

AMENDMENT NO. 2 TO FUNDING AND IMPLEMENTATION AGREEMENT
Between ASSOCIATION OF BAY AREA GOVERNMENTS
And NAPA COUNTY
For BAYREN PROGRAM IMPLEMENTATION PLAN

THIS AMENDMENT, effective as of March 1, 2022, is Amendment No. 2 to the Agreement by and between the Association of Bay Area Governments (“ABAG”) and Napa County dated January 1, 2020 and amended on November 19, 2020 (Amendment 1) (collectively, the “Agreement”).

NOW, THEREFORE, the parties agree to modify the subject Agreement as follows:

1. The term of the agreement is extended through December 31, 2023. The Agreement title is updated to “BayREN Program Implementation Plan with Napa County”.
2. Attachment 1 for 2020-2022, Revision 1 is deleted in its entirety and replaced with Attachment 1 for 2020-2023, attached hereto and incorporated herein by this reference, to reflect an increase of two hundred forty-six thousand eight hundred twenty-one dollars (\$246,821) for a total contracted amount of six hundred eighty-six thousand five hundred eighty-four dollars (\$686,584).
3. Attachment 1A is deleted in its entirety and replaced with Attachment 1A, Revision 1, attached hereto and incorporated herein by this reference
4. Attachment 1B is deleted in its entirety and replaced with Attachment 1B, Revision 1, attached hereto and incorporated herein by this reference
5. Attachment 1C is deleted in its entirety and replaced with Attachment 1C, Revision 1, attached hereto and incorporated herein by this reference.
6. Attachment 1D, Revision 1 is deleted in its entirety and replaced with Attachment 1D, Revision 2, attached hereto and incorporated herein by this reference.
7. Attachment 1E, Revision 1 is deleted in its entirety and replaced with Attachment 1E, Revision 2, attached hereto and incorporated herein by this reference.
8. Attachment 1F, Revision 1 is deleted in its entirety and replaced with Attachment 1F, Revision 2, attached hereto and incorporated herein by this reference.

[Signatures are on the following page]

IN WITNESS WHEREOF, this Amendment has been executed by the parties hereto as of the day and year first written above.

ASSOCIATION OF BAY AREA
GOVERNMENTS

NAPA COUNTY
A Political Subdivision of the State of
California

Therese W. McMillan,
Metropolitan Transportation Commission
Executive Director, Acting Pursuant to the
Contract for Services dated May 30, 2017

Ryan Gregory,
Chair, Board of Supervisors

<p>APPROVED AS TO FORM Office of County Counsel</p> <p>By: <i>Chris R.Y. Apallas</i> Date: May 10, 2022 Doc. No. 72284</p>	<p>APPROVED BY THE NAPA COUNTY BOARD OF SUPERVISORS</p> <p>Date: _____ Processed By: _____ Deputy Clerk of the Board</p>	<p>ATTEST: NEHA HOSKINS Clerk of the Board of Supervisors</p> <p>By: _____</p>
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Attachment 1 for 2020-2023
(Revisions shown in italics)

