

A Record-Setting Three Years!

As we approach the end of Pacific Gas and Electric Company's (PG&E) 2006-2008 business rebate program and prepare for 2009, I want to take this opportunity to acknowledge the trade professional community. With your support, PG&E and our customers have achieved unprecedented energy savings.

Your hard work and innovation have been integral to our success and we are committed to working with you in the future. Let's keep pushing the boundaries of energy efficiency to reduce the greenhouse gas (GHG) footprint in California.

Keith Reed,
Manager, Customer Energy Efficiency
Pacific Gas and Electric Company



Cooperatively working with trade professionals and customers to advance energy efficiency, promote innovative technologies, and lead California to a greener future.

San Francisco, CA 94120-7265
P.O. Box 7265
Integrated Processing Center



Calendar

| DATE | TIME | CLASS | LOCATION |
|-----------------------|------------|--|------------|
| Tuesday, March 3 | 9:00-4:30 | Photovoltaic (PV) Site Analysis and System Sizing | Santa Rosa |
| Thursday, March 12 | 9:00-4:30 | Solar Water Heating Systems | Stockton |
| Thursday, March 12 | 9:00-4:00 | Fresh, Frozen, Processed or Stored: Energy Cost Reduction Strategies | Salinas |
| Tuesday, April 7 | 9:00-4:30 | Solar Water Heating Systems | Fresno |
| Wednesday, April 8/10 | 8:30-4:30 | Energy Auditing Techniques for Small Medium Commercial Facilities (Three Days) | Stockton |
| Tuesday, April 14 | 9:00-12:00 | LEED and Lighting (NEW) | Stockton |
| Wednesday, April 22 | 9:00-4:30 | Greening the Plumbing in Your Home and Business | San Jose |
| Friday, April 24 | 1:00-3:00 | Solar Power Basics for Residential Customers | Santa Cruz |
| Thursday, May 14 | 9:00-4:30 | Greening the Plumbing in Your Home and Business | Merced |

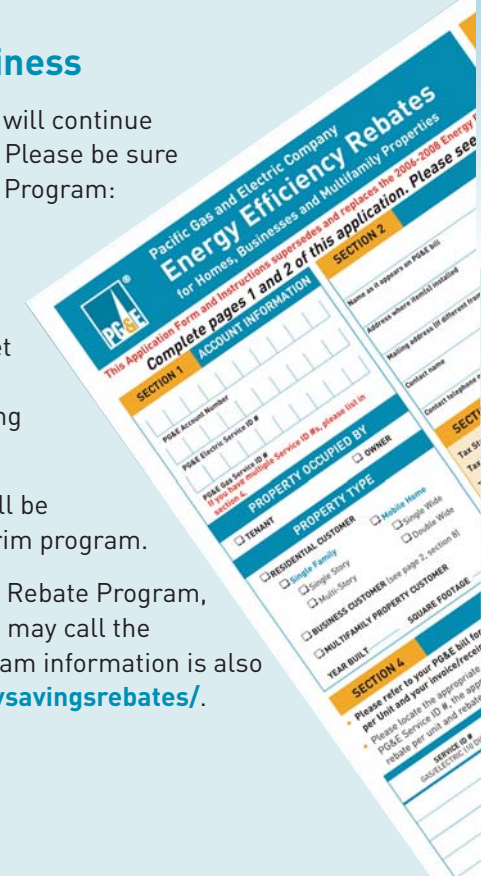
Would you like to receive a digital version of this newsletter? Please email us at www.businesscustomerhelp@pge.com to sign up. 4

PG&E's Rebate Programs are Open for Business

PG&E's Energy Efficiency Rebates for Your Business Program will continue in 2009. There is an interim program starting January 1, 2009. Please be sure to note these important deadlines for the 2006-2008 Business Program:

1. Customers who purchase and install qualifying products no later than December 31, 2008 must submit rebate applications and proper supporting documentation no later than March 31, 2009. Rebates for customers who meet those requirements will be processed under the terms and conditions of the 2006-2008 program and will be paid as long as funds are available.
2. Qualifying products installed on or after January 1, 2009 will be processed under the terms and conditions of the 2009 interim program.

If you have any questions about the 2006-2008 or 2009 Interim Rebate Program, please contact us at businesscustomerhelp@pge.com. Or you may call the Business Customer Service Center at 1-800-468-4743. Program information is also available at our website at www.pge.com/mybusiness/energysavingsrebates/.



In this issue:

A Record-Setting Three Years!

Page 1

PG&E's Rebate Programs are Open for Business

Page 1

Winter is here...

