

# **ATTACHMENT 3**

## **PROGRAM DESCRIPTIONS**

## LOCAL ENERGY EFFICIENCY PROGRAMS

### ADM Associates, Inc. – No. 118-02

<b>PROGRAM TITLE:</b>	Mobile Energy Clinic
<b>PROGRAM IMPLEMENTER(S):</b>	ADM Associates
<b>SUBCONTRACTOR(S):</b>	
<b>IOU SERVICE TERRITORY:</b>	Southern California Edison Company (SCE) Southern California Gas Company (SCG)
<b>GEOGRAPHIC AREA:</b>	Not specified
<b>TARGET MARKET:</b>	Small commercial businesses with less than 5000 square feet
<b>IOU CONTRACT ADMINISTRATOR:</b>	SCE
<b>BUDGET APPROVED</b>	\$726,069
<b>SCE</b>	\$486,466
<b>SCG</b>	\$239,603

#### PROGRAM DESCRIPTION:

This incentive-based program provides low-cost/no cost measures and equipment diagnostics for small businesses. Lighting systems will be evaluated and heating, ventilation, and air conditioning system performance will be tested. The program targets owners and operators of small commercial businesses occupying buildings with less than 5000 square feet, with focus on strip malls, small convenience stores, laundromats and non-chain restaurants.

#### PROGRAM MODIFICATIONS:

This program was proposed for operation in all four utility service territories. We are accepting it only in SCE and SCG territories and have reduced the budget accordingly. Of the total reduced budget, \$486,466 is to be funded from electric public goods charge (PGC) fund and \$239,603 is to be from gas PGC fund.

## **ADM Associates, Inc. – No. 119-02**

<b>PROGRAM TITLE:</b>	Upstream High Efficiency Gas Water Heater Program
<b>PROGRAM IMPLEMENTER(S):</b>	ADM Associates, Inc.
<b>SUBCONTRACTOR(S):</b>	
<b>IOU SERVICE TERRITORY:</b>	Pacific Gas & Electric Company (PG&E)
<b>GEOGRAPHIC AREA:</b>	Various counties in the Bay Area, Central Valley, Sacramento Valley (i.e., from Tehama County in the north to San Benito and Fresno Counties in the south)
<b>TARGET MARKET:</b>	Residential retrofit (appliances); wholesalers and distributors of residential gas water heaters
<b>IOU CONTRACT ADMINISTRATOR:</b>	PG&E
<b>BUDGET APPROVED</b>	\$827,116

### **PROGRAM DESCRIPTION:**

This program aims to increase demand and expand sales of high efficiency gas water heaters (i.e., gas water heaters with an energy factor of 0.61 or higher) in the residential replacement market by providing incentives to participating wholesalers to encourage them to purchase, inventory, and promote these water heaters. Water heaters sold for new construction are excluded from the program. Of the \$10 incentive per unit to be offered under the program, \$7 is to be passed along as an over-the-counter discount to the plumber and \$3 can remain with the wholesaler. The program is an extension of a similar program that ADM has been implementing in the Southern California Gas Company's (SCG) service area since 1999. The program's upstream focus is anticipated to promote high efficiency gas water heaters, as results of the SCG program appear to show.

### **PROGRAM MODIFICATIONS:**

ADM originally proposed to implement this program in both PG&E and SCG territories, but provided no detailed breakdown of the budgets for each utility. Since the program is approved only for the PG&E service area, we require ADM to provide a detailed breakdown of the approved budget in its Program Implementation Plans. If feasible and cost-effective, ADM should consider including hot water pipe insulation as another measure in the program.

## **ASW Engineering Management Consultants – No. 244-02**

<b>PROGRAM TITLE:</b>	Energy Savers Program
<b>PROGRAM IMPLEMENTER(S):</b>	ASW Engineering Management Consultants
<b>SUBCONTRACTOR(S):</b>	Geltz Communications
<b>IOU SERVICE TERRITORY:</b>	Southern California Edison Company (SCE)
<b>GEOGRAPHIC AREA:</b>	Santa Barbara, San Bernandino, Riverside counties, rural areas of LA county
<b>TARGET MARKET:</b>	Non residential comprehensive retrofit, very small to medium businesses
<b>IOU CONTRACT ADMINISTRATOR:</b>	SCE
<b>BUDGET APPROVED</b>	\$2,642,270

### **PROGRAM DESCRIPTION:**

This program targets very small and medium hard-to-reach and underserved businesses in Southern California. The objective of the program is to educate those businesses on the energy efficiency measures, provide no cost audits and offer financial incentives in the form of matching funds to implement the following energy efficiency improvements:

- Energy efficient lighting
- Programmable thermostats
- Air conditioning tune-ups
- Refrigeration tune-ups

The proposed program is built on the 2001 Energy Savers pilot program, but targets hard-to-reach and underserved customers

### **PROGRAM MODIFICATIONS:**

ASW shall hire an independent evaluation, measurement and verification contractor.

## American Synergy/Cal Ucons, Inc. –No. 171-02

<b>PROGRAM TITLE:</b>	Comprehensive Hard-to-Reach Residential and Small Commercial Energy Savings Program
<b>PROGRAM IMPLEMENTER(S):</b>	American Synergy/Cal Ucons, Inc.
<b>SUBCONTRACTOR(S):</b>	Robert Mowris & Associates
<b>IOU SERVICE TERRITORY:</b>	Southern California Edison Company (SCE) and Southern California Gas Company (SCG)
<b>GEOGRAPHIC AREA:</b>	Riverside, Orange, and San Bernardino Counties for mobile homes
<b>TARGET MARKET:</b>	Hard-to-Reach Residential Customers
<b>IOU CONTRACT ADMINISTRATOR:</b>	SCE
<b>BUDGET APPROVED</b>	\$2,980,952
<b>SCE</b>	\$1,985,314
<b>SCG</b>	\$ 995,638

### PROGRAM DESCRIPTION:

This comprehensive program provides education and no cost installation of the following measures to hard-to-reach residential customers in mobile homes:. (a) windows and door gaskets,caulking, and weather stripping; (b) compact fluorescent lamps (CFLs) and hard wired CFL fixtures; (c)low flow showerheads, aerators, pipe wrap, tank wraps, and water heater temperature setback; (d) set back thermostats; (e) water heater timers; and (f) enhanced duct sealing. The measures are estimated to provide sustainable energy savings from eight (8) to twenty (20) years.

### PROGRAM MODIFICATIONS:

This program was proposed to target hard-to-reach residential customers and small commercial customers. We modify the program to focus on mobile home residential customers in Riverside, San Bernardino and Orange Counties (in proportion to the number of mobile homes in each county) and reduce the budget from \$9.3 million to \$2,980,952. The budget allocates \$1,985,314 from SCE public goods charge (PGC) fund and \$995,638 from SCG PGC fund. Pacific Gas and Electric Company commented on the need to perform a Combustion Appliance Safety Test on buildings receiving air infiltration measures. To ensure that energy efficiency measures do not decrease health/safety of customers, we require that this program be consistent with the

minimum safety testing practices of the utility that serves the area in which the measures are being installed.

**American Synergy Corporation/Robert Mowris & Associates – No. 201-02**

<b>PROGRAM TITLE:</b>	Comprehensive Hard-to-Reach Mobile Home Energy Savings Program
<b>PROGRAM IMPLEMENTER(S):</b>	American Synergy Corporation Robert Mowris and Associates
<b>SUBCONTRACTOR(S):</b>	
<b>IOU SERVICE TERRITORY:</b>	Pacific Gas & Electric (PG&E)
<b>GEOGRAPHIC AREA:</b>	Central Valley
<b>TARGET MARKET:</b>	Residential Mobile Home
<b>IOU CONTRACT ADMINISTRATOR:</b>	PG&E
<b>BUDGET APPROVED</b>	\$2,277,632

**PROGRAM DESCRIPTION:**

This program provides education and no cost installation of the following measures to hard-to-reach residential customers in mobile homes (a) Lighting measures such as hardwired lighting and compact fluorescent lamps; (b) heating, ventilation, air conditioning measures such as duct testing and sealing, air conditioner diagnostic and tuning; (c) water heater measures such as pipe insulation, water heater blankets, low-flow shower heads, and faucet aerators; and (d) shell infiltration measures such as caulking and weather stripping of doors and windows. The measures are estimated to provide sustainable energy savings from eight (8) to twenty (20) years.

**PROGRAM MODIFICATIONS:**

This program did not propose shell infiltration measures, but should provide them, as appropriate. To ensure that energy efficiency measures do not decrease health/safety of customers, we require that this program be consistent with the minimum safety testing practices of the utility that serves the area in which the measures are being installed.

## California Building Performance Contractors – No. 172-02

<b>PROGRAM TITLE:</b>	Comprehensive Whole-House Residential Retrofit Program
<b>PROGRAM IMPLEMENTER(S):</b>	California Building Performance Contractors Association
<b>SUBCONTRACTOR(S):</b>	Solem and Associates, Bevilacqua-Knight, Inc. Lutzenhiser and Associates
<b>IOU SERVICE TERRITORY:</b>	Pacific Gas and Electric Company (PG&E)
<b>GEOGRAPHIC AREA:</b>	Fresno and San Jose Areas.
<b>TARGET MARKET:</b>	Residential Retrofit
<b>IOU CONTRACT ADMINISTRATOR:</b>	PG&E
<b>BUDGET APPROVED</b>	\$1,613,225

### PROGRAM DESCRIPTION:

This is a training and certification program will train residential contractors in whole-building energy efficient retrofit practices, and then sustain these practices by enlisting the contractors in the California Building Performance Contractors Association. It is anticipated that residential consumers will benefit not only from the wider selection of energy-efficient competent contractors, but from the lower transaction costs associated with searching for qualified contractors and from the quality and ethical controls incumbent in association membership.

### PROGRAM MODIFICATIONS:

The Association should adopt an implementation plan with clear ethical guidelines and enforcement practices.

**California Homes Energy Efficiency Rating System, Inc. (CHEERS) –  
No. 234-02**

<b>PROGRAM TITLE:</b>	Building Department and Small Builder Title 24 Standards Training
<b>PROGRAM IMPLEMENTER(S):</b>	California Homes Energy Efficiency Rating System, Inc. (CHEERS)
<b>SUBCONTRACTOR(S):</b>	Douglas Beaman Associates, CABEC, Glyphix, Sisson & Associates
<b>IOU SERVICE TERRITORY:</b>	Pacific Gas & Electric Company (PG&E)
<b>GEOGRAPHIC AREA:</b>	All PG&E areas except zone 1
<b>TARGET MARKET:</b>	Residential New Construction
<b>IOU CONTRACT ADMINISTRATOR:</b>	PG&E
<b>BUDGET APPROVED</b>	\$631,881

**PROGRAM DESCRIPTION:**

This program targets education of small builders and building department officials in an effort to educate them about upgrades to Title 24 and about the benefits of building EPA Energy Star (15 percent above current Title 24) homes. Training session will be arranged at building department sites and will involve both officials and builders. The program goal is to educate building officials and small builders and to encourage the construction of Energy Star or better housing. CHEERS Certified Energy Raters and CABEC Title 24 modelers will lead the training sessions. Raters and modelers will receive a small incentive for homes and Energy Star level homes rated through this program.

**PROGRAM MODIFICATIONS:**

We accept this program in PG&E territory only.



## California State and Consumer Services Agency (SCSA) – No. 177-02

<b>PROGRAM TITLE:</b>	Local K-12 Schools Energy Efficiency Program
<b>PROGRAM IMPLEMENTER(S):</b>	California State and Consumer Services Agency (SCSA)
<b>SUBCONTRACTOR(S):</b>	
<b>IOU SERVICE TERRITORY:</b>	Pacific Gas & Electric Company (PG&E)
<b>GEOGRAPHIC AREA:</b>	Central Valley region
<b>TARGET MARKET:</b>	Nonresidential information/education/marketing (renovation and remodeling); K-12 school districts
<b>IOU CONTRACT ADMINISTRATOR:</b>	PG&E
<b>BUDGET APPROVED</b>	\$2,965,476

### PROGRAM DESCRIPTION:

This program provides expertise and resources to assist school districts in implementing energy efficient retrofits and energy education. The program offers (1) energy efficiency retrofit guidance and operations training for district facility and maintenance personnel; (2) assistance in incorporating energy efficiency curriculum and learning activities into the district curricula; (3) Web-based tools for learning about energy efficient project planning and implementation, and accessing a bulk procurement mechanism. In addition, the program incorporates regional activities such as workshops and technology demonstration projects to benefit multiple school districts. The program is an expansion of SCSA's energy education model currently implemented in five school districts in the Central Valley and offers another approach that complements other schools programs within the PG&E service area being funded for 2002. The program features strong synergies with other statewide programs such as Express Efficiency and Standard Performance Contract.

