CAL INTEGRITY

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GreenNet Go Pilot Demonstration Program

Prepared for
Imperial Irrigation District (IID) and
Southern California Public Power Authority (SCPPA)

Prepared by
Cal Integrity, in coordination with GreenNet Global Alliance and GreenNet Go

Proposal Date: July 2026

Proposal purpose: Authorize a staged, auditable demonstration in Imperial County that proves one closed loop - identify, install, verify, pay, report, and recycle capital - before broader utility-scale deployment.

1. Executive Summary

Cal Integrity proposes a joint IID and SCPPA review of the GreenNet Go Pilot Demonstration Program as a controlled, utility-facing demonstration in Calexico and Imperial County. The program is designed to prove that local energy-efficiency and distributed-energy measures can be identified, installed, monitored, independently verified, and paid through an auditable evidence gate before any larger public-benefit or utility-scale deployment is pursued.

The pilot does not ask IID or SCPPA to accept unsupported savings claims, bypass procurement, or fund an open-ended platform. It asks for a disciplined process: establish the pilot charter, verify the technical and administrative controls, enroll a small customer cohort, document results, and then decide whether expansion is justified.

- Demonstration focus: HVAC monitoring, runtime diagnostics, customer consent, utility-account authorization, approved device installation, contractor coordination, and verified payment release.
- Initial geography: Calexico and Imperial County, with portability for IID, SCPPA member utilities, public power agencies, and future Community Choice or public-benefit programs.
- Control architecture: Cal Integrity supports outreach and compliance culture; GreenNet operates standards, data, and payment-register infrastructure; independent M&V validates performance; capital is released only when verified evidence is on file.
- Initial scale: Phase 1 minimum viable pilot of 10 to 20 sites after a 30 to 45 day readiness phase.
- Larger planning case: a utility-facing demonstration up to $5 million, justified only by bottom-up budget validation and completed pilot milestones.

2. Requested Action from IID and SCPPA

Cal Integrity requests that IID and SCPPA consider the following non-binding next steps to determine whether a formal pilot pathway should be established:

1. Designate one technical, one procurement, and one program-administration representative to participate in a 30 to 45 day Phase 0 readiness review.
2. Confirm the appropriate procurement, RFP, RFQ, pilot agreement, demonstration agreement, or program-application pathway for any public-benefit or ratepayer-funded participation.
3. Review the proposed measurement, verification, customer-protection, data-security, and payment-release controls.
4. Authorize staff-level coordination to identify eligible pilot sites, customer categories, utility-data authorization requirements, and reporting requirements.
5. After Phase 0, determine whether to recommend or authorize a Phase 1 minimum viable pilot of 10 to 20 sites under a written pilot charter, subject to applicable legal, procurement, finance, and approval requirements.

3. Utility Value Proposition

Utility Need	Pilot Response	Evidence Produced
Measurable energy and demand impacts	Install approved monitoring and diagnostic devices, collect runtime and performance data, and compare results against approved M&V protocols.	Site records, device uptime, runtime change, demand-response readiness, and weather-normalized performance indicators where available.
Ratepayer and customer protection	Use plain-language consent, documented utility authorization, no confusing customer exposure, and verified completion before payment.	Customer consent files, satisfaction logs, support records, complaint tracking, and payment authorization records.
Audit-ready public-benefit administration	Use a transparent procurement posture, conflict disclosures, evidence gates, and separation of duties.	Procurement file, contractor scoring, conflict disclosures, verified-evidence gate, draw records, and payment register.
Reduced program-administration burden	Digitize intake, field documentation, device data, M&V packets, and contractor-payment conditions.	Dashboard reports, site packets, contractor payment timing, exception logs, and reimbursement status.
Scalable local workforce pathway	Qualify Energy Advisors, certified dealers, local contractors, and backup providers under GreenNet protocol.	Training records, certification checklist, insurance/license file, work order performance, and quality-control reports.

4. Pilot Program Overview

GreenNet Go is a staged pilot designed to prove one operating loop: identify customer needs, install approved measures, verify performance, release payment, report results, and recycle capital into the next cohort. The pilot begins small by design and expands only after evidence, controls, and economics are documented.

