STATE OF CALIFORNIA GAVIN NEWSOM, *Governor*

PUBLIC UTILITIES COMMISSION
505 VAN NESS AVENUE
SAN FRANCISCO, CA 94102-3298

December 20, 2019

Erik Jacobson
Director, Regulatory Relations
c/o Megan Lawson
Pacific Gas and Electric Company
77 Beale Street, Mail Code B13U
P.O. Box 770000
San Francisco, CA 94177

Dear Mr. Jacobson:

Energy Division rejects Pacific Gas and Electric Company's (PG&E) Annual Budget Advice Letter 4136-G/5627-E and 4136-G-A/5627-E-A, pursuant to the Annual Budget Advice Letter (ABAL) review criteria laid out in Decision (D.) 18-05-041, which addressed the energy efficiency business plans. Specifically, PG&E has failed to submit a cost-effective 2020 portfolio of energy efficiency (EE) programs. Additionally, D. 19-08-034 adopted new energy efficiency goals for 2020-2030, and granted California Public Utilities Commission (CPUC) staff the authority to approve annual budgets for energy efficiency program administrators (PA) which are aligned with the new energy savings goals even in the event that a PA's ABAL is rejected. Accordingly, PG&E's spending budget request of $237,738,257 to administer energy efficiency programs for 2020 is approved, effective January 1, 2020.[1] As proposed by the utility, this budget is better aligned with the energy savings goals adopted in D.19-08-034 than the previously authorized, and otherwise default, 2019 authorized budget.

Regarding the amount PG&E is approved to recover in 2020 rates, its spending budget is adjusted both by the unspent and uncommitted funds from prior years (see footnote 1) and the amount of funds needed to be collected on behalf of Regional Energy Networks (RENs) and Community Choice Aggregators (CCAs) in its territory. Discrepancies exist between PG&E's budget recovery requests on behalf of San Francisco Bay Area REN (BayREN), Tri-County REN (3C-REN), and Marin Clean Energy (MCE) CCA, and the budget recovery amounts approved for these PAs in 2020. These discrepancies are due to updates made to budget recovery amounts by the RENs and CCAs after the Investor Owned Utilities (IOUs) filed ABALs, as well as differences in how IOUs that share responsibility for budget recovery calculate the recovery amount for a REN that exists within multiple IOU territories. Thus, within 30 days of the issuance of this disposition, PG&E shall file a Tier 1 Compliance filing in which the recovery budgets on behalf of BayREN, 3C-REN, and MCE align with their approved recovery budgets.

## 1. Background

On September 3, 2019, PG&E filed its Annual Budget Advice Letter (ABAL) 4136-G/5627-E. On September 23, 2019, the Public Advocates Office at the California Public Utilities Commission (Cal

[1] PG&E's total proposed spending budget for 2020 is $237,738,257, less unspent and uncommitted funds from prior years of $13,324,000, resulting in an approved budget recovery of $224,414,257 for PG&E's EE program administration.

Advocates) filed its protest of PG&E's ABAL 4136-G/5627-E. On September 30, 2019, PG&E filed its response to Cal Advocates' protest of ABAL 4136-G/5627-E. On November 15, 2019, PG&E filed its supplemental 4136-G-A/5627-E-A.

## 2. Cal Advocates Protest and PG&E Reply Comments

Cal Advocates' protest included 16 "*recommendations*" for the CPUC regarding all the energy efficiency PAs' 2020 ABALs. These recommendations include an overarching theme that the entire statewide energy efficiency portfolio, including the portfolio of RENs, should be cost-effective. Of these 16 recommendations, the 9 recommendations relevant to PG&E are addressed below in 4 sections.

### 2.1. Issues Regarding Cost Effectiveness

This section addresses the following recommendations from Cal Advocates:

- *The Commission must ensure that the statewide EE portfolio is cost-effective*
- *The Commission cannot approve the PAs' proposed budgets because they will not produce a statewide portfolio that is cost-effective*
- *The Commission must adopt remedies to improve the cost-effectiveness of all PAs' EE portfolios*
- *The Commission should require each PA to improve the net benefits of its portfolio*

In its protest filed September 23, 2019, Cal Advocates argues that Public Utilities (PU) Code Section 381 (b)(1) "directs the Commission to allocate public purpose funds to cost-effective energy efficiency and conservation activities."[2] Cal Advocates also argues that prior CPUC Decisions, including D. 09-09-047[3], D. 12-11-015[4], and D. 14-10-046[5], state that:

- the CPUC may only allocate funds to activities that are cost-effective;
- EE portfolios must be cost-effective on both a forecast and evaluated basis;
- the CPUC may only approve an EE portfolio, including both utility and REN proposals, that is cost-effective overall.[6]

Cal Advocates concludes by stating that, in light of the PU Code as well as prior CPUC decisions, the CPUC may not in this instance approve any of the 2020 ABALs, as doing so would produce a statewide portfolio that is not cost-effective.[7] Instead, Cal Advocates recommends that the CPUC should require all energy efficiency PAs to collectively submit revised supplemental 2020 ABALs that "constitute a cost-effective statewide portfolio."[8]

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[2] See *The Public Advocates Office Protest of Energy Efficiency Annual Budget Advice Letters for Program year 2020 (September 3, 2019)*, p. 3, (hereafter referred to as "Cal Advocates Protest").
[3] D. 09-09-047 approved 2010 to 2012 Energy Efficiency Portfolios and Budgets.
[4] D. 12-11-015 approved 2013-2014 Energy Efficiency Programs and Budgets.
[5] D. 14-10-046 Established EE Savings Goals and Approved 2015 EE Programs and Budgets.
[6] See Cal Advocates Protest, p. 4.
[7] The 2020 portfolio, including budgets and savings from the IOUs, RENs, and Marin Clean Energy (MCE), but excluding budgets and savings from ESA programs and Codes and Standards, has a TRC of 0.89. Portfolio cost-effectiveness information available at https://cedars.sound-data.com/filings/list/ .
[8] See Cal Advocates Protest, p. 46.

In its reply, PG&E does not specifically address the full breadth of Cal Advocates' argument that the entire energy efficiency should be cost-effective and PAs should file supplemental 2020 ABALs that constitute a cost-effective statewide portfolio.[9] However, PG&E does assert that its 2020 portfolio is cost-effective if savings from Codes and Standards are included.

## Discussion

The CPUC is rejecting PG&E's 2020 ABAL on the grounds that it did not meet the ABAL review criteria laid out in D. 18-05-041. To summarize, D. 18-05-041 states that a PA's ABAL must meet energy savings goals, be cost-effective and propose a budget that is at or under the authorized amount for the program year.

PG&E's 2020 ABAL, as filed, forecasts a benefit/cost ratio, as measured by the Total Resource Cost (TRC) test, that is not cost-effective. Specifically, PG&E's 2020 ABAL has a TRC of 0.71 (excluding savings from Codes and Standards programs)[10] which is below the 1.0 TRC threshold set by D. 18-05-041. Because PG&E's ABAL filing does not meet one of the specific criteria identified in D. 18-05-041 for staff to consider when reviewing the ABAL, the ABAL is rejected.

In citing D. 12-11-015, which states that "the Commission may only approve an EE portfolio, including both utility and REN proposals, that is cost-effective overall," Cal Advocates relies on general CPUC guidance provided prior to the onset of the Rolling Portfolio, the advent of expanded third-party administration designed to produce higher savings at lower cost, and lower energy efficiency goals reflecting reduced potential. Regardless, D. 18-05-041, which is the more recent decision than D. 12-11-015, provided very clear and limited criteria under which Energy Division staff should review a PA's ABALs. Those limited ABAL review criteria do not include policy considerations from D. 12-11-015, as cited by Cal Advocates.

Furthermore, Cal Advocates' claim that a PA's ABAL could only be approved if the proposals from all PAs, together, demonstrate cost-effectiveness overall, is out of scope of Energy Division's ABAL review process. Energy Division's review process was conceived as ministerial, in which Commission staff would narrowly address whether an ABAL meets the review criteria laid out in D. 18-05-041, rather than broader policy questions more suited for consideration in a proceeding.

Additionally, while D. 12-11-015 stated the CPUC's general intent for portfolio approval *at that time* when energy efficiency was defined by limited-term, multi-year program cycle applications, D. 18-05-041 provided specific guidance for portfolio approval as it exists under the new Rolling Portfolio framework and the Annual Budget Advice Letter review process. Specifically, in D. 18-05-041, the CPUC acknowledged its concern regarding the cost-effectiveness of the PAs' respective portfolios in 2018, noting the "non-trivial amount of uncertainty regarding third-party programs and, relatedly, the IOUs reorienting their focus toward prudent portfolio management." Therefore, the CPUC

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[9] See *PG&E's Reply to Protest of from the Public Advocates Office regarding Advice Letter 4136-G/5627-E (PG&E's 2020 Energy Efficiency Annual Budget Advice Letter in Compliance with Decisions 15-10-028 and D. 18-05-041)*, p. 3-4 (hereafter referred to as "PG&E Reply").

[10] At this time CPUC policy requires portfolio cost-effectiveness to be measured in the absence of savings from Codes and Standards programs, regardless of their magnitude as a percentage of total portfolio savings. Consequently, the CPUC rejects PG&E's argument that its portfolio is cost-effective with the inclusion of savings from Codes and Standards programs. PG&E's initial portfolio TRC, as filed on September 3, 2019, was 0.75; in its supplemental ABAL, filed November 15, 2019, adjustments to certain inputs resulted in a TRC value revised to 0.71.

opted to treat program years 2018-2022 as "ramp years," i.e. an *interim time* during which individual PA ABALs would be evaluated on their respective abilities to meet energy savings goals, be cost-effective, and stay within an authorized budget cap.[11]

Lastly, Energy Division agrees that additional CPUC guidance is needed regarding whether and how all eight PAs would work together to create a single-statewide portfolio that is cost-effective. CPUC staff will review PA ABALs according to the criteria established in D. 18-05-041, which include meeting individual energy savings goals, individual portfolio cost-effectiveness, and staying within the individual authorized budget cap(s). Larger questions related to collective portfolio cost-effectiveness among portfolios administered separately by different administrators, as cited by Cal Advocates in its protest, will be taken up in the rulemaking as the CPUC examines overall cost-effectiveness policy topics.[12]

The CPUC has acknowledged the diminished portfolio cost-effectiveness of PA portfolios as well as the need to achieve savings goals. For example, recent CPUC actions set in place the support needed to improve PA portfolio cost-effectiveness, including:

- adopting updated energy efficiency savings goals that reflect changes to measures' cost effectiveness;
- allowing the IOU PAs to pursue greater third-party program administration with the intent to achieve higher savings at lower cost; and,
- opening a discussion on issues related to additional RENs.

The CPUC supports these actions to ensure that at the conclusion of the ramp years, IOU portfolios are cost-effective.

In summary, Energy Division rejects PG&E's annual budget advice letter pursuant to the ABAL review criteria identified in D. 18-05-041 which provided a limited scope under which Energy Division staff was to review the ABALs.

## 2.2. Issues related to filing a new business plan

This section addresses the following recommendations from Cal Advocates:

- *The Commission must reject PG&E's and SCE's ABALs because they do not meet the criteria for approval*
- *The Commission should direct PG&E to file a new business plan application by December 30, 2019*
- *The Commission should issue a non-standard disposition or resolution that provides interim guidance to PG&E and SCE*

As stated above, in D. 18-05-041, the CPUC established the criteria by which PA ABALs would be reviewed. In order to be approved, a PA must file an ABAL for a portfolio that:

[11] See. D. 18-05-041, p. 71.
[12] See D. 19-12-021, p. 40 ("Decision Regarding Frameworks for Energy Efficiency Regional Energy Networks and Market Transformation," approved by the CPUC on December 5, 2019).

- is cost-effective;
- achieves energy savings goals; and
- is within an authorized budget-cap.

The failure to meet any one or all of these criteria requires the CPUC to reject an ABAL and also constitutes a "trigger" event, which requires the PA to file a revised business plan. In its protest, Cal Advocates argued that the CPUC must reject PG&E's 2020 ABAL, should direct PG&E to file a revised business plan application by the end of 2019 and should provide interim guidance relative to that application.

In its reply, PG&E acknowledges that its 2020 portfolio is not cost-effective and clearly states its intent to file a revised business plan, per D. 18-05-041. However, it disagrees with Cal Advocates' argument that PG&E can and should file a revised business plan by the end of 2019. PG&E argues that it should only file a revised business plan approximately six months after the completion of the third-party solicitation process. In doing so, PG&E states that it would thus be able to file a revised business plan that encompasses a complete portfolio, based on factual evidence that supports an achievable and credible forecast, and allows PG&E to avoid submitting a revised business plan forecast dependent on placeholders for future third-party programs.[13]

## Discussion

In its response to Cal Advocates' protest, PG&E notes the impracticality of filing a business plan application before the close of 2019. PG&E argues that much if not all of what it will include in a revised business plan application is entirely dependent on the third-party solicitation process, which for PG&E will not conclude until the end of 2019.[14] While the CPUC understands the uncertainties attendant to PG&E's current third-party solicitation process, that cannot excuse the need for PG&E to file a revised business plan in a timely fashion and based on the best available information.

Consequently, while the CPUC rejects Cal Advocates' request that PG&E file a revised business plan by the end of 2019, PG&E will have to file a revised business plan by September 1, 2020, coincident with its ABAL filing for 2021 and subsequent to the annual update to avoided costs that occurs in July.

The intent is for the revised business plan and the 2021 ABAL to use the same inputs for 2021 forecasts and beyond, rather than have a revised business plan submitted prior to the avoided costs update, which would result in forecasts for the same year(s) relying on different inputs, thus resulting in different and incomparable outputs. However, while the filed ABAL should align with the revised business plan in terms of 2020 updated inputs, it may not rely on any policy changes proposed for consideration in the revised business plan itself and must instead be developed based on current energy efficiency policy as of September 1, 2020.

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[13] See *PG&E's Reply to Protest of from the Public Advocates Office regarding Advice Letter 4136-G/5627-E (PG&E's 2020 Energy Efficiency Annual Budget Advice Letter in Compliance with Decisions 15-10-028 and D. 18-05-041)*, p. 3-4 (hereafter "PG&E Reply").

[14] See PG&E Reply, p. 2-3.

Furthermore, the CPUC recognizes PG&E as a PA and manager of its respective portfolio. While Cal Advocates argues that the CPUC should provide guidance to PG&E on the content of its business plan, the CPUC recognizes PG&E as the entity best suited to determine which aspects of its existing business plan will need to be revised in order to file a revised business plan application, in light of both the current inability to meet cost-effectiveness and the uncertainties attendant to the current third-party solicitation process. D. 15-10-028 exposits at length about the substance of the PA business plans; PG&E can and should review that decision, as well as its current portfolio, along with D.16.08-019, which provided guidance on initial business plan filings, and determine which aspects of its business plan require updates. Consequently, Energy Division rejects the Public Advocates' protest request that the CPUC provide guidance to PG&E regarding its business plan application; PG&E is responsible for developing the content of what it shall file with the CPUC consistent with existing CPUC guidance.

Finally, in the near term, PG&E must also host a stakeholder workshop, as D. 18-05-041 states that if "a PA's ABAL submitted for program year 2019 (September 4, 2018) through program year 2022 (September 1, 2021) fails the ABAL review criteria, then staff will reject that PA's ABAL and direct the PA to hold a workshop to explain why it failed to meet the approval criteria." At that workshop, PG&E shall share its budget development process with stakeholders, including how it determines which programs receive specific funding amounts, portfolio cost-effectiveness targets, and why programs with high TRC values did not receive additional budget to drive cost-effective savings.

## 2.3. Issues regarding low-performing programs

This section addresses the following recommendation from Cal Advocates:

- *The Commission should require SCE and PG&E to cut low-performing programs while still achieving their goals*

In its protest, Cal Advocates argues that the CPUC should require PG&E, even as the CPUC rejects PG&E's ABAL filed on September 3, 2019, to file a supplemental advice letter that would reflect additional budgets cuts tied to "low-performing" programs and consequently forecast a 2020 portfolio with an improved cost-effectiveness.[15] Cal Advocates asserts that even as PG&E fails to meet the cost-effectiveness threshold, it appears to include many resource programs that have high costs and low benefits and, consequently, are a drag on portfolio performance while contributing little to nothing to achieving energy savings goals.[16] Cal Advocates goes so far as to identify which programs PG&E should cut along with the attendant budget savings of approximately $38.5 million and improved net benefits to the portfolio of approximately $30 million, all while still meeting energy savings goals.[17] Cal Advocates further posits that PG&E should come as close to being cost-effective as possible, even if an ABAL supplement reflecting these proposed additional cuts is still rejected. Cal Advocates predicates its request on the larger argument, based on D. 12-11-015,

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[15] See Cal Advocates Protest, p. 3-5.

[16] See Cal Advocates Protest, p. 49-50.

[17] See Cal Advocates Protest, p. 49-50, and Appendix A. Cal Advocates argues that PG&E should cut programs with a TRC below 0.57, with two exceptions. Cal Advocates estimates that the entire statewide portfolio, with a TRC of 0.89, has net negative benefits of $84.9 million. Cal Advocates estimates each PA's share of the net benefits by multiplying their respective budgets, absent Codes and Standards, by their respective share(s) of statewide spending. Thus, PG&E's budget of $202 million, multiplied by its share of the total statewide budget (36 percent), results in the need to improve net benefits by $30 million.

D. 14-10-046, and D. 18-05-041, that the entire statewide EE portfolio must be cost-effective in order to be approved by the CPUC.

In its reply, PG&E argues that Cal Advocates' request for PG&E to cut programs with low cost-effectiveness is untenable. PG&E asserts that, in its recognized role as PA and portfolio manager, it has maximized to the fullest extent possible, while continuing to meet energy savings goals and positioning its portfolio for the future, the budget cuts and program closures necessary to improve cost-effectiveness.[18] PG&E does acknowledge the need for further program cuts, but neglects to make those cuts at this time, arguing that those programs exist in 2020 in order to meet outstanding customer commitments. Additionally, PG&E states that decisions regarding program cuts and closures are better made through a portfolio balancing process that will occur in 2020 and coincide with the increased role of third-party programs.[19]

Lastly, PG&E provides context for the programs Cal Advocates targeted for closure in its protest. PG&E notes that more than half ($15.8 million) of the projected net benefits are attributable to placeholders for as-yet unidentified third-party and statewide programs expected to launch in 2020. PG&E states that it cannot eliminate these programs to save money and improve short-term cost-effectiveness while also meeting the requirements for greater third-party administration, as laid out in D. 16-08-019 and D. 18-01-004.[20]

## Discussion

Although PG&E's portfolio is not cost-effective, its 2020 energy efficiency budget of approximately $238 million is 37 percent lower than the $347 million authorized for 2020 in D. 18-05-041. This budget cut reflects a similar, though not exact, cut in PG&E's energy efficiency savings goals for 2020 (from 2019), which were lowered by 40 percent and 37 percent for electric and gas energy savings respectively.

As stated previously, the CPUC recognizes PG&E as a program administrator and manager of its respective portfolio. While Cal Advocates argues that the CPUC should require PG&E to make additional program and budget cuts in order to improve cost-effectiveness, it does so based on the assumption that PG&E has not previously considered the myriad ways to improve portfolio cost-effectiveness, perhaps including those proposed by Cal Advocates, before filing its 2020 ABAL. In light of the uncertainty around these proposed cuts from Cal Advocates, as well as the third-party requirements PG&E is bound to for 2020 and beyond, it is unclear which combination of additional cuts PG&E would undertake to improve cost-effectiveness and what actual "improved" TRC value would meet Cal Advocates' expectations. As noted previously, PG&E shall share its budget development process with stakeholders in a workshop, including how it determines which programs receive specific funding amounts, portfolio cost-effectiveness targets, and why programs with high TRC values may not receive additional budget to drive cost-effective savings. Consequently, the CPUC rejects PG&E's 2020 ABAL as well as Cal Advocates' request for PG&E to make additional program and budget cuts to improve cost-effectiveness. In the event PG&E decides to close

[18] See PG&E Reply, p. 5-6: PG&E has "already made significant budget and overhead reductions in both 2019 and 2020 in an attempt to be as cost-effective as possible while still positioning the portfolio to be cost-effective in the future."
[19] Ibid.
[20] Ibid.

additional programs for program year 2021, it will notify the CPUC of these decisions in the ABAL PG&E files for 2021, per D. 15-10-028.[21]

## 2.4. Issues regarding the Energy Savings Performance Incentive

This section addresses the following recommendations from Cal Advocate:

- *The Commission should suspend Energy Savings Performance Incentive (ESPI) payments*

Cal Advocates argues that anticipated ESPI payments of approximately $25.9 million within the larger 2020 IOU ABAL forecasts are an unreasonable burden on ratepayers that also diminish portfolio cost-effectiveness.[22] Cal Advocates subsequently asks that the CPUC either suspend payments until the statewide EE portfolio is cost-effective or that the IOUs voluntarily forgo ESPI payments as one way to improve the overall cost-effectiveness of their portfolios.[23]

### Discussion

Cal Advocates' request for either the CPUC to suspend ESPI payments or have the IOUs voluntarily forgo ESPI payments in order to improve portfolio cost-effectiveness is a policy question that is outside the scope of the specific ABAL review process. In D. 13-09-023, which adopted the ESPI mechanism, the CPUC did not require an overall portfolio cost-effectiveness as a condition of ESPI payments. Consequently, Energy Division rejects Cal Advocates' protest request that the CPUC suspend ESPI payments at this time.

Please direct any questions regarding Energy Division's findings in this non-standard disposition to Peter Franzese (peter.franzese@cpuc.ca.gov).

Sincerely,

Edward Randolph
Deputy Executive Director for Energy and Climate Policy/
Director, Energy Division

Cc: Service Lists R. 13-11-005 and A.17-01-013
Pete Skala, Energy Division
Jennifer Kalafut, Energy Division
Alison LaBonte, Energy Division

[21] In D. 15-10-028, the Commission contemplated a Joint Parties request that portfolio changes, including fund shifting, be included in the PAs' Annual Reports. However, the Commission decided instead stated that a PA will notify the Commission of any portfolio changes, including fund shifting, "via the same advice letter that contains the PA's budget". See D. 15-10-028, p. 60.
[22] See Cal Advocates Protest, p. 52.
[23] Ibid.

Peter Franzese, Energy Division
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September 3, 2019

**Advice 4136-G/5627-E**
(Pacific Gas and Electric Company ID U 39 M)

Public Utilities Commission of the State of California

**Subject:** **PG&E's 2020 Energy Efficiency Annual Budget Advice Letter in Compliance with Decisions 15-10-028 and 18-05-041**

## I. Purpose

Pacific Gas and Electric Company (PG&E) hereby submits its 2020 energy efficiency (EE) portfolio budget (2020 EE Budget) by Tier 2 advice letter in compliance with the *Decision Re Energy Efficiency Goals for 2016 and Beyond and Energy Efficiency Rolling Portfolio Mechanics,* the "Rolling Portfolio Decision" (Decision (D.)15-10-028),[1] the *Decision Addressing Energy Efficiency Business Plans* (D.18-05-041),[2] and guidance from the California Public Utilities Commission (CPUC or Commission) Energy Division (ED) staff (Staff).

PG&E requests that the Commission approve its 2020 ABAL budget of $237,525,829 through a non-standard disposition for cost recovery and spending authorization purposes effective January 1, 2020, as this budget more closely aligns with the new energy savings goals set for 2020.[3] PG&E additionally requests that the Commission approve the forecasted 2020 electric/gas split for cost recovery allocations effective January 1, 2020. This will allow PG&E to recover gas and electric costs in amounts that more appropriately matches the new measure potential in 2020.[4]

## II. Background

### A. Regulatory Requirements

[1] D.15-10-028, Ordering Paragraph (OP) 4.
[2] D.18-05-041, OP 41-47.
[3] D.19-08-034 pp.23-34, 28.
[4] The electric/gas split approved in the 2019 ABAL that is the basis of cost recovery in 2019 is 76%/24%. The 2020 ABAL forecasted electric/gas split is 69%/31%.

The Rolling Portfolio Decision D.15-10-028 requires each EE program administrator (PA) to file an advice letter with a budget for the next calendar year's EE portfolio by the first business day of September each year.[5]

Subsequently, the Commission issued the Decision Addressing Energy Efficiency Business Plans D.18-05-041, which established September 3, 2019, as the deadline for the 2020 Annual Budget Advice Letter (ABAL). This decision also adopted the budgets set forth in the Business Plans for 2018-2025.

## B. Filing Requirements

D.15-10-028 requires each program administrator's (PA) advice letter to contain:

- A portfolio cost-effectiveness statement; and
- Application summary tables with forecast budgets and savings by sector and program/intervention.[6]

Furthermore, D.18-05-041 provides additional guidance to PAs regarding ABAL submission. D.18-05-041 requires that the investor-owned utilities' (IOUs) ABALs include the following:

- A forecasted Total Resource Cost (TRC) test score that meets or exceeds 1.25, except during program years 2019-2022, when the forecasted TRC must meet or exceed 1.0;
- Forecasted energy savings goals that must meet or exceed Commission-established savings goals for each IOU; and
- A forecasted budget that must not exceed the PA's annual budget in the approved Business Plans, or (if applicable) the revised annual budget in this ABAL.[7]

If a PA's ABAL submitted for program year 2019 through program year 2022 fails to meet the criteria above, including a forecasted portfolio TRC of 1.0 during program years 2019-2022, the PA is to hold a workshop to provide transparency into the associated challenges and receive feedback that would potentially aid the PA in revising its Business Plan pursuant to D.15-10-028 for Commission approval.[8]

[5] D.15-10-028, OP 4.
[6] D.15-10-028, p. 59.
[7] D.18-05-041, p. 133.
[8] D.18-05-041, pp. 134-135.

### C. Contents of this Filing

PG&E's advice letter is organized as follows:

- Budget, Goals, and Cost-Effectiveness
- Business Plan Revision
- 2020 Forecast Approach
- Portfolio Strategies to Boost Cost-Effectiveness in 2020
- 2020 Program Changes
- Evaluation, Measurement & Verification (EM&V)
- Prior Years' Unspent Funds
- Cost Recovery
- Metrics to date

In addition to the information above, PG&E's 2020 ABAL includes the following materials:

- Attachments:
  - Attachment 1 – Joint IOUs Statewide Funding Allocations
  - Attachment 2 – Supplemental Budget Tables
  - Attachment 3 – California Energy Data and Reporting System (CEDARS) Filing Confirmation
  - Attachment 4 – Appendices
  - Attachment 5 – Caps and Targets Table

## III. Discussion

### A. Budget, Goals, and Cost-Effectiveness

PG&E proposes a 2020 EE budget of $237.5 million. This budget is based on portfolio modifications relative to 2019 that are oriented toward meeting the annual savings goals for 2020 that are significantly reduced relative to 2019 goal,[9] resulting in a forecasted 2020 EE budget that is 26% lower than its approved 2019 EE budget of $319.5 million.[10] However, this proposed portfolio is not forecast to meet a TRC above 1.0 for 2020 – instead, it opts to facilitate a successful transition to the Commission's new statewide and third-party model for energy efficiency, with a focus on TRC in future program years. Administering a portfolio that meets the 2020 savings goals, but not the 2020 cost-effectiveness requirement, is the most effective way for PG&E to administer an evolving portfolio that has the best chance to meet both the savings goals and cost-effectiveness requirements in future program years. Cost-effectiveness improvements may be realized in future program years when new programs have time to ramp-up and realize their full

[9] The 2020 GWh, MW, and therm goals are 41%, 36%, and 37% lower, respectively, than the 2019 goals.

[10] Second Supplemental Advice 4011-G-B/5375-E-B filed on January 23, 2019 and approved by the Commission on April 2, 2019.

cost-effectiveness potential. A portfolio that meets the 2020 savings goals will help facilitate a transition from existing offerings to future ones.

PG&E expects incentive spending in 2020 to decrease relative to 2019 as a result of (a) the ramp-down of existing rebate programs as PG&E's portfolio introduces new third-party programs, and (b) the ramp-up of new third-party programs resulting from solicitations that are expected to realize fewer savings during the program ramp-up phase relative to program costs. PG&E expects to incur program costs to conduct work necessary to complete solicitations, review and provide quality control over program designs, finalize contracts, and get programs approved by the CPUC (where appropriate), to launch in 2020.