### PROGRAM MODIFICATIONS:

Since the budget approved for this program is less than half of the original proposed budget, we require SCSA to provide a detailed breakdown of the approved budget, particularly the subcontractor costs, in its Program Implementation Plans. SCSA should provide a complete itemization of its budget in accordance with the various tasks and activities proposed under the program. Given that subcontractors would undertake most of the work under the program, SCSA's labor costs should be limited to no more than 2.5% of the program budget. Given the budget reduction for the program, we also require SCSA to identify in its Program Implementation plans revised performance targets commensurate with the lower budget.

## California State University Chancellor's Office – No. 311-02

<b>PROGRAM TITLE:</b>	California State University Chancellor's Office Energy Efficiency
<b>PROGRAM IMPLEMENTER(S):</b>	California State University Chancellor's Office
<b>SUBCONTRACTOR(S):</b>	Grueneich Resource Advocates Electric City Corporation Morrow-Meadows Corporation
<b>IOU SERVICE TERRITORY:</b>	San Diego Gas & Electric Company (SDG&E) Southern California Edison (SCE)
<b>GEOGRAPHIC AREA:</b>	SCE Territory SDG&E Territory
<b>TARGET MARKET:</b>	Large and Medium Non-Residential Process Overhaul
<b>IOU CONTRACT ADMINISTRATOR:</b>	SCE
<b>BUDGET APPROVED</b>	\$536,766
<b>SCE:</b>	\$366,309
<b>SDG&amp;E:</b>	\$170,457

### PROGRAM DESCRIPTION:

This incentive program will install several units of a chosen voltage-controlled lighting reduction system on CSU campuses.

### PROGRAM MODIFICATIONS:

This program was proposed for multiple utility companies' territories. We accept it for the two campuses in SDG&E's service territory and in SCE territory. Some CSU budgets include a fee to a CSU foundation; we decline this request. The money earmarked for this purpose should instead be directed toward program implementation.

## California Urban Water Conservation Council – No. 162-02

<b>PROGRAM TITLE:</b>	Pre-Rinse Spray Head Installation for the Food Service Industry
<b>PROGRAM IMPLEMENTER(S):</b>	California Urban Water Conservation Council
<b>SUBCONTRACTOR(S):</b>	
<b>IOU SERVICE TERRITORY:</b>	Pacific Gas & Electric Company (PG&E), Southern California Gas Company (SCG), San Diego Gas & Electric Company (SDG&E),
<b>GEOGRAPHIC AREA:</b>	
<b>TARGET MARKET:</b>	Nonresidential: food service industry
<b>IOU CONTRACT ADMINISTRATOR:</b>	SCG
<b>BUDGET APPROVED</b>	\$2,217,513
<b>PG&amp;E</b>	\$ 562,806
<b>SCG</b>	\$1,299,645
<b>SDG&amp;E</b>	\$ 355,059

### PROGRAM DESCRIPTION:

This direct-install incentive-based program replaces high water use pre-rinse spray valves with more efficient models at food service facilities: restaurants, cafeterias, institutional kitchens and food preparation companies. There will be no cost to the participants and water utilities throughout the state will contribute a portion of the funds for program implementation. This program targets hard-to-reach customer in both urban and rural settings.

### PROGRAM MODIFICATIONS:

To ensure energy savings and encourage widespread use of the program, only spray valves using hot water may be replaced and no more than three (3) stores under the same ownership may participate in this program.

## Center for Irrigation Technology, CSU Fresno – No. 230-02

<b>PROGRAM TITLE:</b>	Agriculture Pumping Efficiency Program
<b>PROGRAM IMPLEMENTER(S):</b>	Center for Irrigation Technology, CSU Fresno
<b>SUBCONTRACTOR(S):</b>	None specified
<b>IOU SERVICE TERRITORY:</b>	San Diego Gas & Electric Company (SDG&E) Southern California Gas Company (SCG), Southern California Edison Company (SCE), Pacific Gas & Electric Company *(PG&E)
<b>GEOGRAPHIC AREA:</b>	Service Territories of SDG&E, SCG, PG&E and SCE
<b>TARGET MARKET:</b>	Rural Areas (Nonresidential: agriculture)
<b>IOU CONTRACT ADMINISTRATOR:</b>	PG&E
<b>BUDGET APPROVED</b>	\$4,929,655
<b>PG&amp;E</b>	\$3,333,333
<b>SDG&amp;E</b>	\$ 323,046
<b>SCG</b>	\$ 593,483
<b>SCE</b>	\$ 679,793

### PROGRAM DESCRIPTION:

This incentive-based program will build upon the achievements of the SBX1 5 “Agricultural Peak Demand Reduction” program. Attention to energy efficiency by the agricultural industry in pumping system selection, maintenance and operation will be the objective. The strategies involved will include the following: education, technical assistance and incentives for equipment testing, repair and retrofitting.

### PROGRAM MODIFICATIONS:

The proposed contribution to the CSU Fresno Foundation is declined and should be directed toward program implementation.

**D&R International – No. 292-02**

<b>PROGRAM TITLE:</b>	Residential New Construction Appliance and Lighting Program
<b>PROGRAM IMPLEMENTER(S):</b>	D&R International
<b>SUBCONTRACTOR(S):</b>	None specified
<b>IOU SERVICE TERRITORY:</b>	San Diego Gas & Electric Company (SDG&E)
<b>GEOGRAPHIC AREA:</b>	SDG&E Territory
<b>TARGET MARKET:</b>	Residential New Construction: Appliances and Lighting
<b>IOU CONTRACT ADMINISTRATOR:</b>	SDG&E
<b>BUDGET APPROVED</b>	\$778,727

**PROGRAM DESCRIPTION:**

This incentive program assists builders/developers and buyers/renters with the purchase and installation of energy efficient appliances and lighting products by providing financial incentives to offset a portion of the incremental costs of these products. To accomplish this goal, there will be training for all participating builders and developers about the program requirements and the economic benefits of high-efficiency products.

## City of Davis – No. 116-02

<b>PROGRAM TITLE:</b>	Davis Comprehensive Energy Efficiency Program (DCEEP)
<b>PROGRAM IMPLEMENTER(S):</b>	City of Davis
<b>SUBCONTRACTOR(S):</b>	PG&E Energy Training Center – Stockton Proctor Engineering Group Richard Heath and Associates Fisher-Nickel, Inc. Food Service Technology Center Davis Energy Group
<b>IOU SERVICE TERRITORY:</b>	Pacific Gas and Electric Company (PG&E)
<b>GEOGRAPHIC AREA:</b>	City of Davis and adjacent residential communities
<b>TARGET MARKET:</b>	Crosscutting, Hard-to-Reach
<b>IOU CONTRACT ADMINISTRATOR:</b>	PG&E
<b>BUDGET APPROVED</b>	\$ 1,905,968

### **PROGRAM DESCRIPTION:**

This crosscutting program provides financial incentive and information to eight distinct market segments, including renter and owner-occupied residences, small commercial establishments, and schools. In both the residential and commercial communities, program participants will be channeled to statewide rebates and will be offered DCEEP prescriptive and performance rebates, as appropriate. Program participants will also be offered the services of the Proctor Engineering Group's CheckMe! System for air conditioner testing and tune-up.

The program also provides synergies with other programs so that residential customers may install photovoltaic system to be purchased with funds other than PGC funds reserved for energy efficiency and nonresidential customers may have investment-grade energy audits if they are willing to invest in measures with up to five-year payback. Through this audit, it is anticipated that commercial new construction will achieve energy efficiency by participating in PG&E's Statewide Savings by Design program.

## Ecology Action of Santa Cruz – No. 99-02

<b>PROGRAM TITLE:</b>	A Local Small Business Energy Efficiency Program
<b>PROGRAM IMPLEMENTER(S):</b>	Ecology Action of Santa Cruz, Energy Solutions (with Linda Brandon Design), and Center for Energy and Environment
<b>SUBCONTRACTOR(S):</b>	Licensed contractors from target region will be invited to a recruitment workshop to establish a poll of qualified contractors for this program
<b>IOU SERVICE TERRITORY:</b>	Pacific Gas & Electric Company (PG&E)
<b>GEOGRAPHIC AREA:</b>	Santa Cruz, Monterey, and San Benito Counties
<b>TARGET MARKET:</b>	Nonresidential hard-to-reach very small, small and medium business customers
<b>IOU CONTRACT ADMINISTRATOR:</b>	PG&E
<b>BUDGET APPROVED</b>	\$1,904,762

### PROGRAM DESCRIPTION:

Through information, outreach, education, and incentives targeting hard-to-reach nonresidential customers, this program focuses on comprehensive lighting retrofits and low and no-cost measures such as installation of dual setback thermostats and technical assistance identifying opportunities in heating, ventilation, air conditioning and refrigeration for 1,260 very small to medium sized businesses. Customers will receive compact fluorescent lamps through direct-install incentives, other installation rebates, and simplified financing. This program relies on the implementer's community marketing resources. It addresses and identifies market barriers in its community and makes a commitment to address energy efficiency needs in the community.

### PROGRAM MODIFICATIONS:

The approved budget for this program is substantially less than the original proposal budget of \$3,389,320. We require the program sponsors to provide detailed allocation of the approved budget, including performance targets. We also require that the program include referral to applicable statewide programs as part of its marketing and audit reports, and implement a plan to prevent participants from "double dipping" with other energy efficiency programs.

## **Ecos Consulting – No. 258-02**

<b>PROGRAM TITLE:</b>	Energy Star® CFL Program for Small Hardware and Grocery Retailers
<b>PROGRAM IMPLEMENTER(S):</b>	Ecos Consulting
<b>SUBCONTRACTOR(S):</b>	
<b>IOU SERVICE TERRITORY:</b>	San Diego Gas & Electric Company (SDG&E) Southern California Edison Company (SCE)
<b>GEOGRAPHIC AREA:</b>	Rural/Hard-to-Reach
<b>TARGET MARKET:</b>	Residential
<b>IOU CONTRACT ADMINISTRATOR:</b>	SCE
<b>BUDGET APPROVED</b>	\$5,504,182
<b>SCE</b>	\$4,051,416
<b>SDG&amp;E</b>	\$1,452,766

### **PROGRAM DESCRIPTION:**

This upstream lighting rebate program targets small and rural grocery and hardware stores. The target retail stores in this program have been hard-to-reach under previous upstream lighting programs. The program offers upstream rebates for compact fluorescent lamp (CFL) light bulbs, as well as a comprehensive marketing and outreach program. Participating retailers will be provided point of purchase materials in various languages to facilitate the movement of the rebated products, and energy efficiency education to allow them to further market the products in their own store. This program also provides ongoing face-to-face outreach and quality control with participating retailers.



## **Ecos Consulting – No. 245-02**

<b>PROGRAM TITLE:</b>	LiteVend
<b>PROGRAM IMPLEMENTER(S):</b>	Ecos Consulting
<b>SUBCONTRACTOR(S):</b>	None specified
<b>IOU SERVICE TERRITORY:</b>	San Diego Gas & Electric Company (SDG&E)
<b>GEOGRAPHIC AREA:</b>	SDG&E Territory
<b>TARGET MARKET:</b>	Non-Residential Upstream Retrofit
<b>IOU CONTRACT ADMINISTRATOR:</b>	SDG&E
<b>BUDGET APPROVED</b>	\$481,331

### **PROGRAM DESCRIPTION:**

This incentive program will improve the energy efficiency of new and existing vending machines. It will do so by (a) accelerating the introduction of a line of vending machines that is up to 50% more efficient; (b) working with operators to refurbish or retire existing machines; and (c) installing a device designed to power down vending machines when not in use.

### **PROGRAM MODIFICATIONS:**

This program was proposed in three utilities' territories. We are accepting it for SDG&E territory. The administrative expenses are very high for an incentive-based program. Thus, we require Ecos Consulting to submit a revised budget reducing its administrative expenses by \$150,000. This reduced budget (which is reflected in the budget listed above) should (a) include the expenses for Evaluation, Measurement and Verification, but excluding the utility's administrative charge, and (b) not affect the program performance targets. The revised budget must be submitted before the signing of the contract.

