible for completing Activities – SFE
 - c) Due – January 31st, 2026
 - d) Responsible for ensuring Activities were satisfactorily completed – SFE
 - e) Deliverable – Spreadsheet of contractor outreach and Project recruitment status.
- 2) Hold one (1) – two (2) orientation meetings
 - a) Orientation meeting for participating contractors (collectively referred to herein as “Contractors”) where Grantee will provide an overview of LIIF Renovation and Repair program, San Francisco (“SF”) Climate Equity Hub, pilot initiative, best practices for heat pump water heater (“HPWH”) installation and program requirements, including but not limited to enrolling as TECH Participating Trade Professional.
 - b) Responsible for completing Activities – SFE
 - c) Due – February 28th, 2026
 - d) Responsible for ensuring Activities were satisfactorily completed – SFE
 - e) Deliverable – Orientation slides, notes, and list of attendance

- 3) Confirm that Contractors new to HPWHs complete certification/training
 - a) Recruited Contractors that have attested they have not installed HPWHs before (referred to herein as “New Contractors”) need to complete HPWH installation training/certification. This includes enrollment as a TECH Participating Trade Professional and completing either a Department of Energy (“DOE”) [Energy Skilled HPWH Programs](#) or Bay Area Regional Energy Network (“BayREN”) HPWH training for contractors. SFE will provide support to help Contractors complete enrollment and training and provide a \$500 stipend for doing so.
 - b) Responsible for completing Activities – SFE
 - c) Due – March 31st, 2026
 - d) Responsible for ensuring Activities were satisfactorily completed – SFE
 - e) Deliverable – Contractor documentation of prior installations or lack thereof, training certificates, and receipts of stipends provided.

- 4) Provide installation shadowing opportunities
 - a) New Contractors will attend live installations from recruited veteran Contractors with heat pump installation experience (referred to herein as “Veteran Contractors”) to complete their preliminary training. Installation shadowing opportunities provided through first set of five (5) – ten (10) pilot projects that shall be completed under Task 4 below, with a \$250 stipend provided by SFE for New Contractors and \$500 stipend for Veteran Contractors.
 - b) Responsible for completing Activities – SFE
 - c) Due – March 31st, 2026
 - d) Responsible for ensuring Activities were satisfactorily completed – SFE
 - e) Deliverable – List of Contractor shadowing opportunities/pairings, installation documentation & verification, and receipts of stipends provided.

03-Family Childcare Provider Recruitment and Assessment

Grantee will conduct outreach to existing childcare grant recipients and new grant applicants to enroll up to 30 qualifying childcare facilities interested in the pilot initiative offered under this Project. Completion of this task will be determined by delivery of documentation for activities listed below in the form of a “Milestone Report” as reviewed and approved by the TECH QSG Project Coordinator(s).

Activities that Grantee will complete:

- 1) Outreach and Recruitment of up to 30 Family Child Care Providers
 - a) LIIF to reach out to childcare providers that have already received renovation and repair upgrades, those in active project development, and those applying for grants to recruit up to 30 qualifying childcare facilities (the “Participating Facilities”) interested in the pilot initiative provided through this Project.
 - b) Responsible for completing Activities – LIIF, supported by SFE
 - c) Due – April 15th, 2026
 - d) Responsible for ensuring Activities were satisfactorily completed – SFE
 - e) Deliverable – Childcare facility outreach documentation, Participating Facility enrollment agreements

- 2) Host one (1) – two (2) Orientation Workshops for Family Child Care Providers
 - a) LIIF will host at least one (1) workshop for the cohort of interested childcare providers where SFE will give an overview of the benefits of electrification and the pilot initiative offering through this Project.
 - b) Responsible for completing Activities – LIIF, supported by SFE
 - c) Due – March 15th, 2026
 - d) Responsible for ensuring Activities were satisfactorily completed – SFE
 - e) Deliverable – Orientation slides, notes, and list of attendance

- 3) Complete up to 30 Assessments at Family Child Care Facilities
 - a) SFE & LIIF staff will complete assessments at Participating Facilities to identify heat pump water heater scope and identify other opportunities for electrification and energy efficiency.
 - b) Responsible for completing Activities – SFE
 - c) Due – April 30th, 2026
 - d) Responsible for ensuring Activities were satisfactorily completed – SFE
 - e) Deliverable – Assessment reports of Participating Facility needs and energy efficiency measures

04-HPWH Installations

Grantee will oversee the completion of up to 30 heat pump installations in Participating Facilities. Installations will be segmented to provide shadowing opportunities for New Contractors. Grantee will collect baseline information on fuel substitution measures, including cost, feasibility for scaling, and Participating Facility and Contractor satisfaction to create a standard product offering that renovation and repair programs can integrate into their existing offerings. Completion of this task will be determined by delivery of documentation for activities listed below in the form of a “Milestone Report” as reviewed and approved by the TECH QSG Project Coordinator(s).

Activities that Grantee will complete:

- 1) Confirm completion of the first cohort of installations
 - a) First heat pump installations (five (5) to ten (10)) completed by Veteran Contractors that New Contractors can shadow and learn from.
 - b) Responsible for completing Activities: – SFE
 - c) Due – March 31st, 2026
 - d) Responsible for ensuring Activities were satisfactorily completed – SFE
 - e) Deliverable – List of Contractor shadowing opportunities/pairings, installation documentation & verification, and receipts of stipends provided.

- 2) Confirm completion of the second cohort of installations
 - a) Second HPWH installs (five (5) – ten (10)) completed by Veteran Contractors and New Contractors.
 - b) Responsible for completing Activities – SFE
 - c) Due – May 30th, 2026
 - d) Responsible for ensuring Activities were satisfactorily completed – SFE
 - e) Deliverable – Installation documentation & verification, list of installations completed by Veteran Contractors and New Contractors.