While PG&E is acting to improve cost-effectiveness in 2020, PG&E's believes its best opportunity to deliver a cost-effective portfolio that meets annual savings goals *in the long run* is through the solicitations process. Competition and new program ideas will likely contribute to cost-effectiveness improvements that efficient program administration cannot deliver alone. Unfortunately, the timing of the multi-sector solicitations process results in uncertainty that manifests in PG&E's 2020 ABAL forecast. PG&E recognizes that new programs take time to launch, ramp up, and ultimately acquire participants and deliver savings. Because of this uncertainty, the final 2020 program offerings, measure mixes, and corresponding portfolio TRC are subject to change after the September 3, 2019 filing of this 2020 EE Annual Budget Advice Letter (see Section III.D).

Additionally, Commission-issued dispositions, Database for Energy Efficiency Resources (DEER) updates, custom project refinements, and modifications to other key inputs will impact portfolio savings and cost-effectiveness. As cost-effectiveness inputs change, PG&E will continue to evaluate the available mix of measures and programs and will balance the portfolio as necessary throughout 2020. This may include, but is not limited to, fund shifting, measure and program elimination, and modifications to rebate levels.

Table 1 provides an overview of PG&E's 2020 forecasted portfolio budget, savings, and cost-effectiveness, excluding market effects. Table 2 provides the TRC test and Program Administrator Cost (PAC) test forecasts for its 2020 EE portfolio using the CPUC's Cost-Effectiveness Tool (CET).[11]

[11] D.18-05-041, p.130 and D.19-08-034, p.27.

## Table 1: PG&E 2020 Forecast Budget and Savings Summary

| Sector | Program Year (PY) Budget | PY FORECAST ENERGY SAVINGS (Net) kWh | kW | MMtherms |
|---|---|---|---|---|
| Residential | $61,724,853 | 187,751,466 | 36,852 | 6.4 |
| Commercial | $43,385,765 | 40,798,518 | 6,151 | 3.1 |
| Industrial | $28,440,001 | 34,823,014 | 4,583 | 2.4 |
| Agriculture | $14,257,005 | 16,143,937 | 4,792 | 0.7 |
| Emerging Tech | $5,060,002 | 0 | 0 | 0 |
| Public[6] | $25,323,576 | 18,939,477 | 3,420 | 0.2 |
| WE&T | $8,600,052 | 0 | 0 | 0 |
| Finance | $5,779,661 | 40,957,381 | 10,148 | 1.8 |
| OBF Loan Pool | $13,500,000 | 0 | 0 | 0 |
| **PG&E Subtotal** | $206,070,915 | 339,413,791 | 65,947 | 14.6 |
| **CPUC Program Savings Goal** | | 309,000,000 | 64,000 | 12.0 |
| **Forecast savings as % of CPUC Program Savings Goal** | | 110% | 103% | 121% |
| Codes and Standards | $21,953,881 | 650,815,127 | 132,340 | 17.9 |
| **PG&E EM&V** | $9,501,033 | | | |
| **PG&E PY Spending Budget Request[1]** | $237,525,829 | | | |
| **PG&E Uncommitted and Unspent Carryover Balance[2]** | $13,324,000 | | | |
| **PG&E PY Budget Recovery Request[3]** | $237,525,829 | | | |
| **PG&E Authorized PY Budget Cap (D.18-05-041)[4]** | $374,399,466 | | | |
| **MCE PY Budget Recovery Request (excl. CCA Uncommitted/Unspent Carryover)[7]** | $6,946,418 | | | |
| **BayREN PY Budget Recovery Request (excl. REN Uncommitted/Unspent Carryover)[7]** | $24,033,828 | | | |
| **3C-REN PY Budget Recovery Request (excl. REN Uncommitted/Unspent Carryover)[7]** | $2,833,090 | | | |
| **Total PA (PG&E+CCAs+RENs ) PY Recovery Budget** | $271,339,165 | | | |
| **PG&E Forecast PY TRC[5]** | 0.75 | | | |
| **PG&E Forecast PY PAC[5]** | 1.12 | | | |
| **PG&E Forecast PY RIM[5]** | 0.47 | | | |
| **For reference only** | | | | |
| **MCE EM&V PY Budget[7]** | $277,857 | | | |
| **BayREN EM&V PY Budget[7]** | $961,353 | | | |
| **3C-REN EM&V PY Budget[7]** | $113,324 | | | |
| **EM&V PY PA Budget total** | $10,853,567 | | | |

[1] This is the amount by which Statewide 25% requirement will be measured and what the IOU intends to spend in the PY, including carryovers.

[2] The estimated balance of all unspent and uncommitted reflects the total unspent uncommitted for all prior program years up to and through December 31, 2019. These funds are only an estimate at the time of this Advice Letter filing as these numbers have not yet been finalized.

[3] The amount of funds to be collected (budget recovery) for the Program Year. In Section G of this Advice Letter, PG&E requests a cost recovery budget of $237,525,829 given that the unspent and uncommitted funds through December 31, 2019 are only estimates. PG&E will seek Commission approval to return unspent and uncommitted funds through December 31, 2019 when these funds are finalized in early 2020.

[4] The IOU Authorized PY Budget Cap uses the "Total Program" budget from PG&E's approved Business Plan Table 1.5. This total 2020 business plan budget was unchanged in the budget true-up table presented in PG&E's 2019 ABAL, Second Supplemental Advice 4011-G-B/5375-E-B filed on January 23, 2019 and approved by the CPUC on April 2, 2019.

[5] The portfolio TRC and PAC presented in this table are lower than the TRC and PAC including codes and standards and market effects.

[6] The public sector budget and savings in this table encompass all activity in the Government Partnership (GP) Programs, which includes public and commercial program activity. PG&E will transition to reporting program activity in the appropriate public or commercial sectors as it brings on new third-party and statewide programs in 2020 and 2021.

[7] The REN and CCA budgets presented in this table represent the approved 2019 ABAL budgets and include CPUC and PAC EM&V amounts. When the Commission approves the REN and CCA 2020 ABAL budgets, these budgets (with CPUC EM&V) will be the basis of cost recovery in 2020.

**Table 2: PG&E 2020[12] Cost-Effectiveness Statement**

| Cost-Effectiveness Scenario | 2020 TRC Forecast | 2020 PAC Forecast | 2020 RIM Forecast |
|---|---|---|---|
| Total portfolio including the Energy Savings and Performance Incentive (ESPI) award, and excluding C&S and market effects | 0.75 | 1.12 | 0.47 |
| Total portfolio including the ESPI award and C&S, and excluding market effects | 1.26 | 4.06 | 0.55 |

TRC and PAC calculations include costs for:

- Resource and non-resource programs, including Financing and Workforce Education and Training (WE&T) programs;
- EM&V; and
- An estimated $12 million for PG&E's ESPI award in 2020.[13]

TRC and PAC calculations do not include:

- Emerging Technologies (ET) program costs;
- Statewide (SW) Marketing, Education and Outreach (ME&O) costs;
- BayREN and MCE benefits and costs;[14]
- Financing costs including credit enhancements approved for the Statewide Financing Pilots in D.13-09-044; and
- Energy Savings Assistance (ESA) benefits and costs.

## B. Business Plan Revision

As noted in Section A, PG&E is forecasting a portfolio TRC of 0.75 without C&S or market effects for 2020. As such, PG&E acknowledges that this triggers the application filing and business plan revision described in D.15-10-028, OP 2. PG&E expects to work with Energy Division on a schedule and process for refiling its Business Plan.

## C. Forecast Approach

PG&E's 2020 ABAL was developed using a combination of top-down and ground-up forecasting techniques. PG&E used its 2019 ABAL as a baseline and made measure adjustments, which included removing sunset measures (predominantly lighting) and incorporating statewide workpaper measures. PG&E added sector-level budget placeholders for new third-party programs expected to be launched in 2020 as a result of solicitations. PG&E also adjusted existing programs and savings to reflect the existing program ramp-down expected as new third-party programs are introduced into the portfolio. The 2020 forecast is a trade-off between reducing existing low-TRC program

[12] The 2020 CET User Interface from CEDARS was used to calculate cost-effectiveness.
[13] PG&E's $12 million ESPI award estimate for 2020 is based on past ESPI awards.
[14] D.12-11-015.

costs necessary to make room for solicited third-party programs coming online in 2020, which may not be achieving savings in the same program year versus forecasting enough existing program budget to meet 2020 savings goals.

In addition to these top-down forecasting techniques, PG&E developed a ground-up forecast for a subset of programs (such as Residential Pay for Performance, Strategic Energy Management, On-Bill Financing Alternative Pathway, Multifamily New Construction, and Residential New Construction). The Residential Pay for Performance, Strategic Energy Management, and On-Bill Financing Alternative Pathway programs are newer programs with less historical data, and thus were considered in more detail for 2020 forecast development instead of relying on the 2019 ABAL forecast as a starting point. The Residential New Construction and Multifamily New Construction programs were determined to benefit from a ground-up forecast refresh to align with 2020 program expectations.

*New Third-Party Program Placeholders*

When forecasting savings for new third-party program placeholders, PG&E used the forecasting method used for custom projects where possible, in compliance with D.19-08-034.[15] Otherwise, forecasted savings are based upon available inputs and information from its third-party solicitations, historical program information, and sector knowledge to inform assumptions and forecasted savings. PG&E's savings from statewide third-party programs used the funding share method approved in the Joint IOUs Supplemental Advice Letter of the Shared Funding Mechanism Proposal submitted on November 15, 2018.[16] An overview of PG&E's third-party program forecast is shown in Table 3.

**Table 3: PG&E 2020 New Third-Party Program Placeholder Forecast[17]**

| Third-Party Program Placeholder | Budget | First-Year Net kWh | First-Year Net kW | First-Year Net Therm |
|---|---|---|---|---|
| Residential | $7,055,634 | 6,713,207 | 983 | 170,088 |
| Commercial | $8,241,182 | 4,335,201 | 537 | 578,944 |
| Agriculture | $4,416,941 | 600,000 | 23 | 320,563 |
| Industrial | $7,291,294 | 1,710,689 | 170 | 190,488 |

[15] D.19-08-034, p. 30.

[16] San Diego Gas and Electric Company (SDG&E) Advice 3268-E-A/2701-G-A; Southern California Gas Company (SoCal Gas) Advice 5346-G-A; Southern California Edison Company (SCE) Advice 3861-E-A; and Pacific Gas and Electric Company (PG&E) Advice 5373-E-A/4009-G-A.

[17] This table shows forecast numbers for the third-party placeholders only and does not represent PG&E's total third-party-qualifying budget. PG&E forecasted placeholders for new third-party programs expected to be incorporated into the 2020 portfolio. In addition to these placeholders, some of PG&E's existing programs not shown in this Table 3 count under the third-party definition per D.16-08-019, OP 10. The total portion of PG&E's budget that counts under this third-party definition is shown in Attachment 5 – Caps and Targets Table.

| | | | | |
|---|---|---|---|---|
| Public | $7,153,561 | 1,875,000 | 438 | -14,620 |
| **Total** | **$34,158,611** | **15,234,097** | **2,151** | **1,245,463** |

*Fuel Substitution Measures*

With the adoption of D.19-08-009 on August 1, 2019, PG&E has the opportunity to introduce fuel-substitution measures into its portfolio that previously may not have been offered due to restrictions that no longer apply. PG&E plans to explore and pursue viable fuel-substitution measures in 2020. However, fuel-substitution measures are not included in the 2020 forecast due to timing constraints for developing ex ante estimates between the adoption of D.19-08-009 and the finalization of PG&E's 2020 forecast for the September 3, 2019 filing date of this advice letter.

## D. Portfolio Strategies to Boost Cost-Effectiveness in 2020

As part of the third-party program solicitations process, PG&E will undertake "portfolio balancing" work after scoring completes for the first solicitation round, expected in mid-September. Portfolio balancing is the process through which PG&E will identify existing programs for ramp down and closure, identify new programs for launch, and create a smooth transition to new third-party programs for PG&E's EE portfolio and its customers. This will continue throughout the entire solicitation process until PG&E has balanced the portfolio for cost effectiveness, savings, and third-party outsourcing targets.

PG&E will seek input from the Procurement Review Group (PRG) in decision-making regarding new third-party program selection and existing program replacement. Through portfolio balancing activities, PG&E will seek to create a cost-effective EE portfolio by focusing on combinations of existing program closures and new programs that yield the largest increase in projected portfolio realized benefits. Program contract negotiation for new and existing programs will also take place during this time.

PG&E has significantly reduced its program administrator costs relative to 2019. In 2019, PG&E identified and implemented labor efficiencies that drove the reduced program administrator costs. PG&E will continue to identify opportunities for program administrator cost efficiencies as it transitions to the statewide and third-party outsourced portfolio model. Please see Attachment 1 - Supplemental Budget Tables for more detail on spend by functional area.

## E. 2020 Program Changes

This section identifies changes to PG&E's proposed programmatic activity in compliance with the Rolling Portfolio Decision[18] and Business Plan Decision.[19] The program budget

[18] D.15-10-028, p. 60.
[19] D.18-05-041.

changes described in Sections III.E.1. through III.E.6. reflect budgets that changed by 40% or more relative to program budgets approved in its 2019 ABAL in accordance with D.18-05-041 OP 41 and Section 7.2. See Attachment 4, Appendix Table 4 for the 2020 budget tables associated with these programs.

PG&E's 2020 portfolio forecast represents significant budget adjustments to most existing programs across the program sectors. These budget adjustments are subject to change, pending the results of the solicitations process that will continue through 2019 and 2020 and subsequent contract negotiations. Budget reductions were primarily driven by the removal of sunset measures (largely lighting) and the associated incentive budgets, as well as budget reductions necessary to make room for sector-level third-party program placeholders.

While the 2020 budget assumptions in this advice letter are subject to change, PG&E's 2020 program budgets will be finalized through the third-party solicitation portfolio balancing process described in Section D. In this process, new programs across sectors will be selected for inclusion into the portfolio and existing programs will be reviewed for continuation, modification, or closure. This process will result in contract negotiations that will determine final 2020 program budgets. The portfolio balancing activities and subsequent contract negotiations are dependent on the scope of new third-party programs that are reviewed and selected. Given the solicitations schedule, the scope of these new programs is uncertain at the time of this 2020 EE annual budget advice letter filing.[20]

Despite the uncertainties of 2020 program budgets resulting from solicitations, PG&E has developed the 2020 budget presented in this advice letter using the information available at the time of preparation. The 2020 budget allocation in this advice letter represents a 24% decrease from its 2019 ABAL budget, with reductions across multiple sectors. PG&E will introduce high-level portfolio changes, such as measure sunsets and significant (i.e. greater than 40%) budget adjustments, followed by sector-specific summaries of key program changes to support the portfolio through 2020.

### 1. Reduced Budgets Resulting from Updated Potential and/or Upcoming Solicitations

The majority of PG&E's forecasted budget reductions in 2020 stem from two major changes: 1) lower savings opportunities identified in the updated Potential and Goals Study,[21] particularly for lighting; and 2) the upcoming transition of the EE portfolio to new third-party programs via the solicitations process. PG&E is currently working with existing vendors to understand their opportunities to continue delivering existing programs more cost effectively in each sector and will finalize existing program budgets based on those

[20] See Attachment 2 for PG&E's third-party solicitation schedule as of August 27, 2019.
[21] 2019 Energy Efficiency Potential and Goals Study, prepared by Navigant Consulting, Inc., for the CPUC. Reference No. 205201. July 1, 2019.

negotiations. Table 4 below lists those programs with a forecast budget reduction of at least 40%:

**Table 4. Budgets Reduced by 40% or More Resulting From Updated Potential and/or Upcoming Solicitations [(a), (d)]**

| Program ID | Program Description | % Budget Reduction Relative to 2019 ABAL |
|---|---|---|
| PGE21032 | Agricultural Deemed Incentives | 42% |
| PGE21015 | Commercial HVAC | 53% |
| PGE210212 | Compressed Air and Vacuum Optimization Program | 44% |
| PGE2110014 | Department of Corrections and Rehabilitation | 51% |
| PGE21009 | Direct Install for Manufactured and Mobile Homes | 88% |
| PGE21026 | Energy Efficiency Services for Oil Production | 50% |
| PGE21008 | Enhance Time Delay Relay | 89% |
| PGE210123 | Healthcare Energy Efficiency Program | 57% |
| PGE210143 | Hospitality Program | 84% |
| PGE210210 | Industrial Recommissioning Program | 50% |
| PGE21041 | Primary Lighting [(b)] | 100% |
| PGE210311 | Process Wastewater Treatment Energy Management for Agricultural Food Processing [(c)] | 100% |
| PGE210011 | Residential Energy Fitness program | 56% |
| PGE21006 | Residential HVAC | 52% |
| PGE210112 | School Energy Efficiency | 53% |
| PGE2110013 | State of California | 46% |
| PGE2110012 | University of California/California State University | 56% |
| PGE210135 | Water Infrastructure and System Efficiency | 45% |

(a) 2020 program budget reductions are relative to 2019 ABAL program budgets.

(b) The Primary Lighting Program (PGE21041) budget has been reduced to zero as the majority of measures historically offered through this program are no longer viable as a result of code baseline changes. PG&E will formally close this program when the IOU statewide lead (Southern California Edison) leads this program closure effort. PG&E will be moving to the outsourced statewide lighting program model that will likely come online in 2021.

(c) The Process Wastewater Treatment Program (PGE210311) reflects a budget of zero dollars in this advice letter, however at this time, this program is scheduled to ramp down, not close. In preparation of this advice letter, PG&E discovered an error that the budget for this program had been reduced to zero. The correct budget for this program is expected to be approximately $270,000 in 2020 to cover costs including program administration, contractor implementation, and customer incentives. PG&E intends to ramp down this program budget relative to its 2019 budget, similar to other programs in the portfolio, in order to make room for new third-party programs launching in 2020. PG&E will not be requesting additional funds outside of the EE portfolio budget request presented in this advice letter. However, PG&E plans to reallocate funds in 2020 from other areas of its portfolio to support these Process Wastewater Treatment program activities.

## 2. Public Sector EEGA Cleanup and Reduced Lighting Potential

The Local Government Partnership (LGP) program budgets have historically funded a combination of lead local partner (LLP) budgets, third-party implementer budgets, and incentives for direct install offerings. From a reporting perspective, these have historically been captured in 22 unique program identification numbers (program IDs) representing the geographic areas in which the funds were distributed. The largest proportion of these budgets are to fund direct-install activities serving small and medium business customers (SMB). This SMB offering has been designed to be the same throughout the service territory even though it is delivered by seven different implementers and marketed under the 22 local Energy Watch brands.

Given the expected transitions to new third-party and statewide programs in 2020, PG&E will be combining the existing SMB budgets across geographic areas under a single LGP program, Local Government Energy Action Resources (LGEAR), to enable flexibility in funding across geographic areas and minimize administrative costs. PG&E will include contract provisions with the implementers to ensure that every community continues to be served through LGEAR.

Similarly, LLP budgets of the geographically-specific LGP programs will be consolidated under the Strategic Energy Resources (SER) non-resource program. As indicated above, LLP budgets have historically been split between the geographically-specific resource LGP programs and the non-resource SER program. As PG&E's LLP LGP programs transition to being fully non-resource in 2020 upon completion of the solicitation process, the existing LLP budgets will be captured in the SER program. In addition, the SER program also contains budget to fund other local government resources – namely for the Statewide Energy Efficiency Collaborative and the development of a new energy data center.[22]

As a result of these administrative changes, the following Public Sector programs shown in Table 5 will appear with a zero budget. Appearing with a zero budget does not mean these program activities will cease. As described above, these territories will continue to be served through the resource program LGEAR and the non-resource program SER. The total funding simply has been consolidated into two programs.

[22] D.18-05-041, OP 32.

**Table 5. Public Sector Programs with Budgets Transferring to LGEAR and SER**

| Program ID | Program Description |
|---|---|
| PGE211007 | Association of Monterey Bay Area Governments (AMBAG) |
| PGE211009 | East Bay |
| PGE211010 | Fresno |
| PGE211011 | Kern |
| PGE211012 | Madera |
| PGE211013 | Marin County |
| PGE211014 | Mendocino/Lake County |
| PGE211015 | Napa County |
| PGE211016 | Redwood Coast |
| PGE211018 | San Luis Obispo County |
| PGE211019 | San Mateo County |
| PGE211020 | Santa Barbara |
| PGE211021 | Sierra Nevada |
| PGE211022 | Sonoma County |
| PGE211023 | Silicon Valley |
| PGE211024 | San Francisco |
| PGE211026 | North Valley |
| PGE211027 | Sutter Buttes |
| PGE211028 | Yolo |
| PGE211029 | Solano |
| PGE211030 | Northern San Joaquin Valley |
| PGE211031 | Valley Innovative Energy Watch (VIEW) |

Overall budget in these areas will still be reduced. Following the change of the lighting baseline to LEDs, lighting retrofits are generally no longer cost-effective. Since most savings from the LGP programs in Table 5 historically came from lighting, the sector budget for both incentives and implementer contracts under the LGEAR resource program will both be reduced.

### 3. Codes and Standards (C&S) Programs

PG&E is forecasting a reallocation of budget among the Codes and Standards (C&S) subprograms resulting in program budget changes of 40% or more relative to the 2019 ABAL budgets, as described below:

- Advocacy budgets, which include Building Codes Advocacy (PGE21051), Appliance Standards Advocacy (PGE21052), and National Codes and Standards Advocacy (PGE21057), are expected to all decrease due to anticipated increased contributions from other IOUs with PG&E's transition to statewide lead for

advocacy subprograms. Since these three advocacy programs are expected to go statewide in 2020, PG&E is forecasting a statewide placeholder in lieu of any budget for these existing advocacy programs. PG&E anticipates decreased spending on advocacy will be offset by greater spending in Compliance Improvement (PGE21053), Reach Codes (PGE21054), and Code Readiness (PGE21056) discussed below.

- Reach Codes (PGE21054) is forecasting a budget increase of 190% relative to its 2019 ABAL budget, as the shift in California's policy landscape towards zero net energy and electrification has caused a significant upsurge in local government interest in reach codes. Additional support from the Reach Code subprogram is needed to meet the technical needs of local jurisdictions while limiting the diversity of local ordinances to minimize builder confusion, and to engage in a wide range of policy issues related to gas-pipeline infrastructure.

- Code Readiness (PGE21056) is also forecasting a budget increase of 87% relative to the 2019 ABAL due to greater need for cost effectiveness and feasibility data unique to codes and standards, such as lab testing, field assessments, appliance surveys, and cost and compliance data. The landscape for California Energy Council (CEC) and Department of Energy (DOE) advocacy has become more challenging, so more technical support work is needed at the beginning of those rulemakings.

### 4. On-Bill Financing

PG&E's budget for OBF Alternative Pathway is increasing by 26% relative to the 2019 ABAL budget. Although this increase is not a change of 40% or more, this On-Bill Financing section discusses details of the 2020 forecast relative to 2019 given significant OBF Alternative Pathway forecast changes in 2020, particularly for therms. PG&E is currently forecasting 2020 first-year energy savings of 41 GWh and 1.8 MMtherms for its OBF Alternative Pathway program, lower than the 2019 forecast of 47 GWh and 6.1 MMtherms.[23]

At the time of its OBF Alternative Pathway 2019 forecast development, the loan cap increase had not been approved, thus PG&E had no 2019 projects to inform a forecast of large-loan projects. Therefore, PG&E used information gathered from trade professionals, customers, and project implementers to develop forecast assumptions for potential large-loan projects. The loan cap increase was approved in April 2019, enabling PG&E to use its 2020 project pipeline – which reflects the availability of the new loan cap increase – to develop its 2020 forecast. Consequently, PG&E's 2020 OBF Alternative Pathway forecast includes a more reliable estimate of large-loan projects. PG&E does not forecast any changes to the OBF program rules in 2020.

[23] The final 2019 OBF Alternative Pathway forecast is detailed in Second Supplemental Advice 4011-G-B/5375-E-B, p.15.

The OBF Alternative Pathway pipeline 2019 growth was primarily based on lighting projects. OBF has been available to customers through incentive programs for several years. The Alternative Pathway program was recently stood up to enable savings claims for financed projects that do not include an incentive. Lighting vendors that were already familiar with OBF offerings for incentive-based projects were able to quickly understand and promote the Alternative Pathway non-incentive OBF offering to customers, leading to 2019 Alternative Pathway projects comprised mainly of lighting. Vendors promoting gas projects did not have significant experience with OBF offerings with incentives prior to the introduction of the Alternative Pathway non-incentive OBF offering, and thus the ramp-up of non-incentive OBF gas projects has been slower than non-incentive OBF electric projects.

The 2019 therms forecast for OBF was overly optimistic, particularly for the completion of large gas projects. Customers targeted for gas savings have taken longer to develop those projects than PG&E had originally anticipated. PG&E is significantly reducing its gas forecast for OBF in 2020 based on these lessons learned.

PG&E calculated cost effectiveness for OBF using an approach consistent with PG&E's 2019 Second Supplemental ABAL with one change. PG&E is reducing the COC incentive amount by the complement of the net-to-gross (NTG) value (i.e. *1 - NTG*) consistent with Commission policy[24] on the TRC treatment of incentive costs because the COC benefits the non-freerider participants.[25] PG&E will continue to treat cost of capital (COC) as an incentive cost, as these are funds that benefit customers that are not recouped through loan repayments.[26]

### 5. Other Program Budget Increases

Residential Energy Advisor (PGE21001): PG&E will be increasing budget 44% relative to its 2019 ABAL budget for the large-scale, cost-effective, third-party Residential Energy Advisor program. The Home Energy Reports generated through this program have a long history of delivering cost-effective savings. PG&E plans to expand on this successful effort by increasing its budget to support the increased participation in HER at the end of 2019 that will continue into 2020.

Industrial Strategic Energy Management (SEM) (PGE21030): Building on the success of the first year of SEM implementation due to high customer satisfaction and completion of all California Industrial SEM Design Guide activities,[27] PG&E is increasing budget for this

[24] D.07-09-043 describes the role of NTG in the TRC calculation of net participant costs, with detailed TRC cost calculations showing the derivation of incentives x (1-NTG) in D.07-09-043 Attachment 9.
[25] However, the COC is not a program incentive expenditure that appears in CEDARS, unlike the incentives for other programs.
[26] Second Supplemental Advice 4011-G-B/5375-E-B, p.16
[27] California Industrial SEM Design Guide, Version 10, February 8, 2017. Prepared by Sergio Dias Consulting, LLC for Pacific Gas and Electric, San Diego Gas and Electric, Southern California Edison, and Southern California Gas Company.

program by 111% to continue providing SEM services through two offerings, SEM Manufacturing and SEM-Food Processing, to 22 participants throughout its service territory. Based on the SEM Guide, implementers will complete the workshops offered, assist customers in project implementation, and refine energy savings models to capture the full spectrum of behavioral, retro-commissioning, and operational (BRO) and custom projects implemented during a two-year engagement. Implementers will work closely with PG&E and CPUC EM&V teams to finalize energy savings for the program.

PG&E is also extending its SEM offering beyond a two-year engagement to customers who would like to continue receiving SEM services. At this time PG&E estimates that more than half of current participants may dedicate resources to continue SEM. The services provided for the extended period may include, but are not limited to, customization of workshop topics based on customer feedback, re-baseline performance models, assistance in implementation of Energy Management Information Systems, as well providing milestone incentives based on established Key Performance Indicators.

Commercial Energy Advisor (PGE21014) and Industrial Energy Advisor (PGE21024): PG&E is also showing increased budget of 101% (approximately $580k) and 288% (approximately $190k), respectively for information technology products that are provided through its Commercial and Industrial Energy Advisor programs, to support additional behavioral measures. These information products are critical to support customers' energy efficiency investments throughout the portfolio.

### 6. Other Program Budget Reductions

Savings By Design (PGE211025) and Residential New Construction (PGE21005): The Savings By Design and Residential New Construction budgets are reducing by 63% and 44%, respectively in 2020 relative to the 2019 ABAL budget based on the anticipated budget needs for existing customer commitments that will be completed in 2020 as these programs ramp down to make room for potential new third-party program offerings.