## Electric & Gas industries Association (EGIA) – No. 141-02

<b>PROGRAM TITLE:</b>	A Proposal To Develop & Administer An Interest Rate Buy-Down For The Installation Of High Efficiency HVAC Equipment
<b>PROGRAM IMPLEMENTER(S):</b>	Electric & Gas industries Association (EGIA)
<b>SUBCONTRACTOR(S):</b>	
<b>IOU SERVICE TERRITORY:</b>	Pacific Gas & Electric Company (PG&E) Southern California Edison Company (SCE) Southern California Gas Company (SCG)
<b>GEOGRAPHIC AREA:</b>	Specific climate zones that fall in PG&E, SCG and SCE territories
<b>TARGET MARKET:</b>	Residential Heating, Ventilation, Air Conditioning
<b>IOU CONTRACT ADMINISTRATOR:</b>	PG&E
<b>BUDGET APPROVED</b>	\$5,380,983
<b>PG&amp;E</b>	\$3,269,151
<b>SCE</b>	\$1,524,728
<b>SCG</b>	\$ 587,105

### PROGRAM DESCRIPTION:

This program supports ratepayer replacement purchases of high efficiency heating, ventilation, and air conditioning equipment with an interest rate buy-down of 3 to 6 percent for air conditioning and 2 to 3 percent for heating equipment. The buy-down is part of an existing EGIA program in which the association markets FNMA consumer loans that enable ratepayers to finance energy efficient equipment. The FNMA loan program, rolled-out by EGIA last year, has had initial successes. This buy-down add-on to the FNMA loan is expected to enhance previous efforts and save an estimated 7,252,708 kWh of electric energy and 631,534 therms of natural gas through September 2003.

## Energy Analysis Technologies, Inc. – No. 98-02

<b>PROGRAM TITLE:</b>	Residential Duct Services (RDS) Program
<b>PROGRAM IMPLEMENTER(S):</b>	Energy Analysis Technologies, Inc.
<b>SUBCONTRACTOR(S):</b>	Carrier-Aeroseal, LLC
<b>IOU SERVICE TERRITORY:</b>	Southern California Edison Company (SCE) Southern California Gas Company (SCG)
<b>GEOGRAPHIC AREA:</b>	Hotter climate areas + underserved populations (Climate Zones 9 & 13, see below)
<b>TARGET MARKET:</b>	Residential, single-family, lower to middle-income Hard To- Reach customers (including mobile home dwellers and renters)
<b>IOU CONTRACT ADMINISTRATOR:</b>	SCG
<b>BUDGET APPROVED</b>	\$1,095,238
<b>SCE</b>	\$ 547,619
<b>SCG</b>	\$ 547,619

### PROGRAM DESCRIPTION:

This program is a residential outreach and incentive program designed to increase access to duct repair and advanced heating, ventilation, and air conditioning (HVAC) diagnostic tune-ups for single-family homes. In addition this program will provide local training to contractors performing this work. This program is conceived as a complement to the utilities' rebate programs for high efficiency HVAC equipment. RDS will pay a \$200 rebate for duct sealing and/or a \$275 rebate to households with greater than 40% leakage rates in their HVAC ducts as an incentive toward the tune-up. This program presents a comprehensive approach for residential energy, promising substantial savings, as well as upstream training of contractors, without resorting to a franchise model.

### PROGRAM MODIFICATIONS:

Due to similarity in the targeted areas of this proposal and CheckMe! (Proctor Engineering Group, Ltd.), we will permit it to operate in all proposed climate zones, but it must demonstrate that it has served all zones and provide a check against double dipping. Plans to accomplish this will be included in the implementation plan.

## **The Energy Coalition – No. 232**

<b>PROGRAM TITLE:</b>	Regional Energy Efficiency Initiative (REEI)
<b>PROGRAM IMPLEMENTER(S):</b>	The Energy Coalition (Composed of the Cities of Irvine, Sta. Monica, Palm Desert, Moreno Valley, Brea, & West Hollywood)
<b>SUBCONTRACTOR(S):</b>	
<b>IOU SERVICE TERRITORY:</b>	Southern California Edison Company (SCE)
<b>GEOGRAPHIC AREA:</b>	Cities of Irvine, Sta. Monica, Palm Desert, Moreno Valley, Brea, & West Hollywood
<b>TARGET MARKET:</b>	Cross cutting (Residential: single family, multifamily, mobile homes; Small Businesses; Schools Districts)
<b>IOU CONTRACT ADMINISTRATOR:</b>	SCE
<b>BUDGET APPROVED</b>	\$3,047,619

### **PROGRAM DESCRIPTION:**

This program provides education and incentives to hard-to-reach and underserved residential customers, small businesses, and school districts. The coalition of six cities focuses on a master plan of energy savings programs for (a) distribution of compact fluorescent lamps, energy efficient fans, and weatherization services to residential customers; (b) energy assessment services for small businesses and (c) distribution of CFLs and energy education for schools and municipal facilities. This program focuses on involving the communities, which the coalition believes is necessary for long-term change in energy savings.

## Energy Solutions – No. 148-02

<b>PROGRAM TITLE:</b>	LiteWash
<b>PROGRAM IMPLEMENTER(S):</b>	Energy Solutions
<b>SUBCONTRACTOR(S):</b>	Ecos, Batelle Memorial Institute
<b>IOU SERVICE TERRITORY:</b>	Pacific Gas & Electric Company (PG&E), Southern California Gas Company (SCG), San Diego Gas & Electric Company (SDG&E)
<b>GEOGRAPHIC AREA:</b>	Water Agency service territories
<b>TARGET MARKET:</b>	Small nonresidential
<b>IOU CONTRACT ADMINISTRATOR:</b>	PG&E
<b>BUDGET APPROVED</b>	\$2,559,905
<b>PG&amp;E</b>	\$1,407,930
<b>SCG</b>	\$ 837,800
<b>SDG&amp;E</b>	\$ 314,175

### PROGRAM DESCRIPTION:

This program provides outreach, education, and rebates for high efficiency clothes washers. The program targets laundromats and institutional and multi-family common area laundry facilities. Along with education and incentive for clothes washers, a turnkey lighting retrofit will be provided to very small customers who participate in this program. The marketing, education, and outreach for this program will be coordinated with water agencies. These water agencies are running their own water conservation programs targeted at these customers.

## **Fisher-Nickel, Inc. and Food Service Technology Center – No. 113-02**

<b>PROGRAM TITLE:</b>	Energy Efficiency in Commercial Food Service
<b>PROGRAM IMPLEMENTER(S):</b>	Fisher-Nickel, Inc. and Food Service Technology Center
<b>SUBCONTRACTOR(S):</b>	Commercial Kitchen Ventilation Laboratory located in Wood Dale, IL and operated by Architectural Energy Corporation
<b>IOU SERVICE TERRITORY:</b>	Pacific Gas & Electric Company (PG&E)
<b>GEOGRAPHIC AREA:</b>	PG&E service territory
<b>TARGET MARKET:</b>	Nonresidential customers with food service operations including restaurants, and others which perform cooking and food preparations such as hospitals, schools, prisons, and other institutions
<b>IOU CONTRACT ADMINISTRATOR:</b>	PG&E
<b>BUDGET APPROVED</b>	\$3,183,796

### **PROGRAM DESCRIPTION:**

This program provides information and upstream initiatives for hard-to-reach independent food service operators. The Food Service Technology Center (FSTC) promotes efficient design and operation of commercial food service facilities by providing unbiased, objective performance information to the industry. This proposal will expand energy education and technical support to both Bay Area and Northern California local governmental energy efficiency departments, particularly those that have initiated programs for the hard-to-reach independent food service operator. This program generates unbiased testing of both gas and electric commercial food service equipment, and provides energy efficiency information and outreach to the food service industry.

### **PROGRAM MODIFICATIONS:**

To allow for synergies and to prevent duplication of efforts, we require that the proposal include an implementation plan detailing measures to avoid potential for duplication of efforts with the statewide Emerging Technologies program.

## **Frontier Associates – No. 126-02**

<b>PROGRAM TITLE:</b>	Green Building Technical Support Services
<b>PROGRAM IMPLEMENTER(S):</b>	Frontier Associates
<b>SUBCONTRACTOR(S):</b>	Austin Energy
<b>IOU SERVICE TERRITORY:</b>	Pacific Gas and Electric Company (PG&E)
<b>GEOGRAPHIC AREA:</b>	Greater Bay Area Counties
<b>TARGET MARKET:</b>	Residential and Nonresidential New Construction
<b>IOU CONTRACT ADMINISTRATOR:</b>	PG&E
<b>BUDGET APPROVED</b>	\$565,396

### **PROGRAM DESCRIPTION:**

This upstream information and training program transfers green building technical expertise and resources to participating local governments. This program assists local governments in adopting and promoting sustainable green building construction practices. Local governments will be adopting and promoting sustainable building construction practices by employing local planning and codes processes to integrate whole building approaches to energy efficiency and other resource issues into new construction guidelines, incentives, and standards.

### **PROGRAM MODIFICATIONS:**

The program implementation plan must include more concrete adoption methods and deliverables.

**GeoPraxis, Inc. – No. 180-02**

<b>PROGRAM TITLE:</b>	Time of Sale Home Inspection Program
<b>PROGRAM IMPLEMENTER(S):</b>	GeoPraxis, Inc.
<b>SUBCONTRACTOR(S):</b>	Inspecttech
<b>IOU SERVICE TERRITORY:</b>	Pacific Gas & Electric Company (PG&E)
<b>GEOGRAPHIC AREA:</b>	San Francisco Bay Area
<b>TARGET MARKET:</b>	Residential comprehensive retrofit
<b>IOU CONTRACT ADMINISTRATOR:</b>	PG&E
<b>BUDGET APPROVED</b>	\$875,931

**PROGRAM DESCRIPTION:**

This program trains home inspectors to identify the most significant energy saving opportunities during the customer-paid Time of Sale home inspection and will motivate homeowners to implement recommended improvements by providing them with a list of contractors and high efficiency product dealers. This program also offers information to customers about the availability of incentive and financing programs and manufacturer-sponsored rebates for high efficiency products.

**PROGRAM MODIFICATIONS:**

The program was proposed for both SDG&E and PG&E territories, with a total budget of \$1,226,304. We accept the program for PG&E territory only, and we reduce the budget to \$875,931. Accordingly, GeoPraxis, Inc. should provide revised itemized budget and performance goals in the implementation plan.



## Global Energy Services – No. 278-02

<b>PROGRAM TITLE:</b>	Chinese Language Efficiency Outreach
<b>PROGRAM IMPLEMENTER(S):</b>	Global Energy Services
<b>SUBCONTRACTOR(S):</b>	ASW Engineering
<b>IOU SERVICE TERRITORY:</b>	Southern California Edison Company (SCE) Southern California Gas Company (SCG)
<b>GEOGRAPHIC AREA:</b>	Los Angeles Co. (Alhambra, Monterey Park, San Gabriel, Rowland Heights, El Monte, etc.)
<b>TARGET MARKET:</b>	Cross cutting: Chinese-speaking hard-to-reach customers
<b>IOU CONTRACT ADMINISTRATOR:</b>	SCE
<b>BUDGET APPROVED</b>	\$358,087
<b>SCE</b>	\$279,913
<b>SCG</b>	\$ 78,173

### PROGRAM DESCRIPTION:

This cross cutting information/outreach/education program targets hard-to-reach low-income Chinese speakers in LA Co. In addition to alerting the community to issues of energy efficiency, an important goal of this program is to enlist residential and small commercial customers for an energy audit. This program identifies and reaches out to a specific demographic group using a multi-media blitz to kick start an effort to introduce this group both to energy related concerns as well as to existing efficiency opportunities not well utilized by this group. Global Energy Services has teamed up with local Chinese organizations and will draw on the skills of several well-positioned individuals to conduct the outreach efforts.

### PROGRAM MODIFICATIONS:

We accept this program for SCE and SCG territories.