Subprogram	Budget Category	2020	2021	2022	2023
Single Family (Attachment 1A, Revision 1)	Administration	\$14,000	\$14,000	\$14,000	<i>\$14,000</i>
	Implementation	-	-	-	-
	Marketing	\$27,921	\$27,921	<i>\$83,921</i>	<i>\$83,921</i>
	Incentives	-	-	-	-
	Total:	\$41,921	\$41,921	<i>\$97,921</i>	<i>\$97,921</i>
Green Labeling (Attachment 1B, Revision 1)	Administration	\$1,000	\$1,000	\$1,000	<i>\$1,000</i>
	Implementation	-	-	-	-
	Marketing	\$10,000	\$10,000	<i>\$20,000</i>	<i>\$20,000</i>
	Incentives	-	-	-	-
	Total:	\$11,000	\$11,000	<i>\$21,000</i>	<i>\$21,000</i>
Multifamily (Attachment 1C, Revision 1)	Administration	\$12,000	\$12,000	\$12,000	<i>\$12,000</i>
	Implementation	-	-	-	-
	Marketing	\$5,000	\$5,000	<i>\$10,000</i>	<i>\$10,000</i>
	Incentives	-	-	-	-
	Total:	\$17,000	\$17,000	<i>\$22,000</i>	<i>\$22,000</i>
Water Upgrades \$ave (Attachment 1D, Revision 2)	Administration	\$1,500	\$1,500	\$1,500	<i>\$1,500</i>
	Implementation	\$5,000	\$5,000	\$5,000	<i>\$5,000</i>
	Marketing	-	-	-	-
	Total:	\$6,500	\$6,500	\$6,500	<i>\$6,500</i>
Commercial (Attachment 1E, Revision 2)	Administration	\$5,000	\$5,000	\$5,000	<i>\$5,000</i>
	Implementation	-	-	-	-
	Marketing	\$12,000	\$12,000	<i>\$13,200</i>	<i>\$13,200</i>
	Total:	\$17,000	\$17,000	<i>\$18,200</i>	<i>\$18,200</i>
Codes & Standards (Attachment 1F, Revision 2)	Administration	\$2,500	\$2,500	\$2,500	<i>\$2,500</i>
	Implementation	\$55,500	\$41,000	<i>\$31,500</i>	<i>\$31,000</i>
	Marketing	-	-	-	-
	Total:	\$58,000	\$43,500	<i>\$33,500</i>	<i>\$33,500</i>
	Annual Total	\$151,421	\$136,921	<i>\$199,121</i>	<i>\$199,121</i>
	Contract Total	\$151,421	\$288,342	\$487,463	\$686,584

Attachment 1A, Revision 1
BayREN Single Family Program
Scope of Work

2020 Budget Not to Exceed: \$41,921

2021 Budget Not to Exceed: \$41,921

2022 Budget Not to Exceed: \$97,921

2023 Budget Not to Exceed: \$97,921

The BayREN Counties will provide services in their jurisdictions to support the BayREN Single Family program. These tasks include local outreach to single family residents (homeowners and renters); contractor recruitment, support and engagement and coordination with the BayREN Single Family Committee and Coordinating Circle. Tasks below are based on local budget and capacity to deliver services.

Admin – Cross Link for NAPA COUNTY

Purpose: Representing Napa County context within BayREN.

Role Accountabilities:

- Removing constraints within BayREN that limit its ability to collaborate and deliver effective programs
- Seeking to understand Tensions conveyed by any of NAPA COUNTY's stakeholders applicable to the BayREN programs, and discerning those appropriate to channel into the Coordinating Circle for processing
- Sharing the perspective of NAPA COUNTY stakeholders
- Communicating with NAPA COUNTY's stakeholders about BayREN programs and activities
- Sharing progress, performance, and strategic data and information with the Coordinating Circle
- Coordinating with local Energy Watch/Local Government Partnership, East Bay Clean Energy and other NAPA COUNTY's programs.
- Establishing that member has been selected by its county to act on its behalf
- Ensuring that member has expertise and experience in energy-related project management and implementation
- Ensuring invoices and reporting are submitted to Program Administrator in a timely manner
- Developing and reviewing program performance, and program and pilot recommendations
- Reviewing and authorizing program changes
- Implementing BayREN communication strategies in Napa county
- Developing specific goals for NAPA COUNTY in line with the BayREN Business Plan, including strategies for managing and operating BayREN efforts more effectively and leveraging other programs within Napa County

Marketing & Outreach – Local Outreach for NAPA COUNTY

Purpose: Support the Single Family program at the county level.

Role Accountabilities:

- Providing program support and information to potential and participating contractors active within the County, as mutually agreed upon by the Lead Link and County Representative. Support activities include:
 - Organizing local realtor and contractor networking event(s) to promote the BayREN Single Family Program
 - Establishing partnerships with local organizations to promote the Single Family Program
 - Conducting direct mail campaigns and obtain mortgage, refinance, or similar mailing list(s)
 - Organize homeowner workshops to promote Home Upgrade and Participating Contractors
 - Coordinate presentations to homeowner community groups, organizations, and/or employers
 - Identifying homeowner case study/studies and presenting to the Single Family and/or Coordinating Circle
- Creating and/or maintaining stakeholder partnerships such as with local cities, Energy Watch programs, East Bay Clean Energy and Community Based Organizations to assist in outreach of the Program
- Printing of program collateral
- Collaborating with Home Energy Advisors by sending emails for lead generation
- Hosting program information on local website(s) and County social media platforms
- Providing Lead Link with local information, contacts and data that support and promote the Program
- Providing Lead Link information on all planned Program related events in the County
- Reporting on best and highest performing activities to the Single Family and/or Coordinating Circle
- Reporting on any unsuccessful strategies to the Single Family and/or Coordinating Circle
- Analyzing local Program performance to identify gaps and recommendations to Lead Link
- Coordinating with Rising Sun to identify not-yet-reached communities in the NAPA COUNTY
- Sharing with the Single Family Coordinating Circle Program marketing material developed by the NAPA COUNTY

Attachment 1B, Revision 1
BayREN Green Labeling Subprogram
Scope of Work

2020 Budget Not to Exceed: \$11,000

2021 Budget Not to Exceed: \$11,000

2022 Budget Not to Exceed: \$21,000

2023 Budget Not to Exceed: \$21,000

Green labeling is a critical component of a comprehensive approach to achieve greater energy efficiency in California's homes, the objective of AB 758. Green labeling enables market recognition of the value of a green home during real estate transactions and complements other market transformation strategies such as incentives and financing. NAPA COUNTY's role is to implement the Home Energy Score program, provide real estate sector education, and coordinate County level real estate engagement.

Admin - Cross Link for NAPA COUNTY

Purpose: Representing Napa County context within BayREN.

Role Accountabilities:

- Removing constraints within BayREN that limit its ability to collaborate and deliver effective programs
- Seeking to understand Tensions conveyed by any of NAPA COUNTY's stakeholders applicable to the BayREN programs, and discerning those appropriate to channel into the Coordinating Circle for processing
- Sharing the perspective of NAPA COUNTY stakeholders
- Communicating with NAPA COUNTY's stakeholders about BayREN programs and activities
- Sharing progress, performance, and strategic data and information with the Coordinating Circle
- Coordinating with local Energy Watch/Local Government Partnership, East Bay Clean Energy and other NAPA COUNTY programs.
- Establishing that member has been selected by its county to act on its behalf
- Ensuring that member has expertise and experience in energy-related project management and implementation
- Ensuring invoices and reporting are submitted to Program Administrator in a timely manner
- Developing and reviewing program performance, and program and pilot recommendations
- Reviewing and authorizing program changes
- Implementing BayREN communication strategies in Napa county

- Developing specific goals for NAPA COUNTY in line with the BayREN Business Plan, including strategies for managing and operating BayREN efforts more effectively and leveraging other programs within Napa County

Marketing & Outreach – Local Outreach for Napa County jurisdictions

Purpose: Support the Green Labeling program at the county level.

Role Accountabilities:

- Participating in bi-monthly calls on program development and implementation
- Promoting and attending BayREN real estate trainings in Napa County and/or adjacent counties to provide information on BayREN and build connections with local real estate professionals
- Promoting HES rebates through workshops, mailings, social media, or other outreach campaigns
- Maintaining and developing relationships with existing or potential HES Assessors
- Identifying local venues or homes for trainings and tours
- Maintaining and developing relationships with local real estate associations, presenting at realtor meetings, hosting realtor networking events
- Providing Program Lead with local information, contacts and data that support and promote the Program

Attachment 1C, Revision 1
BayREN Multifamily Program
Scope of Work

2020 Budget Not to Exceed: \$17,000

2021 Budget Not to Exceed: \$17,000

2022 Budget Not to Exceed: \$22,000

2023 Budget Not to Exceed: \$22,000

Each of the BayREN participating members, including NAPA COUNTY, will provide services in their jurisdictions to support the BayREN Multifamily program. These tasks include local outreach to recruit property owners, support to the consultant providing technical assistance services to local property owners, assistance with recruiting contractors for trainings, and coordination with the BayREN Multifamily Committee and Coordinating Circle.

Admin - Cross Link for NAPA COUNTY

Purpose: Representing Napa County context within BayREN.