- 3) Confirm completion of the third cohort of installations
 - a) Third HPWH installs (totaling 30 for the whole Project) that primarily New Contractors who shadowed in the first cohort rounds complete. If there is grant funding remaining for additional HPWH installs, SFE will use funds to complete additional installations.
 - b) Responsible for completing Activities – SFE
 - c) Due – October 30st, 2026
 - d) Responsible for ensuring Activities were satisfactorily completed – SFE
 - e) Deliverable – Installation documentation & verification, list of installations completed by New Contractors, Veteran Contractors can complete installations at SFE’s discretion.

05-Data Collection

Grantee shall collect data supportive of demonstrating the impact of New Contractor training and shadowing opportunities on subsequent comfort and promotion of heat pump technologies by Contractors. Grantee will also collect data on the viability of heat pumps as an integral offering in a renovation and repair approach and influence other programs to adopt it as a standard offering. Data collection will also identify best practices for family child care providers operating in residential facilities to adopt heat pump technology. Completion of this task will be determined by delivery of documentation for activities listed below in the form of a “Milestone Report” as reviewed and approved by the TECH QSG Project Coordinator(s).

Activities that Grantee will complete:

- 1) Create participation surveys
 - a) Create Contractor and Participating Facility participation surveys to get feedback on the pilot initiative, the viability of scaling this contractor training model and provider satisfaction with heat pump water heaters.
 - b) Responsible for completing Activities – SFE
 - c) Due – March 31st
 - d) Responsible for ensuring Activities were satisfactorily completed – SFE
 - e) Deliverable – Surveys for Contractors and Participating Facilities

- 2) Collect feedback from Project participants
 - a) Administering Contractor and Participating Facility participation surveys; review of Participating Facilities’ energy bills; signing Participating Facilities up for CleanPowerSF bill credit program and other post-installation program opportunities.
 - b) Responsible for completing Activities – SFE
 - c) Due – November 30th, 2026
 - d) Responsible for ensuring Activities were satisfactorily completed – SFE
 - e) Deliverable – Results from Contractor and Participating Facility participation surveys, analysis of Participating Facilities’ energy bills, evidence of enrollments in CleanPowerSF bill credit program, and summary of other post-installation program opportunities pursued.

Deliverables

The deliverables for this Project are outlined below: Grantee shall submit each Deliverable to Energy Solutions by the stated due date in Table 2 below unless otherwise mutually agreed upon in writing by the Parties in advance.

1. **“Milestone Reports”** which will include documentation of milestone achievement;
2. **“Draft Report”** which will include project background, project approach and theory of change, and preliminary results and recommendations;
3. **“Final Report”** which will include all sections of the Draft Report updated to include an executive summary and final results and recommendations. Final report will be reviewed and potentially iterated on with Energy Solutions and VEIC prior to finalization;
4. **“Slide Deck & Webinar”** which will summarize Final Report content for a public audience and presented at public webinar; and
5. **“Distribution Report”** which will share the approach and activities to distribute the information gained during the project.

Grantee will ensure that all activities outlined in this SOW and associated Milestone Report(s) are satisfactorily met.

Table 2: Deliverable Due Dates

Deliverable	Due Date
Milestone Reports	Upon Milestone completion
Draft Report	December 31, 2026
Final Report	March 31, 2027
Slide Deck and Present at Webinar	March 31, 2027
Distribution Report	March 31, 2027

Schedule

To begin as of the Effective Date and continue until March 31, 2027, or until terminated by either Party as set forth in the Agreement.

Compensation and Payment Terms

The Services performed under this SOW shall be billed on a fixed price milestone (“FP”) basis as determined by the schedule set forth in Table 2 above and pursuant to Section 7 of the Agreement. Payment is contingent upon approval of each Deliverable by Energy Solutions and VEIC. Invoices shall be submitted by Grantee by the tenth (10th) day of the month following Energy Solutions’ written approval of the Deliverable.

Table 3: Payment Milestones

Milestone Deliverable	Percentage of Total Budget	Total Milestone Payment (\$)
Milestone Report 1: Kick Off Meeting	7%	\$20,000
Milestone Report 2: Contractor & first family childcare provider recruitment	7%	\$20,000
Milestone Report 3: First Family Childcare Facility site Assessments	13%	\$40,000
Milestone Report 4: First cohort of installs & second recruitment of providers. Contractor self-directed certification & shadowing	17%	\$50,000
Milestone Report 5: Second cohort of site assessments	13%	\$40,000
Milestone Report 6: Second cohort of installs and third recruitment of providers.	22%	\$65,000
Milestone Report 7: Third cohort of site assessments	12%	\$35,000
Milestone Report 8: Third cohort of installs	7%	\$20,000
Milestone Report 9: Data collection	2%	\$5,000
Milestone Report 10: Reporting, including Draft Report, Final Report, Slide Deck, Webinar, and Distribution Report	1%	\$4,091
Total		\$ 299,091

Grantee shall notify the TECH QSG Project Coordinators when the charges incurred under this Task Order reach 75% of the Total Budget. If at any time Grantee estimates that the work, as authorized by this SOW, cannot be completed within the Schedule and/or Total Budget, Grantee shall promptly notify the TECH QSG Project Coordinators and shall submit a revised and substantiated estimate. Upon receipt of the revised estimate, Energy Solutions shall review and determine in its sole discretion if issuing a Change Order is appropriate. Absent a Change Order signed by the Parties, Grantee shall not proceed with, or be reimbursed for, any work performed beyond the end date or exceeding the Total Budget of this SOW.

Reimbursable Costs

Any costs incurred by the Project, including equipment and subcontractors are presumed to be included in the total cost set forth by Grantee in this SOW. There are no reimbursable costs associated with the scope of work outlined above.

