



## Stage 1 Scoring Checklist

MTI Idea Name:			
Scorer Name:			
<b>Total System Benefit</b>			<b>Points</b>
Energy Savings	<p>What is your assessment of potential level of energy savings over the life of the MTI within the market sector and end use?</p>	<input type="checkbox"/> low levels of energy savings (1 pt) <input type="checkbox"/> medium levels of energy savings (2 pts) <input type="checkbox"/> high levels of energy savings (3 pts)	
Grid Benefits	<p>What is your assessment of potential level of grid flexibility the initiative will provide?</p> <p>In stage 1, load flexibility is a proxy for grid benefits and reliability. The reviewer should use their informed opinion to assess the level of load flexibility within the market sector and end use.</p>	<input type="checkbox"/> low levels of grid flexibility (1 pt) <input type="checkbox"/> medium levels of grid flexibility (2 pts) <input type="checkbox"/> high levels of grid flexibility (3 pts)	
GHG Impacts	<p>What is your assessment of potential levels of peak demand reduction and/or change in GHG impacts from refrigerants over the life of the MTI?</p> <p>In stage 1, the likely level of peak demand reduction and/or change in GHG emissions from refrigerants is a proxy for GHG impacts. The reviewer should use their informed opinion to assess the likely levels of peak demand reductions and/or change in GHG emissions from refrigerants within the market sector and end use.</p>	<input type="checkbox"/> low levels of peak demand reductions and/or change in GHG emissions from refrigerants (1 pt) <input type="checkbox"/> medium levels of peak demand reduction and/or change in GHG emissions from refrigerants (2 pts) <input type="checkbox"/> high levels of peak demand reductions and/or change in GHG emissions from refrigerants (3 pts)	

<b>Readiness</b>			
Readiness	<p>Is the technology or practice commercially available?</p> <p>Readiness is an indicator of the supply chain maturity/product availability. Scores are assigned based on the level of availability of the technology or practice in California.</p>	<input type="checkbox"/> not commercially available or limited, pre-commercial availability (anywhere) (1 pt) <input type="checkbox"/> commercially available outside of California; requires special order in California (2 pts) <input type="checkbox"/> some/limited commercial availability in California (3 pts) <input type="checkbox"/> good commercial availability in California; stocked throughout region (4 pts) <input type="checkbox"/> commercially available from 2+ manufacturers, well developed supply chain; widely and easily available in California (5 pts)	
<b>MTI Cost &amp; Cost-effectiveness</b>			
Participant Cost	<p>Are the estimated participant costs for the product, service, or practice reasonable?</p>	<input type="checkbox"/> no, the cost estimates are not reasonable (0 pts) <input type="checkbox"/> yes, the cost estimates are reasonable (1 pt)	
<b>Equity (HTR/DAC Impacts)</b>			
Beneficial Impacts to ESJ Communities	<p>Will the initiative provide beneficial impacts to ESJ communities?</p> <p>Beneficial impacts result from projects which include activities to reduce energy burden, create jobs in disadvantaged communities and high road pathway opportunities, reduce GHG emissions, and demonstrate transformative climate change actions which contribute to the ESJ community's health, safety, and improved environment.</p> <p>The MTI should specifically address the delivery of benefits to ESJ communities as part of the MTI idea. MTI ideas that focus on the general market but generate benefits to ESJ communities</p>	<input type="checkbox"/> none of the benefits generated by the initiative idea will accrue to ESJ communities (1 pt) <input type="checkbox"/> some of the benefits generated by the initiative accrue to ESJ communities (2 pts) <input type="checkbox"/> about half of the benefits generated by the initiative will accrue to ESJ communities (3 pts) <input type="checkbox"/> most of the benefits generated by the initiative accrue to ESJ communities (4 pts) <input type="checkbox"/> all of the impacts generated by the initiative will accrue to ESJ communities (exclusively) (5 pts)	

	<p>incidentally (as in the case of mass market products that both general market and low income customers purchase) can receive points in this category if the reviewer determines that there is a plausible strategy.</p> <p>Technologies or practices that improve air quality in DAC or DAC adjacent communities should receive credit in this category.</p> <p>Initiatives that will support workforce development within ESJ communities should receive credit in this category.</p>		
<p>Partnership Opportunities with ESJ Communities</p>	<p>Does the initiative leverage existing community resources, partner with other ESJ entities, or use available resource(s)?</p> <p>The partnership opportunities with ESJ communities reflects whether the initiative will leverage existing community resources, partner with other ESJ entities, or use available resource(s) in its execution. The points earned in this category depend on whether the described initiative specifically identifies an ESJ agency or other CBO for delivery, or whether they identify the role for an agency but indicates that it will be filled later. Ideas can receive points in this category if the reviewer determines that there are additional partnership opportunities.</p>	<ul style="list-style-type: none"> <li><input type="checkbox"/> no role has been identified/anticipated for an ESJ agency or other CBO in a stakeholder or advisory role for the initiative (1 pt)</li> <li><input type="checkbox"/> there is a strategy for involving public participation from the ESJ communities, however, potential partnerships or the targeted geographic locations have not been identified (2 pts)</li> <li><input type="checkbox"/> there is an identified role for a CBO partner and/or ESJ agency to support MTI delivery, however, a specific partner has not been identified (3 pts)</li> <li><input type="checkbox"/> one CBO organization who will work on the implementation of the initiative has been identified (4 pts)</li> <li><input type="checkbox"/> two or more CBO organizations OR a single statewide/regional CBO have been identified to work on the initiative (5 pts)</li> </ul>	