Page 2

2009 Educational Updates

Page 3

New to the Trade Professional Management Team

Page 3

Calendar

Page 4

Winter is here...

Now is the time to take advantage of PG&E's energy-efficiency programs and services. We can help you and your customers use less natural gas, save money and help protect our environment.

Rebates are available for energy-efficient gas equipment such as:

- Commercial boilers, water heaters, furnaces, washers and commercial pool heaters.
- Commercial ovens, fryers, griddles and steamers.
- Insulation for pipes and tanks.

Don't forget...

PG&E's Winter Gas Savings Program lets qualifying residential and business customers earn a credit of up to 20% for reducing cumulative natural gas usage during the months of January and February. For every percent decrease up to 10% of gas usage, customers will receive an equal percent credit. Customers who reduce their gas usage by 10% or more will receive an automatic 20% credit. Visit the interactive website at www.pge.com/wintergassavings for gas-saving tips, tools and resources.

Tips for Winter Energy Savings:

- Set thermostats at 68 degrees Fahrenheit for heating in the winter.
- Regularly clean condenser coils, replace air filters, and check ducts and pipe insulation for damage.
- Consider replacing old HVAC systems with new energy-efficient systems.
- Install ceiling and wall insulation.
- Insulate water heaters and supply pipes.
- Fix defective plumbing or dripping faucets.
- Purchase insulated cooking equipment whenever possible (e.g., fryers, ovens, coffee machines).
- Make sure oven doors fit tightly and gaskets are in good condition.

For tips on saving energy year round, go to www.pge.com, choose "Savings and Incentives", and then click on "Energy Saving Tips" (left menu). www.pge.com/mybusiness/energy/savingsrebates/tips/smallbusiness/index.shtml



CALIFORNIA SOLAR INITIATIVE

We are excited about the California Solar Initiative (CSI), a program designed to contribute to lower carbon emissions and a cleaner environment by:

- Fostering installation of solar systems through incentives.
- Encouraging energy efficiency as a first step.

To learn about program qualifications, visit www.pge.com/solar.

2009 Educational Updates

Consider signing up for an educational session on plumbing and water heating this year.

Greening the Plumbing

This session covers the importance of the water-energy connection and your options for heating water. Participants will learn about gas and electric tank and tankless heaters. With the right water heater, you may deliver hot water to every fixture in your building while wasting no more than one cup of water and waiting no more than 5 seconds.

Water Heating

If you installed your water heater ten years ago, you may be surprised to learn how much more

efficient today's options are. They may look the same, but installing one of the new water heaters can enable you to save a significant amount of energy.

Coming in the Spring...

Solar Water Heating Systems

This course provides an overview of the design, specification, and installation aspects of Solar Water Heating systems for both commercial and residential applications.

NEW RESIDENTIAL AND NON-RESIDENTIAL BUILDING STANDARDS DUE TO BECOME EFFECTIVE AUGUST 1, 2009.

The California Energy Commission has adopted new, 2008 Building Energy Efficiency Standards for Residential and Nonresidential Buildings. The updates to the Title 24 energy code include comprehensive changes to residential and nonresidential energy efficiency standards for new and remodeled homes and businesses. The 2008 standards apply to any project for which the application is submitted after August 1, 2009.

Visit www.pge.com/classes for information about classes PG&E offers to help you understand the new standards.

The California Energy Commission newsletter "BLUEPRINT" has a link to a list of all utilities that offer classes, along with information about the new standards, how to get compliance manuals and outreach/education information. The newsletter can be accessed here: www.energy.ca.gov/2008publications/CEC-400-2008-025/CEC-400-2008-025.PDF



NEW TO THE TRADE PROFESSIONAL MANAGEMENT TEAM:

Daniel Ngo serves PG&E's Northern Region as Eddie Alvarado's replacement. Daniel can be reached at dtn5@pge.com, or call 1-916-386-5173. Daniel, along with Kristine Gallegos-Haehl, Bay Area Region, ktg2@pge.com or call 1-408-282-7114 and Raymond Gish, Southern Region, regr@pge.com or call 1-559-840-5455, continue to be dedicated to helping support your efforts in promoting PG&E's energy efficiency programs.

GREEN CORNER

WHAT IS A "NET-ZERO ENERGY BUILDING"?

A net-zero energy building or home is capable of producing an annual output of renewable energy that is equal to or greater than the total amount of energy it purchases from utilities.

ENERGY EFFICIENCY BY THE NUMBERS

January 2006 through November 2008

Business Kilowatt hours (kwh) saved
356,247,713

Business Cash Rebates Paid
\$30,048,033

Carbon Emission Offsets (Tons)
251,051