

---

# BUSINESS PLAN VS. IMPLEMENTATION PLAN PER D.15-10-028

*April 2016*

---

# Summary of Business Plan

---

- BPs should:
  - Explain at a high level how the Pas will achieve objectives of Strategic Plan;
  - Include strategy interventions and approaches (not programs) with associated general budget;
  - Show what the PA intends to accomplish in a given sector in the short term and long term; and
  - Have general info re: expected levels of annual spending for the duration of the business plan.

# Summary of Implementation Plan

---

- IPs should:
  - Include the details of programs that will implement the BP strategies;
  - Have a manual with all the details of program implementation;
  - Replace Program Implementation Plans (PIPs) ; and
  - Go through the stakeholder process.

---

# Detailed BP Quotes

# Business Plan (D.15-10-028)

---

- “Business Plan – PA and stakeholder developed, PAs file periodically via application for Commission review; explains at a high level of abstraction how PAs will achieve the goals of the Commission’s strategic plan; leads to a Commission guidance decision adopting the business plan and setting budget expectations to be more fully developed in annual budget filings.” (p.43)

# Business Plan (D.15-10-028)

---

- “Business plans will explain at a relatively high level of generality how PAs will effectuate the strategic plan.” (p.46)
- “Business plan filings will generally be untethered to the calendar.”  
(p. 46)

# Business Plan (D.15-10-028)

---

“Business plans shall contain the following:

1. Portfolio summary and description of applicable intervention strategies;
2. A chapter for each of six sectors (residential, commercial, industrial, agriculture, public, cross-cutting) providing;
3. A description of each PA’s overarching goals, strategies and approaches; near-, mid- and long-term strategic initiatives;

# Business Plan (D.15-10-028)

---

4. Sector-specific intervention strategies;
5. Description of how each sector approach advances the goals, strategies and objectives of the strategic plan.
6. Description of which and how strategies are coordinated statewide and regionally among PAs and/or with other demand-side options;



# Business Plan (D.15-10-028)

---

7. Description of how cross-cutting “sectors” are addressed.
  - Leveraging cross-cutting activities for success for particular customer groups.
  - Minimizing redundancy.
  - Avoiding working at cross purposes with other PAs.
  
8. A description of any pilots contemplated or underway for the sector.” (p.47)

# Business Plan (D.15-10-028)

---

- “In the business plans, we want to know what a PA intends to accomplish in a given sector in the short term and the long term. For example, we want to be able to tell that for investment of Y dollars we can expect to see X achievement(s) towards Strategic Plan objectives from Z programs/ strategies/interventions in a sector.” (p.53)

# Business Plan (D.15-10-028)

---

- “The business plans are to provide *general* information on the expected levels of annual spending for the duration of the business plan (i.e., “under the business plan, we expect spending to be \$X per year for up to ten years”). The decision on the business plan will provide guidance for PAs on funding levels to use in developing the more detailed annual budgets that PAs will file via advice letter.” (p.55)

# Business Plan (D.15-10-028)

---

- “The decision on the business plans will not establish a particular amount for cost recovery (for IOUs) or for transfers from IOUs (for CCAs) or for contracting purposes (for RENs). It will establish a “ballpark” figure for spending for the life of the business plan. The annual advice letter filings, not the business plans, will propose detailed budgets for cost recovery, transfer, and contracting purposes.” (p.56)

# Business Plan (D.15-10-028)

---

- “Once PAs file their initial business plans, PAs will not file business plans again until either (1) a trigger mechanism requires a subsequent application, or (2) a PA elects to file a new business plan.” (p.56)

# Appendix 3 – D.15-10-028

---



BP - D.15-10-028

Ap.3

---

# Detailed IP Quotes

# Implementation Plan (D.15-10-028)

---

- “Implementation Plan – PA and stakeholder developed, not formally filed...provides detail on programs/implementation strategies.”  
(p.43)
- “PAs will still need to set more granular metrics than just sector-level metrics, but they will do so in implementation plans, not business plans...the business plan is not the place for that additional level of detail.”  
(p.53)



# Implementation Plan (D.15-10-028)

---

- “As part of the implementation plans, PAs are to provide (and keep current) PA-designed manuals and rules that provide guidance to customers and implementers with respect to program delivery, including measure and participant eligibility requirements.” (p.64)

# Appendix 4 – D.15-10-028

---



IP - D.15-10-028

Ap.4