

CurrentTools

FOR ENERGY EFFICIENCY TRADE PROFESSIONALS

ISSUE SIX
SUMMER 2009

CPUC Approval of the 2009-2011 Energy Efficiency Portfolio

As Pacific Gas and Electric Company (PG&E) works toward receiving the CPUC's approval of the 2009-2011 Energy Efficiency Portfolio, scheduled for August, 2009, PG&E Program teams and your Trade Professional managers are hard at work. PG&E and the other California Investor Owned Utilities are working together to provide rebate programs that will be consistent across the state, building towards more comprehensive offerings. PG&E is also working to enhance the rebate program catalogs with cleaner and clearer content on product specifications and descriptions. You can also expect to see more customer-focused outreach strategies and enhanced vendor tools.

Keep an eye out for trade professional events in your area in the coming months. We look forward to continuing to work with you to promote energy-efficient products and services that will benefit you, our customers, and the planet for many years to come. Our door is always open. If you have questions, comments, concerns or ideas, please email them to businesscustomerhelp@pge.com.

Thank you.



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www.pge.com/tradepro

Calendar Updates

Consider signing up for an educational session. Some of the courses offered are:

Title 24: New for Refrigerated Warehouses in 2009.

In August 2009, refrigerated warehouses will be regulated by the California Title 24 Energy Efficiency Code for the first time. What will this mean for your facility? The instruction will be a review the Refrigerated Warehouse requirements, how to achieve and exceed the new Standard, what can be done with existing technologies, and some new ideas. Find out about utility incentives and design assistance available when you exceed Title 24 and how to fill out the energy code documents.

Sink or Swim – Keeping up with California's Pool Market and Regulations ... Learn what's new in energy-efficient pool products and how to comply with California's Title 20 and Title 24 regulations. This class covers best practices in energy-efficient pools and guides you in marketing energy efficiency to your customers. Get the tools to boost your business, reduce pool costs for your customers, meet California's legal requirements, and maintain a clean pool.

Calendar

DATE	TIME	CLASS	LOCATION
Tuesday, June 16	9:00-3:00	POOL MARKET AND REGULATIONS	San Jose – Pipe Trades
Thursday, May 21	4:00-8:00	A LIGHT AFFAIR VII: LIGHTING PRODUCT SHOWCASE	San Francisco - PEC
Tuesday, June 12	9:00-1:00	SKYLIGHTING EXISTING NON RESIDENTIAL BUILDINGS	San Francisco - PEC
Thursday, June 11	6:30-8:00	SCOTT SHELL: TOWARD ZERO-NET ENERGY--THOUGHTS AND LESSONS FROM A WORKING ARCHITECT	San Francisco - PEC
Friday, June 19	9:00-12:00	LEED and Lighting	San Francisco - PEC

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

PG&E's Rebate Programs

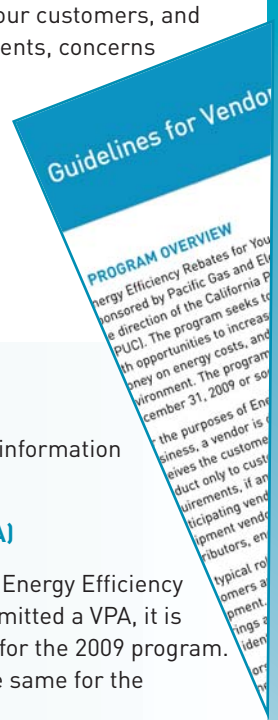
PG&E's 2006-2008 Energy Efficiency Rebates for Your Business Program is closed. The following information may be helpful to you and your customers transitioning to 2009:

- As of January 1, 2009, the 2009 Energy Efficiency Rebates for Your Business Program opened.
- The 2009 interim application form and instructions supersede the 2006-2008 application form and instructions.
- Business customers who install qualifying products between January 1, 2009, and December 31, 2009, must submit a 2009 interim application and supporting documentation to be eligible for a rebate.
- Qualifying products and rebate levels are based on the 2009 program terms and conditions. The availability of 2009 program funds are subject to change during the 2009 program term.
- The 2009 interim application and current catalogs can be found at PG&E's website. Please visit www.pge.com/mybusiness/energysavingsrebates/.
- NEW:** The five products in the Lighting and Refrigeration catalogs that were closed at the end of 2008 were reopened January 1, 2009.

Vendor Participation Agreement (VPA)

- If you participated in the 2006-2008 Energy Efficiency for Your Business program and submitted a VPA, it is not necessary to submit a new VPA for the 2009 program. All terms and conditions remain the same for the 2009 program.
- If you are a new vendor working in the 2009 Energy Efficiency for Your Business program, please read the 2009 interim vendor guidelines and submit a VPA to PG&E if you (1) plan to receive the customer rebate or (2) only offer the product to the customer. In either case, if you wish to list your company on PG&E's sortable vendor list, a 2009 VPA must be on file with PG&E.
- Please visit www.pge.com/mybusiness/energysavingsrebatesincentives/tradeprofessionals/.