Scope of Work Budget

Grantee's total invoicing, including expenses, as set forth above, under this SOW shall not exceed the Total Budget of \$299,091.

Subcontractors

Pursuant to the terms outlined in Section 1 "Subcontracting" of the Agreement, the Grantee is permitted to use the below Subcontractor(s) in the performance of the services defined herein. Any additional Subcontractors not defined below must receive prior written approval from the TECH QSG Project Coordinators before proceeding with any work as defined in the Statement of Work. The Parties agree that such requests for approval may be delivered via email. The Grantee represents and warrants to Energy Solutions that the Grantee and any approved Subcontractors will perform its Services in a professional manner and with the degree of skill and care that is consistent with current, good, and sound professional procedures and practices.

Approved Subcontractor(s):

- None

Participating Trade Professionals

For any Project that results in an installation of Qualifying Equipment for a Qualifying Customer, Quick Start Grant recipient will require the installing contractor to enroll in the TECH program as a "Participating Trade Professional(s)" prior to working on the Project and installing any Qualifying Equipment. As a part of the enrollment process into the TECH program, the installing contractor shall sign and maintain the requirements set forth in the Trade Professional Participation Agreement, which shall be provided to Quick Start Grant Recipient by Energy Solutions.

Complete the accompanying table with SMART goals that describe the intended project outcomes. SMART Goals are specific, measurable, achievable, realistic, and time-bound. For each SMART Goal, include:

- 1) indicator(s) of success and
- 2) description of how you will gather the necessary data and/or analytical methods you will use to track success.

Indicators of success may be qualitative (e.g., change in attitude toward heat pumps) or quantitative (e.g., emissions reduced, # of customers, # of units). Your goals and metrics should align with your project's expected outcomes and long-term impact as described in your proposal.

SMART Goal or Objective	Indicator of Success & Metrics	Data Collection & Analysis Method
Complete heat pump installations in residential-based family childcare facilities alongside efficiency measures as applicable	Complete up to 30 heat pump installations with EE measures within the first 6 months of project	SFE staff will review proposed heat pump project scopes for costs and completeness, as well as project timelines and complexities to determine appropriateness and scalability. SFE staff will collect feedback from customers and contractors on the installation process.
Design a standard heat pump fuel substitution measure into the LIIF Family Child Care Renovation and Repair Grant Program.	Sufficient, satisfactory heat pump installations are completed to provide LIIF with the necessary data to incorporate fuel substitution measures as a standard offering and promote it within LIIF's Child Care Facilities Fund.	SFE staff will collect feedback from customers and contractors on their satisfaction with the installation and equipment performance over a 3-6 month period to meet the hot water needs of the facilities.
Remove the financial risk and incentivize contractors to become trained on heat pump technology. Demonstrate the scalability of this approach.	Increase in number of qualified heat pump installation contractors by at least 5; increase in the number of contractors that have shadowed a heat pump installation by at least 5.	The project team will provide contractors with a \$1,000 stipend to become heat pump certified and another \$1,000 to shadow an installation. While some training programs such as the E-contractor academy include classes at training facilities where they can see the equipment in a mock-up setting, they do not include field training with actual installations. SFE will collect feedback from contractors on how much of a motivating factor the \$1,000 stipend was for pursuing training and certification and how useful the in-field shadowing opportunities were.
Participating contractors have completed at least one heat pump/water heater installation and are ambassadors for the technology.	Participating contractors complete successful heat pump/water heater installations and find the installation to be straight forward and profitable.	SFE will collect feedback from contractors on their likelihood of promoting heat pump technology to their customers and collect follow up surveys 3-6 months after the first installation to see if contractors have completed additional installations outside of this pilot effort.

Complete the table by proposing milestones, anticipated timeline, and payment structures for the project. Please describe your proposed activities under each milestone or task. The final column and total row will automatically calculate based on the payment information provided.

The final milestone **must** include a final report documenting the work done to date and findings related to the pilot research questions or demonstration objectives, as well as a public webinar to share results. This will be a requirement for all selected projects.

Milestone Number	Activities	Deliverables	Timeline	Requested Payment Amount	% of Total Requested Budget	Column1
1	Kickoff meeting with LIIF and TECH team	Agenda and meeting notes from kickoff call, final approved implementation plan	January - February 2026	\$5,000	2%	
2	Contractor recruitment (1-2 meetings)	Contractors that have participated in LIIF Family Child Care program, Electrification Contractor Academy graduates, and SFE HPWH contractor training participants will learn about the pilot and be recruited to participate. Orientation presentation and meetings notes, as well as contractor contact information.	January - February 2026	\$10,000	3%	
3	Contractors complete online certification/training	Contractors receive certificate of completion from heat pump training program. LIIF can add contractors to their referral list as appropriate	February	\$10,000	3%	
4	Installation shadowing opportunities provided through SFE Climate Equity Hub Direct Install Program	Contractors attend live installations from veteran contractors with heat pump installation experience to complete preliminary training	February - March 2026	\$20,000	7%	
5	Family Child Care Facility Outreach and Recruitment	Reach out to existing childcare grant recipients and new grant applicants; sign up to 30 qualifying childcare facilities interested in the pilot initiative	February - April 2026	\$5,000	2%	
6	Family Child Care Facility Assessments	Complete assessments at homes of childcare facilities to identify heat pump (water heater and HVAC) needs and applicable EE measures	February - April 2026	\$15,000	5%	
7	First cohort of installs	First 5-10 heat pump installations that other participating contractors can shadow and learn from	April - May 2026	\$49,545	17%	
8	Second cohort of installs	Remaining 20 to 25 HPWH installs that contractors who shadowed in the first round complete.	May - July 2026	\$149,546	50%	
9	Data collection	Contractor and childcare participation surveys; review of energy bills; signing customers up for CleanPowerSF bill credit program and other post-installation program opportunities.	June - December 2026	\$20,000	7%	
10	Collate findings	Final report including recommendations on a standard fuel substitution offering for renovation and repair programs	December - January 2026	\$15,000	5%	
Total Request for QSG Funding				\$299,091	100%	