## Global Energy Partners – No. 248-02

<b>PROGRAM TITLE:</b>	Energy Efficiency Services for Electricity Consumption and Demand Reduction in Oil Production in the State of California
<b>PROGRAM IMPLEMENTER(S):</b>	Global Energy Partners
<b>SUBCONTRACTOR(S):</b>	EPRI-PEAC Petroleum Technology Transfer Council EPRI Chemicals, Petroleum, and Natural Gas Center
<b>IOU SERVICE TERRITORY:</b>	Southern California Edison Company (SCE)
<b>GEOGRAPHIC AREA:</b>	
<b>TARGET MARKET:</b>	Non-residential process overhaul for small independent oil producers.
<b>IOU CONTRACT ADMINISTRATOR:</b>	SCE
<b>BUDGET APPROVED</b>	\$1,730,250

### PROGRAM DESCRIPTION:

This program uses a systems approach to install more efficient pumps, motors, and control systems for oil well heads of small to medium sized producers in Southern California. Through education, audits and financing assistance, Global Energy Partners will assist producers to make wise energy efficient modifications. Through its website, it will link producers with other energy savings programs. Energy efficiency measures will include pump-off controllers, variable frequency drives, load balancing on rod pumps, proper sizing of water injection pumps, variable frequency prime movers, optimization of fluid cooling systems and premium efficient motors. While oil producers are not considered underserved or hard-to-reach, small to medium sized producers who struggle to compete with the industry leaders, may not have expertise or financial resources to improve energy efficiency and contribute to potentially very large energy savings

### PROGRAM MODIFICATIONS:

An independent third party should verify the energy savings.

## Heschong Mahone Group – No. 255-02

<b>PROGRAM TITLE:</b>	Efficient Affordable Housing, A Residential Efficiency Program to Assist Housing Authorities
<b>PROGRAM IMPLEMENTER(S):</b>	Heschong Mahone Group
<b>SUBCONTRACTOR(S):</b>	San Diego Regional Energy Office
<b>IOU SERVICE TERRITORY:</b>	Southern California Edison Company (SCE), Southern California Gas Company ( SCG)
<b>GEOGRAPHIC AREA:</b>	Riverside County
<b>TARGET MARKET:</b>	Residential Retrofit. Housing authorities and current and prospective Section-8 building owners
<b>IOU CONTRACT ADMINISTRATOR:</b>	SCG
<b>BUDGET APPROVED</b>	\$483,697
<b>SCE</b>	\$241,849
<b>SCG</b>	\$241,849

### PROGRAM DESCRIPTION:

This program, in cooperation with the housing authorities, adopts a utility allowance that reflects savings due to energy efficiency measures. When savings are shared between landlord and renter, the landlord may charge a higher rent as an incentive to install energy savings measures and the renter will pay a lower overall monthly costs due to energy savings. In addition, incentives will be provided to building owners that demonstrate a 20% improvement over current condition as determined by a HERS rating or by showing 10% more efficient than required by state law using Microspas or Energy pro software runs. Ignoring the effect of energy efficiency on utility allowances provides no incentive for energy efficiency in housing authority units. The program focuses on working with housing authorities for the first year, and with building owners for the second year.

### PROGRAM MODIFICATIONS:

We accept this program in SCE and SCG territories. The implementation plan must include a method to prevent participants from double dipping incentives.

## ICF Associates – No. 218-02

<b>PROGRAM TITLE:</b>	Demand Control Ventilation Pilot Program
<b>PROGRAM IMPLEMENTER(S):</b>	ICF Associates
<b>SUBCONTRACTOR(S):</b>	Quantum Consulting
<b>IOU SERVICE TERRITORY:</b>	Southern California Gas Company (SCG), Southern California Edison Company (SCE)
<b>GEOGRAPHIC AREA:</b>	
<b>TARGET MARKET:</b>	Non-resident retrofit.
<b>IOU CONTRACT ADMINISTRATOR:</b>	SCG
<b>BUDGET APPROVED:</b>	\$589,153
<b>SCE:</b>	\$394,733
<b>SCG:</b>	\$194,421

### PROGRAM DESCRIPTION:

This program promotes new technology ready to be mainstreamed as a retrofit measure for commercial buildings. Installation of CO<sub>2</sub> sensors allows the adjustment of building ventilation to the number of occupants, reducing cooling and heating energy requirements significantly. This program will train distributors and contractors about technology, develop sales material and install CO<sub>2</sub> Demand Control Ventilation systems in 600,000 sq feet of conditioned space.

### PROGRAM MODIFICATIONS:

This program will be implemented in both SCG and SCE territories.

## ICF Associates, Inc. – No. 134-02

<b>PROGRAM TITLE:</b>	Partnership for Energy Affordability in Multi-Family Housing
<b>PROGRAM IMPLEMENTER(S):</b>	ICF Associates, Inc.
<b>SUBCONTRACTOR(S):</b>	Non-Profit Association of Northern California Association of Housing Management Agents Local Initiatives Support Corporation Center for Energy and Environment Strategic Energy Innovations
<b>IOU SERVICE TERRITORY:</b>	Pacific Gas and Electric Company (PG&E)
<b>GEOGRAPHIC AREA:</b>	Bay Area and south to Monterey, east to Central Valley.
<b>TARGET MARKET:</b>	Residential Hard-to-Reach
<b>IOU CONTRACT ADMINISTRATOR:</b>	PG&E
<b>BUDGET APPROVED</b>	\$1,826,305

### PROGRAM DESCRIPTION:

This information program targets non-profit owners and property managers of federally subsidized urban low-income rental properties in the San Francisco Bay Area and areas extending to Stockton, Modesto, and Fresno. This program focuses on master-metered buildings, typical of single-room occupancy and acquisition/rehab HUD properties. This program offers comprehensive technical assistance to building owners, managers and operators, including facility audits, training, peer forums, financing, tenant education, diagnostics and measurement and verification, energy performance contracting support and a referral service for properties interested in hiring energy services expertise. This program will promote energy savings by channeling program participants into PG&E's Statewide Nonresidential Express Efficiency and SPC programs.

### PROGRAM MODIFICATIONS:

ICF Associates shall contract with PG&E for \$1,826,305, as proposed. However, we remove the financial incentive portion of this program, and ICF Associates, Inc. shall use the \$300,000 originally intended for incentives to channel more participants into this program and other energy efficiency programs.

## Local Government Commission – No. 184-02

<b>PROGRAM TITLE:</b>	Proposal of the California Local Government Commission for Regional Energy Authority Pilot Projects in Humboldt, Marin and Ventura Counties
<b>PROGRAM IMPLEMENTER(S):</b>	Local Government Commission
<b>SUBCONTRACTOR(S):</b>	Alternative Energy Systems Consulting, Inc. John Nimmons & Associates, Inc. HMW International, Inc.
<b>IOU SERVICE TERRITORY:</b>	Pacific Gas & Electric Company (PG&E) Southern California Edison Company (SCE)
<b>GEOGRAPHIC AREA:</b>	Humboldt and Ventura Counties
<b>TARGET MARKET:</b>	Crosscutting
<b>IOU CONTRACT ADMINISTRATOR:</b>	PG&E
<b>BUDGET APPROVED</b>	\$939,903
<b>PG&amp;E</b>	\$454,002
<b>SCE</b>	\$485,901

### PROGRAM DESCRIPTION:

This program helps Humboldt and Ventura counties establish Regional Energy Authority (REA) pilot projects. REAs are joint undertakings by California local governments to develop and implement comprehensive energy strategies to encourage conservation and energy efficiency. This program provides technical assistance to the two counties in planning and establishing the REAs. This program will help to build sustainable local infrastructure for delivering energy efficiency services.

### PROGRAM MODIFICATIONS:

The original program proposal sought to establish an REA in Marin County as well as Humboldt and Ventura Counties. We will conduct this as a pilot program in Humboldt and Ventura Counties.

## County of Los Angeles Internal Services Division – No. 156-02

<b>PROGRAM TITLE:</b>	<b>Energy Efficiency Program</b>
<b>PROGRAM IMPLEMENTER(S):</b>	County of Los Angeles Internal Services Division
<b>SUBCONTRACTOR(S):</b>	
<b>IOU SERVICE TERRITORY:</b>	Southern California Edison Company (SCE)
<b>GEOGRAPHIC AREA:</b>	Los Angeles County
<b>TARGET MARKET:</b>	Small to large non residential comprehensive retrofit
<b>IOU CONTRACT ADMINISTRATOR:</b>	SCE
<b>BUDGET APPROVED</b>	\$3,333,333

### **PROGRAM DESCRIPTION:**

This incentive program proposes to implement energy efficiency improvements in 38 county departments, located in SCE's service territory. The proposed measures include:

- Lighting retrofits and upgrades
- Variable frequency drives on electric motors
- State of the art building automation control systems
- Chiller retrofits

### **PROGRAM MODIFICATIONS:**

We recommend a budget reduction from \$6,300,000 to \$3,333,333 and require County of Los Angeles to revise the performance goals accordingly (including savings/demand reduction, and total resource cost value). We also require that County of Los Angeles hire an independent evaluation/measurement/verification contractor.

## **Pacific Gas & Electric Company (PG&E) – No. 15-02**

<b>PROGRAM TITLE:</b>	Energenius
<b>PROGRAM IMPLEMENTER(S):</b>	Pacific Gas & Electric Company (PG&E)
<b>SUBCONTRACTOR(S):</b>	
<b>IOU SERVICE TERRITORY:</b>	PG&E
<b>GEOGRAPHIC AREA:</b>	
<b>TARGET MARKET:</b>	Cross-cutting; 1 <sup>st</sup> to 8 <sup>th</sup> grade students, teachers and parents in rural school districts outside the San Francisco Bay Area and school districts within residential areas containing a significant number of non-English speaking residents
<b>IOU CONTRACT ADMINISTRATOR:</b>	
<b>BUDGET APPROVED</b>	\$300,000

### **PROGRAM DESCRIPTION:**

This program is an information/education program, which educates 1<sup>st</sup> through 8<sup>th</sup> grade students and their parents on energy efficiency and electric and gas safety using five Energenius Educational Series curricula: (1) Energenius Habits (grades 1-3), (2) Energenius Measures (grades 4-5), (3) Energenius Primary Safety (grades 1-3), (4) Energenius Intermediate Safety (grades 4-6), and (5) Energenius Bill Buster (grades 6-8). Each series provides a teacher curriculum guide and student activities. The program requires participating students to discuss and complete the Internet and/or direct mail Home Energy Survey and customized energy savings recommendations with their parents and share related referral information. It offers an alternative means of communicating information to non-English speaking parents via bilingual students.

### **PROGRAM MODIFICATIONS:**

To ensure program synergies and to avoid duplication, we require PG&E to include in its proposal an implementation plan detailing measures to avoid potential for duplication and double dipping with Alliance to Save Energy's Green Schools, Green Communities Program, which is also being funded for 2002. We require PG&E to provide more detailed budget, timeline of activities, and evaluation, monitoring and evaluation plans in its Program Implementation Plans.



## **Pacific Gas & Electric Company (PG&E) – No. 19-02**

<b>PROGRAM TITLE:</b>	Pacific Energy Center (PEC)
<b>PROGRAM IMPLEMENTER(S):</b>	Pacific Gas & Electric Company (PG&E)
<b>SUBCONTRACTOR(S):</b>	
<b>IOU SERVICE TERRITORY:</b>	PG&E
<b>GEOGRAPHIC AREA:</b>	
<b>TARGET MARKET:</b>	Cross-cutting (residential/nonresidential retrofit, commercial new construction); customer segments include architects, engineers and building operations professionals, code officials, local community leaders working in both residential and commercial markets
<b>IOU CONTRACT ADMINISTRATOR:</b>	
<b>BUDGET APPROVED</b>	\$2,340,000 (\$2,169,000 from local cross-cutting and \$171,000 from local residential)

### **PROGRAM DESCRIPTION:**

This program delivers information program, such as technical education classes and workshops, lectures by industry leaders, an energy resource center/library, and performance consulting services including loans of diagnostic and measurement tools through the Tool Lending Library. Founded in 1991, the PEC has been a primary channel for information flow to its target community and has supported the technical, educational, and outreach requirements of the statewide programs Express Efficiency and Savings by Design. For 2002, PG&E plans to expand the PEC's training efforts with the assistance and guidance of the Bay Area and Northern California local governmental energy efficiency departments. The PEC will also formalize its ten-year relationship with the Center for the Built Environment at the University of California, Berkeley, and expand training programs in areas outside San Francisco.