Role Accountabilities:

- Removing constraints within BayREN that limit its ability to collaborate and deliver effective programs
- Seeking to understand Tensions conveyed by any of NAPA COUNTY's stakeholders applicable to the BayREN programs, and discerning those appropriate to channel into the Coordinating Circle for processing
- Sharing the perspective of NAPA COUNTY stakeholders
- Communicating with NAPA COUNTY's stakeholders about BayREN programs and activities
- Sharing progress, performance, and strategic data and information with the Coordinating Circle
- Coordinating with local Energy Watch/Local Government Partnership, East Bay Clean Energy and other NAPA COUNTY programs.
- Establishing that member has been selected by its county to act on its behalf
- Ensuring that member has expertise and experience in energy-related project management and implementation
- Ensuring invoices and reporting are submitted to Program Administrator in a timely manner
- Developing and reviewing program performance, and program and pilot recommendations
- Reviewing and authorizing program changes
- Implementing BayREN communication strategies in Napa County
- Developing specific goals for NAPA COUNTY in line with the BayREN Business Plan, including strategies for managing and operating BayREN efforts more effectively and leveraging other programs within Napa County

Attachment 1D, Revision 2

BayREN Water Upgrades \$ave Program

Scope of Work

2020 Budget Not to Exceed: \$6,500

2021 Budget Not to Exceed: \$6,500

2022 Budget Not to Exceed: \$6,500

2023 Budget Not to Exceed: \$6,500

NAPA COUNTY will provide local partner water utility support for implementation and marketing in its capacity for Water Upgrades \$ave Program (WU\$P). NAPA COUNTY will provide administrative tasks in its capacity as a Cross Link and for participation in the Coordinating Circle.

Admin - Cross Link for NAPA COUNTY

Purpose: Representing Napa County context within BayREN.

Role Accountabilities:

- Removing constraints within BayREN that limit its ability to collaborate and deliver effective programs
- Seeking to understand Tensions conveyed by any of NAPA COUNTY's stakeholders applicable to the BayREN programs, and discerning those appropriate to channel into the Coordinating Circle for processing
- Sharing the perspective of NAPA COUNTY stakeholders
- Communicating with NAPA COUNTY's stakeholders about BayREN programs and activities
- Sharing progress, performance, and strategic data and information with the Coordinating Circle
- Coordinating with local Energy Watch/Local Government Partnership, East Bay Clean Energy and other NAPA COUNTY programs.
- Establishing that member has been selected by its county to act on its behalf
- Ensuring that member has expertise and experience in energy-related project management and implementation
- Ensuring invoices and reporting are submitted to Program Administrator in a timely manner
- Developing and reviewing program performance, and program and pilot recommendations
- Reviewing and authorizing program changes
- Implementing BayREN communication strategies in Napa county
- Developing specific goals for NAPA COUNTY in line with the BayREN Business Plan, including strategies for managing and operating BayREN efforts more effectively and leveraging other programs within Napa County

Implementation – Local Outreach for Napa County

Purpose: Support the Water Upgrades \$ave Program at the county level.

Role Accountabilities:

- Participating in monthly WU\$P Committee phone meetings; one-to-two ad hoc WU\$P planning and meetings as requested by Program Lead; and one monthly utility coordination meeting
- Assessing local water, climate, and housing policy for alignment with WUSave.
- Facilitating access to County Tax Assessor and other property data to support targeted marketing.
- Identifying local leaders/champions in water space.
- Participating in outreach activities, as requested, including: (1) Write letter of support to target utility's parent local government entity, (2) attend up to three enrollment meetings and present on the BayREN organization, and (3) recommend relevant local government and community leaders the program can approach for endorsement letters.
- Assisting in development of local multifamily property leads.
- Assisting in development of local commercial food service leads.
- Serving as a local contact for WU\$P utilities in the County for questions about BayREN
- Providing Program Lead, as requested, with data and information from existing local and regional water stakeholder groups and initiatives to assist with utility enrollment, such as local contacts at target utility city or county governments; multifamily housing associations; multifamily property management businesses; Home Owners Associations; community organizations; and water agency conservation efforts and stakeholder groups

Attachment 1E, Revision 2
BayREN Commercial Program

Scope of Work

2020 Budget Not to Exceed: \$17,000

2021 Budget Not to Exceed: \$17,000

2022 Budget Not to Exceed: \$18,200

2023 Budget Not to Exceed: \$18,200

Each of the BayREN participating members, including NAPA COUNTY, will provide services in their jurisdictions to support the BayREN Commercial program. These tasks include local outreach to recruit small-and-medium business owners, marketing support to the consultant providing technical assistance services to local business owners, assistance with recruiting workshop participants, and coordination with the BayREN Commercial Committee and Coordinating Circle.