Example Table									
Line Item (Equipment, Labor, etc.)	Funding Source	Description of Funding	Source for Price Estimate	Cost Per Unit (\$)	Total Units	Total Cost (\$)	Total Leveraged Funds (\$)	Total Request for OSG (\$)	
<i>Description</i>	<i>What the funding will be dedicated for</i>	<i>The organization(s) or entity(s) providing the funding.</i>	<i>Brief description of the purpose of the funding.</i>	<i>Brief supportive explanation of costs</i>	<i>Cost per unit and total units refer to the line item. For example, unit cost could represent labor rates (e.g., \$/hour or \$/FTE) or estimated costs of equipment, M&V, software, etc.</i>	<i>Total cost for each line item, including leveraged funds.</i>	<i>The total leveraged funds provided for each line item.</i>	<i>The total OSG funds requested for each line item.</i>	
<i>Ex Line Item 1</i>	HPWH units	OSG	To reduce upfront costs of equipment	Equity rate SGIP incentives	\$3,500	20	\$70,000	\$0	\$70,000
<i>Ex Line Item 2</i>	Labor for new outreach staff	OSG, organizational match funding	Support to hire additional outreach staff necessary to fulfill project objectives. Applicant organization will match 50% of the requested OSG funds.	Market rate for hourly position over one year	\$35	2000	\$70,000	\$35,000	\$35,000
<i>Ex Line Item 3</i>	Permitting Fees	Municipal government	Committed contribution from city to waive permitting fees for installations through project	City permitting office	\$500	20	\$10,000	\$0	\$0
Total						\$150,000	\$45,000	\$105,000	

Complete the itemized budget table, including any leveraged, in-kind, or match funding that will directly contribute to success of the proposed project. It is not required the projects secure levered funds; however it should be clear from this table and the rest of the application why Quick Start Grant funding is needed to support the project. More rows may be inserted if needed. An example has been provided above.

Line Item (Equipment, Labor, etc.)	Funding Source	Description of Funding	Source for Price Estimate	Cost Per Unit (\$)	Total Units	Total Cost (\$)	Total Leveraged Funds (\$)	Total Request for OSG (\$)
Stipend for new contractor	OSG	Stipend for contractors to complete heat pump training and for shadowing installation	Grantee determination	\$1,000	20	\$20,000	\$0	\$20,000
Stipend for new contractor	OSG	Stipend for veteran contractor to provide mentorship and shadowing opportunity	Grantee determination	\$2,000	5	\$10,000	\$0	\$10,000
Labor for SFE staff	OSG	0.3 FTE of SFE staff to perform project implementation - provide technical assistance, enroll in-home child care facilities into pilot, and manage	SFE staff rate	\$151	540	\$81,740	\$0	\$81,740
Labor for SFE staff	OSG	0.1 FTE of SFE staff (S642 class) to perform project implementation - provide technical assistance, enroll in-home child care facilities into pilot	SFE staff rate	\$166	180	\$29,851	\$0	\$29,851
Contractor labor for Heat Pump	OSG, SFE	Labor cost for installing heat pump WH equipment	Grantee experience	\$4,000	30	\$120,000	\$60,000	\$60,000
Heat pump WH units	OSG, SFE	Material cost of heat pump equipment	Grantee experience	\$4,000	30	\$120,000	\$60,000	\$60,000
Electrical work	OSG, SFE	Electrical work needed to accommodate heat pump	Grantee experience	\$1,900	30	\$57,000	\$28,500	\$28,500
Permitting Fees	OSG, SFE	Cost of city permits for HPWH installation	Grantee experience	\$600	30	\$18,000	\$9,000	\$9,000
Total						\$456,591	\$157,500	\$299,091



TECH CLEAN
CALIFORNIA

2025 Quick Start Grant Scaling Fund Application

Instructions

1. **Submit Intent to Apply-** Email your name, organization, and project title to TECH.pilots@energy-solution.com with the subject line: “Quick Start Grants – Intent to Apply.” TECH will send updates during the application period.
2. **Review Program Info-** Visit the [TECH website](#) to learn about the Quick Start Grants and other available funding resources.
3. **Prepare Your Application-** Complete this application form and gather all required attachments.
4. **Submit by Deadline-** Email the completed application and attachments to TECH.pilots@energy-solution.com by Friday, October 31, 2025, by 5PM PT. Use the subject line: “Quick Start Grant Scaling Fund – [Company Name].”

Application Checklist

- Completed application form
- Completed Excel workbook
- Supporting documentation attachments
- DBE certification (optional)
- T&C explanation (optional)
- Submit intent to bid (optional)

Questions?

Email any questions to TECH.pilots@energy-solution.com with the subject line “Quick Start Grants – Q&A” before 5:00 pm PDT October 14, 2025. Questions and answers will be added on a rolling basis to the TECH website.