### **PROGRAM MODIFICATIONS:**

The Department of Architecture, UC Berkeley submitted a proposal to evaluate the programs offered at the Pacific Energy Center. It is appropriate to combine the PG&E program and the UC Berkeley program. Therefore, we direct PG&E to engage the services of the Department of Architecture as part of its PEC program. In addition, PG&E must provide detailed budget breakdown in its Program Implementation Plans and an itemized timeline of various activities for 2002.

## **Pacific Gas & Electric Company (PG&E) – No. 11-02**

<b>PROGRAM TITLE:</b>	School Resources Program
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<b>PROGRAM IMPLEMENTER(S):</b>	Pacific Gas & Electric Company (PG&E)
<b>SUBCONTRACTOR(S):</b>	Rebuild America
<b>IOU SERVICE TERRITORY:</b>	PG&E
<b>GEOGRAPHIC AREA:</b>	
<b>TARGET MARKET:</b>	Cross-cutting; rural area K-12 school districts outside the San Francisco Bay Area and school districts within residential areas containing significant number of non-English speaking residents
<b>IOU CONTRACT ADMINISTRATOR:</b>	
<b>BUDGET APPROVED</b>	\$600,000

#### **PROGRAM DESCRIPTION:**

This is an information/education program, which provides participating school districts with a broad array of services including:

- Energy Star benchmarking of existing facilities,
- Detailed energy audits,
- Assistance in developing a retrofit project implementation plan,
- Assistance in identifying and accessing financing, and
- Delivery of a variety of educational workshops for students and school staff.

The program offers strong synergies with other utility programs and those run by other entities such as PG&E's Energenius Program, the DOE Rebuild America, EPA Energy Star, and education programs supported by SBX1-5 grant funding.

#### **PROGRAM MODIFICATIONS:**

The program should cover school districts in PG&E's service territory that are not targeted by the Alliance to Save Energy's Green Schools, Green Communities Program, and the California State and Consumer Services Agency's Local K-12 Schools and Energy Efficiency Program, that are also being funded for 2002. PG&E's proposal should include an implementation plan to avoid any potential for duplication and double dipping, and maximize synergies across all the school-targeted programs in the PG&E service territory. We require PG&E to provide a more detailed budget, timeline of activities, and evaluation, monitoring and evaluation plans in its Program Implementation Plans.

## **Proctor Engineering Group, Ltd. – No. 290-02**

<b>PROGRAM TITLE:</b>	CheckMe! in Southern California Edison Company's (SCE) Territory
<b>PROGRAM IMPLEMENTER(S):</b>	Proctor Engineering Group, Ltd.
<b>SUBCONTRACTOR(S):</b>	None specified (except contractors must be enrolled in the CheckMe! program)
<b>IOU SERVICE TERRITORY:</b>	SCE
<b>GEOGRAPHIC AREA:</b>	Hotter climate areas and underserved populations
<b>TARGET MARKET:</b>	Cross cutting, targeting hard-to reach customers
<b>IOU CONTRACT ADMINISTRATOR:</b>	SCE
<b>BUDGET APPROVED</b>	\$2,852,381

### **PROGRAM DESCRIPTION:**

This outreach and incentive program targets heating, ventilation, and air conditioning systems (HVAC) contractors for training in duct sealing and air conditioning testing and tune-up. Subsequent to the training contractors will be dispatched to hard-to-reach residential and small commercial customers whose HVAC systems are suspected of being in need of tuning/sealing. The program combines contractor training with a commitment to high volume quality-controlled upgrading of existing and mostly maladjusted HVAC equipment.

### **PROGRAM MODIFICATIONS:**

Due to similarity in the targeted areas of this proposal and the Residential Duct Services (RDS) Program of Energy Analysis Technologies, Inc.), we will permit it to operate in all proposed climate zones, but it must demonstrate that it has served all zones and provide a check against double dipping. Plans to accomplish this will be included in the implementation plan. We adjust the budget as shown above.

## Quantum Consulting Inc – No. 106-02

<b>PROGRAM TITLE:</b>	Municipal Wastewater Retro-Commissioning and Process Optimization Program
<b>PROGRAM IMPLEMENTER(S):</b>	Quantum Consulting Inc.
<b>SUBCONTRACTOR(S):</b>	BacGen Technologies
<b>IOU SERVICE TERRITORY:</b>	Pacific Gas & Electric (PG&E)
<b>GEOGRAPHIC AREA:</b>	Central Valley
<b>TARGET MARKET:</b>	Nonresidential Retrofit/Process Overhaul/Hard-to-Reach rural small and medium size facilities
<b>IOU CONTRACT ADMINISTRATOR:</b>	PG&E
<b>BUDGET APPROVED</b>	\$952,381

### **PROGRAM DESCRIPTION:**

This incentive program targets small to medium sized wastewater treatment facilities for process optimization. Quantum and BacGen have jointly devised a protocol for installing monitoring equipment with which to model biological parameters in the wastewater treatment facility, which then allows for the aeration equipment to be turned down enough to save approximately 40% of the energy. This program offers a combination of substantial electricity savings, innovative program design, a commitment to hard-to-reach customers whose ability to diagnose and finance the necessary process changes is severely limited, and an approach with a persuasive track record of successful energy savings in PG&E service territory.

### **PROGRAM MODIFICATIONS:**

The approved budget for this program is substantially less than the original proposed budget of \$1,605,150. We require Quantum Consulting, Inc. to provide a detailed revised allocation of the approved budget, including performance targets in its Implementation Plan.

## Quantum Consulting Inc. – No. 107-02

<b>PROGRAM TITLE:</b>	Municipal Wastewater Retro-Commissioning and Process Optimization Program
<b>PROGRAM IMPLEMENTER(S):</b>	Quantum Consulting Inc.
<b>SUBCONTRACTOR(S):</b>	BacGen Technologies
<b>IOU SERVICE TERRITORY:</b>	Southern California Edison Company (SCE)
<b>GEOGRAPHIC AREA:</b>	Central Valley
<b>TARGET MARKET:</b>	Nonresidential Retrofit/Process Overhaul/Hard-to-Reach rural small and medium size facilities
<b>IOU CONTRACT ADMINISTRATOR:</b>	SCE
<b>BUDGET APPROVED</b>	\$1,528,714

### PROGRAM DESCRIPTION:

This incentive program targets small to medium sized wastewater treatment facilities for process optimization. Quantum and BacGen have jointly devised a protocol for installing monitoring equipment with which to model biological parameters in the wastewater treatment facility, which then allows for the aeration equipment to be turned down enough to save approximately 40% of the energy. This program offers a combination of substantial electricity savings, innovative program design, a commitment to hard-to-reach customers whose ability to diagnose and finance the necessary process changes is severely limited, and an approach with a persuasive track record of successful energy savings in PG&E service territory.

## Quantum Consulting – No. 174-02

<b>PROGRAM TITLE:</b>	The Oakland Energy Partnership Program
<b>PROGRAM IMPLEMENTER(S):</b>	Quantum Consulting, City of Oakland Steering Committee, Mayor Brown, Chair
<b>SUBCONTRACTOR(S):</b>	Community Energy Services Corporation ,Strategic Energy Innovations, Lawrence Berkeley National Laboratory, Nexant, Inc., Energy Systems Laboratories at Texas A&M University and the University of Nebraska, Facility Dynamic Engineering, Energy Solutions, kW Engineering, TMT Associates, Proctor Engineering Group, Aero seal Inc. Xenergy, Inc.
<b>IOU SERVICE TERRITORY:</b>	Pacific Gas and Electric Company (PG&E)
<b>GEOGRAPHIC AREA:</b>	City of Oakland
<b>TARGET MARKET:</b>	Cross-Cutting
<b>IOU CONTRACT ADMINISTRATOR:</b>	PG& E
<b>BUDGET APPROVED</b>	\$6,052,498

### PROGRAM DESCRIPTION:

This program targets existing downtown commercial buildings/small businesses, single and multifamily residences, residential and commercial new construction, and research and development. This program comprises of six components:

- (1) Large Commercial Building Tune-Up - provides retro commissioning services and Energy Management Plans for medium and large commercial buildings located in Oakland.
- (2) Energy Efficiency Design Assistance - provides customized energy efficiency design assistance at no cost to property owners, developers, and designers involved with the new construction or renovation/retrofit of existing buildings located within the City of Oakland.
- (3) CheckMe! High Efficiency Air Conditioner Tune-Up - ensures that existing air conditioning systems are operating at their design efficiency, and are tuned the design capacity.
- (4) High-Tech Duct Improvement component - improves the energy efficiency of duct systems in residences and light commercial buildings in Oakland through use of emerging technology, Aero seal, which works by pressuring ductwork with a fog of small sealant particles.

(5) Direct Install Small Commercial– adopts a turnkey approach in which marketing, energy education, site-specific energy analysis, financial incentives, equipment procurement, and installation are provided.

(6) Street and Area Lighting Demonstration – installs highly efficient electronic ballasts; a total of 1400 outdoor lights will be installed with either 100, 150, or 200 watt lamps.

**PROGRAM MODIFICATIONS:**

Nine components to this program were proposed, but only six were chosen for funding. Program funds shall not be used to fund the MaxBis, Oakland Youth Retrofit, nor Multi Family Outreach proposed components.

## **RLW Analytics, Inc. – No. 125-02**

<b>PROGRAM TITLE:</b>	The Energy Savers Program
<b>PROGRAM IMPLEMENTER(S):</b>	RLW Analytics, Inc., Small Business Energy Alliance (created by ASW Engineering), and Sonoma State University
<b>SUBCONTRACTOR(S):</b>	Will work with local subcontractors – none listed
<b>IOU SERVICE TERRITORY:</b>	Pacific Gas & Electric Company (PG&E)
<b>GEOGRAPHIC AREA:</b>	Sonoma, Napa, and Lake Counties
<b>TARGET MARKET:</b>	Very small to medium nonresidential hard-to-reach business customers (50% very small, 25% small, and 25% medium)
<b>IOU CONTRACT ADMINISTRATOR:</b>	PG&E
<b>BUDGET APPROVED</b>	\$1,904,762

### **PROGRAM DESCRIPTION:**

This program offers energy efficiency education, no cost energy audits. It also offers incentives for energy efficient lighting, programmable thermostats, and air conditioning/refrigeration tune-ups for hard-to-reach very small to medium nonresidential rural customers in Sonoma, Napa, and Lake counties. This program targets nonresidential hard-to-reach customers with a comprehensive plan that offers technical support, outreach, bulk procurement, quality assurance, and is based on the successful energy savers turnkey program that was utilized in Edison's territory.

### **PROGRAM MODIFICATIONS:**

The approved budget for this program is substantially less than the original budget of \$2,708,858. We require the program sponsors to provide detailed allocation of the approved budget, including revised performance targets in its Implementation Plan.



## **Richard Heath and Associates, Inc. (RHA) – No. 287-02**

<b>PROGRAM TITLE:</b>	Mobile Home Energy Efficiency and Education Program
<b>PROGRAM IMPLEMENTER(S):</b>	Richard Heath & Associates
<b>SUBCONTRACTOR(S):</b>	MAAC Project, Campesinos Unidos, RESCO, Western Insulation, Capital State Construction
<b>IOU SERVICE TERRITORY:</b>	San Diego Gas & Electric Company (SDG&E)
<b>GEOGRAPHIC AREA:</b>	SDG&E Territory
<b>TARGET MARKET:</b>	Residential mobile homes
<b>IOU CONTRACT ADMINISTRATOR:</b>	SDG&E
<b>BUDGET APPROVED</b>	\$1,514,616

### **PROGRAM DESCRIPTION:**

This is an information, education, and incentive program for residential mobile home customers. The program uses mail, community based organizations, mobile home park management, and face-to-face outreach to contact mobile home residents. Once contacted, residents are offered energy efficiency education, an energy audit, and a comprehensive package of direct install energy efficiency measures including lighting, low flow showerheads, faucet aerators, water heater and pipe insulation, infiltration measures, and duct sealing at no cost.

### **PROGRAM MODIFICATIONS:**

This program offers second refrigerator recycling as part of the package of no cost energy efficiency measures. We will maintain uniformity in administration and incentive levels for refrigerator recycling in California, and require the proposer of this program to refer customers to the statewide program for refrigerator recycling. We have accordingly reduced the budget by \$32,164 to reflect the removal of the refrigerator recycling from this program. Additionally, we reduce the program budget by \$117,319 because of subcontractor profit margins, warehouse and handling costs associated with the removal of refrigerator recycling, and mark-ups on rebated equipment. The revised total budget for this program is \$1,514,616. Reductions in the budget should not affect the targeted number of measure installations. These changes are to be reflected in the Implementation Plan.