4.1 Closed-Loop Operating Model

Step	Action	Control Point
1. Identify	Energy Advisor enrolls eligible customers through approved outreach, landing pages, phone intake, and utility authorization.	Customer consent, eligibility, utility account authorization, and data-access record.
2. Assess	Advisor conducts site visit, installs starter hub, sensors, and runtime monitor, and documents baseline conditions.	Photo/file upload, device serial numbers, location record, and initial diagnostic record.
3. Recommend	After monitoring and diagnostics, Advisor recommends eligible measures, rebates, loans, or service work.	Scope approval, rebate/finance screening, customer report, and pricing file.
4. Install	Certified Energy Advisor, dealer, or contractor performs approved work under GreenNet protocol.	Permit/code documentation if required, installation record, device data, and safety checklist.
5. Verify	TPQC EM&V confirms the installation meets applicable Title 24 specifications and verifies performance against the approved program standard.	Signed or system-generated verified evidence.
6. Pay	Payment register releases contractor/vendor/advisor payment only when work is verified and money is available for payment.	Payment register, capital draw file, and reimbursement tracking.
7. Report and recycle	Program results are reported to customer, utility, public-benefit partner, and capital partner; recovered proceeds recycle into the next cohort.	Utility-facing report, customer report, capital-recycling report, and risk register.

5. Demonstration Scope and Phasing

Phase	Duration	Scale	Purpose and Deliverables
Phase 0 - Readiness	30 to 45 days	No field deployment until approved	Finalize pilot charter, customer eligibility, device package, consent forms, Energy Advisor criteria, contractor qualification, legal structure, M&V protocol, procurement pathway, budget, and draw schedule.
Phase 1 - Minimum Viable Pilot	60 to 120 days	10 to 20 sites	Enroll first homes, small businesses, and possibly community/nonprofit sites; install hubs/sensors/runtime monitors; complete first verification packets; release first verified payments under protocol.
Phase 2 - Expanded Imperial County Demonstration	6 to 12 months	Set by Phase 1 results	Expand advisor/contractor cohort, add sites, refine formal utility reporting, test broader measures, and prepare a certified dealer framework.
Phase 3 - Utility/OZ Deployment Vehicle	After successful Phase 2	Utility-scale only if justified	Use validated unit economics to support a larger procurement pathway, utility purchase order or program contract, Opportunity Zone deployment vehicle, and potential PPM.

6. Initial Measures and Technology Package

The first pilot should remain focused. HVAC and building-performance verification should be proven before solar, storage, security, broadband, VPP, or other services are added.

- GreenNet Go hub or gateway for customer onboarding and field connectivity.
- Magnetic sensors and runtime monitor for HVAC operating data.
- Customer dashboard access through utility-data authorization, including Green Button where available.
- Site intake forms, diagnostic test record, photo verification, serial-number capture, permit/code checklist, and customer report.
- Optional add-ons only after Phase 1 approval: thermostat integration, circuit monitoring, solar/storage readiness screening, demand-response discovery, and flexible-load readiness.

7. Governance, Independence, and Payment Controls

The proposal is built around separation of duties. The same party that performs field work cannot verify its own work or authorize its own payment. The same party that controls capital cannot self-certify performance. This structure protects IID, SCPPA, customers, contractors, and ratepayers.

Function	Primary Role	Must Not Control
Cal Integrity / AOCU	Mission alignment, outreach, education, community trust, and compliance culture.	Field execution, M&V sign-off, payment authorization, fund control, or private-benefit allocation.
GreenNet Global Alliance	GreenNet standard, platform administration, payment register, and evidence record.	Independent verification, field execution, or self-authorized payment release.
Independent M&V Authority	Confirm performance against the approved M&V protocol and issue verified evidence.	Field work, customer origination, capital allocation, or movement of funds.
Certified Energy Advisors / Dealers	Perform installations, service work, data connection, customer handoff, Title 24 Code Compliance, GoGreen Financing compliance, federal Opportunity Zone compliance, and field documentation.	Verification of their own work, payment release, or changes to the standard.
Independent Financial Control / CFO	Fund approved work, maintain draw discipline, track use of proceeds, report to capital partners, and administer recycling.	Performance verification, field execution, or unilateral override of the verified-evidence gate.
Counsel / External Advisors	Review legal structure, procurement posture, conflicts, nonprofit boundary, securities, and public-benefit claims.	Day-to-day field management or informal authority to release funds.

7.1 Verified-Evidence Gate

No verified evidence, no release. Every payment should clear through three independent steps:

1. Execute: certified providers install equipment and stream device data but cannot verify their own work.
2. Verify: independent M&V confirms completion and performance and issues verified evidence.
3. Pay: payment register executes release and capital funds it only when verified evidence is on file and the draw is funded.