Project Team Information

1. Project name	Clean Air and Repair for Family Child Care
2. Lead organization name	San Francisco Environment Department
3. Submitter name	Benny Zank
4. Submitter title/position	Building Decarbonization Coordinator
5. Phone number	(415) 355-3740
6. Email address	Benny.Zank@sfgov.org
7. List of subcontractors (if applicable)	n/a
8. Are any members of the project team a state- certified diverse business enterprise in California? If yes, attach certification with your application.	No <input type="button" value="v"/>
9. Does the proposal team accept the Terms and Conditions? If not, please attach an explanation with your application.	Yes
10. Is any member of the project team a past Quick Start Grant recipient?	No <input type="button" value="v"/>
11. Project geographic location	San Francisco Low-income and Disadvantc

<p>12. Technology type</p>	<ul style="list-style-type: none"> <input checked="" type="checkbox"/> HPWH <input type="checkbox"/> Central HPWH <input type="checkbox"/> 120V HPWH <input type="checkbox"/> Split system HPWH <input checked="" type="checkbox"/> Heat Pump HVAC <input type="checkbox"/> Portable/window HVAC <input type="checkbox"/> Other heat pump technology (describe) <div style="border: 1px solid black; height: 20px; width: 100%; margin-top: 5px;"></div>
<p>13. Housing type</p>	<ul style="list-style-type: none"> <input type="checkbox"/> Single Family Renters <input type="checkbox"/> Regulated affordable housing <input type="checkbox"/> Naturally occurring affordable housing <input type="checkbox"/> Manufactured housing <input checked="" type="checkbox"/> Other housing (describe) <div style="border: 1px solid black; padding: 2px; margin-top: 5px;">Family Child Care Providers in residential fa</div>
<p>14. Focus area (if applicable)</p>	<ul style="list-style-type: none"> <input checked="" type="checkbox"/> Expansion of past Quick Start Grant or TECH Pilot <input type="checkbox"/> Innovative and accessible financing models <input checked="" type="checkbox"/> Facilitating quality installations and contractor success <input type="checkbox"/> Deployment of emerging heat pump technologies for challenging housing conditions <input checked="" type="checkbox"/> Integrated home decarbonization and remediation models <input type="checkbox"/> Soft costs and barriers reduction

Project Impact

15. Please provide a summary of your project. (150–250 words)

San Francisco Environment Department (SFE) will work with the Low Income Investment Fund (LIIF) on a pilot effort to layer HPWH installations in up to 30 family child care provider facilities in San Francisco that have, or will receive, renovation and repairs through LIIF's Child Care Facilities Fund program. Family child care is a unique child care model where residents provide child care out of their residential property. These facilities are licensed and regulated by the department of social services but are not considered commercial properties. Family child care providers are required to occupy these facilities as their primary residence. This pilot builds on Alameda County Green and Healthy Homes's quick start project recommendation to expand the reach of electrification training to similar organizations and partners with contractors working in housing rehabilitation programs. Currently, most of these programs offer like-for-like appliance replacement, and thus offer an opportunity to shift programs toward fuel substitution to advance the HP market. Our project will:

- Complete heat pump installations in residential-based family childcare facilities alongside efficiency measures as applicable.
- Design a standard heat pump fuel substitution measure into the LIIF Family Child Care Renovation and Repair Grant Program.
- Remove the financial risk and incentivize contractors to become trained on heat pump technology, and demonstrate the scalability of this contractor approach.
- Share findings across a wide variety of renovation and repair programs and encourage the adoption of heat pump fuel substitution measures

16. Please define the problem your proposal seeks to address. Explain why solving this problem is critical to accelerating the adoption and increasing the installed base of heat pump technologies. (250–500 words)

Problem Statement: Is it possible to layer fuel substitution/electrification measures on existing renovation and repair programs (AKA “rehabilitation”) in a replicable, scalable and financially viable way for programs and contractors?

Currently, low-income renovation and repair programs are well-established, and have been providing critical rehabilitation of homes for many years. A standard offering within these programs is replacing broken or inefficient appliances. Typically, these replacements have been made with a like-for-like appliance with the same fuel type. This project proposes to make fuel substitution measures—where a broken or inefficient gas appliance is replaced with a heat pump—standard for renovation and repair programs. SFE will work with the LIIF on a pilot effort to layer HPWH installations in up to 30 family child care provider facilities operating out of residential homes that have received or are receiving renovation and repair. SFE will collect baseline information on fuel substitution measures, including cost, feasibility for scaling, and customer and contractor satisfaction to create a standard product offering that renovation and repair programs can integrate into their existing offerings.

Understanding the barriers to inclusion of HP technology in these programs, changing the standard appliance replacement measure from like-to-like to HP, and sharing learnings widely among renovation and repair programs will dramatically accelerate the adoption of the technology. Learnings from this pilot could also be used to inform efficiency programs such as the Energy Savings Assistance program, advocating an upgrade to their standard gas appliance replacement measures from like-for-like to fuel substitution for a heat pump.

To ensure the success of any HP installations in existing renovation and repairs programs, there must be a large number of contractors experienced in installing heat pumps and heat pump water heaters, and who can provide trusted, culturally appropriate service to low-income renters and owners speaking languages other than English. The SFE/LIIF pilot would provide training and financially risk-free installation opportunities to contractors that are already completing like-for-like appliance replacements, but are unfamiliar with fuel substitution and heat pumps. The pilot will focus on recruiting contractors for the pilot from the communities being served (particularly Cantonese-speaking) that are able to provide in-language and culturally relevant services. Using grant funds to remove the financial risk from contractors, as well as customers, will ensure SFE’s ability to collect data in a controlled environment and ultimately use the findings to develop standard product offerings.

17. How does your project build upon previous TECH QSG projects or TECH pilots? What lessons from past work will your project incorporate, and what new outcomes do you aim to achieve? (250-500 words)

This project builds on Alameda County Green and Healthy Homes's quick start grant project, specifically the next steps recommendation for other similar/future programs: "Expand the reach of electrification training to similar programs and partnerships. Electrification education of the staff and contractors employed by housing rehabilitation programs is needed, as well as assistance to establish a supply chain of electrification equipment."