Career and Workforce Readiness (PGE21076): The 2020 budget for this program has been reduced by 52% relative to the 2019 ABAL budget. This Workforce Education and Training subprogram is scheduled to be introduced statewide. PG&E expects the statewide solicitation for this program to be complete in Q3 2020, with budget spend expected to begin in 2021.

Emerging Technologies (ET): The Statewide ET Programs are led by SCE and SCG. The Statewide ET Programs are scheduled to launch in early 2021. As such, 2020 will be a transition year during which PG&E will complete its remaining existing PG&E-led ET projects. New projects that PG&E may initiate and sunset before or shortly after the transition to statewide administration may include projects that have the potential to support both incentive programs and codes and standards. Given the eventual transition and the typically long project durations, PG&E is reducing its budget forecast for ET, particularly with the Technology Development Support (PGE21061) subprogram that is reducing by 73% relative to the 2019 ABAL budget.

Industrial Refrigeration Performance Plus program (PGE21036): PG&E's 2019 ABAL indicated that this program would only remain open to close out a few remaining projects in 2019.[28] PG&E will continue to keep this program open in 2020 in anticipation of an energy savings project closing out in 2021 after 2-year persistence monitoring. PG&E does not expect any program activity in 2020 and therefore has reduced the budget for this program down to zero.

Third-Party Financing (PGE21092): PG&E is showing a budget of zero dollars in this advice letter for this program. This program ramped down in 2019 with a 2019 ABAL budget of $64,982.[29] The administrative and implementation costs necessary to support this program are minimal and will be reallocated from other areas of the portfolio if necessary.

### G. EM&V

PG&E proposes a PG&E EM&V budget of $9,501,033, consistent with the 4% EM&V budget cap originally adopted in D.09-09-047 and upheld in subsequent EE budget Decisions.[30] D.16-08-019 established grounds to revise the allocation of EM&V fund split between Commission and IOU EM&V efforts, beginning after the EE Business Plans are approved by the Commission, to at least 60% reserved for Commission staff evaluation efforts and up to 40% for PAs.[31] PG&E will allocate 72.5% of EM&V funds for Commission EM&V efforts and 27.5% for PG&E EM&V efforts. Table 6 presents the allocation as set by PG&E per D.16-08-019.

**Table 6: 2020 EM&V Budget**

| PA | Total PA Budget without EM&V | EM&V Total | EM&V CPUC (72.5%) | EM&V PA (27.5%) | Total PA Budget with EM&V |
|---|---|---|---|---|---|
| PG&E | $228,024,796 | $9,501,033 | $6,888,249 | $2,612,784 | $237,525,829 |

## F. Unspent Funds

### 1. PG&E Prior Years' Unspent Funds

Table 7 illustrates PG&E's unspent funds for prior years' program cycles.[32] This data is also presented in the Appendices on Table 6: Committed Energy Efficiency Program Funding Not Yet Spent, and Table 7: 2019 Authorized and Spent/Unspent Detail. As of

[28] Supplemental Advice 4011-G-B/5375-E-B
[29] Advice 4011-G-B/5375-E-B, p.34
[30] D.10-04-029, D.12-05-015, D.14-10-046, D.15-10-028, D.16-08-019
[31] D.16-08-019, OP 16.
[32] Table 7 reflects balances through June 30, 2019.

June 30, 2019, PG&E estimates that $13.3 million of funds are unspent and uncommitted. The 2020 EE revenue collections will be offset by 2019 unspent and uncommitted funds to be finalized in early 2020 when 2019 program year activities conclude.

**Table 7: Prior Years' Unspent Funds as of June 2019**

| | PY2013-2015 | PY 2016 | PY 2017 | PY 2018 | PY 2019 (estimated) | Totals |
|---|---|---|---|---|---|---|
| **Unspent & Committed** | | | | | | |
| EM&V [1] | $5,179,004 | $15,672,827 | $14,479,143 | $11,501,157 | $5,657,498 | $52,489,629 |
| Financing Pilots [2] | $2,257,726 | $0 | $165,400 | $220,797 | $439,288 | $3,083,211 |
| BayREN | $3,760,885 | $0 | $42,769 | $5,218,732 | $12,792,398 | $21,814,784 |
| MCE | $36,182 | $104,615 | $0 | $223,670 | $1,528,991 | $1,893,458 |
| 3C REN | $0 | $0 | $0 | $0 | $2,833,090 | $2,833,090 |
| | **PY2013-2015** | **PY 2016** | **PY 2017** | **PY 2018** | **PY 2019 (estimated)** | **Totals** |
| **Total** | **$11,233,797** | **$15,777,442** | **$14,687,312** | **$17,164,356** | **$23,251,265** | **$82,114,172** |
| **Estimated Unspent & Uncommitted for 2020 Offset** | | | | | | |
| Utility Program Funds | $0 | $0 | $0 | $0 | $13,324,000 | $13,324,000 |

[1] Includes unspent funds from the CPUC ($40.7 million) and PG&E ($11.8 million).

[2] In 2018, the Commission authorized 2017, 2018 & 2019 committed funds in AL 3904-G/5175-E, effective December 3, 2017.

### 2. PG&E's MCE Sub-Account Prior Years' Unspent Funds

In D.14-10-046, the Commission instructed PG&E to offset MCE's unspent funds against payments to be made to MCE under its authorized electric EE portfolio budget. As of June 30, 2019, PG&E estimates that all of MCE's 2019 electric funds (authorized in ABAL 33-E and supplements) will be paid to MCE by the end of 2019.

## G. Cost Recovery

### 1. EE Budget Cost Recovery

The PG&E energy efficiency budget for 2020 cost recovery purposes upon approval of this advice letter is $237,525,829.[33] The unspent and uncommitted carryover balance for program year 2019 discussed in Section III.F. is an estimate at the time of this advice letter filing. After the conclusion of program year 2019 and when PG&E finalizes the unspent and uncommitted 2019 carryover balance in early 2020, PG&E will seek Commission approval in an advice letter filing to return those unspent funds to customers via the Annual Electric True-up (AET) and Annual Gas True-up (AGT) Advice Letter filings. Thus, the estimated unspent and uncommitted carryover balance in Section III.F. is not included in the cost recovery budget of $237,525,829 for this filing. The energy

[33] Revenue Fees and Uncollectible Account Expenses (RF&U) are not included in this cost recovery budget but will be added to electric funding to determine the revenue requirement when recovered in rates through the Annual Electric True-up (AET). This cost recovery budget includes benefits burdens.

efficiency budgets for PG&E's 2020 cost recovery related to MCE, BayREN, and 3C-REN will be based upon Commission approval of the budgets they present in their 2020 ABALs, including the CPUC portion of the REN and CCA EM&V budgets. PG&E will collect from customers the combined total of PG&E, MCE, BayREN, and 3C-REN's cost recovery budget.

The allocation of the authorized 2020 budget for electric and gas cost recovery will be based on the electric/gas split attributed to the most recent Commission-approved program forecast. If the Commission approves the electric/gas split of 69%/31% associated with the 2020 EE program forecast in this advice letter, PG&E will apply this electric/gas split for 2020 cost recovery purposes. If the Commission does not approve the electric/gas split associated with the 2020 EE program forecast in this advice letter, PG&E will default to its last approved electric/gas split of 76%/24% from the Commission-approved 2019 ABAL.[34]

### 2. Integrated Demand-Side Management (IDSM) Budget

D.18-05-041 directs each IOU PA to set aside a minimum of $1 million for the residential sector and a load-share-proportional fraction of $20 million for the commercial sector from each IOU PA's IDSM budget for testing and deployment of integration strategies.[35] In consultation and agreement with the IOUs, PG&E will budget $8 million of the required $20 million for the commercial sector. With an additional $1 million of IDSM budget for the residential sector, PG&E's budget for IDSM activities will total $9 million.

**Table 8: Demand Response IDSM Funding Request in 2020 Rates**

| Category | PG&E Electric Demand Response Funds[36] |
|---|---|
| Energy Efficiency | $1,230,000 |
| Demand Response | $7,771,000 |
| **Total PG&E** | **$9,001,000** |

Regarding IDSM funding, please note that RF&U is not included in this table but will be added to electric funding to determine the revenue requirement when recovered in rates through the AET.

Of PG&E's $9 million IDSM budget, $1.23 million will be allocated to the EE portion of the IDSM budget, and $7.77 million will be allocated to the Demand Response portion of the IDSM budget. The $1.23 million EE portion of the budget is embedded within the residential and commercial sector budgets shown in Table 1. The $7.77 million IDSM

[34] Second Supplemental Advice 4011-G-B/5375-E-B filed on January 23, 2019 and approved by the Commission on April 2, 2019.
[35] D.18-05-041, OP 10.
[36] Administrative Law Judge's Ruling Providing Guidance for the 2012-2014 Demand Response Applications, Rulemaking (R.) 07-01-041, August 27, 2010 directed that future authority and funding for the demand response portion of the Integrated Design-Side Management activities be considered in EE proceedings starting with the EE applications for 2013-2015. These funds were approved in D.18-05-041, OP 10.

budget related to Demand Response will continued to be tracked in the Demand Response Expense Balancing Accounting and recovered via the Distribution Revenue Adjustment Mechanism.

## H. Metrics

Pursuant to D.18-05-041, PG&E reported on sector-level metrics and their associated targets for program years 2017 and 2018 as part of the 2017 and 2018 EE Annual Report filings filed on May 1, 2018 and May 1, 2019, respectively. They can be found in spreadsheet form on the CPUC's data reporting website, Energy Efficiency Statistics (EEStats),[37] by filtering documents for the "Annual" Report Category and "Narrative & Spreadsheet" Report Type.

In compliance with D.18-10-008, PG&E proposes a portfolio-level indicator for third-party programs for disadvantaged worker participation as shown in the table below.[38]

**Table 9: Proposed Portfolio-Level Indicators for Disadvantaged Worker Participation**

| Description | Indicator | Unit |
|---|---|---|
| Disadvantaged Worker Participation in Training or Apprenticeship Programs in Partnership with Third-Party Implementers | Number of disadvantaged worker participants by sector – Residential | # |
| | Number of disadvantaged worker participants by sector – Commercial | # |
| | Number of disadvantaged worker participants by sector – Industrial | # |
| Participation in Third-Party EE Projects | Number of disadvantaged worker participants in energy efficiency projects | # |

PG&E anticipates that third-party programs will start and ramp-up in late-2020 and early-2021, thus, reporting of these indicators will likely begin with the PY 2021 EE Annual Report (to be filed May 1, 2022), following the first full year of third-party programs.

[37] http://eestats.cpuc.ca.gov/Views/Documents.aspx

[38] D.18-10-008, p. 59 states, and is supported by Conclusion of Law Paragraph 34, and OP 5: "in addition to tracking disadvantaged worker participation in training programs, the PAs should also track overall disadvantaged worker participation in the programs in their portfolio."

**Protests**

Anyone wishing to protest this submittal may do so by letter sent via U.S. mail, facsimile or E-mail, no later than September 23, 2019, which is 20 days after the date of this submittal. Protests must be submitted to:

CPUC Energy Division
ED Tariff Unit
505 Van Ness Avenue, 4th Floor
San Francisco, California 94102

Facsimile: (415) 703-2200
E-mail: EDTariffUnit@cpuc.ca.gov

Copies of protests also should be mailed to the attention of the Director, Energy Division, Room 4004, at the address shown above.

The protest shall also be sent to PG&E either via e-mail or U.S. mail (and by facsimile, if possible) at the address shown below on the same date it is mailed or delivered to the Commission:

Erik Jacobson
Director, Regulatory Relations
c/o Megan Lawson
Pacific Gas and Electric Company
77 Beale Street, Mail Code B13U
P.O. Box 770000
San Francisco, California 94177

Facsimile: (415) 973-3582
E-mail: PGETariffs@pge.com

Any person (including individuals, groups, or organizations) may protest or respond to an advice letter (General Order 96-B, Section 7.4). The protest shall contain the following information: specification of the advice letter protested; grounds for the protest; supporting factual information or legal argument; name, telephone number, postal address, and (where appropriate) e-mail address of the protestant; and statement that the protest was sent to the utility no later than the day on which the protest was submitted to the reviewing Industry Division (General Order 96-B, Section 3.11).

**Effective Date**

PG&E requests that the Commission approve its 2020 ABAL budget of $237,525,829 through a non-standard disposition for cost recovery and spending authorization purposes effective January 1, 2020, as this budget more closely aligns with the new energy savings goals set for 2020.[39] PG&E additionally requests that the Commission approve the forecasted 2020 electric/gas split of 69%/31% associated with its 2020 EE program forecast for cost recovery budget allocations effective January 1, 2020. This will allow PG&E to recover gas and electric costs in amounts that more appropriately matches the new measure potential in 2020.[40]

**Notice**

In accordance with General Order 96-B, Section IV, a copy of this advice letter is being sent electronically and via U.S. mail to parties shown on the attached list and the parties on the service lists for R.13-11-005, A.17-01-013 et al. Address changes to the General Order 96-B service list should be directed to PG&E at email address PGETariffs@pge.com. For changes to any other service list, please contact the Commission's Process Office at (415) 703-2021 or at Process_Office@cpuc.ca.gov. Send all electronic approvals to PGETariffs@pge.com. Advice letter filings can also be accessed electronically at: http://www.pge.com/tariffs/.

/S/
Erik Jacobson
Director, Regulatory Relations

Attachments

- Attachment 1 – Joint IOUs Statewide Funding Allocations
- Attachment 2 – Supplemental Budget Tables
- Attachment 3 – California Energy Data and Reporting System (CEDARS) Filing Confirmation
- Attachment 4 – Appendices
- Attachment 5 – Caps and Targets Table

cc: Peter Franzese, Energy Division
Service List R.13-11-005
Service List A.17-01-013 et al.

[39] D.19-08-034

[40] The 2020 ABAL forecasted electric/gas split is 69%/31%, compared with the 76%/24% electric/gas split approved in the 2019 ABAL that is the basis of cost recovery budget allocation in 2019.

# California Public Utilities Commission

# ADVICE LETTER SUMMARY

ENERGY UTILITY

MUST BE COMPLETED BY UTILITY (Attach additional pages as needed)

Company name/CPUC Utility No.: Pacific Gas and Electric Company (ID U39M)

Utility type:
☑ ELC ☑ GAS ☐ WATER
☐ PLC ☐ HEAT

Contact Person: Yvonne Yang
Phone #: (415)973-2094
E-mail: PGETariffs@pge.com
E-mail Disposition Notice to: Yvonne.Yang@pge.com

EXPLANATION OF UTILITY TYPE
ELC = Electric GAS = Gas WATER = Water
PLC = Pipeline HEAT = Heat

(Date Submitted / Received Stamp by CPUC)

Advice Letter (AL) #: 4136-G/5627-E

Tier Designation: 2

Subject of AL: PG&E's 2020 Energy Efficiency Annual Budget Advice Letter in Compliance with Decisions 15-10-028 and 18-05-041

Keywords (choose from CPUC listing): Compliance, Energy Efficiency

AL Type: ☐ Monthly ☐ Quarterly ☑ Annual ☐ One-Time ☐ Other:

If AL submitted in compliance with a Commission order, indicate relevant Decision/Resolution #: D.15-10-028, D.18-05-041

Does AL replace a withdrawn or rejected AL? If so, identify the prior AL: No

Summarize differences between the AL and the prior withdrawn or rejected AL:

Confidential treatment requested? ☐ Yes ☑ No

If yes, specification of confidential information:
Confidential information will be made available to appropriate parties who execute a nondisclosure agreement. Name and contact information to request nondisclosure agreement/ access to confidential information:

Resolution required? ☐ Yes ☑ No

Requested effective date: 1/1/20

No. of tariff sheets: 0

Estimated system annual revenue effect (%): N/A

Estimated system average rate effect (%): N/A

When rates are affected by AL, include attachment in AL showing average rate effects on customer classes (residential, small commercial, large C/I, agricultural, lighting).

Tariff schedules affected:

Service affected and changes proposed[1]: N/A

Pending advice letters that revise the same tariff sheets: N/A

[1]Discuss in AL if more space is needed.

Clear Form

**Protests and all other correspondence regarding this AL are due no later than 20 days after the date of this submittal, unless otherwise authorized by the Commission, and shall be sent to:**

CPUC, Energy Division
Attention: Tariff Unit
505 Van Ness Avenue
San Francisco, CA 94102
Email: EDTariffUnit@cpuc.ca.gov

Name: Erik Jacobson, c/o Megan Lawson
Title: Director, Regulatory Relations
Utility Name: Pacific Gas and Electric Company
Address: 77 Beale Street, Mail Code B13U
City: San Francisco, CA 94177
State: California Zip: 94177
Telephone (xxx) xxx-xxxx: (415)973-2093
Facsimile (xxx) xxx-xxxx: (415)973-3582
Email: PGETariffs@pge.com

Name:
Title:
Utility Name:
Address:
City:
State: District of Columbia Zip:
Telephone (xxx) xxx-xxxx:
Facsimile (xxx) xxx-xxxx:
Email:

Clear Form

Advice 4136-G/5627-E
September 3, 2019

# Attachment 1

# Joint IOUs Statewide Funding Allocations

# Joint IOUs Shared Funding Allocations for Statewide Programs

| | | Col A | Col B | Col C | Col D | (Col D)*(IOU 'Electric Proportional Share' from INPUT TABLE) + [(1-Col D)*(IOU 'Gas Proportional Share' from INPUT TABLE)] Col E | Col F | Col G | Col H | Col E * [Col A * (Col C months remain/12)] | Col F * [Col A * (Col C months remain/12)] | Col G * [Col A * (Col C months remain/12)] | Col H * [Col A * (Col C months remain/12)] | Col E * [Col B * (Col C months remain/12)] | Col F * [Col B * (Col C months remain/12)] | Col G * [Col B * (Col C months remain/12)] | Col H * [Col B * (Col C months remain/12)] | Col B * Col E | Col B * Col F | Col B * Col G | Col B * Col H |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Statewide Program*** | **Lead IOU** | **2020 Program Budget (Total for all contributing IOUs)**** | **2021 Program Budget (Total for all contributing IOUs)**** | **Expected or Actual Launch Date (MM/YYYY)***** | **Percent Electric** | **Combined (Electric & Gas) Proportional Contribution per Load-Share** (Target share. Actual funding may be within +/-20%) | | | | **2020 Progam Budget by IOU**** | | | | **2021 Progam Budget by IOU**** | | | | **Annual Budget After Launch** | | | |
| | | | | | | **PG&E** | **SDG&E** | **SCE** | **SCG** | **PG&E** | **SDG&E** | **SCE** | **SCG** | **PG&E** | **SDG&E** | **SCE** | **SCG** | **PG&E** | **SDG&E** | **SCE** | **SCG** |
| Workforce education, and training: Career and workforce readiness | PG&E | $ - | $ 2,112,569 | Jan-2021 | 80% | 45.60% | 13.96% | 32.08% | 8.36% | $ - | $ - | $ - | $ - | $ 963,331 | $ 294,915 | $ 677,712 | $ 176,611 | $ 963,331 | $ 294,915 | $ 677,712 | $ 176,611 |
| Res New Construction | | $ 1,000,000 | $ 12,000,000 | Dec-2020 | 80% | 45.60% | 13.96% | 32.08% | 8.36% | $ 456,000 | $ 139,600 | $ 320,800 | $ 83,600 | $ 5,472,000 | $ 1,675,200 | $ 3,849,600 | $ 1,003,200 | $ 5,472,000 | $ 1,675,200 | $ 3,849,600 | $ 1,003,200 |
| NonRes New Construction | | $ 1,666,667 | $ 20,000,000 | Dec-2020 | 80% | 45.60% | 13.96% | 32.08% | 8.36% | $ 760,000 | $ 232,667 | $ 534,667 | $ 139,333 | $ 9,120,000 | $ 2,792,000 | $ 6,416,000 | $ 1,672,000 | $ 9,120,000 | $ 2,792,000 | $ 6,416,000 | $ 1,672,000 |
| Codes and Standards Advocacy | | $ 13,155,000 | $ 13,155,000 | Jan-2020 | 80% | 45.60% | 13.96% | 32.08% | 8.36% | $ 5,998,680 | $ 1,836,438 | $ 4,220,124 | $ 1,099,758 | $ 5,998,680 | $ 1,836,438 | $ 4,220,124 | $ 1,099,758 | $ 5,998,680 | $ 1,836,438 | $ 4,220,124 | $ 1,099,758 |
| Institutional Partnerships, DGS & Dept of Corrections | | $ - | $ 2,500,000 | Jan-2021 | 80% | 45.60% | 13.96% | 32.08% | 8.36% | $ - | $ - | $ - | $ - | $ 1,140,000 | $ 349,000 | $ 802,000 | $ 209,000 | $ 1,140,000 | $ 349,000 | $ 802,000 | $ 209,000 |
| WE&T K-12 Connections | | $ - | $ 2,041,431 | Jan-2021 | 80% | 45.60% | 13.96% | 32.08% | 8.36% | $ - | $ - | $ - | $ - | $ 930,893 | $ 284,984 | $ 654,891 | $ 170,664 | $ 930,893 | $ 284,984 | $ 654,891 | $ 170,664 |
| Water/wastewater pumping | SCE | $ - | $ 5,300,000 | Apr-2021 | 80% | 45.60% | 13.96% | 32.08% | 8.36% | $ - | $ - | $ - | $ - | $ 1,812,600 | $ 554,910 | $ 1,275,180 | $ 332,310 | $ 2,416,800 | $ 739,880 | $ 1,700,240 | $ 443,080 |
| Lighting (Upstream) | | $ - | $ 12,000,000 | Jan-2021 | 100% | 44.40% | 15.50% | 40.10% | 0.00% | $ - | $ - | $ - | $ - | $ 5,328,000 | $ 1,860,000 | $ 4,812,000 | $ - | $ 5,328,000 | $ 1,860,000 | $ 4,812,000 | $ - |
| ETP, electric | | $ - | $ 17,897,000 | Apr-2021 | 100% | 44.40% | 15.50% | 40.10% | 0.00% | $ - | $ - | $ - | $ - | $ 5,959,701 | $ 2,080,526 | $ 5,382,523 | $ - | $ 7,946,268 | $ 2,774,035 | $ 7,176,697 | $ - |
| Institutional Partnerships, UC/CSU/CCC | | $ - | $ 4,000,000 | Apr-2021 | 80% | 45.60% | 13.96% | 32.08% | 8.36% | $ - | $ - | $ - | $ - | $ 1,368,000 | $ 418,800 | $ 962,400 | $ 250,800 | $ 1,824,000 | $ 558,400 | $ 1,283,200 | $ 334,400 |
| ETP, gas | SCG | $ - | $ 3,000,000 | Apr-2021 | 0% | 50.40% | 7.80% | 0.00% | 41.80% | $ - | $ - | $ - | $ - | $ 1,134,000 | $ 175,500 | $ - | $ 940,500 | $ 1,512,000 | $ 234,000 | $ - | $ 1,254,000 |
| Food Service POS | | $ - | $ 19,500,000 | Feb-2021 | 40% | 48.00% | 10.88% | 16.04% | 25.08% | $ - | $ - | $ - | $ - | $ 8,580,000 | $ 1,944,800 | $ 2,867,150 | $ 4,483,050 | $ 9,360,000 | $ 2,121,600 | $ 3,127,800 | $ 4,890,600 |
| Midstream Comm Water Heating | | $ - | $ 11,000,000 | Feb-2021 | 40% | 48.00% | 10.88% | 16.04% | 25.08% | $ - | $ - | $ - | $ - | $ 4,840,000 | $ 1,097,067 | $ 1,617,367 | $ 2,528,900 | $ 5,280,000 | $ 1,196,800 | $ 1,764,400 | $ 2,758,800 |
| Res HVAC QI/QM | SDG&E | $ - | $ 6,900,000 | Oct-2021 | 80% | 45.60% | 13.96% | 32.08% | 8.36% | $ - | $ - | $ - | $ - | $ 786,600 | $ 240,810 | $ 553,380 | $ 144,210 | $ 3,146,400 | $ 963,240 | $ 2,213,520 | $ 576,840 |
| Plug Load and Appliance | | $ - | $ 29,356,559 | Apr-2021 | 80% | 45.60% | 13.96% | 32.08% | 8.36% | $ - | $ - | $ - | $ - | $ 10,039,943 | $ 3,073,632 | $ 7,063,188 | $ 1,840,656 | $ 13,386,591 | $ 4,098,176 | $ 9,417,584 | $ 2,454,208 |
| Upstream HVAC (Comm + Res) | | $ - | $ 23,000,000 | Jan-2021 | 80% | 45.60% | 13.96% | 32.08% | 8.36% | $ - | $ - | $ - | $ - | $ 10,488,000 | $ 3,210,800 | $ 7,378,400 | $ 1,922,800 | $ 10,488,000 | $ 3,210,800 | $ 7,378,400 | $ 1,922,800 |
| **Total** | | **$ 15,821,667** | **$ 183,762,559** | | | | | | | **$ 7,214,680** | **$ 2,208,705** | **$ 5,075,591** | **$ 1,322,691** | **$ 73,961,748** | **$ 21,889,381** | **$ 48,531,915** | **$ 16,774,459** | **$ 84,312,963** | **$ 24,989,467** | **$ 55,494,168** | **$ 18,965,961** |

*Modify rows as needed to reflect consolidation or division of a program category per solicitation approach or contracts. Ultimately there should be one line per executed 3P contract.
**The budget is proportional to the anticipated launch date of the program.
***Launch date assumes that the signed contracts filed via AL are approved by ED in 90-days, where applicable.

BP Decision (D.18-05-041): OP 23. The 25 percent requirement for statewide funding articulated in D.16-08-019 shall be calculated as a proportion of the utility program administrator's total portfolio budget, including evaluation, measurement, and verification funding, but excluding funding allocated to other program administrators for other (non-statewide) programs. The percentage requirement for statewide program funding for the Southern California Gas Company shall be reduced to 15 percent, but remain 25 percent for the other utility program administrators consistent with D.16-08-019.

| **INPUT TABLE: DO NOT MODIFY** | | | | |
|---|---|---|---|---|
| **IOU** | **Percent PPP Electric** | **Percent PPP Gas** | **Electric Proportional Share** | **Gas Proportional Share** |
| **PG&E** | 80% | 20% | 44.4% | 50.4% |
| **SDG&E** | 90% | 10% | 15.5% | 7.8% |
| **SCE** | 100% | 0% | 40.1% | 0.0% |
| **SoCalGas** | 0% | 100% | 0.0% | 41.8% |

Advice 4136-G/5627-E
September 3, 2019

# Attachment 2

# Supplemental Budget Tables

# PG&E 2020 ABAL Attachment 2 – Supplemental Budget Tables

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# PG&E's Supplemental Budget Information

On August 8, 2019, PG&E, the Public Advocates Office (Cal PA), and The Utility Reform Network (TURN), met and conferred to discuss the supplemental budget information for inclusion in the Program Administrators' (PAs) 2020 Annual Budget Advice Letter filings. The three parties agreed on a template to be submitted with each PA's 2020 Annual Budget Advice Letter (ABAL). PG&E submits the following information pursuant to its agreement with Cal PA and TURN and in support of its 2020 ABAL.

## I. DESCRIPTION OF IN-HOUSE ENERGY EFFICIENCY (EE) ORGANIZATIONAL STRUCTURE & ASSOCIATED COSTS

### A. Narrative description of in-house departments/organizations supporting the Program Administrator's (PA) EE portfolio

1. Functions conducted by each department/organization.

   PG&E's "Narrative Description – Functions Conducted by Each Department/Organization" is provided in Appendix I.A.1. of this Attachment 2 for Supplemental Budget Information.

2. Management structure and organizational chart.

   An organizational chart depicting the management structure of PG&E's Energy Efficiency Department is provided in Appendix I.A.2 of this Attachment 2 for Supplemental Budget Information.

3. Staffing needs by department/organization, including current and forecast for 2020, as well as a description of what changes are expected in the near term (2021-22) or why it is impossible to predict beyond 2020, if that is the Program Administrator's position.

   PG&E's staffing for 2018 and 2020 forecast are provided in the "Portfolio Headcount (FTE)" table in Appendix I.C. PG&E cannot currently predict EE staffing needs by department/organization beyond 2020 because staffing needs are contingent upon the outcome of statewide and third-party program solicitations and ongoing portfolio balancing activities. PG&E will continue to identify opportunities to reduce labor costs over time.