8. Public Procurement and Transparency

Cal Integrity and GreenNet should not seek or rely on informal commitments, sole-source assumptions, or unsupported procurement shortcuts. Any IID, SCPPA, utility, public-benefit, or ratepayer-funded pathway should be handled through the applicable procurement, program-application, contracting, approval, and audit process.

- Register as an eligible vendor or program participant where required.
- Submit through the published RFP, RFQ, pilot, demonstration, grant, or program-application process.
- Document every contact, submission, scoring criterion, conflict disclosure, award decision, and approval authority.
- Separate contractor selection from related-party influence and use published qualification criteria.
- Provide utility audit rights, customer-protection provisions, data-access controls, and performance-verification standards.

9. Capital Structure and Customer Protection

The recommended capital approach is a line of credit, delayed-draw facility, or restricted-use pilot account that funds approved pre-reimbursement work and protects customers from unnecessary out-of-pocket exposure. Capital should be drawn only against milestones and released only through the verified-evidence gate.

Component	Working Structure
Facility size	Initial planning case up to $1.5 million as a line of credit or delayed-draw facility. Larger amounts only after pilot proof points are achieved.
Utility-scale planning case	Demonstration up to $5 million if justified by bottom-up budgeting, procurement pathway, and verified Phase 1 results.
Customer protection	GreenNet Consumer Protection Fund concept, subject to legal and financial structuring, used to protect customers and assure payment for approved verified work.
Draw discipline	Draws tied to pilot charter, first enrollments, installed/transmitting devices, verification records, payment-loop proof, and utility-facing reports.
Repayment/recycling	From utility/public-benefit reimbursement, program revenue, customer subscription revenue, verified-savings participation, or other approved sources.
Required oversight	Independent finance-control function or CFO to own budget, bank structure, draw requests, use-of-proceeds tracking, payment controls, and reporting.

10. Milestone-Based Draw Schedule

Draw	Trigger	Permitted Use
1 - Readiness	Pilot charter approved; legal structure drafted; consent forms drafted; contractor criteria approved; device BOM approved; M&V protocol drafted.	Legal, planning, procurement readiness, project management, and initial test devices.
2 - Initial Deployment	First contractor selected; first customer cohort identified; first 5 to 10 sites enrolled; insurance and data requirements satisfied.	Site visits, device purchase, installation labor, data activation, and customer reporting.
3 - Verification and Payment Loop	First 5 to 10 sites installed; devices transmitting; consent documented; verification records complete; first payment released under protocol.	Expansion to 10 to 20 sites, contractor payments, platform refinement, and reporting.
4 - Expanded Demonstration	Uptime and customer-satisfaction thresholds achieved; verification records accepted; utility-facing report prepared; second/backup contractor qualified.	Additional deployment, expanded contractor participation, utility reporting, and next-stage capital preparation.
5 - Solar/Storage/VPP Readiness	Basic operating loop validated; partner and regulatory pathway clarified; new M&V protocol approved.	Solar verification, battery-readiness screening, flexible-load readiness, and demand-response discovery.

11. Budget Framework

Final pricing will be built from a bottom-up bill of materials, labor plan, software scope, legal requirements, and utility reporting requirements. The following framework defines the budget cases for review.

Case	Scale	Budget Categories
A - Minimum Viable Pilot	10 to 20 sites; one primary and one backup contractor; limited device package; manual reporting not acceptable.	Legal/setup, devices, installation, customer engagement, platform/reporting, verification, contingency.
B - Expanded Imperial County	50 to 100 sites; multiple contractors; broader device package; formal reporting; first utility-facing package.	Expanded devices, working capital, contractor payments, data platform, independent verification, wireless reporting, customer support, program management.
C - Utility-Scale Demonstration	Set by utility priorities; may support a $5 million demonstration when justified; quarterly reimbursement mechanics.	Full program administration, certified dealer network, customer acquisition, field deployment, verification, data platform, financing reserve, legal/compliance, utility reporting.