LIIF runs a renovation and repair grant program with a strong track record of improving the homes of family day care providers, but neither the program nor many of the contractors that have completed those grant-funded projects have experience with heat pump technology. SFE will recruit contractors that have completed LIIF-funded projects, as well as contractors that have either participated in Emerald Cities Collaborative's Electrification Contractor Academy and/or SFE's heat pump water heater trainings—particularly Cantonese-speaking contractors—to participate in this pilot. Through past work with its contractor training program, SFE has found that contractors shadowing more experienced contractors completing heat pump water heater installations is a highly effective training method, and that it takes approximately 3-5 HPWH installations before contractors experience a high-level of confidence with the technology. The installations that are a part of this pilot will provide critical opportunities for contractors to gain experience doing HPWH installs alongside renovation and repair, and will provide SFE with the opportunity to better understand the barriers and opportunities for contractors and programs of layering fuel substitution HPWH and HVAC into existing renovation and repair programs. The collaboration on the pilot will enable SFE to reach residential-based family child care providers and connect them with contractors that can provide in-language, culturally appropriate HP technology and renovation and repair services.

At the close of the pilot, LIIF will be connected to a robust number of contractors available who are skilled in both renovation and repair as well as HP technology, and SFE will develop a standard fuel substitution offering that can be layered into both LIIF's, and other existing renovation and repair programs.

18. How do you expect your project to contribute to long-term change? For instance, how could it help transform the market or policy landscape for heat pump adoption beyond the grant period? (250–500 words)

Training contractors in HP technology is one of the most critical components to rapid market transformation of the space and water heating sectors, and local training programs like SFE's contractor training program are especially critical to supporting an equitable transformation of these markets by providing in-depth support for hyper-local, small, minority contractors. Demonstrating scalable and replicable training programs that empower contractors to become ambassadors for heat pump technology is key for accelerating market adoption.

Additionally, incorporating heat pumps as the standard offering for renovation and repair programs that replace gas appliances unlocks an entire segment of untapped installation opportunities for heat pumps. This pilot further presents a unique subset of customers for whom replacement of gas-powered water heaters and furnaces is essential to ensuring the improvement of indoor air quality for LIC and DAC children and families served by family child care providers in residential units. Additional opportunities for market transformation include:

- Renovation and repair contractors are trained to promote, recommend, and install heat pump technology as part of a whole building approach that prioritizes health
- Prove the viability of heat pumps as an integral offering in a renovation and repair approach and influence other programs to adopt it as a standard offering
- Prove the effectiveness of a contractor training model providing stipends to complete heat pump training and allowing emerging contractors to shadow established ones while providing financial support to complete first installations
- Make it best practice for family child care providers operating in residential facilities to adopt heat pump technology

Feasibility

19. Complete the Excel workbook template to provide the project goals, milestones, and budget. Attach the completed workbook with your application.

20. Describe how the qualifications and expertise of the team will support the success of the project. If multiple organizations are applying, describe the specific role of each partner. Describe your organization's or project team's relationship with or experience working in any specific locations or communities targeted in the project. (250–500 words)

SFE is the lead municipal agency in San Francisco responsible for implementing San Francisco's Climate Action Plan, of which equitable building decarbonization is a key strategy. SFE has decades of experience designing and managing public energy programs, and has effectively used state and federal grants to advance local and regional energy policies and programs.

In April, 2024, SFE and community partners launched the Climate Equity Hub (the Hub) which installs electric appliances in income-qualified homes to advance building electrification, particularly in low-income/ environmental justice communities. The Hub's inaugural program is its HPWH direct install program, which provides technical assistance, education, and workforce development services to contractors. Along with its outreach partners, SFE is leading the implementation of the HPWH direct install program.

In addition, SFE plays a major role in many BayREN programs. For instance, SFE leads BayREN's commercial small business programs: BayREN Business and BayREN Refrigerant Replacement. As well as local outreach and marketing for BayREN's residential and workforce development programs. SFE's project team has over twenty years' experience working in energy, energy efficiency, and building electrification in communities throughout San Francisco. The team's deep connections both with contractors and community-based organizations through the Hub, coupled with its experience administering BayREN programs, make SFE the ideal lead to successfully perform the work outlined in this proposal

As a leading community development financial institution (CDFI), LIIF has been at the forefront of the community development and financial industry since 1984. LIIF is committed to strengthening communities across the nation, and empowers the early childhood education sector through grantmaking and technical assistance to build, expand and/or renovate facilities through California, and in New York City, Washington DC, and Atlanta. Currently, LIIF is working with the San Francisco Department of Early Childhood Education to provide grants and technical support through the Child Care Facilities Fund for renovation and repair of family child care provider facilities. To date LIIF has positively impacted more than 43,000 childcare spaces.

SFE's primary role in the pilot is to bring its technical expertise and HPWH/HPHVAC direct install experience and contractor training program to a new LIC and DAC-serving population: family child care providers operating out of residential facilities in need of renovation and repair. LIIF will provide the program experience working with family child care providers and referrals to customers that will enable SFE to successfully manage installations in these facilities. SFE will integrate former and current contractors that have completed LIIF-funded projects into its contractor electrification training program, and leverage existing Hub program structures to perform the installs, enabling the pilot project team to rapidly implement. Finally, SFE will develop a standard for layering HP technology into renovation and repair programs, including LIIF's, that will help meet the dual goals of improving indoor air quality and facility conditions, while also helping to decarbonize LIC and DAC residential units in San Francisco—and beyond.

21. Please supply three references with name, company/organization, Email and phone number.

Reference #1

Jane Elias, Energy Director, The Association of Bay Area Governments,
jelias@bayareametro.gov, 415-778-4428

Reference #2

Avni Jamdar, Bay Area Regional Director, Emerald Cities Collaborative (ECC),
ajamdar@emeraldcities.org, 510-734-6237

Reference #3

Chad Asay, Principal, Smart Building Solutions, smartbuildingsca@gmail.com,
707-484-2448

22. Please attach 1-3 supporting items with your application that will strengthen your proposal (e.g., links to similar projects completed, letters of support, results from other pilots/projects).