   Therefore, PG&E forecasted some reductions in 2020 in anticipation of these changes but is not able to predict beyond 2020 until PG&E knows the result of portfolio balancing and the level of PA support needed by new implementers. For example, if implementers opt-in to additional Informational Technology (IT), Marketing, or Sales team support, PG&E's costs in these functions could increase. As PG&E heads into the 2021 program year with more information, PG&E can provide an update to these forecasts.

4. Non-program functions currently performed by contractors (e.g. advisory consultants), as well as a description of what changes are expected in the near term (2019-2020) or why it's impossible to predict beyond 2018, if that is the PA's position.

   All costs charged to the EE balancing account (i.e., the cost reflected in section I. C, below) support PG&E's EE programs. As such, there are no "non-program" costs to disclose. PG&E does not foresee any change in this practice.

5. Anticipated drivers of in-house cost changes by department/organization.

   PG&E lists its drivers of in-house cost changes by department/organization in the table in Appendix I.A.5. of this Attachment 2 for Supplemental Budget Information.

6. Explanation of method for forecasting costs.

   Given the uncertainty for PG&Es 2020 portfolio stemming from the timing of local resource program solicitation and portfolio balancing which will not be completed until after the ABAL September 3rd filing date, PG&E used a top-down and ground-up approach for its 2020 ABAL forecast. PG&E added sector-level budget placeholders for new third-party programs expected to be launched in 2020 as a result of solicitations and made adjustments to existing programs and savings to reflect the existing program ramp-down expected as new third-party programs are introduced into the portfolio. In addition to these top-down forecasting techniques, PG&E developed a ground-up forecast for a subset of select programs that warranted focused forecast development instead of reliance on the 2019 forecast. In general, due to the timing of program launches, PG&E took a conservative approach for new program spend due to ramp-up time. More details on PG&E's portfolio forecasting approach can be found in Section C of its 2020 ABAL.

   Forecasted staffing levels reflect anticipated reductions due to PG&E's continued focus on driving out labor costs by finding efficiencies in PG&E's program delivery activities. Actual costs may vary depending on the result of portfolio balancing and the level of PA support needed by PG&E's new implementers.

## B. Table showing PA EE "Full Time Equivalent" (FTE) headcount by department/organization.

The table showing PG&E full-time equivalent headcount can be found in Appendix I.B. of this Attachment 2 for Supplemental Budget Information.

## C. Table showing costs by functional area of management structure.

PG&E provides the requested information in multiple tables in Appendix I.C. of this Attachment 2 for Supplemental Budget Information:

- Function Definitions Table,
- Residential Budget Detail,
- Commercial Budget Detail,
- Agricultural Budget Detail,

- Industrial Budget Detail,
- Public Sector Budget Detail, and
- Cross-Cutting Budget Detail.

These tables itemize expenses into labor, non-labor O&M (with contract labor identified). There were no associated capital costs.

## D. Table showing cost drivers across the EE organization

The following table shows the major cost drivers across PG&E's EE organization. As recommended by TURN and Cal PA, this table is based on the format of testimony concerning cost drivers in PG&E's 2017 general rate case (GRC).

| Cost Driver | 2018 Expenditures | 2020 Forecast | Difference |
|---|---|---|---|
| Program Design and Delivery | $262.1 | $195.6 | -$66.5 |
| Program Fulfillment | $4.2 | $2.8 | -$1.4 |
| Operations Support | $18.3 | $16.1 | -$2.2 |
| **Total*** | **$284.6** | **$214.5** | **-$70.1** |

*This is the Total Sector Budget, which excludes EM&V, DSM, On Bill Financing (OBF) Loan Pool, Bay Area Regional Network (BayREN), Marin Clean Energy (MCE), and Tri-County Regional Network (3C-REN).

Program Design and Delivery – overall decrease in cost primarily associated with the following drivers:

- Existing program ramp-down in anticipation of new programs.
- Program budgets decreased across the portfolio due sunsetting lighting measures.
- Addition of third-party and statewide placeholder and contracts. PG&E is only forecasting for a half year of ramp-up costs for new implementers with very little incentive budget.
- Decrease in staffing due to operational efficiencies.

Program Fulfillment – Overall decrease in staffing costs due to fewer custom projects for inspections and fewer rebates being processed.

Operations Support – Overall decrease in staffing and contract costs. PG&E is cutting costs but also absorbing a lot of additional administratively burdensome tasks for operations support such as data requests, annual filings, and additional regulatory requirements for business plan metrics and business plan support.

## E. Explanation of allocation of labor and O&M costs between EE-functions and GRC- functions or other non-EE functions

1. <u>When an employee spends less than 100% of her/his time on EE, how are costs tracked and recovered (e.g., on a pro rata basis between EE rates and GRC rates; when time exceeds a certain threshold, all to EE; etc.).</u>

   PG&E employees fill out timesheets each week and charge their hours worked to order numbers. Typically, an employee will charge a maximum of 40 hours per

week. Order numbers are the accounting vehicle for capturing costs of the EE subprograms, as well as non-EE programs (demand response (DR), Energy Savings Assistance (ESA), etc.) and GRC-related activities. Each order number is assigned attributes that allow for the accurate reporting of charged costs. There are unique attributes assigned to each order that identify the following information used for regulatory reporting:

- Funding Cycle (e.g., EE, DR, ESA, etc.)
- EE Program or Sector (e.g., Residential, Commercial, Industrial, etc.)
- EE Subprogram (e.g., Energy Upgrade California (EUC) Home Upgrade, Commercial Calculated Incentives, etc.)
- Cost Category (e.g., Administrative, Marketing, Implementation, EM&V)
- Program Type (e.g., Resource, Non-resource)
- Delivery Channel (e.g., Core, Third-party, Governmental Partnerships)

Each order number can only be assigned one attribute from each of the above reporting categories. For example, an order cannot be assigned multiple funding cycles. Costs charged to an order can only be identified and reported as either EE or DR or ESA or GRC, etc. An order can only be identified and reported to only one Sector, only one Subprogram, only one Cost Category, etc.

Because of this model of charging and categorizing costs, when an employee fills out a timesheet, the employee must choose an order or orders that reflect the work functions performed during the week. There is a dropdown menu on the timesheet in which the employee selects the appropriate order number that reflects the work performed. For example, assume that a PG&E employee performed implementation functions for the Energy Upgrade California subprogram that is part of the current EE funding cycle for 24 hours during one week. The employee must choose an order number that describes the subprogram, funding cycle, and cost category of the work performed. The employee would accordingly record 24 hours associated with that order. Then, assume that the same employee also worked 16 hours in the same week on some GRC activities. The employee would choose a different order number that best describes the GRC activities performed, then record the 16 hours against that GRC order.

Once the timesheet is complete, the employee's supervisor would review and approve it. Because of the existing cost model, costs charged to GRC-related orders should not be reported or charged against authorized EE budgets or recorded in EE balancing accounts. By the same token, costs charged to EE orders should be reported against authorized EE budgets, recorded in the EE balancing accounts, and matched against the electric and gas EE- collected revenue. Management costs and other overheads such as office charges are embedded in the employee hourly rate.

2. Describe the method used to determine the proportion charged to EE balancing accounts for all employees who also do non-EE work.

   See the response to Question I.E.1, above.

3. Identify the EE functions that are most likely to be performed by employees who

also do non-EE work (e.g. Customer Account Representatives?)

PG&E identifies the following functions:

- Account Management / Sales
- Engineering Services support (Applied Technical Services Organization)
- EM&V
- Call Centers
- Marketing, Education and Outreach (ME&O)
- Inspections
- Information Technology (IT and System Administration)
- Program Management support (Sourcing Organization)
- Portfolio Analytics
- Policy, Strategy, and Regulatory Reporting Compliance support (Business Finance Organization, Financial Reporting & Governance)

4. Are labor costs charged to EE fully loaded?

   Yes.

5. How are burden benefit-related administrative and general (A&G) expenses for employees who work on EE programs recovered (EE rates or GRC rates)?

   PG&E allocates these costs to EE pursuant to a settlement agreement with Marin Clean Energy (MCE) and TURN, which was adopted in Decision (D.)14-08-032. PG&E's burden benefit-related A&G expenses for employees who work on EE programs are litigated through its GRC and are recovered through EE rates.

6. When EE and non-EE activities are supported by the same non-labor resources, how are the costs of those resources or systems allocated to EE and non-EE activities?

   Assuming that "non-labor resources" are defined as contractors and consultants, typically a contract would be created that supports only one funding cycle. The contractor would perform work for only EE, only DR or only ESA, etc. within the scope of one contract. However, occasionally there are contracts that support multiple funding cycles. In this situation, when the Purchase Order (PO) for the contract is created, all work and contracted amounts within the scope of the contract are identified as to the funding cycle being supported (EE, ESA, DR, etc.). Separate PO line items representing each funding cycle would be assigned order numbers that roll up to that particular funding cycle. When the contractor performs work on the contract, its invoice should specify enough detail to determine which funding cycle(s) the work pertained to and which PO line item(s) the work should be charged against. When the invoice is paid, the appropriate order numbers are charged and the costs are reported to the corresponding funding cycles.

7. Identify the EE O&M costs that are most likely to be spread to non-EE functions as well as EE, if any

See the list provided in response to Question I.E.3, above.

## II. BUDGET TABLES INCLUDING INFORMATION IDENTIFIED IN THE SCOPING MEMO[1]

### A. Scoping Memo Attachment-A, Question C.8

"Present a single table summarizing energy savings targets, and expenditures by sector (for the six specified sectors). This table should enable / facilitate assessment of relative contributions of the sectors to savings targets, and relative cost-effectiveness."

1. TURN and ORA invite the PAs to propose a common table format for this information. We don't have anything specific in mind. Additionally, include a brief description of the method used by the PA to estimate the costs presented in the C.8 Table.

   A single table labeled "Portfolio Summary" summarizing energy savings targets, and expenditures by sector (for the six specified sectors) can be found in Appendix II.A. of this Attachment 2 for Supplemental Budget Information. Please refer to PG&E's response to Question I.A.6 for a brief description of the method used by PG&E to estimate the costs presented in this table.

### B. Scoping Memo Attachment-A, Question C.9

"Using a common budget template developed in consultation with interested stakeholders (hopefully agreed upon at a "meet and confer" session), display how much of each year's budget each PA anticipates spending "in-house" (e.g., for administration, non-outsourced direct implementation, other non-incentive costs, marketing), by sector and by cross-cutting program."

1. TURN and ORA invite the PAs to propose a common table format for this information. We don't have anything specific in mind. Additionally, include a brief description of the method used by the PA to estimate the costs presented in the C.9 Table.

   Please refer to the Tables in Section I.C, "Costs by functional Areas of Management Structure," for PG&E's estimate of the portion of annual budget that it anticipates spending "in-house" (e.g., for administration, non-outsourced direct implementation, other non-incentive costs, and marketing), by sector and by cross-cutting programs. Please refer to PG&E's response to Question I.A.6 for a brief description of the method used by PG&E to estimate the costs presented in this table.

### C. Scoping Memo Attachment-A, Question C.10

[1] A Scoping Memo was issued on April 14, 2017 seeking supplemental budget information from PAs. See D.18-05-041, p.6.

"Present a table akin to PG&E's Figure 1.9 (Portfolio Overview, p 37) or SDG&E's Figure 1.10 (p. 23) that not only shows anticipated solicitation schedule of "statewide programs" by calendar year and quarter, but also expected solicitation schedule of local third-party solicitations, by sector, and program area (latter to extent known, and/or by intervention strategy if that is more applicable). For both tables, and for each program entry on the calendar, give an approximate size of budget likely to be available for each solicitation (can be a range)."

1. TURN and ORA invite the PAs to propose a common table format for this information. We don't have anything specific in mind. Additionally, include a brief description of the method used by the PA to estimate the costs presented in the C.10 Table.

   PG&E provides a table with its expected solicitation schedule for local third-party solicitations and by sector in Appendix II.C. of this Attachment 2 for Supplemental Budget Information. This table includes an approximate budget range likely to be available for each solicitation. For PG&E's budgets for Statewide Programs, please refer to the Statewide Budget Table in Table 8 of Attachment 4 of PG&E's 2020 ABAL. At this time, given the nature of PG&E's solicitation strategy and allowing for multi-sector bids, PG&E cannot predict the budget size that each sector will need and has provided a range of $0.0M - $150.0M.

## LIST OF ATTACHMENT 2 APPENDICES

| APPENDIX | CONTENTS |
|---|---|
| I.A1. | Narrative Description – Functions Conducted by Each Department/Organization |
| I.A.2. | PG&E's Energy Efficiency Department Organizational Charts |
| I.A.5. | Drivers of In-House Cost Changes |
| I.B. | Energy Efficiency "Full Time Equivalent" Headcount: Portfolio Staffing |
| I.C. | Costs by Functional Area of Management Structure:<br>Function Definitions<br>Residential Budget Detail<br>Commercial Budget Detail<br>Agricultural Budget Detail<br>Industrial Budget Detail<br>Public Sector Budget Detail<br>Cross-Cutting Budget Detail. |
| II.A. | Question C-8:<br>Portfolio Summary |
| II.C. | Question C-10:<br>Aggregate Budgets for Statewide Programs<br>EE Programs Solicitation Strategy |

## PG&E 2020 ABAL Attachment 2: Supplemental Budget Information

## Appendix I.A1.

## Narrative Description – Functions Conducted by Each Department/Organization

**Codes and Standards (C&S) & Cross Cutting:** C&S works with local, state, and federal authorities to develop and substantiate new building codes and appliance standards. C&S also supports compliance improvement through development and delivery of education, training, and tools. Major functions and areas of responsibility include Building Energy Codes Advocacy, Appliance Standards, Reach Codes and Planning/Coordination. This team also manages the new construction programs.

**Workforce Education & Training**: This team supports the training centers and delivers classes/events each year to a variety of partners including 3P, Low Income, Contractors, Architects, etc. They also maintain a tools lending library, deliver programs to K-12 schools + community colleges throughout our territory and consult on energy efficiency needs for customers.

**EE Procurement:** This team oversees the implementation of a business strategy to transition at least 60% of the EE budget to fund EE programs proposed, designed, implemented and delivered by third party vendors and at least 25% of EE budget to fund statewide programs by 2022.

**Engineering Services:** Engineering Services includes the Deemed Product Support (DPS), Field Engineering, and Custom Implementation teams. DPS develops work papers to substantiate the energy savings for our deemed products; reviews calculated incentive applications; manages the parallel review process for calculated projects; and completes claims reviews and audit reviews. The Field Engineering teams also support implementation of our calculated energy efficiency programs by providing on-site auditing services, calculation assistance, and technical support for our sales and service staff. The Custom Implementation supports delivery of our custom programs across all channels by providing technical support, performing quality assurance activities, managing external vendors, and supporting training for our calculated energy efficiency projects.

**Non-Residential Programs:** This team includes the Commercial Programs, Industrial, Agriculture, & Water Programs (IAW), and financing programs. This team focuses on leveraging relationships with retailers, manufacturers, distributors and trade professionals to drive access and adoption of EE products and services. In addition, the IAW Program team is responsible for the overall strategy and execution of energy efficiency programs that cater to a wide array of customer segments that include Refineries, Oil Production, Manufacturing, Food Processing, Water Agencies, Wineries, Dairies and Agricultural Growers. The IAW team is also leading the water-energy nexus related activities. Our financing team oversees On-Bill Financing, our interaction with the Statewide financing pilots, project evaluation tools and EE funding related activities.

**Policy Shaping, Analytics & Compliance**: This team provides strong and sound policy direction and leadership to EE Programs to empower them with the knowledge and tools they need to drive business objectives, achieve EE savings goals, and demonstrate strength in program administration. It also provides direction for future EE portfolio administration. Addresses long-term EE strategic issues and related regulatory and legislative policy issues that arise at state and national levels. Aims to Influence long term policy to advance PG&E's EE goals and ensure PG&E's leadership in EE is well represented in key markets.

**Portfolio Strategy & Optimization:** This team focuses on proactively planning for and overseeing the strategy and health of the EE portfolio

**Residential and Partnership Programs:** This team designs, manages and delivers programs that engage and support residential customers. In addition, this team also manages local and regional partnerships covering nearly every city and county in PG&E's service territory as well as supports four statewide joint-Investor Owned Utilities (IOU) institutional partnerships. The team serves as the Public Sector lead for the EE Portfolio overseeing the strategy and programs that serve cities, counties, public schools, special districts, higher education institutions and state government organizations.

**Organizations Outside EE that Support EE Activities**

**Application Management**: Application Management includes Enrollment & Incentive Management (E&IM). E&IM manages vendor contract with Parago, PG&E's partner for residential rebate fulfillment services; processes deemed and partner rebates; and supports application processing for the financing programs.

**Applied Technical Services (ATS):** Applied Technology Services (ATS) provides a range of technology-based services across PG&E. These include chemical and site testing, civil and mechanical engineering support, equipment testing and emerging technologies testing, and meteorology operations and analytics, among others.

**Business Energy Solutions (BES):** BES manages relationships with PG&E's commercial, industrial, and agricultural customers, helping to manage business customers' energy and cost reduction and service-related needs. It is aligned along key market segments serving large customers and small/medium size businesses to respond to industry trends, customer needs and opportunities as well as provide service and product offerings.

**Business Finance:** Business Finance provides accounting and budgeting support to help manage spending and align it with regulatory and corporate priorities. Business Finance provides direct support for each assigned budget manager.

**Central Inspections:** The Central Inspection Program provides inspection verification of EE and ESA programs and products. CIP validates the physical installation and use of EE and ESA measures that were submitted on applications requesting rebates or incentives. Without the inspection/verification process the business is at risk due to not following CPUC/Business program guidelines and/or possible fraud by vendors or customer claiming rebates/incentives they are not authorized to receive.

**Customer Energy Solutions (CES) Business Operations:** Business Operations supports all Customer Energy Solutions teams (including EE) with performance management, financial management, quality assurance and compliance, process improvement, data mining, analysis, and reporting.

**Customer Insights and Strategy (CIS):** Customer Insights & Strategy serves as a resource for any PG&E department seeking information about customers for strategic and tactical decision-making purposes. The team conducts primary research regarding general customer behavior, attitudes, and profiles, or for specific programs, policies, and projects, maintains customer database and conducts data analysis, and delivers actionable insights and strategies at both the enterprise level and for individual business units

**Customer Operations Regulatory Strategy (CORS):** Customer Operations Regulatory Strategy (CORS) develops and implements customer privacy and governance, oversees risk management, regulatory compliance and audits, and leads various significant Customer Care-wide projects and manages their transition to operations (such as records management).

**EE Evaluation, Measurement, and Verification (EM&V):** conducts EE market and program evaluations for the purposes of program improvement, and to inform long-term program and policy planning. The team works to ensure that CPUC EM&V study methods and implementation provide results and savings values that are reasonable, reliable, actionable and accurate. In addition, the team provides support for development of EE goals and potential, long-term EE savings forecasts, and cost-effectiveness calculations.

**Energy Insight (System Administration):** The System Administration team is responsible for developing and implementing the long-term strategy of energy efficiency platforms; maintaining existing energy efficiency platforms and integrating the Energy Insight platform into the business; developing a governance process across energy efficiency platforms; and partnering with IT to ensure projects and enhancements are aligned with our long-term strategy.

**Financial Reporting & Governance (FR&G):** In collaboration with Business Finance, FR&G develops long-range financial plans for regulatory filings; facilitates the annual budget planning process and quarterly forecasting process; and provides financial support including benchmarking activities and audit support for all balancing accounts. FR&G also leads supplier diversity activities for Customer Care.

**Information Technology (IT):** The Information Technology organization designs, develops, operates and maintains the technology and telecommunications systems that enable PG&E to meet its commitment to providing safe, reliable and affordable service to customers. IT supports the business by improving service quality, increasing capabilities through the development of additional functionality, implementing new technologies, reducing costs, increasing productivity, and facilitating organizational and business effectiveness through enabling technologies.

**Law:** The Law Department provides high quality advice, counsel, and representation of the Company. It provides actionable feedback to the lines of business in order to identify and reduce areas of risk, based on claims, lawsuits, and other legal activities.

**Local Customer Experience (LCE):** The Local Customer Experience team strengthens the outreach and program support offered to customers, communities and internal partners by the Customer Impact team.

**Measurement, Data Analytics & Products:** The Measurement, Data Analytics & Products team leverages data of all kinds to better serve customers; works across the organization to tackle cross-cutting strategic issues. The group also performs ex post and ex ante load impact evaluations; enrollment forecasts; operational forecasts; market research; market potential studies; market characterization studies; and process evaluations. It also develops, manages and coordinates PG&E's broad portfolio of interval data-based research and analytical projects spanning Time Varying Rates, Distributed Generation and Energy Efficiency.

**Call Center:** PG&E operates 5 call centers throughout its service territory to respond to customer inquiries.

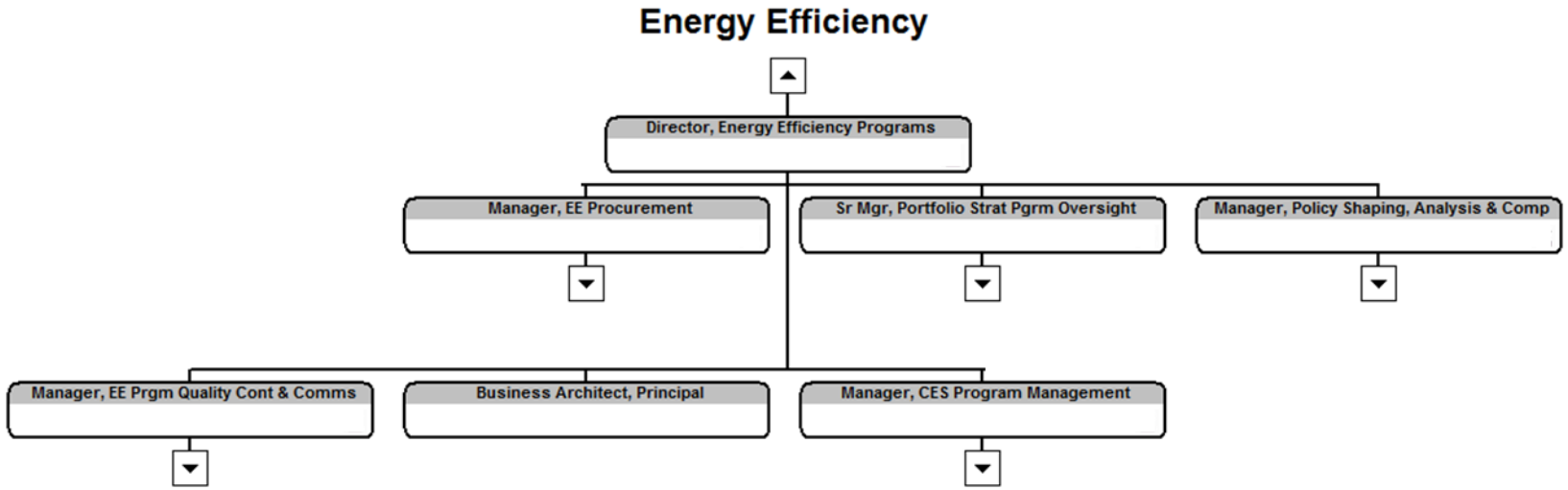
**Sales Operations:** The Customer Sales Operations team supports application submission and pre-field and pre-calculations for specific custom energy efficiency programs, including Calculated Retrofit, Savings by Design and Calculated New Construction. The team's responsibilities include receiving the application, setting the right course for the project, setting the right expectations on the part of the customer, and identifying all project savings before handing the project off to the Project Office.

**Smarter Energy Line (SEL):** Smarter Energy Line (SEL) is a designated group of call center representatives that provide residential customers information about energy reduction, energy savings, rebates, energy efficient appliance options, Energy Partners, and PG&E's many program offerings. The team's main goal is "customer education" and providing targeted assistance to customers who have recently had their Energy Cost Inquiries resolved.

**Solutions Marketing:** Solutions Marketing collaborates with various CES groups to produce marketing campaigns and collateral and provide marketing support to deliver on its vision of elevating the importance of energy management to PG&E customers by offering them unique and simple solutions.

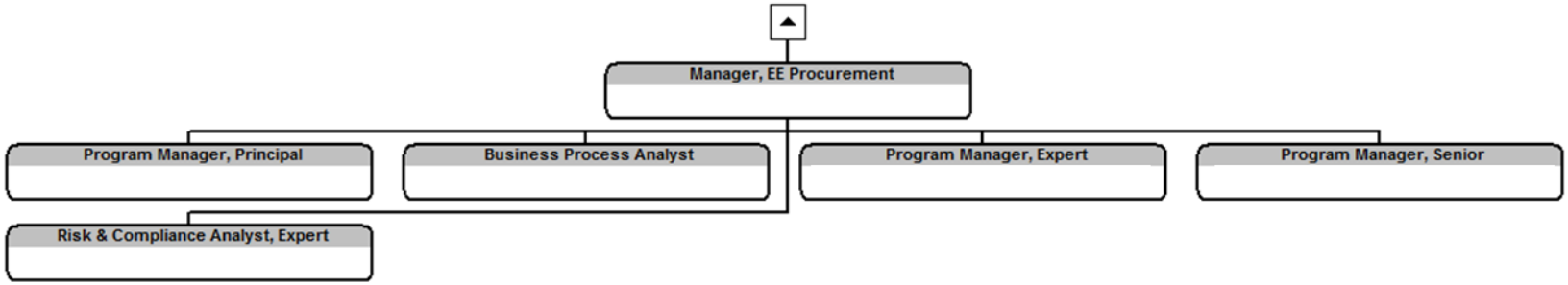
**Sourcing:** The Sourcing organization is the functional lead for the procurement of materials and services. The department collaborates with internal clients and suppliers to develop mutually beneficial total cost solutions for goods and services. To provide dedicated and expert service, the Sourcing organization is segmented into the following functional groups: Electric Sourcing, Gas Sourcing, IT Sourcing, and Generation Supply Chain.

