

Complete the accompanying table with SMART goals that describe the intended project outcomes. SMART Goals are specific, masurable, 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 QSG (\$)	
Description	What the funding will be dedicated for	The organization(s) or entity(s) providing the funding.	Brief description of the purpose of the funding.	Brief supportive explanation of costs	'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.	Total cost for each line item, including leveraged funds.	The total leveraged funds provided for each line item.	The total QSG funds requested for each line item.	
Ex Line Item 1	HPWH units	QSG	To reduce upfront costs of equipment	Equity rate SGIP incentives	\$3,500	20	\$70,000	\$0	\$70,000
Ex Line Item 2	Labor for new outreach staff	QSG, organizational match funding	Support to hire additional outreach staff necessary to fulfill project objectives. Applicant organization will match 50% of the requested QSG funds.	Market rate for hourly position over one year	\$35	2000	\$70,000	\$35,000	\$35,000
Ex Line Item 3	Permitting Fees	Municipal government	Committed contribution from City to waive permitting fees for installations through project	City permitting office	\$500	20	\$10,000	\$10,000	\$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 QSG (\$)
Stipend for new contractor	QSG	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	QSG	Stipend for veteran contractor to provide mentorship and shadowing opportunity	Grantee determination	\$2,000	5	\$10,000	\$0	\$10,000
Labor for SFE staff	QSG	0.3 FTE of SFE staff to perform project implementation - provide technical assistance, enroll in-home child care facilities into pilot, and man	SFE staff rate	\$151	540	\$81,740	\$0	\$81,740
Labor for SFE staff	QSG	0.1 FTE of SFE staff (S642 class) to perform project implementation - provide technical assistance, enroll in-home child care facilities into pilo	SFE staff rate	\$166	180	\$29,851	\$0	\$29,851
Contractor labor for Heat P	QSG, SFE	Labor cost for installing heat pump WH equipment	Grantee experience	\$4,000	30	\$120,000	\$60,000	\$60,000
Heat pump WH units	QSG, SFE	Material cost of heat pump equipment	Grantee experience	\$4,000	30	\$120,000	\$60,000	\$60,000
Electrical work	QSG, SFE	Electrical work needed to accommodate heat pump	Grantee experience	\$1,900	30	\$57,000	\$28,500	\$28,500
Permitting Fees	QSG, 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