## **Richard Heath and Associates, Inc. (RHA) – No. 179-02**

<b>PROGRAM TITLE:</b>	Small Nonresidential Energy fitness program to Hard-to-Reach PG&E Customers (SNEF Program)
<b>PROGRAM IMPLEMENTER(S):</b>	Richard Heath and Associates, Inc. (RHA)
<b>SUBCONTRACTOR(S):</b>	Regional Economic Resources, Inc.
<b>IOU SERVICE TERRITORY:</b>	Pacific Gas & Electric Company (PG&E)
<b>GEOGRAPHIC AREA:</b>	Rural Central Valley (greater Fresno) and Northern Sacramento Valley (Chico) areas
<b>TARGET MARKET:</b>	Very small to medium nonresidential hard-to-reach customers
<b>IOU CONTRACT ADMINISTRATOR:</b>	PG&E
<b>BUDGET APPROVED</b>	\$1,904,762

### **PROGRAM DESCRIPTION:**

This program offers information, outreach, and incentives. It targets hard-to-reach very small and small nonresidential customers in rural Central Valley and Northern Sacramento Valley areas. The program would provide on-site energy education, customized energy goals, and follow-up services (including financing, applying for Express rebates, quarterly newsletter, and monthly utility bill analysis). This program makes a commitment to follow short and long term energy savings for each customer; it utilizes local organizations for outreach and marketing; and would provide recommendations and assistance to access incentives from other energy efficient program.

### **PROGRAM MODIFICATIONS:**

The program was proposed for both the Rural Central Valley (greater Fresno) and Northern Sacramento Valley (Chico), with a total budget of \$5,285,561. We recommend implementing the program only in the Northern Sacramento Valley, with a reduced budget of \$1,904,762. We require RHA to provide a revised itemized budget and performance goals. Additionally, RHA needs to readdress the situation wherein RHA provides the customers with both audit and bid for installation; RHA should also advise the customers to obtain additional bids from other parties. These changes are to be reflected in the Implementation Plan.

## **Rita Norton and Associates, LLC – No. 182-02**

<b>PROGRAM TITLE:</b>	<b>South Bay Communities and Affiliates Energy Efficiency Program</b>
<b>PROGRAM IMPLEMENTER(S):</b>	Rita Norton and Associates, LLC
<b>SUBCONTRACTOR(S):</b>	ASW Engineering Management Consultants, Inc.
<b>IOU SERVICE TERRITORY:</b>	Southern California Edison Company (SCE) Southern California Gas Company (SCG)
<b>GEOGRAPHIC AREA:</b>	South Bay Communities
<b>TARGET MARKET:</b>	Residential comprehensive retrofit
<b>IOU CONTRACT ADMINISTRATOR:</b>	SCE
<b>BUDGET APPROVED</b>	\$1,904,762
<b>SCE:</b>	\$1,276,190
<b>SCG:</b>	\$ 628,571

### **PROGRAM DESCRIPTION:**

This program provides energy efficiency information and incentives to the residential customer and/or the resident's landlords to implement energy efficiency measures. The incentives will be offered by a coupon redemption process that will be designed, managed, and implemented by participating local government agencies and community-based organizations.

### **PROGRAM MODIFICATIONS:**

The proposal contains two components: South Bay Communities and Affiliates Energy Efficiency Program (SBCA), a local, cross cutting, residential outreach and marketing program, and a Non-Residential Comprehensive Retrofit, with a total budget of \$17,639,000. We approve the SBCA Program, with a total budget of \$1,904,762, of which \$1, 276,190 is to be funded from electric public goods charge (PGC) funds and \$628,571 from gas PGC funds. Accordingly, Rita Norton and Associates, LLC should provide a revised itemized budget, total resource cost value, and performance goals in its Implementation Plan

## City of San Diego – No. 284-02

<b>PROGRAM TITLE:</b>	Whole House Energy Retrofit Program
<b>PROGRAM IMPLEMENTER(S):</b>	City of San Diego
<b>SUBCONTRACTOR(S):</b>	
<b>IOU SERVICE TERRITORY:</b>	San Diego Gas & Electric Company (SDG&E)
<b>GEOGRAPHIC AREA:</b>	City of San Diego
<b>TARGET MARKET:</b>	Residential, Pre- 1978 built homes
<b>IOU CONTRACT ADMINISTRATOR:</b>	SDG&E
<b>BUDGET APPROVED</b>	\$1,448,946

### **PROGRAM DESCRIPTION:**

This is primarily an incentive program for residential customers in the City of San Diego. The program offers a prescriptive rebate for customers who install a comprehensive package of energy efficiency measures in their home. The incentive will be offered as an addition to the statewide rebates available for individual energy efficiency measures, but will itself only be offered for installation of the entire package of measures. Information and education on energy efficiency are also offered as part of the outreach portion of this program. The targeted customers for this program are residential homeowners living in houses constructed prior to 1978 who typically have a high potential for energy savings. Outreach will be directed toward customers applying for addition or remodeling permits for their homes, and customers in low-income areas.

## San Diego Gas & Electric Company (SDG&E) – No. 66-02

<b>PROGRAM TITLE:</b>	EZ Turnkey Program
<b>PROGRAM IMPLEMENTER(S):</b>	San Diego Gas & Electric Company (SDG&E)
<b>SUBCONTRACTOR(S):</b>	
<b>IOU SERVICE TERRITORY:</b>	SDG&E
<b>GEOGRAPHIC AREA:</b>	SDG&E Service Territory
<b>TARGET MARKET:</b>	Non-Residential/Small Business
<b>IOU CONTRACT ADMINISTRATOR:</b>	
<b>BUDGET APPROVED</b>	\$900,000

### **PROGRAM DESCRIPTION:**

This incentive program offers rebates for various small business energy efficiency measures including, lighting, heating, ventilation, air conditioning, and windows. Customers are eligible for this program once they have completed an energy audit provided by SDG&E's Small Business Assessments Program.

### **PROGRAM MODIFICATIONS:**

We recommend an increase in the budget for this program in conjunction with the budget for the Small Business Energy Assessments program to increase the availability of audits and the resulting rebates for small businesses in the SDG&E territory. This program should be coordinated with SDG&E Small Business Energy Assessments program and the associated SDREO San Diego Region Small Business Direct Install program, with respect to marketing, incentive levels, and customer participation databases. We require that a description of this coordination plan be provided in this program's implementation plan.

## **San Diego Gas & Electric Company (SDG&E) – No. 70-02**

<b>PROGRAM TITLE:</b>	Energy Code Training
<b>PROGRAM IMPLEMENTER(S):</b>	San Diego Gas & Electric Company (SDG&E)
<b>SUBCONTRACTOR(S):</b>	Not yet selected
<b>IOU SERVICE TERRITORY:</b>	SDG&E
<b>GEOGRAPHIC AREA:</b>	SDG&E Territory
<b>TARGET MARKET:</b>	Cross cutting/New construction
<b>IOU CONTRACT ADMINISTRATOR:</b>	
<b>BUDGET APPROVED</b>	\$200,000

### **PROGRAM DESCRIPTION:**

This education program provides training to the builders, developers, contractors, planners, architects, engineers, sales agents, and other industry professionals. The curriculum under this program will cover education of new Title 24 code requirements, energy efficiency measure installation training, code and new construction software training, and energy efficient new construction sales training.

### **PROGRAM MODIFICATIONS:**

We recommend that the budget for this program be increased to allow for more seminars to be offered under this program. The original proposal for this program proposed 23 training seminars. The program implementation plans should provide a revised seminar schedule to reflect the increase in funding available for this program.

## San Diego Gas & Electric Company (SDG&E) – No. 63-02

<b>PROGRAM TITLE:</b>	Hard-to-Reach Lighting Turn In
<b>PROGRAM IMPLEMENTER(S):</b>	San Diego Gas & Electric Company (SDG&E)
<b>SUBCONTRACTOR(S):</b>	None
<b>IOU SERVICE TERRITORY:</b>	SDG&E
<b>GEOGRAPHIC AREA:</b>	SDG&E Service Territory
<b>TARGET MARKET:</b>	Residential program targeted at hard-to-reach customers
<b>IOU CONTRACT ADMINISTRATOR:</b>	
<b>BUDGET APPROVED</b>	\$433,000

### PROGRAM DESCRIPTION:

This incentive based program targets hard-to-reach residential customers through lighting turn in events at hospitals, churches, senior centers, and other community events. Participants in this program are given a free energy efficient compact fluorescent lamp (CFL) bulb or torchiere fixture in exchange for an inefficient bulb or torchiere fixture. For hard-to-reach customers who are home bound, the program also partners with “Meals on Wheels” to provide this turn-in opportunity as part of their meal delivery service.

### PROGRAM MODIFICATIONS:

We reduce the budget by \$17,000 (for subcontractor costs) because Section 8, “Qualifications” lists that the program does not involve any subcontractors.

## **San Diego Gas & Electric Company (SDG&E) – No. 64-02**

<b>PROGRAM TITLE:</b>	In-Home Audits
<b>PROGRAM IMPLEMENTER(S):</b>	San Diego Gas & Electric Company (SDG&E)
<b>SUBCONTRACTOR(S):</b>	
<b>IOU SERVICE TERRITORY:</b>	SDG&E
<b>GEOGRAPHIC AREA:</b>	SDG&E Service Territory
<b>TARGET MARKET:</b>	Residential, hard-to-reach customers targeted
<b>IOU CONTRACT ADMINISTRATOR:</b>	
<b>BUDGET APPROVED</b>	\$150,000

### **PROGRAM DESCRIPTION:**

This residential information and outreach program targets hard-to-reach customers. The program provides web-based, in-home energy audits to residential customers who are not expected to participate in web-based or mail-in audits on their own. Customers who participate in the audit receive a free compact fluorescent lamp (CFL) bulb and are provided information on statewide rebate programs and education services offered to them.

### **PROGRAM MODIFICATIONS:**

We recommend that this program be targeted to low-income, and non-English speaking customers who are unlikely to have web access.



## **San Diego Gas & Electric Company (SDG&E) – No. 65-02**

<b>PROGRAM TITLE:</b>	Small Business Energy Assessments Program
<b>PROGRAM IMPLEMENTER(S):</b>	San Diego Gas & Electric Company (SDG&E)
<b>SUBCONTRACTOR(S):</b>	
<b>IOU SERVICE TERRITORY:</b>	SDG&E
<b>GEOGRAPHIC AREA:</b>	SDG&E Service Territory
<b>TARGET MARKET:</b>	Non-residential/Small Businesses
<b>IOU CONTRACT ADMINISTRATOR:</b>	
<b>BUDGET APPROVED</b>	\$417,000

### **PROGRAM DESCRIPTION:**

This education and outreach program provides energy audits and no cost/low cost energy efficiency services to small business customers. This program targets traditionally hard-to-reach small businesses in non-English speaking, and low-income areas. On-site audit results will be used to provide recommendations for energy efficiency improvements for small businesses. At the time of the audits, participants will be provided certain on-site no-cost/low-cost energy efficiency improvements, as well as information on SDG&E's EZ Turnkey program. The EZ Turnkey program provides rebates for energy efficiency measures adopted by small businesses as a result of the energy audit.

### **PROGRAM MODIFICATIONS:**

We recommend an increase in the budget for this program in conjunction with the budget for the EZ Turnkey program to increase the availability of audits and the resulting rebates for small businesses in the SDG&E territory. This program should be coordinated with SDG&E Small Business Energy Assessments program and the associated SDREO San Diego Region Small Business Direct Install program, with respect to marketing, incentive levels, and customer participation databases. We require that a description of this coordination plan be provided in this program's implementation plan.