## Appendix I.A.2.
## PG&E's Energy Efficiency Department Organizational Charts



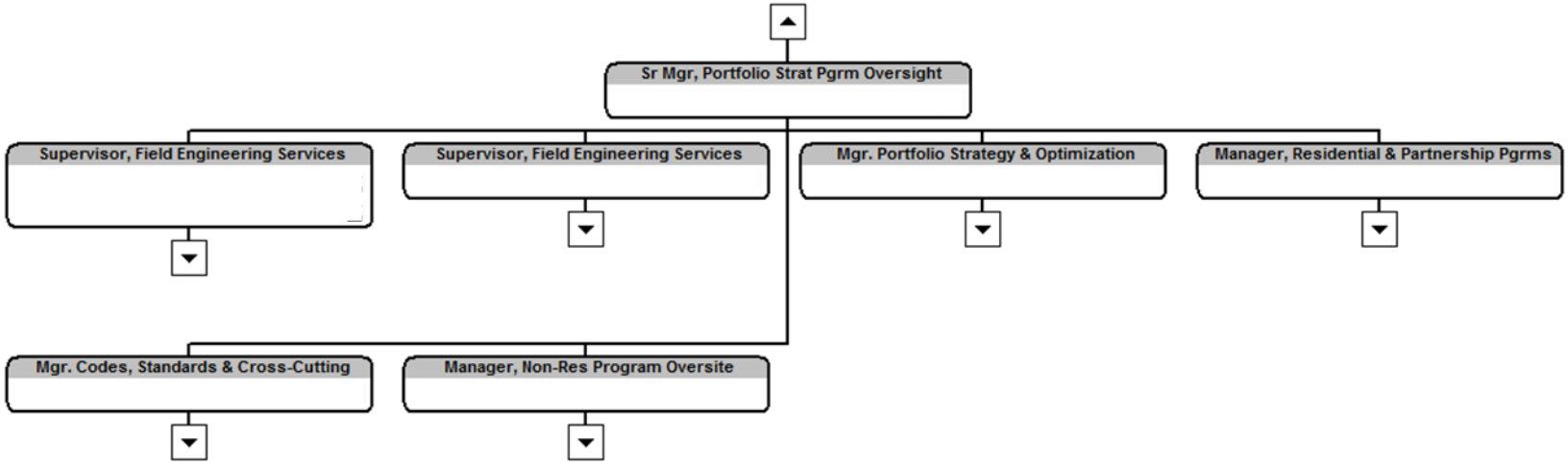

**Data as of August 27, 2019**

# EE Procurement



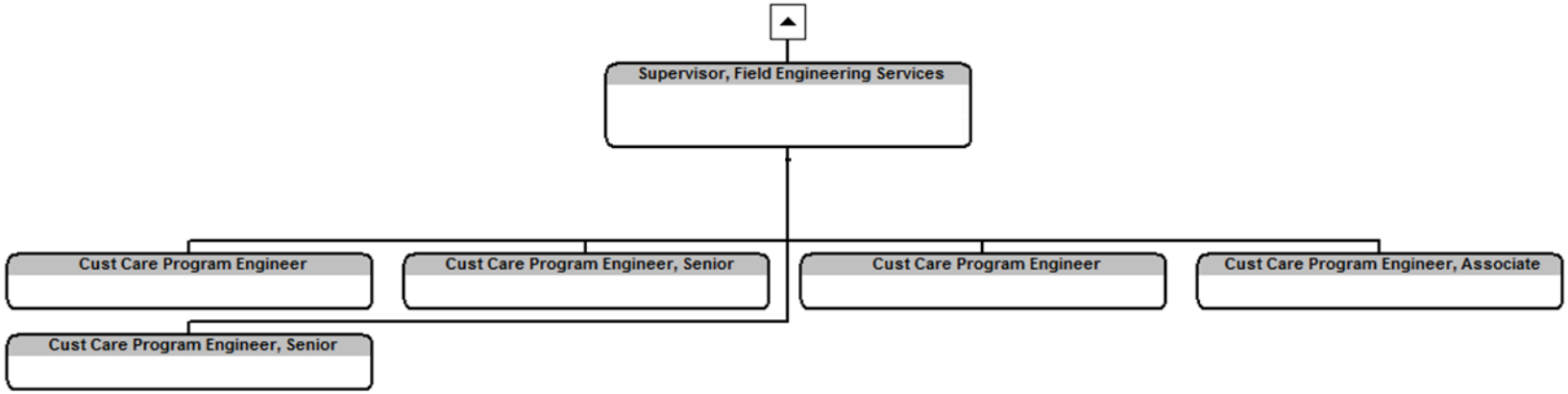

**Data as of August 27, 2019**

# Portfolio Strategy & Program Oversight



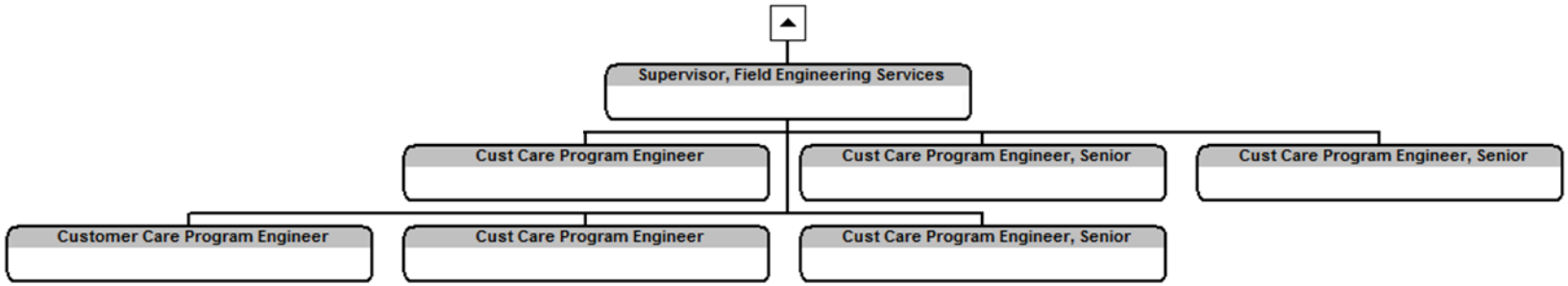

**Data as of August 27, 2019**

# Field Engineering Services - Northern



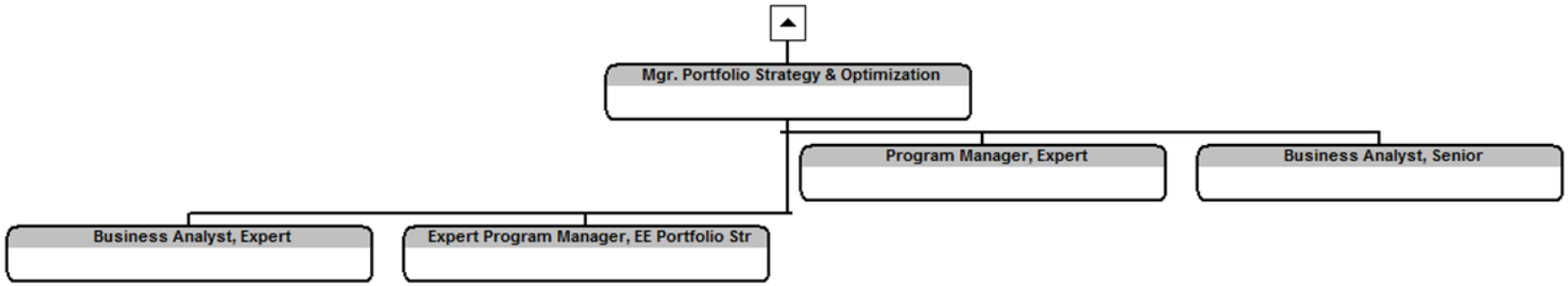

**Data as of August 27, 2019**

# Field Engineering Services - Central Coa



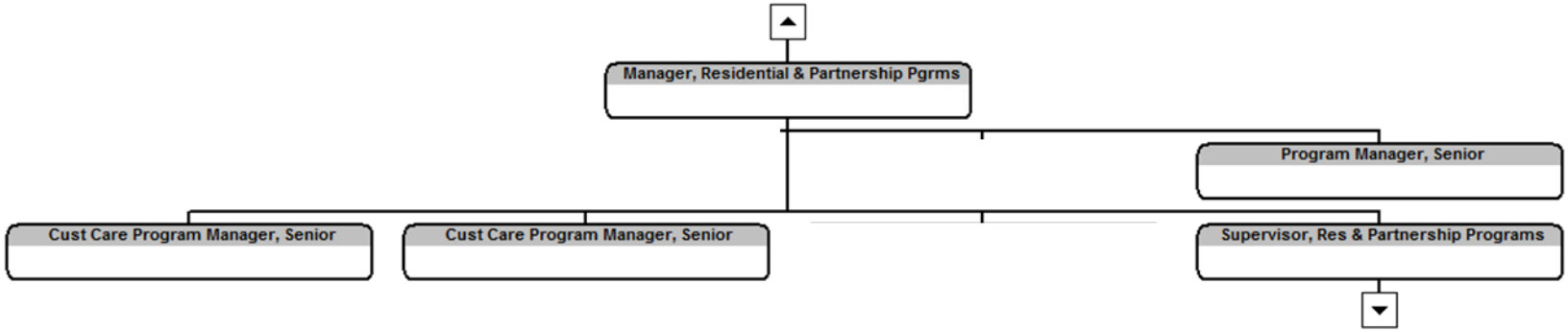

**Data as of August 27, 2019**

# Portfolio Strategy & Optimization



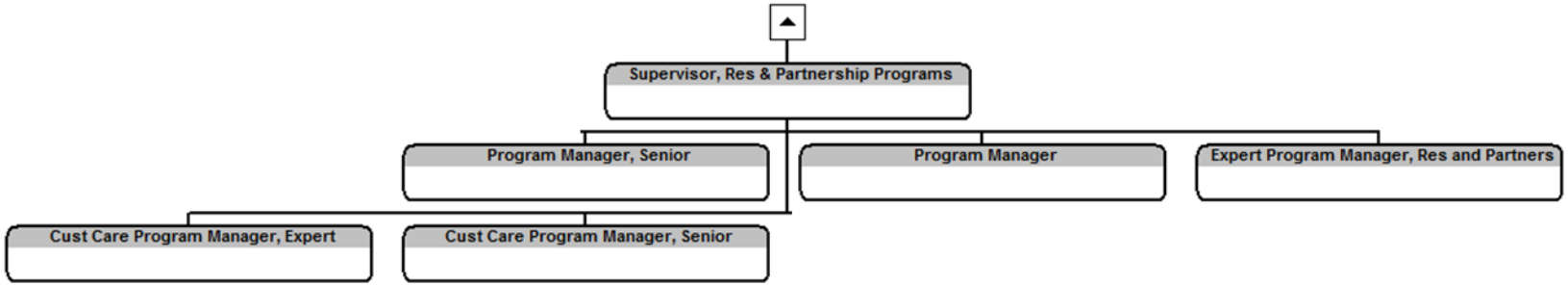

**Data as of August 27, 2019**

## Residential & Partnership Programs 1



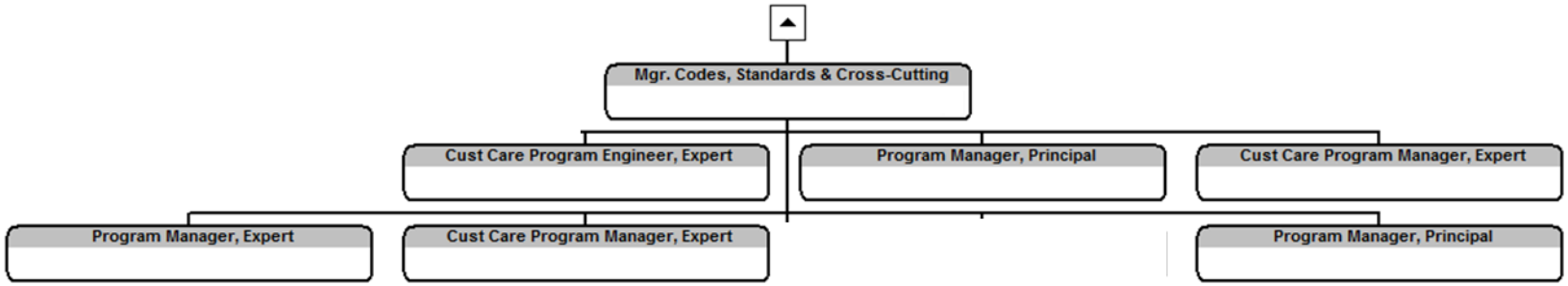

**Data as of August 27, 2019**

## Residential & Partnership Programs



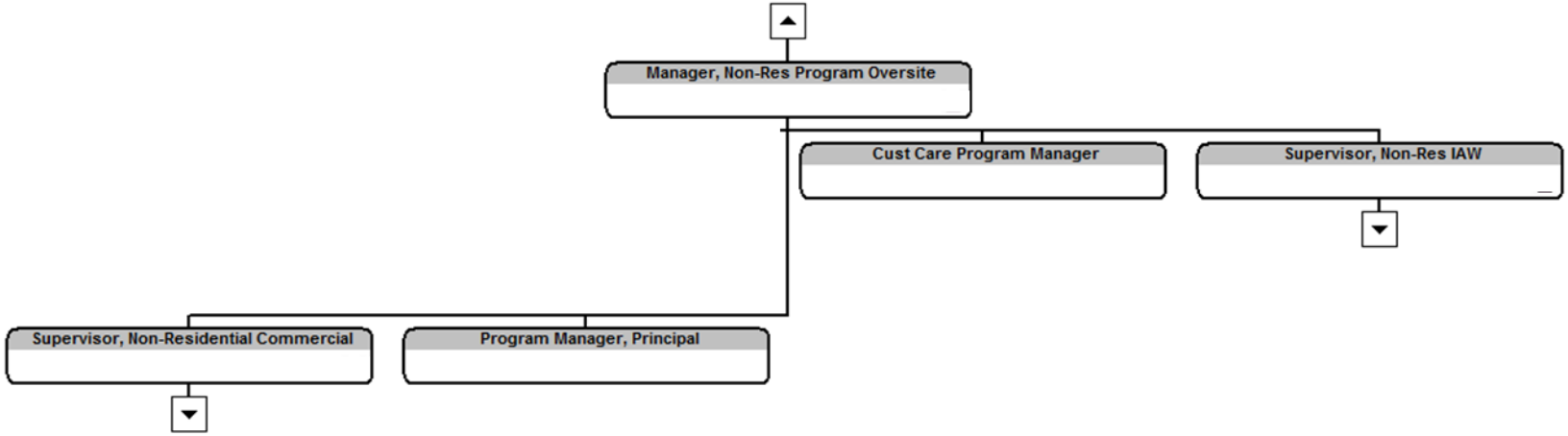

**Data as of August 27, 2019**

## Codes, Standards & Cross-Cutting



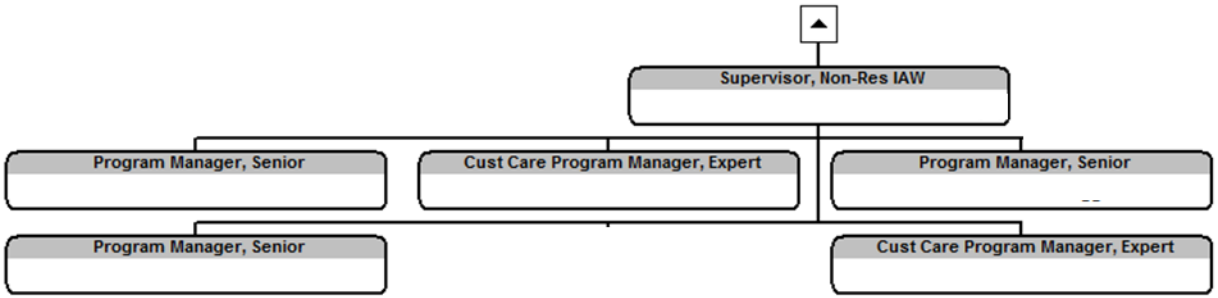

**Data as of August 27, 2019**

# Non-Residential Program Oversight



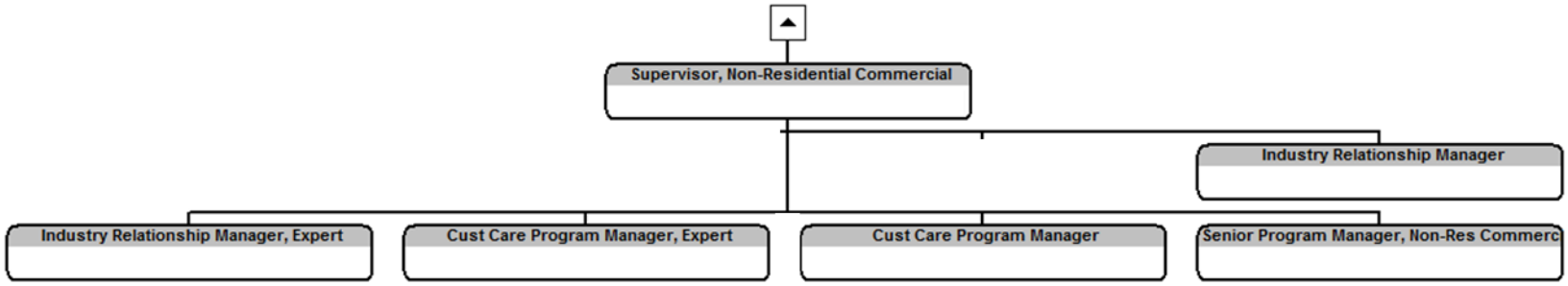

**Data as of August 27, 2019**

# Non-Res IAW Programs



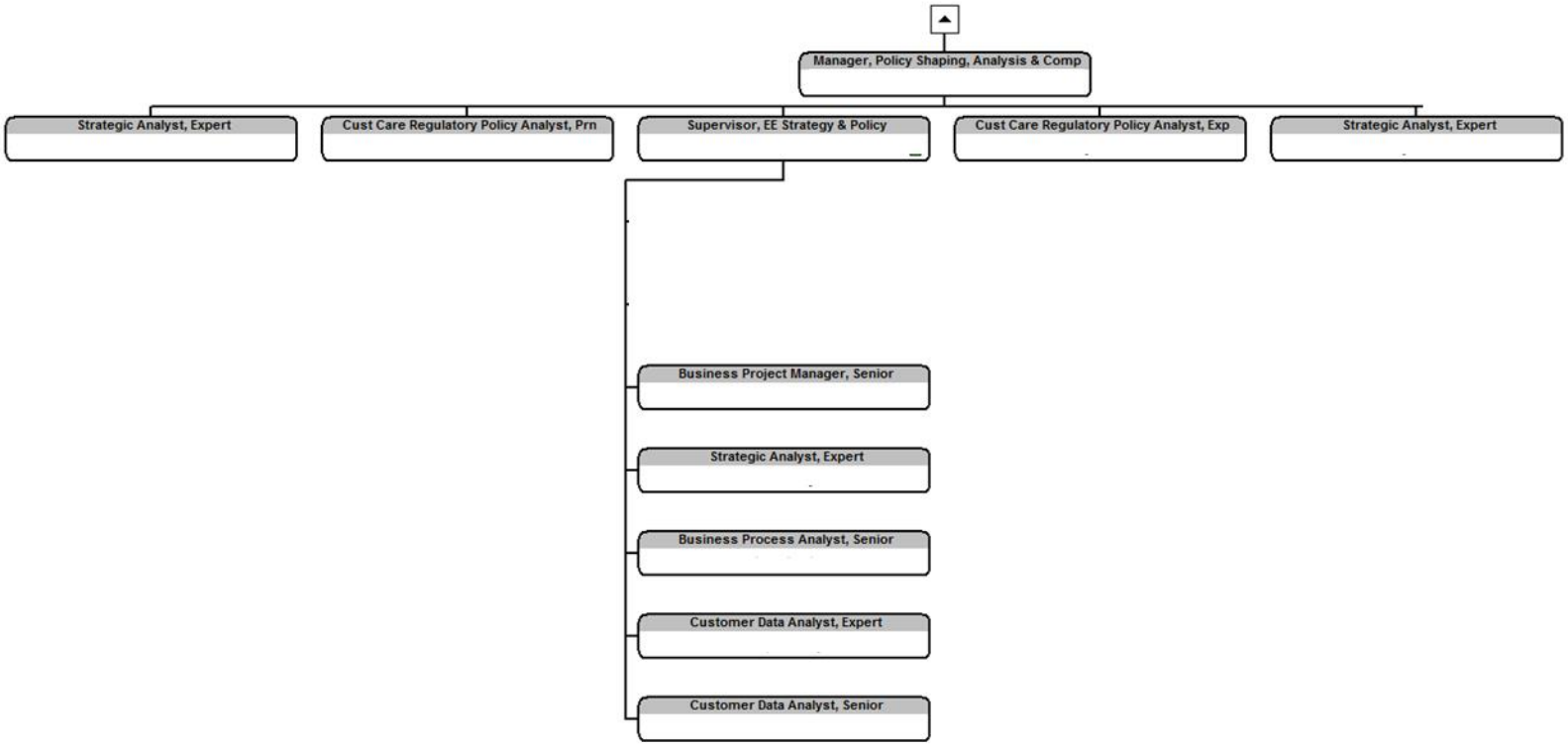

**Data as of August 27, 2019**

# Non-Residential Commercal



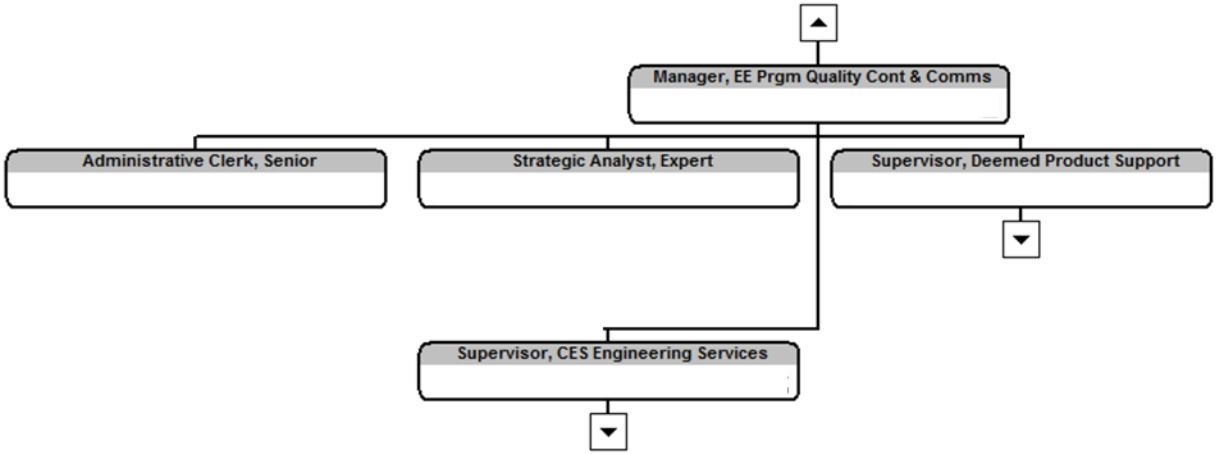

**Data as of August 27, 2019**

## Policy Shaping, Analytics & Compliance



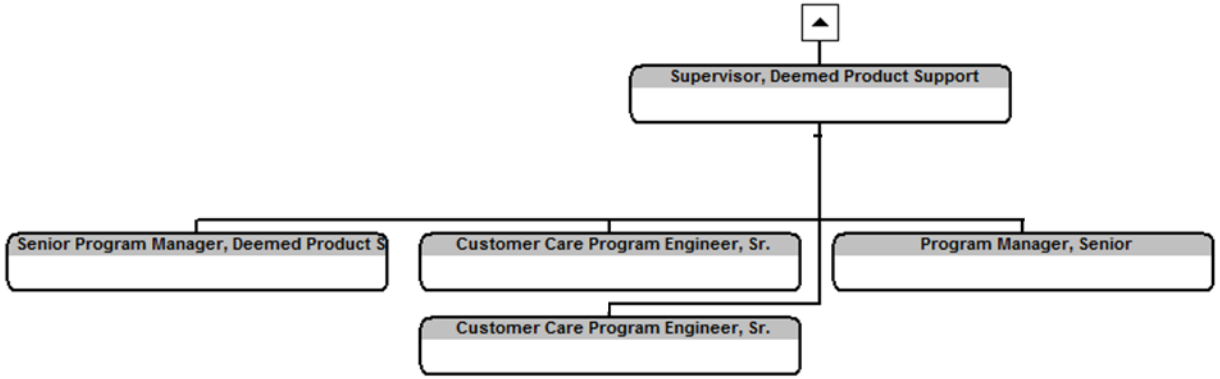

**Data as of August 27, 2019**

## EE Prgm Quality Control & Communications



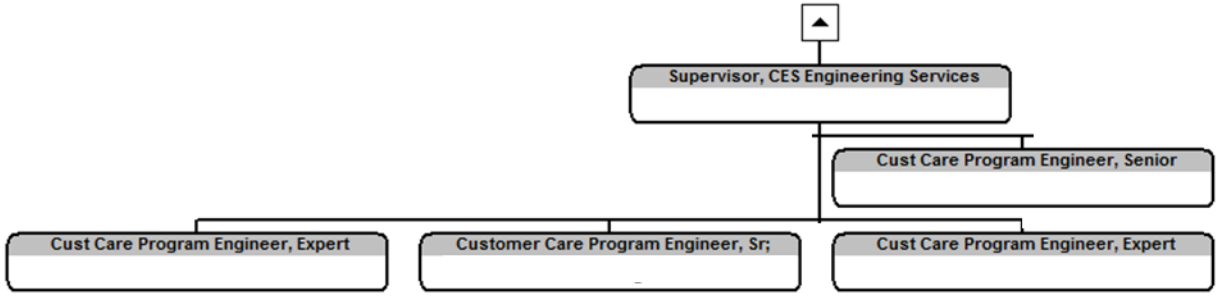

**Data as of August 27, 2019**

# Deemed Product Support



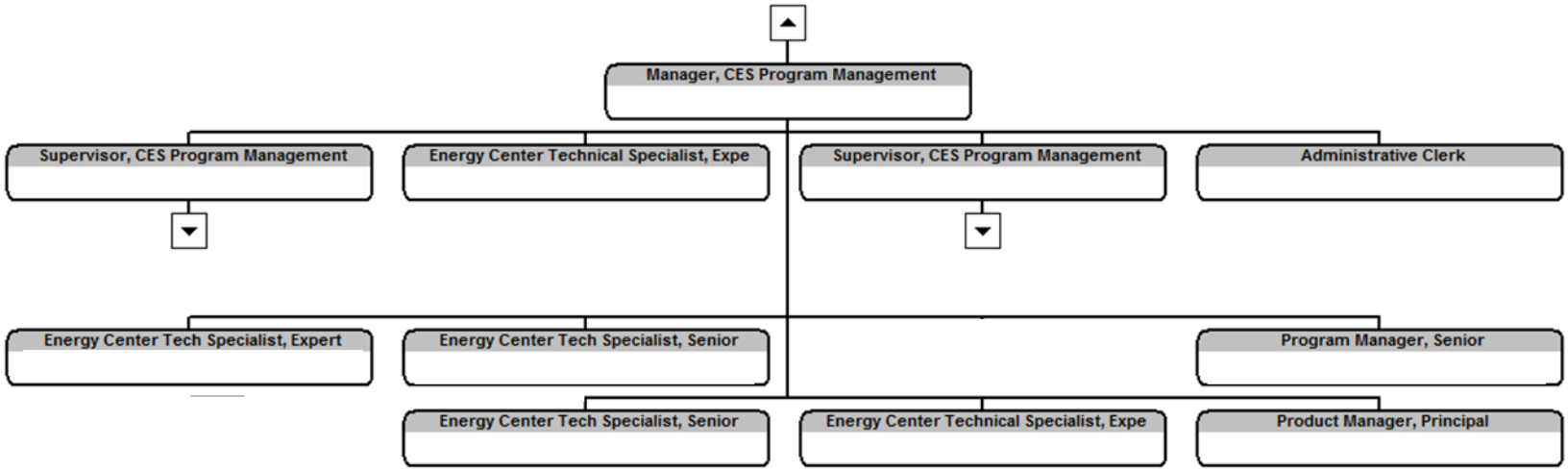

**Data as of August 27, 2019**

## Custom Implementation



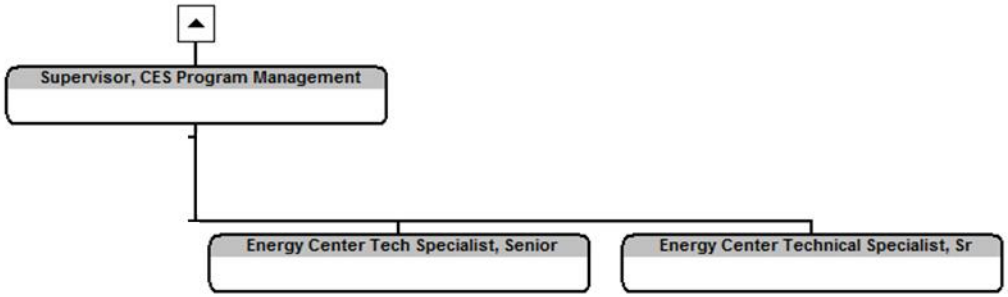

**Data as of August 27, 2019**

# Workforce Education & Training



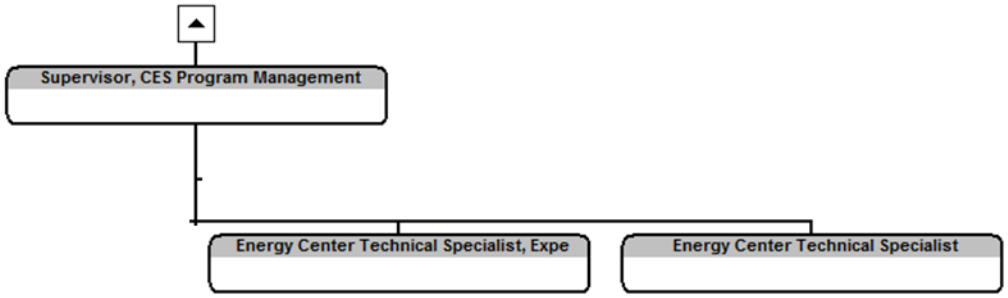

**Data as of August 27, 2019**

## Energy Centers, Commercial




**Data as of August 27, 2019**

## Energy Centers, Residential




**Data as of August 27, 2019**

# Organizations Outside of EE

- Application Management
- Applied Technical Services
- Business Energy Solutions
- Business Finance
- Central Inspections
- CES Business Operations
- Customer Insights and Strategy
- Customer Operations Regulatory Strategy
- EM&V
- System Administration
- Financial Reporting & Governance
- IT
- Law
- Local Customer Experience
- Measurement, Data Analytics & Products
- Call Center
- Sales Operations
- Smarter Energy Line
- Solutions Marketing
- Sourcing