<b>Non-energy Impacts</b>			
<p>Non-energy Impacts</p>	<p>What non-energy impacts does the initiative address that would increase the success of the initiative?</p> <p>The non-energy impacts capture the impacts generated by the initiative other than the direct energy (kWh and therms) and demand savings.</p> <p>For the purposes of this scoring, GHG emissions reductions do not count as a non-energy impact since they are captured under the TSB score.</p> <p>The non-energy impact score is determined by whether the non-energy impacts are incidental (achievable and measurable) or a fundamental element of the initiative's value proposition.</p> <p>Providing the opportunity to develop the workforce qualify as a non-energy impact.</p>	<ul style="list-style-type: none"> <li><input type="checkbox"/> no identified NEIs (1 pt)</li> <li><input type="checkbox"/> NEIs are identified in the initiative, but are not measurable and are not of strategic value to the success of the initiative (2 pts)</li> <li><input type="checkbox"/> NEIs are identified in the initiative and are measurable, but do not have strategic value to the success of the initiative (3 pts)</li> <li><input type="checkbox"/> NEIs are identified in the initiative, are measurable and likely have some strategic value to the success of the initiative (4 pts)</li> <li><input type="checkbox"/> NEIs are identified in the initiative, are measurable, and substantial, and have significant strategic value to the success of the initiative (5 pts)</li> </ul>	
<b>MT Alignment/Opportunity</b>			
<p>Innovation Characteristics</p>	<p>Does the product or service align with the 5 factors of diffusion: relative advantage, compatibility, complexity, trialability, and observability?*</p> <p>Th innovation characteristics captures the technology or service's alignment with the factors of diffusion, which have influence on the innovation's likelihood of success or failure.</p>	<ul style="list-style-type: none"> <li><input type="checkbox"/> product or service aligns with 0 factors of diffusion (1 pt)</li> <li><input type="checkbox"/> product or service aligns with 1 factor of diffusion (2 pts)</li> <li><input type="checkbox"/> product or service aligns with 2 factors of diffusion (3 pts)</li> <li><input type="checkbox"/> product or service aligns with 3 factors of diffusion (4 pts)</li> <li><input type="checkbox"/> product or service aligns with 4+ factors of diffusion (5 pts)</li> </ul>	

Leverage Points	<p>Is there an intervention point, aggregation node, trend, or policy impacting the target market that will generate broad change?</p> <p>The leverage point criteria captures whether there is a know aggregation node in the technology or services market structure that can be utilized to gain market leverage causing amplified MTI influence.</p>	<ul style="list-style-type: none"> <li><input type="checkbox"/> there are no known or identified market leverage points or proven intervention strategies (1 pt)</li> <li><input type="checkbox"/> one identified market leverage point/intervention strategy, without evidence of likely success (2 pts)</li> <li><input type="checkbox"/> one identified market leverage point/intervention strategy with some evidence of likely success (i.e., previously interventions or relevant conversations have already taken place) (3 pts)</li> <li><input type="checkbox"/> one market leverage point with proven intervention strategies and MT success (4 pts)</li> <li><input type="checkbox"/> two or more market leverage points with proven intervention strategies and MT success (5 pts)</li> </ul>	
Sustained Benefits	<p>Are there potential structural market changes that may occur that are difficult to reverse to support lastingness or a plausible argument that market changes could occur?</p> <p>Sustained benefits are the structural changes that will occur to lock in the desired market behavior. The reviewer should have a theory for where or how those changes might occur, and have a plausible strategy to create that change.</p> <p>Examples of sustained benefits include: adopted code or standard, permanent changes to manufacturing operations, market practice, or permanent infrastructure that does not require CalMTA support.</p>	<ul style="list-style-type: none"> <li><input type="checkbox"/> no changes in market structure/infrastructure/regulations envisioned that could result in sustained market adoption (1 pt)</li> <li><input type="checkbox"/> changes in market structure/infrastructure/regulations that could result in sustained market adoption are envisioned, but no strategy is identified (2 pts)</li> <li><input type="checkbox"/> the MTI envisions a change in market conditions/infrastructure/regulations that could result in sustained market adoption, and infrastructure mechanisms exist to support change, but the strategy is not clear (3 pts)</li> <li><input type="checkbox"/> the MTI includes a plausible strategy that can lead to changes in market conditions/infrastructure/regulations that could result in sustained market adoption, and infrastructure mechanisms exist to support change (4 pts)</li> <li><input type="checkbox"/> the MTI includes a proven strategy that can lead to changes in market conditions/infrastructure/regulations that would result in sustained market adoption (5 pts)</li> </ul>	
<b>Total Points</b>			

\*The five factors of diffusion are:

- Relative advantage: the degree to which customers perceive a new product/service as superior to similar existing products. The relative advantage of the innovative product/service offering over already existing products/services, accelerates its rate of adoption by the target market.
- Trialability: the ease with which the product or service can be tested and tried. The higher the degree of trialability, the greater would be the rate of diffusion.
- Observability: the degree to which a product/service's benefits can be observed, imagined, and perceived by a potential consumer. The higher the degree of observability, the greater the chances of the innovative offering being accepted by the prospects.
- Compatibility: compatibility of the innovative product and service offering with the existing backgrounds, behavior, and lifestyle patterns of consumers. The higher the level of compatibility, the quicker the diffusion; and the lower the compatibility, the slower the diffusion.
- Complexity: the ease of understanding, purchase, and use. The easier it is to understand and use a product, the more likely it is to be accepted quickly, and vice versa.