## **San Diego Regional Energy Office (SDREO) – No. 304-02**

<b>PROGRAM TITLE:</b>	San Diego Region Agriculture, Water, and Energy Program
<b>PROGRAM IMPLEMENTER(S):</b>	San Diego Regional Energy Office
<b>SUBCONTRACTOR(S):</b>	HDR Engineering, Inc., Tetra Tech EMI, Inc., Alternative Energy Systems Consulting
<b>IOU SERVICE TERRITORY:</b>	San Diego Gas & Electric Company (SDG&E)
<b>GEOGRAPHIC AREA:</b>	SDG&E Territory
<b>TARGET MARKET:</b>	Agriculture, Water Agencies, and High Volume Water Users
<b>IOU CONTRACT ADMINISTRATOR:</b>	SDG&E
<b>BUDGET APPROVED</b>	\$524,097

### **PROGRAM DESCRIPTION:**

This program provides energy efficiency information and education to agricultural customers, water agencies, and high volume water users. Certain targeted customers will also receive energy audits and economic feasibility studies for their facilities. The program will evaluate motor, pump, and blower use in water-related processes such as water irrigation pumps, sewage lift station pumps, and aeration blowers.

### **PROGRAM MODIFICATIONS:**

This program shall target only water agencies and high volume water users, so as not to overlap with another program that will be running in the San Diego region that will be targeting agricultural customers. We have reduced the budget accordingly to reflect reduction in targeted market segments.

## San Diego Regional Energy Office (SDREO) – No. 303-02

<b>PROGRAM TITLE:</b>	San Diego Region Cool Communities Shade Tree Program Proposal
<b>PROGRAM IMPLEMENTER(S):</b>	San Diego Regional Energy Office (SDREO)
<b>SUBCONTRACTOR(S):</b>	People for Trees Center for Urban Forestry Research, UC Davis
<b>IOU SERVICE TERRITORY:</b>	
<b>GEOGRAPHIC AREA:</b>	Not specified
<b>TARGET MARKET:</b>	Cross-cutting: single family detached homes, mobile homes, small businesses, schools
<b>IOU CONTRACT ADMINISTRATOR:</b>	San Diego Gas & Electric Company (SDG&E)
<b>BUDGET APPROVED</b>	\$744,941

### PROGRAM DESCRIPTION:

San Diego Regional Energy Office (SDREO) will run this incentive-based program. People for Trees and the Center for Urban Forestry Research will assist SDREO in facilitating and supporting shade tree planting in residential neighborhoods, on school grounds and over small businesses. The guidelines established under a similar program run by the Sacramento Municipal Utility District will be followed. There is ample evidence that shade tree programs significantly reduce a building's cooling load, while providing a number of ancillary benefits, such as water conservation.

### PROGRAM MODIFICATIONS:

In response to a data request from the Energy Division, SDREO submitted a revised budget that reduced the total amount they are seeking from \$890,085 to \$744,941. We are accepting their revised budget amount.

## **San Diego Regional Energy Office (SDREO) – No. 301-02**

<b>PROGRAM TITLE:</b>	San Diego Region Energy Resource and Education Center (SDERC)
<b>PROGRAM IMPLEMENTER(S):</b>	San Diego Regional Energy Office (SDREO)
<b>SUBCONTRACTOR(S):</b>	None identified
<b>IOU SERVICE TERRITORY:</b>	San Diego Gas & Electric Company (SDG&E)
<b>GEOGRAPHIC AREA:</b>	
<b>TARGET MARKET:</b>	Cross-cutting: information and education for residential and nonresidential applications
<b>IOU CONTRACT ADMINISTRATOR:</b>	SDG&E
<b>BUDGET APPROVED</b>	\$1, 805,107

### **PROGRAM DESCRIPTION:**

San Diego Regional Energy Office (SDREO) will run this program. With the proposed budget, SDREO will open an Energy Center (SDERC) in San Diego, similar to the Pacific Energy Center. The Center will hold workshops, provide a centralized venue for all matters energy efficiency and provide services for seeking out and processing paperwork for financing opportunities. The two primary elements proposed are: (1) an Energy Learning Center, and (2) a Technology Center.

### **PROGRAM MODIFICATIONS:**

In response to a data request from the Energy Division, SDREO submitted a revised budget that reduced the total amount they are seeking from \$2,195,519 to \$1,805,107. We are accepting their revised budget amount. Given that the facility leased to house the Energy Center will also house SDREO, with 2,500 of 6,000 square feet dedicated to SDERC, we will expect the Regional Energy Office to foot at least 50% of the bill for the lease, facility improvements and to fully fund any items that will primarily benefit the SDREO “wing” or operations on its own. Accordingly, any reductions in those budget items should be redirected toward SDERC program activities and this reallocation should be presented in the Program Implementation Plan.

## **San Diego Regional Energy Office (SDREO) – No. 300-02**

<b>PROGRAM TITLE:</b>	San Diego Public Agency Information and Technical Support Program
<b>PROGRAM IMPLEMENTER(S):</b>	San Diego Regional Energy Office (SDREO)
<b>SUBCONTRACTOR(S):</b>	Not identified
<b>IOU SERVICE TERRITORY:</b>	San Diego Gas & Electric Company (SDG&E)
<b>GEOGRAPHIC AREA:</b>	All Public Agencies in SDG&E Territory – special emphasis on Chula Vista, San Ysidro, National City
<b>TARGET MARKET:</b>	Cross-cutting: Public Agencies and their Constituents Local Governmental Initiatives/Codes and Standards Support (excluding water districts)
<b>IOU CONTRACT ADMINISTRATOR:</b>	SDG&E
<b>BUDGET APPROVED</b>	\$910,402

### **PROGRAM DESCRIPTION:**

This program utilizes strategies of information, education and technical assistance to foster the adoption of energy efficiency measures by local public agencies and their constituents. The following are the components of the proposed program: (a) assist local governments in their development of comprehensive energy management strategies; (b) provide technical support for local government energy projects; (c) assist local governments in their implementation of energy projects; (d) educate local governments as to their energy efficiency options; and (e) assess the need for additional measures. While all public agencies will be eligible participants, special outreach efforts will be made toward jurisdictions with larger hard-to-reach populations including Chula Vista, San Ysidro and National City.

### **PROGRAM MODIFICATIONS:**

All website and database materials that are developed shall be made available to the public at large. In response to a data request from the Energy Division, SDREO submitted a revised budget that reduced the total amount they are seeking from \$1,014,048 to \$910,402. We are accepting their revised budget amount.

## San Diego Regional Energy Office – No. 306-02

<b>PROGRAM TITLE:</b>	San Diego K-12 Energy Education Program
<b>PROGRAM IMPLEMENTER(S):</b>	San Diego Regional Energy Office
<b>SUBCONTRACTOR(S):</b>	Alliance to Save Energy
<b>IOU SERVICE TERRITORY:</b>	San Diego Gas & Electric Company (SDG&E)
<b>GEOGRAPHIC AREA:</b>	SDG&E Service Territory
<b>TARGET MARKET:</b>	Non-Residential/Small Comprehensive Retrofit
<b>IOU CONTRACT ADMINISTRATOR:</b>	SDG&E
<b>BUDGET APPROVED</b>	\$429,676

### PROGRAM DESCRIPTION:

This information program expands the Alliance to Save Energy “Green Schools” program to six high schools and six middle schools in the San Diego region. Emphasis will be placed on recruiting schools in hard-to-reach rural areas and border towns. This program focuses on (a) including students and school facility staff on Energy Action Teams that will conduct school audits, and (b) the development of energy-based curricula and materials and training students to be certified student energy monitors.

### PROGRAM MODIFICATIONS:

In response to a data request from the Energy Division, SDREO submitted a revised budget from \$458,660 to \$429,676. We are accepting SDREO’s revised budget amount.

## San Diego Regional Energy Office (SDREO) – No. 305-02

<b>PROGRAM TITLE:</b>	San Direct Direct Install Small Commercial Program
<b>PROGRAM IMPLEMENTER(S):</b>	San Diego Regional Energy Office (SDREO)
<b>SUBCONTRACTOR(S):</b>	Xenergy
<b>IOU SERVICE TERRITORY:</b>	San Diego Gas & Electric Company (SDG&E)
<b>GEOGRAPHIC AREA:</b>	Economically Distressed Areas
<b>TARGET MARKET:</b>	Small Commercial
<b>IOU CONTRACT ADMINISTRATOR:</b>	SDG&E
<b>BUDGET APPROVED</b>	\$1,724,367

### PROGRAM DESCRIPTION:

This program provides a comprehensive package of energy efficiency measures through a “turn-key” approach. Small commercial customers in economically distressed areas are the target market for this program. Marketing for this program will come primarily from door-to-door outreach. Participating customers will be provided with an energy audit to identify energy saving opportunities within their business, as well as demonstrate the energy savings they can achieve through these proposed opportunities. Once customers agree to undertake an energy saving retrofit of their business they will be given an appointment for the retrofit. Once the retrofit work is done, participants will receive significant rebates for the measures they install.

### PROGRAM MODIFICATIONS:

We reduce the original budget from \$2,047,500 to \$1, 724,367. SDREO should reflect this budget reduction, and its subsequent effects on program targets, in its implementation plan. This program is very similar in nature to SDG&E’s *EZ-Turnkey Program* and *Small Business Assessments Program*; thus, all of these programs should be closely coordinated, with respect to marketing, incentive levels, and customer participation databases. We require that a description of this coordination plan be provided in this program’s implementation plan.

## **Southern California Edison Company (SCE) – No. 45**

<b>PROGRAM TITLE:</b>	Codes and Standards Program
<b>PROGRAM IMPLEMENTER(S):</b>	Southern California Edison Company (SCE)
<b>SUBCONTRACTOR(S):</b>	
<b>IOU SERVICE TERRITORY:</b>	SCE
<b>GEOGRAPHIC AREA:</b>	SCE Territory
<b>TARGET MARKET:</b>	Crosscutting
<b>IOU CONTRACT ADMINISTRATOR:</b>	
<b>BUDGET APPROVED</b>	\$50,000

### **PROGRAM DESCRIPTION:**

The program assists in the process to introduce cost-effective upgrades to the State's energy related codes and standards. The program supports the California Energy Commission's 2003/2005 standard revision process for Titles 24&20. The program's activities include: (a) working with manufacturers and industry to develop test procedures for equipment certification, and (b) providing guidance through educational efforts targeted towards local code officials, contractors, consultants, and other groups that are part of the implementation, administration, and enforcement of new and existing energy codes.

### **PROGRAM MODIFICATIONS:**

We require SCE to provide more detailed budget information specifically on direct implementation costs. An independent, third party shall perform the evaluation, measurement, and verification of the program.



## **Southern California Edison Company (SCE) – No. 37-02**

<b>PROGRAM TITLE:</b>	In Home Energy Surveys Program
<b>PROGRAM IMPLEMENTER(S):</b>	Southern California Edison Company (SCE)
<b>SUBCONTRACTOR(S):</b>	
<b>IOU SERVICE TERRITORY:</b>	SCE
<b>GEOGRAPHIC AREA:</b>	Coachella, San Joaquin Valley
<b>TARGET MARKET:</b>	Residential
<b>IOU CONTRACT ADMINISTRATOR:</b>	
<b>BUDGET APPROVED</b>	\$700,000

### **PROGRAM DESCRIPTION:**

This program provides in-home energy surveys to hard-to-reach Latino residential customers and to rural customers, who have not respond to offers of Internet and mail-in audits. After the onsite assessment or phone survey is completed, the auditor provides tips and recommendations on how customers can reduce energy costs and afterwards a report is mailed to customers that provides measures to reduce their usage and save money.

### **PROGRAM MODIFICATIONS:**

An independent, third party shall perform evaluation, measurement and verification of the program. We require SCE to provide more detailed budget information on direct implementation costs.

## **Southern California Edison Company (SCE) – No. 40-02**

<b>PROGRAM TITLE:</b>	Local Small Nonresidential Hard to Reach Program
<b>PROGRAM IMPLEMENTER(S):</b>	Southern California Edison Company (SCE)
<b>SUBCONTRACTOR(S):</b>	
<b>IOU SERVICE TERRITORY:</b>	SCE
<b>GEOGRAPHIC AREA:</b>	SCE Territory
<b>TARGET MARKET:</b>	Crosscutting
<b>IOU CONTRACT ADMINISTRATOR:</b>	
<b>BUDGET APPROVED</b>	\$1,000,000

### **PROGRAM DESCRIPTION:**

This program provides low cost and no cost energy efficient equipment to very small business (under 20 kW) customers with special focus on those economically disadvantaged businesses.

### **PROGRAM MODIFICATIONS:**

We require SCE to provide more detailed budget on marketing, advertising, outreach and activity costs. An independent, third party shall perform evaluation, measurement and verification of the program.