**Data as of August 27, 2019**

## Appendix I.A.5.
## Drivers of In-House Cost Changes

| Sector | Cost Element | Functional Group | 2018 EE Expenditures ($Million) | 2020 EE Budget ($Million) | Difference | Drivers |
|---|---|---|---|---|---|---|
| **PG&E Portfolio** | Labor (1) | Policy, Strategy, and Regulatory Reporting Compliance | $4.4 | $4.0 | -$0.4 | Decrease in staffing and absorbing inflation. |
| **including EM&V and DSM, excluding OBF Loan Pool** | | Program Management | $16.4 | $14.2 | -$2.2 | Difference due to reduced costs through identifying efficiencies in program management activities over time, while preparing for compliance with 60% outsourcing goals. |
| | | Engineering services | $7.0 | $6.7 | -$0.3 | Decrease in staffing and absorbing inflation. |
| | | Customer Application/Rebate/Incentive Processing | $2.3 | $1.9 | -$0.4 | Decrease in staffing and absorbing inflation. |
| | | Customer Project Inspections | $1.6 | $0.8 | -$0.9 | Difference due to decreased volume of deemed & custom projects, thus the number of inspections has decreased, resulting in lower costs for this function. |
| | | Portfolio Analytics | $1.8 | $1.5 | -$0.3 | Decrease in staffing and absorbing inflation. |
| | | ME&O (Local) | $2.7 | $2.4 | -$0.3 | Decrease in staffing and absorbing inflation. |
| | | Account Management / Sales | $15.1 | $11.2 | -$3.9 | Reducing budget due to reduced goals, less reliance on account management/sales for customer acquisition and their projects' savings. Also, the residential sector, which BES does not support, is becoming a bigger portion of PG&E's portfolio savings. |
| | | IT | $5.2 | $4.6 | -$0.6 | Reducing overall spend as the Salesforce system is stabilized, while still ensuring enhancements are funded to ensure new third-party programs are successful. Overall IT change (labor + contracts) is a decrease of ~$327K. |
| | | EM&V | $1.7 | $1.5 | -$0.2 | Decrease in staffing and absorbing inflation. |
| | | Call Center | $0.5 | $0.4 | -$0.1 | Decrease in staffing and absorbing inflation. |
| | Labor Total | | $58.6 | $49.1 | -$9.5 | |

| Sector | Cost Element | Functional Group | 2018 EE Expenditures ($Million) | 2020 EE Budget ($Million) | Difference | Drivers |
|---|---|---|---|---|---|---|
| | Non-Labor | Third-Party Implementer Contracts (as defined per D.16-08-019, OP 10) | $0.0 | $27.9 | $27.9 | N/A as these are outsourced costs and the question asks for drivers of in-house costs. |
| | | Local/Government Partnerships Contracts (3) | $11.5 | $6.3 | -$5.2 | N/A as these are outsourced costs and the question asks for drivers of in-house costs. Note: A third-party placeholder for LGPs of $2.5M is included in above line for Third-Party Implementer Contracts. Net decrease of $2.7M. |
| | | **Other Contracts** | | | | |
| | | Program Implementation | $73.0 | $48.7 | -$24.3 | Reduced existing programs' contracts spend to make room for new third-party contracts. Furthermore, program budgets decreased across the portfolio due sunsetting lighting measures. |
| | | Policy, Strategy, and Regulatory Reporting Compliance | $3.2 | $1.8 | -$1.4 | Decrease based on contract reductions |
| | | Program Management | $2.1 | $2.0 | -$0.1 | Decrease in staff augmentation and other PM-related costs, offset by addition of cost for independent evaluators for third-party solicitations process. |
| | | Engineering services | $6.6 | $5.7 | -$0.9 | Fewer custom projects resulting in less technical review, therefore lower spend. |
| | | Customer Application/Rebate/Incentive Processing | $0.3 | $0.1 | -$0.2 | Decrease in contracts costs for application processing. |
| | | Customer Project Inspections | $0.0 | $0.0 | $0.0 | Immaterial difference. |
| | | Portfolio Analytics | $0.0 | $0.0 | $0.0 | Immaterial difference. |
| | | ME&O (Local) | $6.9 | $5.3 | -$1.6 | Lower costs due to more targeted marketing campaigns for non-residential sectors. |
| | | Account Management / Sales | $0.4 | $0.3 | -$0.1 | Decrease in staff augmentation and other account management/sales non-labor costs. |
| | | IT | $5.1 | $5.3 | $0.2 | Reducing overall spend as the Salesforce system is stabilized, while still ensuring enhancements are funded to ensure new third-party programs are successful. Overall IT change (labor + contracts) is a decrease of ~$327K. |
| | | Call Center | $0.0 | $0.0 | $0.0 | No contract costs. |
| | | EM&V | $2.5 | $8.0 | $5.4 | EM&V budgets are set at 4%, and spend typically occurs in future years. |
| | | Facilities | | | | PG&E's cost model bundles facilities costs in labor overheads among other overheads and are included in the labor costs above. |

| Sector | Cost Element | Functional Group | 2018 EE Expenditures ($Million) | 2020 EE Budget ($Million) | Difference | Drivers |
|---|---|---|---|---|---|---|
| | | Incentives--(PA-Implemented and Other Contracts Program Implementation) Programs | $109.1 | $44.7 | -$64.4 | Reduced existing programs' contracts & incentives spend to make room for new third-party contracts. Furthermore, program budgets decreased across the portfolio due sunsetting lighting measures. |
| | | Incentives--Third Party Program (as defined per D.16-08-019, OP 10) | $9.7 | $18.7 | $9.0 | N/A as these are outsourced costs and the question asks for drivers of in-house costs. |
| | Non-Labor Total | | $230.4 | $174.9 | -$55.5 | |
| Total | | | $289.0 | $224.0 | -$65.0 | |
| | Other (collected through GRC) (2) | Labor Overheads | $8.2 | $15.5 | $7.3 | 2020 Benefits Burden amount is a placeholder based on the 2019 authorized Benefit Burden budget for EE. |

Notes: (1) Labor costs are already loaded with employee benefits costs.

(2) These costs are collected through the GRC, approved in D.14-08-032 - Decision Authorizing Pacific Gas and Electric Company's General Rate Case Revenue Requirement for 2014-2016, issue date of August 20, 2014 and in D.17-05-013 - Decision Authorizing Pacific Gas and Electric Company's General Rate Case Revenue Requirement for 2017-2019, issue date of May 11, 2017.

## PG&E 2020 ABAL Attachment 2: Supplemental Budget Information

## Appendix I.B.
## Energy Efficiency "Full Time Equivalent" Headcount:
## Portfolio Staffing

| Functional Group | 2018 EE Portfolio FTE | 2020 EE Portfolio FTE |
|---|---|---|
| Policy, Strategy, and Regulatory Reporting Compliance | 30.1 | 25.9 |
| Program Management | 81.1 | 66.2 |
| Engineering Services | 50.5 | 45.3 |
| Customer Application/Rebate/Incentive Processing | 26.0 | 20.4 |
| Customer Project Inspections | 10.3 | 4.5 |
| Portfolio Analytics | 10.7 | 8.5 |
| EM&V | 9.2 | 7.9 |
| ME&O | 14.4 | 12.0 |
| Account Management / Sales | 94.0 | 65.5 |
| IT | 40.5 | 34.1 |
| Call Center | 1.9 | 1.5 |
| Total | 368.7 | 291.9 |

(1) 2020 FTEs were calculated based on the change in labor costs between 2018 and 2020 (adjusted for a 3% escalation/year) and applying that change to 2018 FTEs.

# PG&E 2020 ABAL Attachment 2: Supplemental Budget Information

## Appendix I.C.
## Costs by Functional Area of Management Structure

FUNCTION DEFINITIONS
RESIDENTIAL BUDGET DETAIL
COMMERCIAL BUDGET DETAIL
AGRICULTURAL BUDGET DETAIL
INDUSTRIAL BUDGET DETAIL
PUBLIC SECTOR BUDGET DETAIL
CROSS-CUTTING BUDGET DETAIL.

| Aggregated Category | Definition | Functional Category | Detailed Definition |
|---|---|---|---|
| Policy, Strategy, and Regulatory Reporting Compliance | Includes **p**olicy, strategy, compliance, audits and regulatory support | Planning & Compliance | Demand Side Management (DSM) Goal Planning; lead legislative review/positioning; policy support on reg proceedings; portfolio optimization; end use-market strategy; DSM lead for PRP, DRP, ES; locational targeting; audit support; Sarbanes-Oxley (SOX) certifications; developing control plans; developing action plans; continuous monitoring; inspections; program/product QA/QC; decision compliance oversight/tracking; data requests; policies & procedures |
| | | Company Regulatory Support | Case management for EE proceedings |
| Program management | Includes labor, contracts, admin costs for program design, program implementation, product and channel management for all sectors | Program Management & Delivery | Market Segment & Locational Resource programs; Business Core & Finance Programs; Large Power DR Programs; Non-Residential Heating, Ventilation, Air Conditioning (HVAC) & Technical Services; Program Integration & Optimization; Residential EE & Demand Response (DR) Programs (incl. Res HVAC Quality Installation); IQP & Economic Assistance Programs; Mass Market DR Programs; Education & Information Products & Services; Energy Leader Partnerships; Institutional & Federal Partnerships; REN Coordination; Strategic Plan Support; Energy/Water Program Management; Service Level Agreement Tracking |
| | | Product Management | Manage end-to-end new products and services (P&S) intake, evaluation, and launch process; develop and facilitate P&S governance teams, coordination of all sub-process owners, stakeholders, and technical resources required to evaluate and launch new products; evaluate and launch new services and OOR opportunities; develop external partnerships & strategic alliances; work with various companies and associations to help advance standards, products, and tech.; work with external experts to help reduce SCE costs to deliver new prog. and products; develop and launch new customer technologies, products, services for residential and business customers; conduct customer pilots of new technologies and programs; lead customer field demonstrations of new technologies and products; align new P&S to savings programs/incentives; develop new programs/incentives in support of savings goals |
| | | Channel Management | |
| | | Contract Management | Budget forecasting, spend tracking, invoice processing, and contract management with vendors and suppliers; Regulatory support for ME&O activities |
| Engineering Services | Includes engineering, project management, and contracts associated with workpaper development and pre/post sales project technical reviews and design assistance | Custom project support | Management of Emerging Products projects; Customized reviews; LCR/RFO support; Ex-ante review management; Technical policy support; Technical assessments; Workpapers; Tool development; End use subject matter expertise |
| | | Deemed workpapers | |
| | | Project management | |

| Aggregated Category | Definition | Functional Category | Detailed Definition |
|---|---|---|---|
| Customer Application/Rebate and Incentive Processing | Costs associated with application management and rebate and incentive processing (deemed and custom) | Rebate & Application Processing | |
| Inspections | Costs associated with project inspections | Inspections | |
| Portfolio Analytics | Includes analytics support, including internal performance reporting and external reporting | Data analytics | Data development for programs, products and services; Standard and ad hoc data extracts for internal and external clients; Database management; CPUC, CAISO reporting; Data reconciliation; E3 support ; Compliance filing support; Funding Oversight; ESPI support; Program Results Data & Performance |
| EM&V | EM&V expenditures | EM&V Studies | Program and product review; manage evaluation studies |
| | | EM&V Forecasting | EE lead for LTPP and IEPR; market potential study; integration w/ procurement planning; CPUC Demand Analysis Working Group |
| ME&O | Costs associated with utility EE marketing; no statewide; focus on outsourced portion | Marketing | Customer Programs, Products, and Services Marketing; Digital Product Development; Digital Content & Optimization |
| | | Customer insights | Voice of the Customer; Customer satisfaction study measurement and analysis (JD Power, SDS); Customer testing/research |
| Account Management / Sales | Costs associated with account rep energy efficiency sales functions | Account Management | |
| IT | IT project specific costs and regular O&M | IT - project specific | Projects and minor enhancements. Includes project management/business integration ("PMO/BID"). Excluded: maintenance (which SCE defines as when something goes down, normal batch processing, verifying interfaces, etc.). |
| | | IT - regular O&M | |
| Call Center | Costs associated with call center staff fielding EE program questions | Call Center | |
| Incentives | Costs of rebate and incentive payments to customers | Incentives | |

| Sector | Cost Element | Functional Group | 2018 EE Portfolio Expenditures ($Million) | 2020 EE Portfolio Budget ($Million) |
|---|---|---|---|---|
| Residential | Labor(1) | Policy, Strategy, and Regulatory Reporting Compliance | $1.0 | $1.2 |
| | | Program Management | $2.6 | $3.1 |
| | | Engineering services | $0.6 | $1.0 |
| | | Customer Application/Rebate/Incentive Processing | $0.6 | $0.5 |
| | | Customer Project Inspections | $0.7 | $0.3 |
| | | Portfolio Analytics | $0.4 | $0.5 |
| | | ME&O (Local) | $0.8 | $0.8 |
| | | Account Management / Sales | $0.1 | $0.0 |
| | | IT | $1.7 | $2.1 |
| | | Call Center | $0.5 | $0.4 |
| | Labor Total | | $8.9 | $9.9 |
| | Non-Labor | Third-Party Implementer (as defined per D.16-08-019, OP 10) | $0.0 | $3.9 |
| | | Local/Government Partnerships Contracts (3) | $0.0 | $0.0 |
| | | Other Contracts | $0.0 | $0.0 |
| | | Program Implementation | $17.7 | $7.9 |
| | | Policy, Strategy, and Regulatory Reporting Compliance | $1.6 | $0.6 |
| | | Program Management | $0.3 | $0.4 |
| | | Engineering services | $0.5 | $1.6 |
| | | Customer Application/Rebate/Incentive Processing | $0.1 | $0.0 |
| | | Customer Project Inspections | $0.0 | $0.0 |
| | | Portfolio Analytics | $0.0 | $0.0 |
| | | ME&O (Local) | $3.0 | $1.9 |
| | | Account Management / Sales | $0.0 | $0.0 |
| | | IT | $1.5 | $2.4 |
| | | Call Center | $0.0 | $0.0 |
| | | Facilities | $0.0 | $0.0 |
| | | Incentives--(PA-implemented and Other Contracts Program Implementation) Programs | $46.6 | $17.4 |
| | | Incentives--Third Party Program (as defined per D.16-08-019, OP 10) | $9.7 | $15.7 |
| | Non-Labor Total | | $81.1 | $51.8 |
| Residential Total | | | $90.1 | $61.7 |
| | Other (litigated through GRC) (2) | Labor Overheads | $1.2 | $3.1 |

Notes: (1) Labor costs are already loaded with employee benefits costs.
(2) These costs are collected in the EE balancing account but are litigated in the GRC Decision (D.17-05-013) - Decision Authorizing Pacific Gas and Electric Company's General Rate Case Revenue Requirement for 2017-2019, issue date of May 11, 2017.
2020 benefits burden amount is a placeholder based on the 2019 authorized benefits burden budget for EE.
(3) LGP contracts that directly support the sector are not included in this item

| Sector | Cost Element | Functional Group | 2018 EE Portfolio Expenditures ($Million) | 2020 EE Portfolio Budget ($Million) |
|---|---|---|---|---|
| Commercial | Labor(1) | Policy, Strategy, and Regulatory Reporting Compliance | $1.1 | $0.7 |
| | | Program Management | $3.4 | $2.1 |
| | | Engineering services | $3.0 | $2.0 |
| | | Customer Application/Rebate/Incentive Processing | $0.7 | $0.5 |
| | | Customer Project Inspections | $0.9 | $0.4 |
| | | Portfolio Analytics | $0.5 | $0.3 |
| | | ME&O (Local) | $1.4 | $0.8 |
| | | Account Management / Sales | $5.5 | $4.3 |
| | | IT | $1.6 | $0.9 |
| | | Call Center | $0.0 | $0.0 |
| | Labor Total | | $18.0 | $12.0 |
| | Non-Labor | Third-Party Implementer (as defined per D.16-08-019, OP 10) | $0.0 | $6.0 |
| | | Local/Government Partnerships Contracts (3) | $0.0 | $0.0 |
| | | Other Contracts | $0.0 | $0.0 |
| | | Program Implementation | $16.8 | $6.7 |
| | | Policy, Strategy, and Regulatory Reporting Compliance | $0.5 | $0.3 |
| | | Program Management | $0.2 | $0.4 |
| | | Engineering services | $3.9 | $1.5 |
| | | Customer Application/Rebate/Incentive Processing | $0.1 | $0.0 |
| | | Customer Project Inspections | $0.0 | $0.0 |
| | | Portfolio Analytics | $0.0 | $0.0 |
| | | ME&O (Local) | $2.5 | $1.7 |
| | | Account Management / Sales | $0.2 | $0.1 |
| | | IT | $1.4 | $1.1 |
| | | Call Center | $0.0 | $0.0 |
| | | Facilities | $0.0 | $0.0 |
| | | Incentives--(PA-implemented and Other Contracts Program Implementation) Programs | $36.4 | $12.3 |
| | | Incentives--Third Party Program (as defined per D.16-08-019, OP 10) | $0.0 | $1.3 |
| | Non-Labor Total | | $62.0 | $31.4 |
| Commercial Total | | | $80.0 | $43.4 |
| | Other (litigated through GRC) (2) | Labor Overheads | $2.5 | $3.8 |

Notes:

(1) Labor costs are already loaded with employee benefits costs.

(2) These costs are collected in the EE balancing account but are litigated in the GRC Decision (D.17-05-013) - Decision Authorizing Pacific Gas and Electric Company's General Rate Case Revenue Requirement for 2017-2019, issue date of May 11, 2017.

2020 benefits burden amount is a placeholder based on the 2019 authorized benefits burden budget for EE.

(3) LGP contracts that directly support the sector are not included in this item

| Sector | Cost Element | Functional Group | 2018 EE Portfolio Expenditures ($Million) | 2020 EE Portfolio Budget ($Million) |
|---|---|---|---|---|
| Industrial | Labor(1) | Policy, Strategy, and Regulatory Reporting Compliance | $0.5 | $0.5 |
| | | Program Management | $1.1 | $1.4 |
| | | Engineering services | $1.3 | $0.9 |
| | | Customer Application/Rebate/Incentive Processing | $0.2 | $0.1 |
| | | Customer Project Inspections | $0.0 | $0.0 |
| | | Portfolio Analytics | $0.2 | $0.2 |
| | | ME&O (Local) | $0.1 | $0.1 |
| | | Account Management / Sales | $2.6 | $2.0 |
| | | IT | $0.5 | $0.7 |
| | | Call Center | $0.0 | $0.0 |
| | Labor Total | | $6.7 | $6.0 |
| | Non-Labor | Third-Party Implementer (as defined per D.16-08-019, OP 10) | $0.0 | $5.0 |
| | | Local/Government Partnerships Contracts (3) | $0.0 | $0.0 |
| | | Other Contracts | $0.0 | $0.0 |
| | | Program Implementation | $6.6 | $6.4 |
| | | Policy, Strategy, and Regulatory Reporting Compliance | $0.2 | $0.2 |
| | | Program Management | $0.2 | $0.3 |
| | | Engineering services | $0.7 | $1.0 |
| | | Customer Application/Rebate/Incentive Processing | $0.0 | $0.0 |
| | | Customer Project Inspections | $0.0 | $0.0 |
| | | Portfolio Analytics | $0.0 | $0.0 |
| | | ME&O (Local) | $0.2 | $0.3 |
| | | Account Management / Sales | $0.1 | $0.1 |
| | | IT | $0.6 | $0.8 |
| | | Call Center | $0.0 | $0.0 |
| | | Facilities | $0.0 | $0.0 |
| | | Incentives--(PA-implemented and Other Contracts Program Implementation) Programs | $6.1 | $7.6 |
| | | Incentives--Third Party Program (as defined per D.16-08-019, OP 10) | $0.0 | $0.8 |
| | Non-Labor Total | | $14.7 | $22.5 |
| Industrial Total | | | $21.4 | $28.4 |
| | Other (litigated through GRC) (2) | Labor Overheads | $0.9 | $1.9 |

Notes: (1) Labor costs are already loaded with employee benefits costs.

(2) These costs are collected in the EE balancing account but are litigated in the GRC Decision (D.17-05-013) - Decision Authorizing Pacific Gas and Electric Company's General Rate Case Revenue Requirement for 2017-2019, issue date of May 11, 2017.

2020 benefits burden amount is a placeholder based on the 2019 authorized benefits burden budget for EE.

(3) LGP contracts that directly support the sector are not included in this item

| Sector | Cost Element | Functional Group | 2018 EE Portfolio Expenditures ($Million) | 2020 EE Portfolio Budget ($Million) |
|---|---|---|---|---|
| Agricultural | Labor(1) | Policy, Strategy, and Regulatory Reporting Compliance | $0.4 | $0.2 |
| | | Program Management | $0.7 | $0.8 |
| | | Engineering services | $1.0 | $0.7 |
| | | Customer Application/Rebate/Incentive Processing | $0.2 | $0.1 |
| | | Customer Project Inspections | $0.0 | $0.0 |
| | | Portfolio Analytics | $0.1 | $0.1 |
| | | ME&O (Local) | $0.2 | $0.2 |
| | | Account Management / Sales | $1.8 | $1.4 |
| | | IT | $0.4 | $0.3 |
| | | Call Center | $0.0 | $0.0 |
| | Labor Total | | $4.8 | $3.9 |
| | Non-Labor | Third-Party Implementer (as defined per D.16-08-019, OP 10) | $0.0 | $3.0 |
| | | Local/Government Partnerships Contracts (3) | $0.0 | $0.0 |
| | | Other Contracts | $0.0 | $0.0 |
| | | Program Implementation | $1.9 | $2.0 |
| | | Policy, Strategy, and Regulatory Reporting Compliance | $0.2 | $0.1 |
| | | Program Management | $0.1 | $0.3 |
| | | Engineering services | $0.4 | $0.5 |
| | | Customer Application/Rebate/Incentive Processing | $0.0 | $0.0 |
| | | Customer Project Inspections | $0.0 | $0.0 |
| | | Portfolio Analytics | $0.0 | $0.0 |
| | | ME&O (Local) | $0.4 | $0.4 |
| | | Account Management / Sales | $0.1 | $0.0 |
| | | IT | $0.4 | $0.4 |
| | | Call Center | $0.0 | $0.0 |
| | | Facilities | $0.0 | $0.0 |
| | | Incentives--(PA-implemented and Other Contracts Program Implementation) Programs | $4.7 | $3.3 |
| | | Incentives--Third Party Program (as defined per D.16-08-019, OP 10) | $0.0 | $0.4 |
| | Non-Labor Total | | $8.1 | $10.3 |
| Agricultural Total | | | $12.8 | $14.3 |
| | Other (litigated through GRC) (2) | Labor Overheads | $0.7 | $1.2 |

Notes: (1) Labor costs are already loaded with employee benefits costs.
(2) These costs are collected in the EE balancing account but are litigated in the GRC Decision (D.17-05-013) - Decision Authorizing Pacific Gas and Electric Company's General Rate Case Revenue Requirement for 2017-2019, issue date of May 11, 2017.
2020 benefits burden amount is a placeholder based on the 2019 authorized benefits burden budget for EE.
(3) LGP contracts that directly support the sector are not included in this item

| Sector | Cost Element | Functional Group | 2018 EE Portfolio Expenditures ($Million) | 2020 EE Portfolio Budget ($Million) |
|---|---|---|---|---|
| Public | Labor(1) | Policy, Strategy, and Regulatory Reporting Compliance | $0.9 | $0.5 |
| | | Program Management | $2.8 | $2.4 |
| | | Engineering services | $0.1 | $0.2 |
| | | Customer Application/Rebate/Incentive Processing | $0.1 | $0.1 |
| | | Customer Project Inspections | $0.0 | $0.0 |
| | | Portfolio Analytics | $0.4 | $0.2 |
| | | ME&O (Local) | $0.1 | $0.1 |
| | | Account Management / Sales | $4.3 | $1.0 |
| | | IT | $0.9 | $0.4 |
| | | Call Center | $0.0 | $0.0 |
| | Labor Total | | $9.6 | $5.0 |
| | Non-Labor | Third-Party Implementer (as defined per D.16-08-019, OP 10) | $0.0 | $4.5 |
| | | Local/Government Partnerships Contracts | $11.5 | $6.3 |
| | | Other Contracts | $0.0 | $0.0 |
| | | Program Implementation | $9.1 | $2.9 |
| | | Policy, Strategy, and Regulatory Reporting Compliance | $0.4 | $0.2 |
| | | Program Management | $0.3 | $0.5 |
| | | Engineering services | $0.3 | $0.4 |
| | | Customer Application/Rebate/Incentive Processing | $0.0 | $0.0 |
| | | Customer Project Inspections | $0.0 | $0.0 |
| | | Portfolio Analytics | $0.0 | $0.0 |
| | | ME&O (Local) | $0.2 | $0.3 |
| | | Account Management / Sales | $0.1 | $0.0 |
| | | IT | $1.1 | $0.5 |
| | | Call Center | $0.0 | $0.0 |
| | | Facilities | $0.0 | $0.0 |
| | | Incentives--(PA-implemented and Other Contracts Program Implementation) Programs | $15.3 | $4.1 |
| | | Incentives--Third Party Program (as defined per D.16-08-019, OP 10) | $0.0 | $0.5 |
| | Non-Labor Total | | $38.3 | $20.3 |
| Public Total | | | $47.8 | $25.3 |
| | Other (litigated through GRC) (2) | Labor Overheads | $1.3 | $1.6 |

Notes: (1) Labor costs are already loaded with employee benefits costs.
(2) These costs are collected in the EE balancing account but are litigated in the GRC Decision (D.17-05-013) - Decision Authorizing Pacific Gas and Electric Company's General Rate Case Revenue Requirement for 2017-2019, issue date of May 11, 2017.
2020 benefits burden amount is a placeholder based on the 2019 authorized benefits burden budget for EE.

| Sector | Cost Element | Functional Group | 2018 EE Portfolio Expenditures ($Million) | 2020 EE Portfolio Budget ($Million) |
|---|---|---|---|---|
| Cross-cutting | Labor(1) | Policy, Strategy, and Regulatory Reporting Compliance | $0.5 | $0.8 |
| | | Program Management | $5.7 | $4.3 |
| | | Engineering services | $1.0 | $1.8 |
| | | Customer Application/Rebate/Incentive Processing | $0.5 | $0.6 |
| | | Customer Project Inspections | $0.0 | $0.0 |
| | | Portfolio Analytics | $0.2 | $0.3 |
| | | ME&O (Local) | $0.1 | $0.4 |
| | | Account Management / Sales | $0.8 | $2.4 |
| | | IT | $0.1 | $0.2 |
| | | Call Center | $0.0 | $0.0 |
| | Labor Total | | $8.9 | $10.8 |
| | Non-Labor | Third-Party Implementer (as defined per D.16-08-019, OP 10) | $0.0 | $5.5 |
| | | Local/Government Partnerships Contracts | $0.0 | $0.0 |
| | | Other Contracts | $0.0 | $0.0 |
| | | Program Implementation | $20.8 | $22.8 |
| | | Policy, Strategy, and Regulatory Reporting Compliance | $0.3 | $0.4 |
| | | Program Management | $1.0 | $0.2 |
| | | Engineering services | $0.7 | $0.8 |
| | | Customer Application/Rebate/Incentive Processing | $0.1 | $0.0 |
| | | Customer Project Inspections | $0.0 | $0.0 |
| | | Portfolio Analytics | $0.0 | $0.0 |
| | | ME&O (Local) | $0.5 | $0.7 |
| | | Account Management / Sales | $0.0 | $0.1 |
| | | IT | $0.1 | $0.2 |
| | | Call Center | $0.0 | $0.0 |
| | | Facilities | $0.0 | $0.0 |
| | | Incentives--(PA-implemented and Other Contracts Program Implementation) Programs | $0.0 | $0.0 |
| | | Incentives--Third Party Program (as defined per D.16-08-019, OP 10) | $0.0 | $0.0 |
| | Non-Labor Total | | $23.5 | $30.6 |
| Cross-cutting Total | | | $32.5 | $41.4 |
| | Other (litigated through GRC) (2) | Labor Overheads | $1.2 | $3.4 |

Notes: (1) Labor costs are already loaded with employee benefits costs.
(2) These costs are collected in the EE balancing account but are litigated in the GRC Decision (D.17-05-013) - Decision Authorizing Pacific Gas and Electric Company's General Rate Case Revenue Requirement for 2017-2019, issue date of May 11, 2017.
2020 benefits burden amount is a placeholder based on the 2019 authorized benefits burden budget for EE.