Admin - Cross Link for NAPA COUNTY

Purpose: Representing Napa County context within BayREN.

Role Accountabilities:

- Removing constraints within BayREN that limit its ability to collaborate and deliver effective programs
- Seeking to understand Tensions conveyed by any of NAPA COUNTY's stakeholders applicable to the BayREN programs, and discerning those appropriate to channel into the Coordinating Circle for processing
- Sharing the perspective of NAPA COUNTY stakeholders
- Communicating with NAPA COUNTY's stakeholders about BayREN programs and activities
- Sharing progress, performance, and strategic data and information with the Coordinating Circle
- Coordinating with local Energy Watch/Local Government Partnership, East Bay Clean Energy and other NAPA COUNTY programs.
- Establishing that member has been selected by its county to act on its behalf
- Ensuring that member has expertise and experience in energy-related project management and implementation
- Ensuring invoices and reporting are submitted to Program Administrator in a timely manner
- Developing and reviewing program performance, and program and pilot recommendations
- Reviewing and authorizing program changes
- Implementing BayREN communication strategies in Napa County

- Developing specific goals for NAPA COUNTY in line with the BayREN Business Plan, including strategies for managing and operating BayREN efforts more effectively and leveraging other programs within Napa County

Marketing & Outreach – Local Outreach for NAPA COUNTY

Purpose: Support the Commercial program at the county level.

Role Accountabilities:

- Aiding in the development of marketing strategies, messaging, creative, and collateral as needed
- Recruiting property owners, contractors, and business decision-makers through local activities and events
- Ensuring outreach is done in all jurisdictions within the member county (towns, cities and unincorporated areas)
- Facilitating introductions to local Chambers of Commerce, local merchant associations, etc.
- Planning and organizing at least one local outreach event, such as street campaigns, presentations to groups like Chambers of Commerce, etc.
- Coordinating with towns, cities and unincorporated areas within the County, Energy Watch/Local Government Partnership, and other local programs
- Coordinating and partnering with department and agencies to uncover efficiencies in marketing, such as including a BayREN commercial flier with each newly issued Business License, etc
- Providing Program Lead with local information, contacts and data that support and promote the Program
- Gathering and researching information, such as demographic and geographic characteristics to develop high-impact marketing lists and optimizing marketing campaign development and execution
- Reporting on best and highest performing activities to the Commercial Coordinating Circle
- Coordinating with local jurisdictions on ways to select and recognize program participants publicly
- Supporting lead link with market analysis studies by providing outreach data requested
- Working with local jurisdictions to distribute case-study content through available media (press releases, websites, newsletters, etc.)

Attachment 1F, Revision 2
BayREN Codes & Standards Program
Scope of Work

2020 Budget Not to Exceed: \$58,000

2021 Budget Not to Exceed: \$43,500

2022 Budget Not to Exceed: \$33,500

2023 Budget Not to Exceed: \$33,500

The BayREN MEMBER AGENCIES will provide services in their jurisdictions to support the BayREN Codes & Standards Program. These tasks include: coordination with the BayREN Codes and Standards Committee and Coordinating Circle; promotion of trainings, over the counter and electronic compliance improvement tools, regional forums, and reach code and zero net energy (ZNE) policy resources; and engagement with the Bay Area chapters of the International Code Council (ICC), City and County Board of Supervisors, local governments within their respective County and other key stakeholders (local contractor and building professional groups/associations, property owner and building operator associations, etc.). Tasks below are assigned based on local budget and capacity to deliver services.

Admin - Cross Link for NAPA COUNTY

Purpose: Representing Napa County context within BayREN.