## **Southern California Edison Company (SCE) – No. 43-02**

<b>PROGRAM TITLE:</b>	Local Crosscutting Demonstration and Information Transfer
<b>PROGRAM IMPLEMENTER(S):</b>	Southern California Edison Company (SCE)
<b>SUBCONTRACTOR(S):</b>	
<b>IOU SERVICE TERRITORY:</b>	SCE
<b>GEOGRAPHIC AREA:</b>	SCE Territory
<b>TARGET MARKET:</b>	Crosscutting
<b>IOU CONTRACT ADMINISTRATOR:</b>	
<b>BUDGET APPROVED</b>	\$450,000

### **PROGRAM DESCRIPTION:**

The program investigates and promotes energy efficient emerging technology applications to both residential and nonresidential market segments. The design and performance information on the emerging technologies are disseminated through demonstration projects at customer sites.

### **PROGRAM MODIFICATIONS:**

We require SCE to provide more detailed information on (a) the budget, especially on direct implementation costs, and (b) the planned emerging technologies to be introduced to customers. An independent, third party shall perform evaluation, measurement and verification of the program.

## **Southern California Edison Company (SCE) – No. 44-02**

<b>PROGRAM TITLE:</b>	Local Government Initiative
<b>PROGRAM IMPLEMENTER(S):</b>	Southern California Edison Company (SCE)
<b>SUBCONTRACTOR(S):</b>	
<b>IOU SERVICE TERRITORY:</b>	SCE
<b>GEOGRAPHIC AREA:</b>	SCE Territory
<b>TARGET MARKET:</b>	Crosscutting
<b>IOU CONTRACT ADMINISTRATOR:</b>	
<b>BUDGET APPROVED</b>	\$850,000

### **PROGRAM DESCRIPTION:**

This program will educate and provide information to community leaders, local government planners, building officials, builders, building owners, small business owners and consumers about the economic benefits of energy efficiency in the areas of residential and nonresidential new construction, and small business. The program is designed to help local governments build self-sustaining energy efficiency partnerships with their constituents.

### **PROGRAM MODIFICATIONS:**

We require SCE to provide more detailed budget information specifically on direct implementation costs and to hire an independent, third party evaluation, measurement, and verification contractor.

## **Southern California Edison Company (SCE) – No. 42-02**

<b>PROGRAM TITLE:</b>	Pump Test and Hydraulic Services Program
<b>PROGRAM IMPLEMENTER(S):</b>	Southern California Edison Company (SCE)
<b>SUBCONTRACTOR(S):</b>	
<b>IOU SERVICE TERRITORY:</b>	SCE
<b>GEOGRAPHIC AREA:</b>	SCE Territory
<b>TARGET MARKET:</b>	Large-Small Nonresidential (agricultural and local water districts)
<b>IOU CONTRACT ADMINISTRATOR:</b>	
<b>BUDGET APPROVED</b>	\$1,930,000

### **PROGRAM DESCRIPTION:**

This program promotes awareness of energy efficiency and its benefits to agricultural businesses, water districts and other high volume users of water. It offers a high quality review of system operations, guides customers in making their energy efficiency decision, and provides them information on rebate programs offered by the utilities and/or private and state agencies.

### **PROGRAM MODIFICATIONS:**

We require SCE to hire an independent, third party evaluation, measurement, and verification contractor and to provide measurable performance goals in the implementation plans, i.e. number of planned pumping system tests.

## **Southern California Gas Company (SCG) – No. 84-02**

<b>PROGRAM TITLE:</b>	Diverse Market Outreach Program
<b>PROGRAM IMPLEMENTER(S):</b>	Southern California Gas Company (SCG)
<b>SUBCONTRACTOR(S):</b>	
<b>IOU SERVICE TERRITORY:</b>	SCG
<b>GEOGRAPHIC AREA:</b>	SCG territory
<b>TARGET MARKET:</b>	Residential and crosscutting
<b>IOU CONTRACT ADMINISTRATOR:</b>	
<b>BUDGET APPROVED</b>	\$1,079,000
<b>Residential:</b>	\$ 800,000
<b>Crosscutting:</b>	\$ 270,000

### **PROGRAM DESCRIPTION:**

This program targets hard-to-reach residential and commercial customers. It provides useful information on strategies to conserve energy and helps customers access other available energy conservation resources. The program will promote both utility and non-utility programs, and will connect customers with the variety of additional resources available, including financing and funding resources and non-utility Internet based resources. The program will take a proactive “go-to-customer” approach for customer outreach.

### **PROGRAM MODIFICATIONS:**

We require SCG to provide more detailed budget information on subcontractor costs (a line item under administrative costs), target communication and outreach (a line item under marketing/advertising/outreach costs), and activity costs (under direct implementation costs). SCG should also provide budget breakdown based on the residential and crosscutting categories.

## **Southern California Gas Company (SCG) – No. 83-02**

<b>PROGRAM TITLE:</b>	Non Residential Financial Incentives Program
<b>PROGRAM IMPLEMENTER(S):</b>	Southern California Gas Company (SCG)
<b>SUBCONTRACTOR(S):</b>	
<b>IOU SERVICE TERRITORY:</b>	SCG
<b>GEOGRAPHIC AREA:</b>	Los Angeles County
<b>TARGET MARKET:</b>	Very small to medium non residential comprehensive retrofit
<b>IOU CONTRACT ADMINISTRATOR:</b>	
<b>BUDGET APPROVED</b>	\$990,000

### **PROGRAM DESCRIPTION:**

This is an incentive/rebate program. The targeted market segments are agricultural, commercial and industrial manufacturing facilities using less than 250,000 therms annually. The program comprises of three components:

- The “Purchase-Apply-Receive Rebate”. Under this component streamlined rebates will be provided to the customers who install one or more identified energy efficiency products.
- The “Nonresidential Equipment Replacement”. This incentive component is limited to “kind-for-kind” replacement of old, inefficient commercial or industrial end-use-gas-fired technology with higher efficiency alternatives.
- The “Nonresidential Energy Conservation”. Under this incentive component, the qualified customers will be provided with a financial incentive to implement comprehensive energy saving commercial building envelope or industrial process changes on a unique, site specific, “case-by-case” basis.

All three components target early replacement of old, inefficient gas-fired equipment used in nonresidential market segment.

Non Residential Financial Incentives Program is an extension of the Statewide Express Efficiency program targeting gas measures that do not lend themselves to the simplified rebate structure of Express Efficiency.

### **PROGRAM MODIFICATIONS:**

We require SCG to provide more budget information on direct implementation costs.

## City of Stockton – No. 203-02

<b>PROGRAM TITLE:</b>	Stockton Area Comprehensive Local Proposal
<b>PROGRAM IMPLEMENTER(S):</b>	City of Stockton, InSync Information Services, Energy Solutions, and ASCA Consulting
<b>SUBCONTRACTOR(S):</b>	
<b>IOU SERVICE TERRITORY:</b>	Pacific Gas & Electric Company (PG&E)
<b>GEOGRAPHIC AREA:</b>	Stockton Area
<b>TARGET MARKET:</b>	Nonresidential retrofit, small/medium customers
<b>IOU CONTRACT ADMINISTRATOR:</b>	PG&E
<b>BUDGET APPROVED</b>	\$956,938

### **PROGRAM DESCRIPTION:**

This program offers comprehensive energy efficiency services to hard-to-reach small/medium businesses in the Stockton area. These services include (1) marketing outreach; (2) local vendor/contractor referrals; (3) energy audits, direct installation of energy efficient lighting equipment, quality assurance/post installation inspection; (4) one-stop information source on financing, technical support, and energy efficiency information, and (5) comprehensive audit and implementation assistance for the City of Stockton Ice Arena. The program will utilize local networks and partnerships through the City of Stockton, which gives it a high likelihood of success in reaching out to its target customers.

### **PROGRAM MODIFICATIONS:**

The approved budget for this program is substantially less than the original proposed budget of \$1,472,488. We require the program sponsors to provide detailed allocation of the approved budget, including revised performance targets, in their Program Implementation Plans.



## Xenergy – No. 202-02

<b>PROGRAM TITLE:</b>	Comprehensive Compressed Air Program
<b>PROGRAM IMPLEMENTER(S):</b>	Xenergy
<b>SUBCONTRACTOR(S):</b>	Quantum Consulting
<b>IOU SERVICE TERRITORY:</b>	SDGE, SCE
<b>GEOGRAPHIC AREA:</b>	
<b>TARGET MARKET:</b>	Medium, large non-residential customers. (Process Overhaul) (70% of audits reserved for customers with less than 800 kW demand.)
<b>IOU CONTRACT ADMINISTRATOR:</b>	SCE
<b>BUDGET APPROVED:</b>	\$1,524,000
<b>SCE:</b>	\$1,142,857
<b>SDG&amp;E:</b>	\$ 381,143

### PROGRAM DESCRIPTION:

This program provides information, audit and implementation on improved efficiency of compressed air systems used in processing and manufacturing facilities. Incentives will address compressor efficiency, correctly sized capacity, treatment of air, improving distribution systems improving other aspects of the system. This program seeks to serve smaller processors that more often focus on production rather than energy savings. This program ties information and audit to implementation, creating a “one step” process.

## Xenergy, Inc. – N0. 144-02

<b>PROGRAM TITLE:</b>	Energy Efficient Local Government Partners Program
<b>PROGRAM IMPLEMENTER(S):</b>	Xenergy, Inc.
<b>SUBCONTRACTOR(S):</b>	CA Youth Energy Services, CA Interfaith Power and Light, Brown and Caldwell, Rumsey Engineers, and TMT Associates
<b>IOU SERVICE TERRITORY:</b>	<ol style="list-style-type: none"> <li>1) Small Commercial HTR Program – PG&amp;E/SCE</li> <li>2) Residential Youth Direct Install Program – PG&amp;E</li> <li>3) Wastewater Treatment Prog -PG&amp;E/SCE/SDG&amp;E</li> <li>4) Green Buildings Design Assistance – PG&amp;E</li> </ol>
<b>GEOGRAPHIC AREA:</b>	<ol style="list-style-type: none"> <li>1) Small Commercial HTR Program – SF Bay Area/Orange County</li> <li>2) Residential Youth Direct Install Program – primarily SF Bay Area</li> <li>3) Wastewater Treatment Prog -PG&amp;E/SCE/SDG&amp;E</li> <li>4) Green Buildings Design Assistance – First year, greater SF Bay Area with concentration in Alameda County. Second year to be determined.</li> </ol>
<b>TARGET MARKET:</b>	<ol style="list-style-type: none"> <li>1) Small Commercial HTR Program – small commercial customers</li> <li>2) Residential Youth Direct Install Program – residential retrofit and renovation</li> <li>3) Wastewater Treatment Prog –medium sized plants</li> <li>4) Green Buildings Design Assistance – commercial civic buildings (fire stations, libraries, courthouses, and community centers)</li> </ol>
<b>IOU CONTRACT ADMINISTRATOR:</b>	PG&E
<b>BUDGET APPROVED</b>	\$1,664,565
<b>PG&amp;E</b>	\$ 619,048 (Wastewater Program)
<b>SCE</b>	\$ 346,667 (Wastewater Program)
<b>SCE</b>	\$ 698,850 (Small Commercial HTR Program)

### PROGRAM DESCRIPTION:

This proposal offers four programs in various locations in CA as noted above. All programs will have small and medium sized local government involvement. These local governments have not actively participated in prior energy efficient programs. (1) The Small Commercial HTR Program offers a turnkey approach to direct install lighting

measures with some HVAC to the very small and small commercial market (100kW or less). (2) Residential Youth Directed Install Program would use high school and college student to install low cost energy efficiency measures in HTR residential homes. (3) Wastewater Treatment Program will promote operator training, process control optimization, and high-efficiency process upgrade measures through education, audits, financial incentives, process design, equipment procurement, and installation. (4) Green Building Design Assistance utilizes an existing commercial green building program run by the Alameda County Waste Management Authority.

**PROGRAM MODIFICATIONS:**

The Wastewater Treatment Program was selected for both PG&E and SCE service territories. Xenergy needs to revise its timeframe to complete the final report for this program by February 1, 2004. The Commercial HTR Program was also selected for the SCE service area. None of the other programs were selected for the PG&E or SDG&E service territories.

**(END OF ATTACHMENT 3)**