## PG&E 2020 ABAL Attachment 2: Supplemental Budget Information

### Appendix II.A.
### Question C-8:
### Portfolio Summary

| | 2018 EE Portfolio Expenditures ($Million) | | | | 2020 EE Portfolio Budget ($Million) | | | | 2018 EE Portfolio Savings | | | 2020 EE Portfolio Forecasted Savings | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Sector | Labor | Non-Labor (excl. Incentives) | Incentives | Total | Labor | Non-Labor (excl. Incentives) | Incentives | Total | KWH | KW | MTHERMS | KWH | KW | MTHERMS |
| Residential | $8.9 | $24.9 | $56.3 | $90.1 | $9.9 | $18.7 | $33.2 | $61.7 | 288,435,641 | 128,785 | 8.0 | 187,751,466 | 36,852 | 6.4 |
| Commercial | $18.0 | $25.6 | $36.4 | $80.0 | $12.0 | $17.7 | $13.7 | $43.4 | 110,948,791 | 20,048 | 3.1 | 40,798,518 | 6,151 | 3.1 |
| Agricultural | $4.8 | $3.3 | $4.7 | $12.8 | $3.9 | $6.7 | $3.7 | $14.3 | 25,206,111 | 8,088 | 0.2 | 16,143,937 | 4,792 | 0.7 |
| Industrial | $6.7 | $8.6 | $6.1 | $21.4 | $6.0 | $14.1 | $8.4 | $28.4 | 23,940,384 | 2,889 | 3.4 | 34,823,014 | 4,583 | 2.4 |
| Public (GP) | $9.6 | $23.0 | $15.3 | $47.8 | $5.0 | $15.7 | $4.6 | $25.3 | 45,054,858 | 4,809 | 0.0 | 18,939,477 | 3,420 | 0.2 |
| Cross Cutting* | $8.9 | $23.5 | $0.0 | $32.5 | $10.8 | $30.6 | $0.0 | $41.4 | 791,226,511 | 177,049 | 15.0 | 691,772,508 | 142,488 | 19.7 |
| Total Sector Budget | $56.8 | $108.9 | $118.8 | $284.6 | $47.6 | $103.5 | $63.5 | $214.5 | 1,284,812,296 | 341,667 | 29.7 | 990,228,918 | 198,287 | 32.5 |
| DSM | $0.1 | $0.1 | $0.0 | $0.2 | $0.0 | $0.0 | $0.0 | $0.0 | na | na | na | na | na | na |
| EM&V-PA | $1.7 | $1.4 | | $3.1 | $1.5 | $1.1 | $0.0 | $2.6 | na | na | na | na | na | na |
| EM&V-ED | $0.0 | $1.1 | $0.0 | $1.1 | $0.0 | $6.9 | $0.0 | $6.9 | na | na | na | na | na | na |
| OBF - Loan Pool | $0.0 | $0.0 | $16.0 | $16.0 | $0.0 | $0.0 | $13.5 | $13.5 | na | na | na | na | na | na |
| EE Total | $58.6 | $111.6 | $134.8 | $305.0 | $49.1 | $111.4 | $77.0 | $237.5 | na | na | na | na | na | na |

* Cross Cutting Sector includes Codes & Standards, Emerging Technologies, Workforce Education & Training, Financing.

# PG&E 2020 ABAL Attachment 2: Supplemental Budget Information

## Appendix II.C.
## Question C-10:
## Aggregate Budgets for Statewide Programs
## EE Programs Solicitation Strategy

| IOU | Year | | | 2019 | | | | | | | | | | | | 2020 | | | | | | | | | | | | 2021 | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Quarter | | | Q1 | | | Q2 | | | Q3 | | | Q4 | | | Q1 | | | Q2 | | | Q3 | | | Q4 | | | Q1 | | | Q2 | | | Q3 | | | Q4 | | |
| | Month | | Estimated 3-year Budget | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
| PG&E | Local | Residential Sector | $0.0M - $150.0M | RFA | | | RFP Prep | | | RFP | | | Contract Negotation | | | | | | | | | | | | | | | | | | | | | | | | | |
| PG&E | | Commercial Sector | $0.0M - $150.0M | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| PG&E | | Industrial Sector | $0.0M - $150.0M | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| PG&E | | Agricultural Sector | $0.0M - $150.0M | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| PG&E | | Public Sector | $0.0M - $150.0M | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| PG&E | Statewide | New Construction | See Statewide Budget Table | | RFA Prep | | | RFA | | | RFP Prep | | RFP | | | Contract Negotation | | | | | | | | | | | | | | | | | | | | | | | |
| PG&E | | WE&T Career and Workforce Readiness | See Statewide Budget Table | | | | | | RFA Prep | | | RFA | | | RFP Prep | RFP | | Contract Negotation | | | | | | | | | | | | | | | | | | | | | | |
| PG&E | | WE&T K-12 Connections | See Statewide Budget Table | | | | | | RFA Prep | | | RFA | | | RFP Prep | RFP | | Contract Negotation | | | | | | | | | | | | | | | | | | | | | | |
| PG&E | | State of CA / Dept. of Corrections | See Statewide Budget Table | | | | | | RFA Prep | | | RFA | | | RFP Prep | RFP | | Contract Negotation | | | | | | | | | | | | | | | | | | | | | | |
| PG&E | | Codes & Standards Appliances | See Statewide Budget Table | | | | | | | RFP Prep | | RFP | | | Contract Negotation | | | | | | | | | | | | | | | | | | | | | | | | |
| PG&E | Ad-Hoc Targeted Solicitations | LGP Non-Resource | $15.0M | | RFA Prep | | | RFA | | | RFP Prep | | RFP | | | Contract Negotation | | | | | | | | | | | | | | | | | | | | | | | |
| PG&E | | Portfolio Tools | $0.0M - $5.0M | RFA | | | | | | RFP Prep | | RFP | | | Contract Negotation | | | | | | | | | | | | | | | | | | | | | | | | |
| PG&E | Local Customer Programs Round 2 | Residential Sector | $0.0M - $150.0M | | | | | | | | | | | | | | | | | | | | | | | | | RFA | | | RFP Prep | | | RFP | | | Contract Negotation | | |
| PG&E | | Commercial Sector | $0.0M - $150.0M | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| PG&E | | Industrial Sector | $0.0M - $150.0M | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| PG&E | | Agricultural Sector | $0.0M - $150.0M | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| PG&E | | Public Sector | $0.0M - $150.0M | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

Advice 4136-G/5627-E
September 3, 2019

# Attachment 3

# California Energy Data and Reporting System (CEDARS) Filing Confirmation

CEDARS FILING SUBMISSION RECEIPT

The PGE portfolio filing has been submitted and is now under review. A summary of the filing is provided below.

PA: Pacific Gas & Electric (PGE)

Filing Year: 2020

Submitted: 11:12:53 on 30 Aug 2019

By: Wilson Wong

Advice Letter Number: 4136-G/5627-E

* Portfolio Filing Summary *

- TRC: 1.2582
- PAC: 4.0582
- TRC (no admin): 1.6712
- PAC (no admin): 20.0074
- RIM: 0.5488
- Budget: $224,025,828.97

* Programs Included in the Filing *

- PGE21001: Residential Energy Advisor
- PGE210010: Pay for Performance Pilot
- PGE210011: Residential Energy Fitness program
- PGE21002: Residential Energy Efficiency
- PGE21003: Multifamily Energy Efficiency
- PGE21004: Energy Upgrade California
- PGE21005: Residential New Construction
- PGE21006: Residential HVAC
- PGE21007: California New Homes Multifamily
- PGE21008: Enhance Time Delay Relay
- PGE21009: Direct Install for Manufactured and Mobile Homes
- PGE21011: Commercial Calculated Incentives
- PGE210112: School Energy Efficiency
- PGE210119: LED Accelerator
- PGE21012: Commercial Deemed Incentives
- PGE210123: Healthcare Energy Efficiency Program
- PGE21013: Commercial Continuous Energy Improvement

- PGE210135: Water Infrastructure and System Efficiency
- PGE210139: SEI Energize Schools Program
- PGE21014: Commercial Energy Advisor
- PGE210143: Hospitality Program
- PGE21015: Commercial HVAC
- PGE21018: EnergySmart Grocer
- PGE21021: Industrial Calculated Incentives
- PGE210210: Industrial Recommissioning Program
- PGE210211: Light Industrial Energy Efficiency
- PGE210212: Compressed Air and Vacuum Optimization Program
- PGE210213: Small Petrochemical Energy Efficiency
- PGE21022: Industrial Deemed Incentives
- PGE21023: Industrial Continuous Energy Improvement
- PGE21024: Industrial Energy Advisor
- PGE21025: California Wastewater Process Optimization
- PGE21026: Energy Efficiency Services for Oil Production
- PGE21027: Heavy Industry Energy Efficiency Program
- PGE21029: Refinery Energy Efficiency Program
- PGE21030: Industrial Strategic Energy Management
- PGE21031: Agricultural Calculated Incentives
- PGE210311: Process Wastewater Treatment EM Pgm for Ag Food Processing
- PGE210312: Dairy and Winery Industry Efficiency Solutions
- PGE21032: Agricultural Deemed Incentives
- PGE21033: Agricultural Continuous Energy Improvement
- PGE21034: Agricultural Energy Advisor
- PGE21036: Industrial Refrigeration Performance Plus
- PGE21039: Comprehensive Food Process Audit & Resource Efficiency Pgm
- PGE21041: Primary Lighting
- PGE21042: Lighting Innovation
- PGE21043: Lighting Market Transformation
- PGE21051: Building Codes Advocacy
- PGE21052: Appliance Standards Advocacy
- PGE21053: Compliance Improvement
- PGE21054: Reach Codes
- PGE21055: Planning and Coordination
- PGE21056: Code Readiness
- PGE21057: National Codes and Standards Advocacy
- PGE21061: Technology Development Support
- PGE21062: Technology Assessments
- PGE21063: Technology Introduction Support
- PGE21071: Integrated Energy Education and Training
- PGE21072: Connections

- PGE21073: Strategic Planning
- PGE21076: Career and Workforce Readiness
- PGE21081: Statewide DSM Coordination & Integration
- PGE21091: On-Bill Financing (excludes Loan Pool)
- PGE210911: On-Bill Financing Alternative Pathway
- PGE21091LP: Financing Loan Pool Addition
- PGE21092: Third-Party Financing
- PGE21093: New Financing Offerings
- PGE2110011: California Community Colleges
- PGE2110012: University of California/California State University
- PGE2110013: State of California
- PGE2110014: Department of Corrections and Rehabilitation
- PGE2110051: Local Government Energy Action Resources (LGEAR)
- PGE2110052: Strategic Energy Resources
- PGE211007: Association of Monterey Bay Area Governments (AMBAG)
- PGE211009: East Bay
- PGE211010: Fresno
- PGE211011: Kern
- PGE211012: Madera
- PGE211013: Marin County
- PGE211014: Mendocino/Lake County
- PGE211015: Napa County
- PGE211016: Redwood Coast
- PGE211018: San Luis Obispo County
- PGE211019: San Mateo County
- PGE211020: Santa Barbara
- PGE211021: Sierra Nevada
- PGE211022: Sonoma County
- PGE211023: Silicon Valley
- PGE211024: San Francisco
- PGE211025: Savings by Design (SBD)
- PGE211026: North Valley
- PGE211027: Sutter Buttes
- PGE211028: Yolo
- PGE211029: Solano
- PGE211030: Northern San Joaquin Valley
- PGE211031: Valley Innovative Energy Watch (VIEW)
- PGE_3P_Ag: New 3P Placeholder - Agricultural
- PGE_3P_Com: New 3P Placeholder - Commercial
- PGE_3P_Ind: New 3P Placeholder - Industrial
- PGE_3P_Pub: New 3P Placeholder - Public
- PGE_3P_Pub_LGP: New 3P Placeholder - Public LGP

- PGE_3P_Res: New 3P Placeholder - Residential
- PGE_EMV: Evaluation Measurement and Verification
- PGE_ESA: Energy Savings Assistance
- PGE_ESPI: Energy Savings Performance Index
- PGE_SW_CSA_App: State Appliance Standards Advocacy
- PGE_SW_CSA_App_PA: State Appliance Standards Advocacy PA Costs
- PGE_SW_CSA_Bldg: State Building Codes Advocacy
- PGE_SW_CSA_Bldg_PA: State Building Codes Advocacy PA Costs
- PGE_SW_CSA_Natl: National Codes & Standards Advocacy
- PGE_SW_CSA_Natl_PA: National Codes & Standards Advocacy PA Costs
- PGE_SWMEO: Statewide Marketing Education and Outreach
- PGE_SW_NC_NonRes: New Construction Non-Residential
- PGE_SW_NC_NonRes_PA: New Construction Non-Residential PA Costs
- PGE_SW_NC_Res: New Construction Residential
- PGE_SW_NC_Res_PA: New Construction Residential PA Costs
- PGE_WATER: Water Energy Nexus

# Attachment 4

# Appendices

**PA Name:** Pacific Gas and Electric Company
**Budget Year:** 2020

| Table 1 -Bill Payer Impacts - Rates by Customer Class | | | | |
|---|---|---|---|---|
| | **Electric Average Rate (Res and Non-Res) $/kwh** | **Gas Average Rate (Res and Non-Res) $/therm** | **Total Average Bill Savings by Year ($)** | **Total Average Lifecycle Bill Savings ($)** |
| **Present Rates - System Average** | | | | |
| 2013 | $ 0.16088 | $ 1.18081 | $ 152,246,518 | $ 1,553,692,551 |
| 2014 | $ 0.16891 | $ 1.24800 | $ 161,566,746 | $ 1,557,176,408 |
| 2015 | $ 0.17094 | $ 1.50984 | $ 226,868,285 | $ 2,396,414,536 |
| 2016 | $ 0.18423 | $ 1.66679 | $ 263,727,662 | $ 2,670,876,906 |
| 2017 | $ 0.19092 | $ 1.59360 | $ 300,032,228 | $ 3,316,129,816 |
| 2018 | $ 0.19545 | $ 1.53810 | $ 296,725,167 | $ 3,461,239,273 |
| **2019** | $ 0.20701 | $ 1.57527 | $ 305,905,770 | $ 3,414,305,688 |

Notes:
1) Average first year electric bill savings is calculated by multiplying an average electric rate with first year net kWh energy savings.
2) Average first year gas bill savings is calculated by multiplying an average gas rate with first year net therm energy savings.
3) Total average first year bill savings is the sum of Notes 1 and 2.
4) Average lifecycle electric bill savings is calculated by multiplying an average electric rate with lifecycle net kWh energy savings.
5) Average lifecycle gas bill savings is calculated by multiplying an average gas rate with lifecycle net therm energy savings.
6) Total average lifecycle bill savings is the sum of Notes 4 and 5.
7) As of 7/1/2019, the bundles average electric rate is $0.20701 per kWh before the impact of the proposed EE programs
8) As of 8/1/2019, the bundled average gas rate is $1.547 per therm before the impact of EE programs.
9) Total Average Bill Savings by Year and Lifecycle Bill Savings include C&S net lifecycle savings and exclude ESA Programs.
10) Consistent with SPM TRC/PAC/RIM tests, all savings used from actuals and forecasts in this table are net not gross
11) All Bill Savings estimates values are based on energy savings from program year annual reports, except for 2019 which is based on the 2019 ABAL savings forecast.

**PA Name:** Pacific Gas and Electric Company
**Budget Year:** 2020

**Table 2a - Electric Bill Payer Impacts - Current and Proposed Revenues and Rates, Total and Energy Efficiency, by Customer Class**

| Customer Classes | 2018 Total Electric Annual Revenue $000 | 2018 Energy Efficiency Portion of Total Electric Annual Revenue $000 | 2019 Energy Efficiency Portion of Total Electric Annual Revenue $000 | 2020 Proposed Energy Efficiency Electric Annual Revenue Change $000 | 2020 Proposed Percentage Change In Electric Revenue and Rates | 2018 Electric Average Rate $/kwh | 2018 Energy Efficiency Portion of Electric Average Rate $/kwh | 2019 Electric Average Rate $/kwh | 2019 Energy Efficiency Portion of Electric Average Rate $/kwh | 2020 Proposed Electric Average Rate Change $/kwh | 2020 Proposed Percentage Change In Electric Revenue and Rates |
|---|---|---|---|---|---|---|---|---|---|---|---|
| Bundled [1] | | | | | | | | | | | |
| Residential | $ 3,696,533 | $ 92,173 | $ 73,572 | $ (33,455) | -45.47% | $ 0.20143 | $ 0.00502 | $ 0.21522 | $ 0.00488 | $ (0.00222) | -1.03% |
| Commercial - Small | $ 1,158,329 | $ 27,272 | $ 20,179 | $ (9,176) | -45.47% | $ 0.23599 | $ 0.00556 | $ 0.24953 | $ 0.00532 | $ (0.00242) | -0.97% |
| Medium | $ 1,052,459 | $ 22,671 | $ 14,730 | $ (6,698) | -45.47% | $ 0.21265 | $ 0.00458 | $ 0.22316 | $ 0.00434 | $ (0.00197) | -0.88% |
| Commercial - Large | $ 1,212,419 | $ 26,520 | $ 17,372 | $ (7,900) | -45.47% | $ 0.18398 | $ 0.00402 | $ 0.19801 | $ 0.00383 | $ (0.00174) | -0.88% |
| Streetlights | $ 40,736 | $ 964 | $ 720 | $ (328) | -45.47% | $ 0.23095 | $ 0.00546 | $ 0.25842 | $ 0.00522 | $ (0.00237) | -0.92% |
| Standby | $ 54,898 | $ 1,573 | $ 1,431 | $ (651) | -45.47% | $ 0.17169 | $ 0.00492 | $ 0.15881 | $ 0.00454 | $ (0.00207) | -1.30% |
| Agricultural | $ 1,060,387 | $ 21,161 | $ 18,001 | $ (8,185) | -45.47% | $ 0.20053 | $ 0.00400 | $ 0.21202 | $ 0.00388 | $ (0.00177) | -0.83% |
| Industrial | $ 1,103,039 | $ 21,209 | $ 17,662 | $ (8,031) | -45.47% | $ 0.14901 | $ 0.00287 | $ 0.15858 | $ 0.00272 | $ (0.00124) | -0.78% |
| Direct Access Service [2] | | | | | | | | | | | |
| Residential | $ 1,419,145 | $ 46,775 | $ 63,999 | $ (29,102) | -45.47% | $ 0.15239 | $ 0.00502 | $ 0.15968 | $ 0.00488 | $ (0.00222) | -1.39% |
| Commercial - Small | $ 467,366 | $ 16,878 | $ 23,561 | $ (10,714) | -45.47% | $ 0.15386 | $ 0.00556 | $ 0.15903 | $ 0.00532 | $ (0.00242) | -1.52% |
| Medium | $ 618,472 | $ 23,339 | $ 23,919 | $ (10,877) | -45.47% | $ 0.12139 | $ 0.00458 | $ 0.12799 | $ 0.00434 | $ (0.00197) | -1.54% |
| Commercial - Large | $ 550,058 | $ 24,659 | $ 34,856 | $ (15,850) | -45.47% | $ 0.08976 | $ 0.00402 | $ 0.10359 | $ 0.00383 | $ (0.00174) | -1.68% |
| Streetlights | $ 15,559 | $ 543 | $ 645 | $ (294) | -45.47% | $ 0.15663 | $ 0.00546 | $ 0.16670 | $ 0.00522 | $ (0.00237) | -1.42% |
| Standby | $ 167 | $ 3 | $ 159 | $ (72) | -45.47% | $ 0.24901 | $ 0.00492 | $ 0.15321 | $ 0.00454 | $ (0.00207) | -1.35% |
| Agricultural | $ 108,052 | $ 3,610 | $ 3,783 | $ (1,720) | -45.47% | $ 0.11978 | $ 0.00400 | $ 0.14988 | $ 0.00388 | $ (0.00177) | -1.18% |
| Industrial | $ 551,844 | $ 24,760 | $ 26,304 | $ (11,961) | -45.47% | $ 0.06437 | $ 0.00289 | $ 0.06828 | $ 0.00272 | $ (0.00124) | -1.82% |
| Departed Load | $ 33,917 | $ 6,718 | $ 6,360 | $ (2,892) | -45.47% | | $ 0.00319 | | $ 0.00302 | $ (0.00137) | |

Notes:

1) Customers who receive electric procurement as well as delivery service from PG&E.

2) Customers who purchase electricity from non-PG&E suppliers.

3) 2019 total revenue from July 1, 2019 Rate Change AL 5573-E

4) EE portion of 2019 revenue based on EE revenue requirement in rates (former PGC and proc EE) from 2018 Annual Electric True-up AL 5376-E-A

5) Allocation of 2020 EE RRQ is based on current allocation, per D.18-08-013

6) Proposed 2020 budget represents forecasted 2020 forecasted ABAL budget for PG&E and authorized 2019 ABAL budgets as placeholders for BayREN, 3C-REN, and MCE because the 2020 ABAL forecasted budgets for the RENs and MCE were not available in time for incorporation into PG&E's 2020 ABAL filing. If/when the REN and MCE 2020 ABAL budgets are approved, cost recovery for the REN and MCE budgets will be based on their approved 2020 ABAL budgets. The electric/gas split reflected for the 2020 proposed authorized 6udget is 69/31, based on PG&E's 2020 forecasted electric and gas benefits.

**Table 2b - Gas Bill Payer Impacts - Current and Proposed Revenues and Rates, Total and Energy Efficiency, by Customer Class**

| Customer Classes | 2018 Total Gas Annual Revenue $000 | 2018 Energy Efficiency Portion of Total Gas Annual Revenue $000 | 2019 Energy Efficiency Portion of Total Gas Annual Revenue $000 (3) | 2020 Proposed Energy Efficiency Gas Annual Revenue Change $000 (4)(5)(6) | 2020 Proposed Percentage Change In Gas Revenue and Rates (4)(5)(6) | 2018 Gas Average Rate $/therm | 2018 Energy Efficiency Portion of Gas Average Rate $/therm | 2019 Gas Average Rate $/therm | 2019 Energy Efficiency Portion of Gas Average Rate $/therm | 2020 Proposed Gas Average Rate Change $/therm (6) | 2020 Proposed Percentage Change In Gas Revenue and Rates (6) |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | | | | | |
| Core Retail Bundled [1] | | | | | | | | | | | |
| CARE | $ 2,200,970 | $ 42,047 | $ 41,681 | $ 9,971 | 0.442% | $ 1.5381 | $ 0.031 | $ 1.5753 | $ 0.030 | $ 0.0071 | 0.449% |
| Residential - CARE | $ 554,237 | $ 10,588 | $ 10,954 | $ 2,621 | 0.442% | $ 1.2216 | $ 0.031 | $ 1.2512 | $ 0.030 | $ 0.0071 | 0.566% |
| Commercial - Small | $ 590,929 | $ 4,003 | $ 4,003 | $ 958 | 0.161% | $ 1.0807 | $ 0.007 | $ 1.0837 | $ 0.007 | $ 0.0017 | 0.158% |
| Commercial - Large | $ 37,135 | $ 1,424 | $ 1,424 | $ 341 | 0.940% | $ 0.8282 | $ 0.032 | $ 0.8116 | $ 0.032 | $ 0.0076 | 0.942% |
| Natural Gas Vehicle | $ 19,573 | $ - | $ - | $ - | 0.000% | | | | | | |
| Only [2] | | | | | | | | | | | |
| CARE | $ 36,176 | $ 691 | $ 685 | $ 164 | 0.442% | $ 1.2195 | $ 0.031 | $ 1.2602 | $ 0.030 | $ 0.0071 | 0.562% |
| Residential - CARE | $ 9,110 | $ 174 | $ 180 | $ 43 | 0.442% | $ 0.9030 | $ 0.031 | $ 0.9362 | $ 0.030 | $ 0.0071 | 0.756% |
| Commercial - Small | $ 212,835 | $ 1,442 | $ 1,442 | $ 345 | 0.161% | $ 0.7784 | $ 0.007 | $ 0.7851 | $ 0.007 | $ 0.0017 | 0.218% |
| Commercial - Large | $ 18,493 | $ 709 | $ 709 | $ 170 | 0.940% | $ 0.5547 | $ 0.032 | $ 0.5418 | $ 0.032 | $ 0.0076 | 1.411% |
| Natural Gas Vehicle | $ - | $ - | $ - | $ - | | | | | | | |
| Only [2] | | | | | | | | | | | |
| Distribution | $ 89,882 | $ 1,824 | $ 1,824 | $ 436 | 0.468% | $ 0.3513 | $ 0.007 | $ 0.3634 | $ 0.0073 | $ 0.0017 | 0.481% |
| Transmission | $ 280,829 | $ 4,934 | $ 4,934 | $ 1,180 | 0.466% | $ 0.1990 | $ 0.003 | $ 0.1994 | $ 0.0030 | $ 0.0007 | 0.358% |
| Backbone | $ 811 | $ 40 | $ 40 | $ 10 | 1.182% | $ 0.0876 | $ 0.003 | $ 0.1054 | $ 0.0030 | $ 0.0007 | 0.677% |
| Electric Generation | $ 194,085 | | | | | | | | | | |
| Natural Gas Vehicle | $ 805 | | | | | | | | | | |
| Wholesale | $ 4,851 | | | | | | | | | | |
| Backbone and Storage | $ 230,866 | | | | | | | | | | |
| Total Annual Revenue Requirement | $ 4,481,587 | $ 67,877 | $ 67,877 | $ 16,238 | 0.359% | | | | | | |

Notes:

1) Customers who receive gas procurement as well as transportation service from PG&E. The 2018 procurement rate is based on the illustrative rate filed with the July 1, 2018 GHG Implementation (AL3985-G). The 2019 procurement rate is based on the illustrative rate filed with the August 1, 2019 GT&S Late Implementation

2) Customers who purchase gas from non-PG&E suppliers.

3) EE portion of 2019 revenue based on EE funding in rates (PPP-EE) from 2019 Gas PPP Surcharge AL 4037-G.

4) 2020 Proposed revenue and rate changes compare to total revenues and rates effective August 1, 2019 (GT&S Late Implementation Removal - Advice Letter 4123-G).

5) EE portion of 2020 revenue based on EE funding guidance adopted in D.18-05-041, Decision Addressing Energy Efficiency Business Plans.

6) Allocation of 2020 EE RRQ is based on current (2010 BCAP) allocation factors. As PG&E is currently awaiting a Final Decision on its 2019 GCAP, those allocation factors will be updated upon implementation of the 2019 GCAP, currently expected to be between February and May 2020.

7) Proposed 2020 budget represents forecasted 2020 forecasted ABAL budget for PG&E and authorized 2019 ABAL budgets as placeholders for BayREN, 3C-REN, and MCE because the 2020 ABAL forecasted budgets for the RENs and MCE were not available in time for incorporation into PG&E's 2020 ABAL filing. If/when the REN and MCE 2020 ABAL budgets are approved, cost recovery for the REN and MCE budgets will be based on their approved 2020 ABAL budgets. The electric/gas split reflected for the 2020 proposed authorized budget is 69/31, based on PG&E's 2020 forecasted electric and gas benefits.