12. Measurement, Verification, and Reporting Metrics

Category	Metrics
Deployment	Sites enrolled, sites installed, average installation time, contractor completion rate, failed-installation rate.
Connectivity	Device uptime, data completeness, gateway reliability, signal strength, troubleshooting events.
Verification	Verified service events, documentation completeness, time from installation to verification, first-review payment approval rate, audit exceptions.
Energy Savings & Demand Response EM&V	Title 24 TPQC EM&V results, measured HVAC runtime reduction, kWh savings where measurable, peak-demand reduction, demand-response event performance, load-shift readiness, weather-normalized comparison, persistence of savings, and verified customer benefit.
Information Reported to IID, SCPPA, and CEC, with CPUC Awareness	Verified kWh savings, kW peak demand reduction, HVAC runtime reduction, circuit level performance where available, wireless diagnostic results, Title 24 TPQC EM&V findings, device uptime, customer authorization status, installation records, audit exceptions, and demand response readiness. Reports may be formatted by Cal Integrity to support utility program administration and, where appropriate, to align with applicable Title 24 and other recognized reporting standards. Such reporting is provided for consistency and transparency only and does not imply review, approval, endorsement, or participation by the California Energy Commission (CEC), the California Public Utilities Commission (CPUC), or any other regulatory agency.
Customer	Consent completion, satisfaction, comfort/service improvement, complaints, understanding of report.
Energy/performance	HVAC runtime change, kWh impact where measurable, demand impact where measurable, weather-normalized comparison, persistence of savings, flexible-load potential.
Financial	Cost per site, capital deployed per site, revenue per site, contractor payment timing, reimbursement timing, capital recycling period, reserve requirement, default/dispute events.
Scale	Contractor onboarding time, dealer-certification readiness, cost to expand to next cohort, cost to expand to next territory, readiness for utility procurement.

13. Risk Management

Risk	Mitigation
Scope creep	Stage the pilot. Prove HVAC/building performance and the verification-payment loop before adding solar, battery, security, broadband, or VPP functions.
Public-procurement misalignment	Assume formal procurement from the start and document contacts, authority, selection criteria, and approvals.
Contractor conflict or related-party risk	Require disclosures, competitive qualification, independent scoring, no exclusivity, and audit rights.
Unsupported savings claims	Separate estimated savings from measured performance and use conservative documented M&V methods.
Capital drawn before need	Use delayed-draw structure tied to milestones and evidence.
Customer confusion	Use plain-language consent, clear support process, and no out-of-pocket cost unless explicitly approved.
Technology underperformance	Start small, test uptime, maintain replacement inventory, and use redundant reporting where needed.
Overreliance on one utility/contact	Build an IID-ready plan but maintain portability to other public power agencies, SCPPA members, IOUs, and public-benefit programs.

14. Proposed Timeline

Window	Milestones
Month 0 to 1 - Planning	Approve pilot charter; define GreenNet Go scope; structure line-of-credit concept; draft Consumer Protection Fund definition; launch Energy Advisor qualification; build budget; confirm CFO/finance-control mandate.
Month 2 to 3 - Initial Deployment	Enroll first cohort; install first 5 to 10 sites; test connectivity; complete first verification records; release first verified contractor payments.
Month 4 to 6 - Pilot Expansion	Expand to 10 to 20+ sites; refine M&V; prepare utility-facing interim report; qualify second contractor; define next-stage budget.
Month 7 to 12 - Demonstration Readiness	Expand when results justify; prepare IID/SCPPA demonstration package; prepare capital-recycling report; define certified advisor and dealer model.

15. Decision Points Before Field Launch

- Confirm the formal procurement or pilot-authority pathway.
- Approve the first geography, first customer-cohort size, Phase 1 measures, and approved device package.
- Approve contractor-selection and Energy Advisor qualification criteria.
- Approve the legal definition and boundaries of the Consumer Protection Fund.
- Approve M&V protocol, data-privacy terms, customer consent forms, and utility-data authorization language.
- Confirm milestones required before any capital draw and proof required before approaching a full utility-scale procurement.

16. Closing Position

Cal Integrity proposes GreenNet Go as a disciplined pilot to demonstrate an enhanced operating and verification model, not a speculative platform launch. The pilot will demonstrate that the program can protect customers, qualify local providers, install approved devices, collect reliable operational data, independently verify performance, release payments only upon verified evidence, and support transparent administration of public-benefit funds.

The pilot will measure and document energy savings, peak-demand reduction, and other performance metrics at pilot scale to validate a repeatable operating and reporting framework. Reporting may be formatted to support SCPPA program requirements and align with applicable Title 24 and other recognized reporting standards, without implying review or endorsement by the CEC, CPUC, or any other agency.