Equity

23. Will the proposed project benefit a TECH equity community (see definitions <https://techcleanca.com/heat-pump-data/equity-budget-report/>) or other historically underserved community? Yes

- a. If yes, how does your project benefit communities that face additional barriers to building electrification or that have been historically underserved by clean energy or energy efficiency programs? (150-200 words)

San Francisco LIC and DAC communities rely on family child care providers to provide critical services in their neighborhoods. Many of these facilities are minority/immigrant-run, and are housed in single family and small multifamily homes. While there is funding available for renovation and repair at these facilities, electrification measures like HPWH are not included. Instead, these programs have historically completed like-for-like appliance replacements, which puts these communities at a cost disadvantage when California regulations banning gas-powered appliances roll out. Additionally, the families and children served by the facilities targeted in this pilot for combined HPWH installations with renovation, repair and energy efficiency measures serve low income, and disadvantaged communities, and are often Cantonese speaking. Finally, improving air quality through electrification in these facilities is critical to ensuring these children and families do not continue to experience the negative health impacts of gas combustion appliances.

- b. Explain how your project addresses the distinct needs of these groups. Consider how your approach is tailored to overcome barriers or meet specific challenges faced by priority populations (e.g., low-income households, renters, communities of color, or others disproportionately affected by energy burdens). (150–250 words)

Supporting family child care providers in these neighborhoods with electrification that both improves the air quality, while also improving the facilities through renovation and repair will help create healthier indoor environments for children and families while also helping drive energy usage and costs down. Providing both electrification alongside renovation and repair at the same time minimizes construction time and cost burdens for the facilities. SFE, through its work with the Climate Equity Hub, has deep experience providing in-language outreach and electrification education in LIC and DAC in San Francisco, for both contractors in need of HP technology training and experience, as well as potential residential customers. SFE also understands how critical building trust around government support and electrification through word of mouth is in our communities—particularly now. Therefore, the project team will also facilitate the sharing of information about successful HPWH installations and renovation and repair measures from the child care providers to the families they serve, thereby further supporting behavior shift across a broader audience—which is essential to the uptake of HP technology in our LIC and DAC communities. Supporting contractors to provide quality installs, a positive customer experience, and in-language, culturally appropriate services is a solid driver for advancing electrification technology.

24. What is the estimated percentage of project resources that will be directed to serving these communities? 75%

25. If applicable, please indicate how your pilot design process has included or will meaningfully include community-based organizations, project beneficiaries, or other groups with experience in the community (e.g. focus groups, surveys, co-design, workforce development, nonprofit partnerships, etc.). Please refer to the [Initiative for Energy Justice](#) website for insights on advancing energy equity and inclusive program design. (150-200 words)

First proposed in 2015 by the San Francisco Energy Efficiency Coordinating Committee (SFEECC) and refined through ongoing community input, The San Francisco Climate Equity Hub entered active development under SFE in 2022, with community participants from the SFEECC process. SFE, in collaboration with Hub partners, launched the Hub in April 2024, to address some of the pronounced challenges faced by historically disadvantaged communities. These challenges include chronic disease, air pollution, heat exposure, and other environmental hazards. Through workshops and one-on-one interviews with community-based organizations, residents, and decarbonization organizations, SFE identified the need to develop a one-stop-shop for engaging residents around building decarbonization and sharing the benefits of the green transition with these communities through electrification efforts. As a participant in the Hub SFE has provided critical insights into program scaling and incentive funding needs, as well as technical assistance and program structure. The Climate Equity Hub Advisory meets monthly and has given critical feedback and input in designing the Hub's direct install program, as well as provided input and feedback into the design of the BayREN EASE Home program and California Energy Commission's Equitable Building Decarb program. The Advisory Committee is working to ensure that frontline communities receive the maximum benefit of all these programs. SFE's extensive work in programming, policy, environmental justice, and grantmaking has established it as a trusted presence in communities across the city and region.

SFE and LIIF have been discussing piloting electrification measures for residential-based childcare providers to improve the health, safety and comfort of the children that attend these facilities. LIIF has a long history of working with and supporting family childcare providers to renovate and repair their facilities. This, coupled with SFE's strong track record of delivering on electrification projects and familiarity in this market segment with nearly 50 residential-based childcare providers engaged through its Commercial Reuse program, ensures the success of the pilot, and provides a unique opportunity to rapidly gain the data and information SFE needs to develop a fuel substitution standard for renovation and repair programs.



Outlook

TECH Clean California Quick Start Grants – Award Notification [thread::luRs1fCoJMuHVx4LW6JLTgk::]

From noreply@salesforce.com <noreply@salesforce.com>
on behalf of
TECH.pilotss@energy-solution.com <tech.pilots@energy-solution.com>
Date Mon 11/24/2025 9:23 AM
To Fondakowski, Melissa (ENV) <melissa.fondakowski@sfgov.org>

 1 attachment (316 KB)

Scaling_Fund_Solicitation_T&C_FINAL.pdf;

Dear Melissa,

Thank you for submitting your proposal to the TECH Clean California Quick Start Grants solicitation. **We are pleased to inform you that your project has been selected for an award. Congratulations!**

The next step in the process is for you to review and accept the attached Terms and Conditions (the same as those in the solicitation-attached for reference only; do not return at this time) and to confirm your acceptance of the award. Once you confirm that you'd like to move forward, we'll work with your team to turn your proposal into a Scope of Work (SOW), including a final project budget, milestones, and a payment schedule, and we will begin the contracting process.

Please confirm your acceptance of the award and agreement to the Terms and Conditions by **replying to this email by 11/26**. After we receive your confirmation, we'll provide details on the contracting process and timeline. If you have any questions about your award or the next steps, please feel free to reach out to the Quick Start Grant program lead, Desmond Kirwan, at dkirwan@veic.org.

Thank you for the work you're doing to push equitable residential decarbonization forward. We're excited to support your project and look forward to its implementation.