If you have questions regarding PG&E's 2009 Small Business Rebate program, please write us at businesscustomerhelp@pge.com, or call the **Business Customer Service Center** at **1-800-468-4743**.



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

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Demand ENERGY STAR® Standards for Light Emitting Diode (LED) Lighting

ENERGY STAR-qualified commercial LED lighting offers an unprecedented opportunity to save energy, maintenance and cooling costs and is a natural fit for cutting-edge renovation, new construction projects or easy retrofits.

Aren't all LED lights highly efficient and long-lasting?

LEDs have been used in indicator lights in electronics for years, but using them to create stable, white light for room or area illumination presents new challenges. To qualify for ENERGY STAR, LED lighting products must pass a variety of tests to prove that the products will display the following characteristics:

- Brightness equal to or greater than incandescent or fluorescent lighting.
- Efficiency as good or better than fluorescent lighting.
- Light that is well distributed over the area lighted by the fixture.
- Light output that remains constant over time, decreasing only towards the end of the rated lifetime.
- Excellent color quality, with a shade of white light that is clear and consistent.
- Light that comes on instantly.
- No flicker when dimmed.
- No draw of power from the fixture when the light is turned off.

Only ENERGY STAR-qualified LED fixtures ensure that your lighting products will meet these standards of quality and give you the high performance that the latest LED technologies can deliver.

For more information on LEDs and their future visit www.energystar.gov/led.

Pumping Value – Energy Efficiency for Agriculture

The California water crisis has had an ongoing effect on agriculture. State Reservoir levels are currently 30 to 60 percent below normal, therefore farmers and ranchers must rely on the additional pumping of groundwater to meet their needs.

PG&E has designed a program to help its agricultural customers control pumping-related energy costs. The Agricultural Pumping Efficiency Program (APEP) offers funds to help improve energy efficiency in well and booster pumps for farmers, ranchers, municipal water agencies, golf courses and other large-scale water users. APEP provides subsidies and incentives for pump efficiency tests, repairs and retrofits to help PG&E customers produce more water for each dollar invested in energy.



Measures such as premium efficiency irrigation motors, variable frequency drives, and low pressure sprinkler nozzles are opportunities to reduce energy consumption and water use for agriculture customers. Other PG&E services for agriculture include free regional pumping efficiency workshops, on-site facility energy audits, engineering and design assistance, calculation tools and a variety of rebates and incentives for energy efficient new construction and retrofit projects.

For more information on energy-saving programs for agricultural customers, call your account representative or the PG&E **Business Customer Service Center** at **1-800-468-4743**, or visit www.pge.com/agfood.

DEMAND RESPONSE

PG&E's Demand Response programs are designed to enable customers to contribute to energy load reduction during times of peak demand. The programs offer incentives to businesses that volunteer and participate by temporarily reducing their electricity use when demand could outpace supply. To learn about PG&E Demand Response programs visit www.pge.com/demandresponse

WITH YOUR HELP...

PG&E has been selected to receive the ENERGY STAR®' 2009 Sustained Excellence Award, ENERGY STAR®'s highest honor. This achievement would not have been possible without your support promoting PG&E's energy efficiency programs.

Help Your Customers Save Energy and Money on Their Pool This Summer

Energy Savings Tips for Customers this Summer

- Recommend that customers purchase a pool or spa cover to reduce heat loss and evaporation.
- Install a high-efficiency motor to decrease the energy usage of a pool or spa.
- Install a variable frequency drive or variable speed pump to reduce flow and save money when the pool or spa is closed.

As summer approaches, it is time to think about your customer's commercial swimming pool or spa. Often the cost of operating swimming pools increases during the spring and summer months when the pool is open longer.

Customers can reduce their pool and spa heating costs by purchasing high-efficiency, natural gas pool or spa heaters. PG&E commercial natural gas customers that make a purchase through the boilers and water heating catalog may be eligible for rebates of \$2.00 per MBUT through the Energy Efficiency Rebates for your Business Program.



For more information visit www.pge.com/mybusiness/energysavingsrebates or call the **Business Customer Service Center** at **1-800-468-4743**. For more tips for your customers on saving energy, go to www.pge.com, choose "Savings and Incentives", and then click on "Energy Saving Tips".



TRADE PROFESSIONAL RESOURCE

PG&E has two trade professionals in the field who are dedicated to working with you. Use PG&E's trade professional management team as your resource for training your sales team, getting answers to program questions, and assisting you in establishing relationships with the local service and sales representatives that interact with your business customers.

TRADE PROFESSIONAL TEAM

Kristine Gallegos-Haehl	Bay Area	1-408-282-7114
Dan Ngo	Northern Region	1-916-386-5173

GREEN CORNER

WHAT IS SMARTMETER™

SmartMeter is a system that uses state-of-the-art, automated metering technology to measure customers' gas and electricity usage and generate bills. The SmartMeter system will offer our customers a number of benefits such as:

- Fewer interruptions
- Better billing
- Data to help customers track energy usage online
- New rate options

For more information on the SmartMeter™ program, please visit www.pge.com/smartmeter or call **1-866-743-0263**.