Role Accountabilities:

- Removing constraints within BayREN that limit its ability to collaborate and deliver effective programs
- Seeking to understand Tensions conveyed by any of NAPA COUNTY's stakeholders applicable to the BayREN programs, and discerning those appropriate to channel into the Coordinating Circle for processing
- Sharing the perspective of NAPA COUNTY stakeholders
- Communicating with NAPA COUNTY's stakeholders about BayREN programs and activities
- Sharing progress, performance, and strategic data and information with the Coordinating Circle
- Coordinating with local Energy Watch/Local Government Partnership, East Bay Clean Energy and other NAPA COUNTY programs.
- Establishing that member has been selected by its county to act on its behalf
- Ensuring that member has expertise and experience in energy-related project management and implementation
- Ensuring invoices and reporting are submitted to Program Administrator in a timely manner
- Developing and reviewing program performance, and program and pilot recommendations
- Reviewing and authorizing program changes

- Implementing BayREN communication strategies in Napa County
- Developing specific goals for NAPA COUNTY in line with the BayREN Business Plan, including strategies for managing and operating BayREN efforts more effectively and leveraging other programs within Napa County

Implementation – Local Outreach for NAPA COUNTY

Purpose: Support the Codes & Standards program at the county level.

Role Accountabilities:

- Attending and participating in Codes & Standards calls and meetings, including sharing information on relevant county projects, best practices, and similar codes-related topics
- Providing Program Lead with local information, contacts and data to support the Program
- Recruiting local governments for hosting BayREN trainings, ensuring that all arrangements are made for training sessions, and providing feedback from participants
- Promoting quarterly Forum events, including providing email, phone, and other marketing assistance
- Supporting energy policy consideration and adoption at the local government level
- Providing local coordination and assistance for jurisdictions that may benefit from or be interested in BayREN compliance improvement tools
- Coordinating with local CCAs and other program implementers in NAPA COUNTY
- Analyzing local program performance to identify gaps and make recommendations to Program Lead

Implementation – Reach Code & Policy Working Group

Purpose: Develop and implement reach code and policy priorities for BayREN

Role Accountabilities:

- Participating in Reach Code & Policy Working Group calls and meetings
- Exploring, identifying, and supporting activities to encourage and enable adoption and implementation of local government reach codes and other local, regional and state energy policies.
- Providing support for local governments within NAPA COUNTY interested in adopting a reach code or energy policy
- Sharing information with the Working Group regarding local interests and activities related to reach codes and energy policies
- Contributing to the design of BayREN activities to support reach codes and energy policies

Implementation – Forum Planning Committee 2022

Purpose: Prioritize, design, and deliver high quality regional meetings addressing the most pressing energy topics for local governments.

Role Accountabilities:

- Leading efforts to organize one of the Codes & Standards Forums

- Securing speakers and content to present appropriate and compelling information
- Providing input to ensure events are not duplicative of events hosted by other groups
- Assisting with outreach as needed, including working with consultants to develop meeting-specific invitation lists for target audiences
- Providing support and assistance at Forum events as needed
- Developing and maintaining an energy topic list for future Forum events

Implementation – Forum Planning Committee 2023

Purpose: *Prioritize, design, and deliver high quality regional meetings addressing the most pressing energy topics for local governments.*

Role Accountabilities:

- *Leading efforts to organize one of the Codes & Standards Forums*
- *Securing speakers and content to present appropriate and compelling information*
- *Providing input to ensure events are not duplicative of events hosted by other groups*
- *Assisting with outreach as needed, including working with consultants to develop meeting-specific invitation lists for target audiences*
- *Providing support and assistance at Forum events as needed*
- *Developing and maintaining an energy topic list for future Forum events*

Implementation – Codes Organization Liaison

Purpose: Build relationships with local code official organizations.

Role Accountabilities:

- Attending monthly meetings, and building or strengthening relationships with members
- Representing BayREN at local ICC chapters, code official associations and similar organizations
- Providing information about BayREN Codes program offerings, such as trainings and Forums, at meetings and with members as appropriate
- Sharing with the Codes and Standards Committee information from meetings and ideas for supporting local governments to improve code compliance