With warm regards,

The TECH Clean California Quick Start Grant Team

----- Original Message -----

From: Fondakowski, Melissa [melissa.fondakowski@sfgov.org]

Sent: 11/3/2025, 11:14 AM

To: tech.pilots@energy-solution.com

Subject: RE: Thank you for your inquiry [thread::luRs1fCoJMuHVx4LW6JLTgk::]

This email is from an external source.

 like **Fondakowski, Melissa (ENV)** reacted to your message:

From: noreply@salesforce.com <noreply@salesforce.com> on behalf of TECH.pilotss@energy-solution.com <tech.pilots@energy-solution.com>

Sent: Monday, November 3, 2025 6:55:06 PM

To: Fondakowski, Melissa (ENV) <melissa.fondakowski@sfgov.org>

Cc: Zank, Benny (ENV) <benny.zank@sfgov.org>; Ramos, Ryan (ENV) <ryan.ramos@sfgov.org>

Subject: Thank you for your inquiry [thread::luRs1fCoJMuHVx4LW6JLTgk::]

This message is from outside the City email system. Do not open links or attachments from untrusted sources.

Hi Melissa,

Thank you for your application. We will notify all applicants of the status of grant awards by the end of November.

Michelle McKinney

TECH Clean California Team

----- Original Message -----

From: Fondakowski, Melissa [melissa.fondakowski@sfgov.org]

Sent: 10/31/2025, 4:44 PM

To: tech.pilots@energy-solution.com

Cc: ryan.ramos@sfgov.org; benny.zank@sfgov.org

Subject: Quick Start Scaling Grant Application and attachments

This email is from an external source.

Dear Quick Start Grant Administrator,

Attached please find a completed application package from the San Francisco Environment Department for a \$300,000 Tech Clean California Quick Start Scaling Grant.

Attachments include:

- Application form v1 (Quick Start's original application form; please note the form fields were not properly formatted so some content may be unreadable)
- Application form v2 (a printed and redigitized version of our completed Quick Start Application form so that our answers to your questions are readable)
- Completed Smart Goals, Milestones, and Budget Workbook
- Three supporting documents

Please let me know if you have any difficulty accessing the documents.

Thank you,

—

Melissa Fondakowski | Senior Grants and Communication Coordinator

San Francisco Environment Department

melissa.fondakowski@sfgov.org

P: (415) 355-5008

SFEnvironment.org | [Get Involved](#), [Stay Connected](#)

Please consider the environment before printing this email.

thread::luRs1fCoJMuHVx4LW6JLTgk::



January 8, 2026

TO: Angela Calvillo, Clerk of the Board

FROM: Tyrone Jue, Director
San Francisco Environment Department

SUBJECT: TECH Clean California Quick Start Grant Accept and Expend Retroactive Language

This Resolution seeks authorization for the San Francisco Environment Department to retroactively accept and expend funds in the amount of \$299,091 from TECH Clean California. We request retroactive authorization because:

- The Environment Department was awarded the grant on November 24, 2025, and the grant has a strict requirement to complete all fieldwork associated with this grant by December 31, 2026.
- Successfully fulfilling the grant's scope of work, which includes heat pump water heater installations in up to 30 childcare facilities, requires the Department to initiate work on this pilot as soon as possible.
- Initiation of work and disbursement of grant funds are contingent on an executed agreement between TECH Clean California and the Environment Department.
- The Environment Department will likely receive a final copy of the grant agreement in middle or late January, 2026.

Please contact me or my office if you have any questions regarding this request for retroactive authorization

Sincerely,

Tyrone Jue

Director

San Francisco Environment Department

TO: Angela Calvillo, Clerk of the Board of Supervisors
FROM: Alice Hur, Senior Policy and Public Affairs Coordinator,
San Francisco Environment Department
DATE: 1/22/2026
SUBJECT: Accept and Expend Resolution for Subject Grant
GRANT TITLE: TECH Clean California Quick Start Scaling Grant

Attached please find the original* and 1 copy of each of the following:

X Proposed grant resolution; original* signed by Department, Mayor, Controller

X Grant information form, including disability checklist

X Grant budget

X Grant application

X Grant award letter from funding agency

N/A Ethics Form 126 (if applicable)

X Contracts, Leases/Agreements (if applicable)

X Other (Explain): Retroactive memo

Special Timeline Requirements: For introduction to the Board of Supervisors on January 27, 2026.

Departmental representative to receive a copy of the adopted resolution:

Name: Alice Hur

Phone: (415) 355-3709

Interoffice Mail Address: alice.hur@sfgov.org

Certified copy required Yes

No

(Note: certified copies have the seal of the City/County affixed and are occasionally required by funding agencies. In most cases ordinary copies without the seal are sufficient).

OFFICE OF THE MAYOR
SAN FRANCISCO



DANIEL LURIE
MAYOR

TO: Angela Calvillo, Clerk of the Board of Supervisors
FROM: Dexter Darmali, Legislative & Ethics Secretary
RE: Accept and Expend Grant - Retroactive - TECH Clean California Quick Start Scaling Grant - Clean Air and Repair for Family Child Care - \$299,091
DATE: January 27, 2026

Resolution retroactively authorizing the Department of the Environment ("Environment Department") to accept and expend a grant award from TECH Clean California in the amount of \$299,091 for the period beginning on or about January 20, 2026, through March 31, 2027, to provide heat pump water heaters as part of renovation and repair projects through Low-Income Investment Fund's Child Care Facilities Fund and to expand the reach of electrification training to organizations and contractors working in housing rehabilitation programs; and authorizing the Director of the Environment Department to execute the grant agreement and enter into amendments or modifications to the grant agreement that are necessary to effectuate the purpose of the grant agreement and/or this Resolution.

Should you have any questions, please contact Adam Thongsavat at adam.thongsavat@sfgov.org