**PA Name:** Pacific Gas and Electric Company
**Budget Year:** 2020

**Table 3 - Budget and Cost Recovery by Funding Source**

| | 2020 |
|---|---|
| 2020 EE Portfolio Budget [1] | $ 271,339,165 |
| Unspent/Uncommitted EM&V Carryover Funds from pre-2020 | $ - |
| Unspent/Uncommitted Program Carryover Funds from pre-2020 | $ 13,324,000 |
| **Total Funding Request for 2020 EE Portfolio** | **$ 258,015,165** |

**Budget by Funding Source**

| 2020 Authorized (Before Carryover) [1] | 2020 Budget | Allocation |
|---|---|---|
| Electric Procurement EE Funds | $ 187,224,024 | 69% |
| Gas PPP Surcharge Funds | $ 84,115,141 | 31% |
| **Total Funds** | **$ 271,339,165** | **100%** |

**Revenue Requirement for Cost Recovery by Funding Source**

| 2020 Authorized Funding in Rates (including estimated pre-2020 carryover) | 2020 Revenue Requirement | Allocation after Carryover adjustment |
|---|---|---|
| Electric Procurement EE Funds | $ 177,098,024 | 69% |
| Gas PPP Surcharge Funds | $ 80,917,141 | 31% |
| **Total Funds** | **$ 258,015,165** | **100%** |

**Estimated Unspent/Uncommitted Carryover Funds (in positive $ amonts)**

| Total Estimated Unspent/Uncommitted Funds | Electric PGC | Electric Procurement | Total Electric | Gas | Total |
|---|---|---|---|---|---|
| 2019 | $ - | $ 10,126,000 | $ 10,126,000 | $ 3,198,000 | $ 13,324,000 |
| 2018 | $ - | $ - | $ - | $ - | $ - |
| 2017 | $ - | $ - | $ - | $ - | $ - |
| 2016 | $ - | $ - | $ - | $ - | $ - |
| 2013-2015 | $ - | $ - | $ - | $ - | $ - |
| Pre-2013 | $ - | $ - | $ - | $ - | $ - |
| **Total Pre-2020** | **$ -** | **$ 10,126,000** | **$ 10,126,000** | **$ 3,198,000** | **$ 13,324,000** |

| EM&V Estimated Unspent/Uncommitted Funds | Electric PGC | Electric Procurement | Total Electric | Gas | Total |
|---|---|---|---|---|---|
| 2019 | $ - | $ - | $ - | $ - | $ - |
| 2018 | $ - | $ - | $ - | $ - | $ - |
| 2017 | $ - | $ - | $ - | $ - | $ - |
| 2016 | $ - | $ - | $ - | $ - | $ - |
| 2013-2015 | $ - | $ - | $ - | $ - | $ - |
| Pre-2013 | $ - | $ - | $ - | $ - | $ - |
| **Total Pre-2020** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** |

| Program Estimated Unspent/Uncommitted Funds | Electric PGC | Electric Procurement | Total Electric | Gas | Total |
|---|---|---|---|---|---|
| 2019 | $ - | $ 10,126,000 | $ 10,126,000 | $ 3,198,000 | $ 13,324,000 |
| 2018 | $ - | $ - | $ - | $ - | $ - |
| 2017 | $ - | $ - | $ - | $ - | $ - |
| 2016 | $ - | $ - | $ - | $ - | $ - |
| 2013-2015 | $ - | $ - | $ - | $ - | $ - |
| Pre-2013 | $ - | $ - | $ - | $ - | $ - |
| **Total Pre-2020** | **$ -** | **$ 10,126,000** | **$ 10,126,000** | **$ 3,198,000** | **$ 13,324,000** |

[1] Represents forecasted 2020 forecasted ABAL budget for PG&E and authorized 2019 ABAL budgets as placeholders for BayREN, 3C-REN, and MCE because the 2020 ABAL forecasted budgets for the RENs and MCE were not available in time for incorporation into PG&E's 2020 ABAL filing. If/when the REN and MCE 2020 ABAL budgets are approved, cost recovery for the REN and MCE budgets will be based on their approved 2020 ABAL budgets.

**PA Name: Pacific Gas and Electric Company**
**Budget Year: 2020**

**Table 4 – Budget, Spent, Unspent, Carryover Details**

| | | 2013-2015 Budget, Spent, Unspent and Carryover | | | | | | | | | 2016 Budget, Spent, Unspent and Carryover | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| New/Existing Program # | Main Program Name / Sub-Program Name | 2015 Authorized Budget | 2015 Total Budget with Commitments & Fundshifts [1] | 2015 Total Budget Spent [2] | Requested Carry Over of Pre-2013 Unspent Funds to 2016 [3] | 2013-2015 Unspent/Uncommited Funds Refunded or Transferred | 2013-2015 Commitments as of 12/31/15 [5] | 2013-2015 Unspent/Committed Funds, Carryover to 2017 [6] | 2013-2015 Cycle Expenditures Spent in 2016 | Pre-2016 Unspent/ Uncommitted Funds Available for 2017 offset [E-F+H-J-K] [7] | 2016 Authorized Budget | 2016 Fundshifts | 2016 Total Budget with Commitments & Fundshifts (G+J+M+N) |
| **PGE2100** | **Residential Energy Efficiency Programs Total** | **$ 61,794,379** | **$ 83,984,802** | **$ 83,984,802** | **$ 4,475,456** | **$ -** | **$ 12,029,803** | **$ -** | **$ (122,295)** | **$ 122,295** | **$ 61,794,379** | **$ 11,336,407** | **$ 77,606,242** |
| PGE21001 | Residential Energy Advisor | $ 13,531,293 | $ 23,635,570 | $ 23,635,570 | | | $ - | | | $ 0 | $ 13,531,293 | $ 2,500,000 | $ 16,031,293 |
| PGE21002 | Residential Energy Efficiency | $ 18,990,738 | $ 18,858,757 | $ 18,858,757 | | | $ - | | | $ 0 | $ 18,990,738 | $ - | $ 18,990,738 |
| PGE21003 | Multifamily Energy Efficiency | $ 1,839,507 | $ 1,522,581 | $ 1,522,581 | | | $ - | | | $ 0 | $ 1,839,507 | $ - | $ 1,839,507 |
| PGE21004 | Energy Upgrade California | $ 13,998,809 | $ 20,967,951 | $ 20,967,951 | $ 322,330 | | $ 322,330 | | $ (86,905) | $ 86,905 | $ 13,998,809 | $ 7,936,407 | $ 22,257,546 |
| PGE21005 | Residential New Construction | $ 3,958,299 | $ 5,830,541 | $ 5,830,541 | $ 4,000,000 | | $ 11,554,347 | | | $ - | $ 3,958,299 | $ 500,000 | $ 8,458,299 |
| PGE21006 | Residential HVAC | $ 9,475,734 | $ 13,169,401 | $ 13,169,401 | $ 153,126 | | $ 153,126 | | $ (35,390) | $ 35,390 | $ 9,475,734 | $ 400,000 | $ 10,028,860 |
| PGE210010 | Pay for Performance Pilot | $ - | $ - | $ - | | | $ - | | | $ - | $ - | $ - | $ - |
| PGE_SW_NC_Res | SW Placeholder - NC Res | | | | | | | | | | | | |
| PGE_SW_NC_Res_PA | SW Placeholder - NC Res - PA Costs | | | | | | | | | | | | |
| **PGE2101** | **Commercial Programs Total** | **$ 79,040,928** | **$ 84,797,377** | **$ 84,797,377** | **$ 7,082,579** | **$ -** | **$ 25,608,086** | **$ -** | **$ -** | **$ -** | **$ 79,040,928** | **$ 20,850,000** | **$ 106,973,507** |
| PGE21011 | Commercial Calculated Incentives | $ 25,132,514 | $ 24,103,034 | $ 24,440,383 | $ 6,682,579 | | $ 11,732,639 | | | $ (337,349) | $ 25,132,514 | $ - | $ 31,815,093 |
| PGE211025 | Savings by Design (SBD) | $ 10,237,119 | $ 10,382,091 | $ 10,533,625 | $ 400,000 | | $ 13,821,821 | | | $ (151,535) | $ 10,237,119 | $ - | $ 10,637,119 |
| PGE21012 | Commercial Deemed Incentives | $ 18,922,890 | $ 23,144,357 | $ 23,786,931 | | | $ 3,588 | | | $ (642,575) | $ 18,922,890 | $ 20,850,000 | $ 39,772,890 |
| PGE21013 | Commercial Continuous Energy Improvement | $ 491,754 | $ 785,604 | $ 1,126,045 | | | $ - | | | $ (340,441) | $ 491,754 | $ - | $ 491,754 |
| PGE21014 | Commercial Energy Advisor | $ 5,979,427 | $ 5,508,948 | $ 6,107,525 | | | $ - | | | $ (598,577) | $ 5,979,427 | $ - | $ 5,979,427 |
| PGE21015 | Commercial HVAC | $ 18,277,223 | $ 20,873,344 | $ 18,802,867 | | | $ 50,038 | | | $ 2,070,476 | $ 18,277,223 | $ - | $ 18,277,223 |
| PGE_SW_NC_NonRes | SW Placeholder - NC NonRes | | | | | | | | | | | | |
| PGE_SW_NC_NonRes_PA | SW Placeholder - NC NonRes - PA Costs | | | | | | | | | | | | |
| **PGE2103** | **Agricultural Programs Total** | **$ 18,823,008** | **$ 18,553,570** | **$ 18,553,570** | **$ -** | **$ -** | **$ 2,873,652** | **$ -** | **$ -** | **$ 0** | **$ 18,823,008** | **$ -** | **$ 18,823,008** |
| PGE21031 | Agricultural Calculated Incentives | $ 10,240,375 | $ 9,443,466 | $ 8,304,778 | $ - | | $ 2,873,652 | | | $ 1,138,687 | $ 10,240,375 | $ - | $ 10,240,375 |
| PGE21032 | Agricultural Deemed Incentives | $ 3,815,997 | $ 2,629,376 | $ 4,804,403 | | | $ - | | | $ (2,175,027) | $ 3,815,997 | $ - | $ 3,815,997 |
| PGE21033 | Agricultural Continuous Energy Improvement | $ 506,988 | $ 1,034,505 | $ 164,253 | | | $ - | | | $ 870,252 | $ 506,988 | $ - | $ 506,988 |
| PGE21034 | Agricultural Energy Advisor | $ 4,259,648 | $ 5,446,223 | $ 5,280,136 | | | $ - | | | $ 166,087 | $ 4,259,648 | $ - | $ 4,259,648 |
| **PGE2102** | **Industrial Programs Total** | **$ 11,938,780** | **$ 14,896,434** | **$ 12,571,310** | **$ 1,000,000** | **$ -** | **$ 15,646,040** | **$ -** | **$ -** | **$ 2,325,124** | **$ 11,938,780** | **$ -** | **$ 12,938,780** |
| PGE21021 | Industrial Calculated Incentives | $ 8,712,285 | $ 10,052,601 | $ 9,520,724 | $ 1,000,000 | | $ 15,646,040 | | | $ 531,877 | $ 8,712,285 | $ - | $ 9,712,285 |
| PGE21022 | Industrial Deemed Incentives | $ 794,316 | $ (770) | $ 1,275,032 | | | $ - | | | $ (1,275,802) | $ 794,316 | $ - | $ 794,316 |
| PGE21023 | Industrial Continuous Energy Improvement | $ 226,407 | $ 806,463 | $ 498,997 | | | $ - | | | $ 307,466 | $ 226,407 | $ - | $ 226,407 |
| PGE21024 | Industrial Energy Advisor | $ 2,205,773 | $ 4,038,139 | $ 1,276,557 | | | $ - | | | $ 2,761,583 | $ 2,205,773 | $ - | $ 2,205,773 |
| PGE21030 | Industrial Strategic Energy Management | $ - | $ - | $ - | | | $ - | | | $ - | $ - | $ - | $ - |
| **PGE2104** | **Lighting Programs Total** | **$ 13,551,559** | **$ 13,998,772** | **$ 11,882,102** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ 2,116,670** | **$ 13,551,559** | **$ (700,000)** | **$ 12,851,559** |
| PGE21041 | Primary Lighting | $ 11,188,130 | $ 12,981,250 | $ 10,718,482 | | | $ - | | | $ 2,262,768 | $ 11,188,130 | $ - | $ 11,188,130 |
| PGE21042 | Lighting Innovation | $ 1,692,692 | $ (650,415) | $ 912,958 | | | $ - | | | $ (1,563,373) | $ 1,692,692 | $ (700,000) | $ 992,692 |
| PGE21043 | Lighting Market Transformation | $ 670,738 | $ 1,667,938 | $ 250,663 | | | $ - | | | $ 1,417,275 | $ 670,738 | $ - | $ 670,738 |
| **PGE2105** | **Codes & Standards Programs Total** | **$ 15,335,248** | **$ 15,386,387** | **$ 12,781,513** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ 2,604,873** | **$ 15,335,248** | **$ 279,921** | **$ 15,615,169** |
| PGE21051 | Building Codes Advocacy | $ 4,482,917 | $ 8,202,476 | $ 3,296,640 | | | $ - | | | $ 4,905,837 | $ 4,482,917 | $ - | $ 4,482,917 |
| PGE21052 | Appliance Standards Advocacy | $ 4,407,361 | $ 3,298,213 | $ 5,129,082 | | | $ - | | | $ (1,830,869) | $ 4,407,361 | $ 279,921 | $ 4,687,282 |
| PGE21053 | Compliance Improvement | $ 3,870,071 | $ 952,088 | $ 2,776,489 | | | $ - | | | $ (1,824,401) | $ 3,870,071 | $ - | $ 3,870,071 |
| PGE21054 | Reach Codes | $ 1,429,957 | $ 1,740,210 | $ 669,053 | | | $ - | | | $ 1,071,157 | $ 1,429,957 | $ - | $ 1,429,957 |
| PGE21055 | Planning and Coordination | $ 1,144,942 | $ 1,193,401 | $ 910,251 | | | $ - | | | $ 283,150 | $ 1,144,942 | $ - | $ 1,144,942 |
| PGE21056 | Code Readiness | $ - | $ - | $ - | | | $ - | | | $ - | $ - | $ - | $ - |
| PGE21057 | National Codes & Standards Advocacy | $ - | $ - | $ - | | | $ - | | | $ - | $ - | $ - | $ - |
| PGE_SW_CSA_App | SW Placeholder - C&S Appliances | | | | | | | | | | | | |
| PGE_SW_CSA_Bldg | SW Placeholder - C&S Building | | | | | | | | | | | | |
| PGE_SW_CSA_Natl | SW Placeholder - C&S National | | | | | | | | | | | | |
| PGE_SW_CSA_App_PA | SW Placeholder - C&S Appliances - PA Costs | | | | | | | | | | | | |
| PGE_SW_CSA_Bldg_PA | SW Placeholder - C&S Building - PA Costs | | | | | | | | | | | | |
| PGE_SW_CSA_Natl_PA | SW Placeholder - C&S National - PA Costs | | | | | | | | | | | | |

**Table 4 – Budget, Spent, Unspent, Carryover Details**

| | | 2013-2015 Budget, Spent, Unspent and Carryover | | | | | | | | | 2016 Budget, Spent, Unspent and Carryover | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| New/Existing Program # | Main Program Name / Sub-Program Name | 2015 Authorized Budget | 2015 Total Budget with Commitments & Fundshifts [1] | 2015 Total Budget Spent [2] | Requested Carry Over of Pre-2013 Unspent Funds to 2016 [3] | 2013-2015 Unspent/Uncommited Funds Refunded or Transferred | 2013-2015 Commitments as of 12/31/15 [5] | 2013-2015 Unspent/Committed Funds, Carryover to 2017 [6] | 2013-2015 Cycle Expenditures Spent in 2016 | Pre-2016 Unspent/ Uncommitted Funds Available for 2017 offset [E-F+H-J-K] [7] | 2016 Authorized Budget | 2016 Fundshifts | 2016 Total Budget with Commitments & Fundshifts (G+J+M+N) |
| **PGE2106** | **Emerging Technologies Programs Total** | **$ 6,292,077** | **$ 11,281,370** | **$ 7,997,027** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ 3,284,343** | **$ 6,292,077** | **$ -** | **$ 6,292,077** |
| PGE21061 | Technology Development Support | $ 452,119 | $ 391,364 | $ 1,220,896 | | | $ - | | | $ (829,532) | $ 452,119 | $ - | $ 452,119 |
| PGE21062 | Technology Assessments | $ 3,073,632 | $ 4,783,957 | $ 3,214,618 | | | $ - | | | $ 1,569,339 | $ 3,073,632 | $ - | $ 3,073,632 |
| PGE21063 | Technology Introduction Support | $ 2,766,325 | $ 6,106,050 | $ 3,561,513 | | | $ - | | | $ 2,544,536 | $ 2,766,325 | $ - | $ 2,766,325 |
| **PGE2107** | **Workforce Education & Training Programs Total** | **$ 12,561,342** | **$ 13,706,885** | **$ 10,853,110** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ 2,853,775** | **$ 12,561,342** | **$ (1,666,431)** | **$ 10,894,911** |
| PGE21071 | Integrated Energy Education and Training | $ 9,721,801 | $ 10,846,380 | $ 7,934,272 | | | $ - | | | $ 2,912,108 | $ 9,721,801 | $ (823,631) | $ 8,898,170 |
| PGE21072 | Connections | $ 2,150,604 | $ 2,250,472 | $ 2,094,267 | | | $ - | | | $ 156,205 | $ 2,150,604 | $ (808,292) | $ 1,342,312 |
| PGE21073 | Strategic Planning | $ 688,937 | $ 610,033 | $ 824,571 | | | $ - | | | $ (214,539) | $ 688,937 | $ (34,508) | $ 654,429 |
| PGE21076 | Career and Workforce Readiness | $ - | $ - | $ - | | | $ - | | | $ - | $ - | $ - | $ - |
| **PGE2108** | **Statewide DSM Coordination & Integration Program Total** | **$ 714,617** | **$ 1,105,405** | **$ (16,299)** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ 1,121,704** | **$ 714,617** | **$ -** | **$ 714,617** |
| PGE21081 | Statewide DSM Coordination & Integration | $ 714,617 | $ 1,105,405 | $ (16,299) | | | $ - | | | $ 1,121,704 | $ 714,617 | $ - | $ 714,617 |
| **PGE2109** | **Financing Programs Total** | **$ 5,568,714** | **$ 37,954,871** | **$ 8,205,515** | **$ -** | **$ (14,048,074)** | **$ -** | **$ 8,396,816** | **$ 3,254,387** | **$ 4,050,079** | **$ 5,568,714** | **$ (810,824)** | **$ 13,154,706** |
| PGE21091 | On-Bill Financing (excludes Loan Pool) | $ 3,537,010 | $ 3,913,046 | $ 4,010,097 | | | | | | $ (97,051) | $ 3,537,010 | $ - | $ 3,537,010 |
| PGE21092 | Third-Party Financing | $ 2,031,703 | $ 5,538,183 | $ 1,391,053 | | | $ - | | | $ 4,147,130 | $ 2,031,703 | $ (810,824) | $ 1,220,879 |
| PGE21093 | New Financing Offerings [9] | $ - | $ 28,503,642 | $ 2,804,365 | | $ (14,048,074) | $ - | $ 8,396,816 | $ 3,254,387 | $ - | $ - | $ - | $ 8,396,816 |
| PGE210911 | On Bill Financing Alternative Pathway | $ - | $ - | $ - | | | $ - | | | $ - | $ - | $ - | $ - |
| | **Third-Party Programs (Competitvely Bid) Tota** | **$ 90,906,191** | **$ 99,373,101** | **$ 81,475,468** | **$ -** | **$ -** | **$ 30,322,790** | **$ -** | **$ (105,704)** | **$ 18,003,336** | **$ 90,906,191** | **$(16,092,119)** | **$ 74,814,071** |
| **PGE2100** | **Residential Third Party Programs SubTotal** | **$ 10,188,301** | **$ 9,282,160** | **$ 9,596,381** | **$ -** | **$ -** | **$ -** | **$ -** | **$ (105,704)** | **$ (208,517)** | **$ 10,188,301** | **$ (1,945,117)** | **$ 8,243,184** |
| PGE21007 | California New Homes Multifamily | $ 3,801,408 | $ 3,754,223 | $ 2,289,801 | | | $ - | | | $ 1,464,422 | $ 3,801,408 | $ (1,945,117) | $ 1,856,291 |
| PGE21008 | Enhance Time Delay Relay | $ 2,061,601 | $ 1,674,330 | $ 2,274,467 | | | $ - | | | $ (600,137) | $ 2,061,601 | $ - | $ 2,061,601 |
| PGE21009 | Direct Install for Manufactured and Mobile Homes | $ 4,325,292 | $ 3,750,358 | $ 5,018,394 | | | $ - | | $ (105,704) | $ (1,162,332) | $ 4,325,292 | $ - | $ 4,325,292 |
| PGE210132 | RSG The Smarter Water Heater | $ - | $ 103,249 | $ 13,719 | | | $ - | | | $ 89,531 | $ - | $ - | $ - |
| PGE210011 | Residential Energy Fitness Program | $ - | $ - | $ - | | | $ - | | | $ - | $ - | $ - | $ - |
| PGE_3P_Res | 3P Placeholder - Res | | | | | | | | | | | | |
| **PGE2101** | **Commercial Third Party Programs SubTotal** | **$ 51,591,182** | **$ 45,943,193** | **$ 36,508,743** | **$ -** | **$ -** | **$ 793,249** | **$ -** | **$ -** | **$ 9,434,450** | **$ 51,591,182** | **$(14,147,002)** | **$ 37,444,179** |
| PGE210110 | Monitoring-Based Persistence Commissioning | $ - | $ (731,790) | $ (555) | | | $ - | | | $ (731,236) | $ - | $ - | $ - |
| PGE210111 | LodgingSavers | $ 5,044,780 | $ 1,788,544 | $ 6,031,971 | | | $ - | | | $ (4,243,427) | $ 5,044,780 | $ - | $ 5,044,780 |
| PGE210112 | School Energy Efficiency | $ 3,421,431 | $ 3,507,961 | $ 3,653,297 | | | $ 457,173 | | | $ (145,336) | $ 3,421,431 | $ - | $ 3,421,431 |
| PGE210113 | Energy Fitness Program | $ 2,940,737 | $ 3,698,416 | $ 871,914 | | | $ - | | | $ 2,826,501 | $ 2,940,737 | $ (2,295,212) | $ 645,525 |
| PGE210114 | Energy Savers | $ 1,329,057 | $ 1,100,704 | $ 336,521 | | | $ - | | | $ 764,183 | $ 1,329,057 | $ (1,019,905) | $ 309,153 |
| PGE210115 | RightLights | $ 5,211,807 | $ 5,185,416 | $ 1,230,837 | | | $ - | | | $ 3,954,579 | $ 5,211,807 | $ (4,030,253) | $ 1,181,553 |
| PGE210116 | Small Business Commercial Comprehensive | $ - | $ 2,997,504 | $ (16,070) | | | $ - | | | $ 3,013,574 | $ - | $ - | $ - |
| PGE210117 | Energy-Efficient Parking Garage | $ - | $ 552,404 | $ (9,831) | | | $ - | | | $ 562,235 | $ - | $ - | $ - |
| PGE210118 | Retail Energy Efficiency | $ 1,414,293 | $ (439,517) | $ 2,169,000 | | | $ - | | | $ (2,608,517) | $ 1,414,293 | $ - | $ 1,414,293 |
| PGE210119 | LED Accelerator | $ 2,458,594 | $ (648,152) | $ 4,099,974 | | | $ - | | | $ (4,748,125) | $ 2,458,594 | $ - | $ 2,458,594 |
| PGE210120 | Monitoring-Based Commissioning | $ - | $ 81,414 | $ 48,111 | | | $ - | | | $ 33,303 | $ - | $ - | $ - |
| PGE210122 | Casino Green | $ 1,564,647 | $ 1,680,451 | $ 949,805 | | | $ - | | | $ 730,646 | $ 1,564,647 | $ - | $ 1,564,647 |
| PGE210123 | Healthcare Energy Efficiency Program | $ 1,189,849 | $ 1,274,107 | $ 441,363 | | | $ 37,567 | | | $ 832,744 | $ 1,189,849 | $ - | $ 1,189,849 |
| PGE210124 | Ozone Laundry Energy Efficiency | $ - | $ 714,953 | $ (2,216) | | | $ - | | | $ 717,169 | $ - | $ - | $ - |
| PGE210125 | California Preschool Energy Efficiency Program | $ - | $ 833,294 | $ (2,506) | | | $ - | | | $ 835,801 | $ - | $ - | $ - |
| PGE210126 | K-12 Private Schools and Colleges Audit Retro | $ 1,844,726 | $ 1,655,196 | $ 1,079,552 | | | $ - | | | $ 575,644 | $ 1,844,726 | $ - | $ 1,844,726 |
| PGE210127 | Innovative Designs for Energy Efficiency Approaches (IDEEA) | $ 11,844,521 | $ 2,744,592 | $ 25,320 | | | $ - | | | $ 2,719,272 | $ 11,844,521 | $ (1,572,398) | $ 10,272,122 |
| PGE210128 | Enovity SMART | $ - | $ 1,048,790 | $ 1,644,827 | | | $ 3,940 | | | $ (596,037) | $ - | $ - | $ - |
| PGE210129 | Nexant AERCx | $ - | $ 1,590,139 | $ 504,317 | | | $ - | | | $ 1,085,822 | $ - | $ - | $ - |
| PGE210130 | CLEAResult AERCx | $ - | $ 1,112,781 | $ 681,424 | | | $ - | | | $ 431,356 | $ - | $ - | $ - |
| PGE210131 | PECI AERCx | $ - | $ 510,892 | $ 483,003 | | | $ - | | | $ 27,889 | $ - | $ - | $ - |
| PGE210136 | McKinstry Laboratory Fume Hoods | $ - | $ 510,494 | $ 603,373 | | | $ - | | | $ (92,879) | $ - | $ - | $ - |
| PGE210137 | Waypoint Commercial Outreach | $ - | $ 313,678 | $ 864,820 | | | $ - | | | $ (551,142) | $ - | $ - | $ - |
| PGE210138 | Data Center Air Flow and Temp Optimization | $ - | $ 278,436 | $ 206,590 | | | $ - | | | $ 71,846 | $ - | $ - | $ - |

**Table 4 – Budget, Spent, Unspent, Carryover Details**

| | | 2013-2015 Budget, Spent, Unspent and Carryover | | | | | | | | | 2016 Budget, Spent, Unspent and Carryover | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| New/Existing Program # | Main Program Name / Sub-Program Name | 2015 Authorized Budget | 2015 Total Budget with Commitments & Fundshifts [1] | 2015 Total Budget Spent [2] | Requested Carry Over of Pre-2013 Unspent Funds to 2016 [3] | 2013-2015 Unspent/Uncommited Funds Refunded or Transferred | 2013-2015 Commitments as of 12/31/15 [5] | 2013-2015 Unspent/Committed Funds, Carryover to 2017 [6] | 2013-2015 Cycle Expenditures Spent in 2016 | Pre-2016 Unspent/ Uncommitted Funds Available for 2017 offset [E-F+H-J-K] [7] | 2016 Authorized Budget | 2016 Fundshifts | 2016 Total Budget with Commitments & Fundshifts (G+J+M+N) |
| PGE210139 | SEI Energize Schools Program | $ - | $ (5,322) | $ 537,061 | | | $ - | | | $ (542,383) | $ - | $ - | $ - |
| PGE210140 | Mazzetti Dynamic Gas Scavenging System | $ - | $ 177,533 | $ 33,092 | | | $ - | | | $ 144,441 | $ - | $ - | $ - |
| PGE210141 | Lincus Commercial Mid-Market Program | $ - | $ 333,645 | $ 835,586 | | | $ - | | | $ (501,941) | $ - | $ - | $ - |
| PGE210143 | Hospitality Program | $ - | $ - | $ - | | | $ - | | | $ - | $ - | $ (2,049,313) | $ (2,049,313) |
| PGE21016 | Air Care Plus | $ 3,784,067 | $ 6,155,564 | $ 2,312,688 | | | $ - | | | $ 3,842,877 | $ 3,784,067 | $ (3,179,921) | $ 604,146 |
| PGE21017 | Boiler Energy Efficiency Program | $ 2,086,213 | $ 1,896,072 | $ 916,103 | | | $ 294,569 | | | $ 979,970 | $ 2,086,213 | $ - | $ 2,086,213 |
| PGE21018 | EnergySmart Grocer | $ 7,456,460 | $ 5,552,209 | $ 5,896,030 | | | $ - | | | $ (343,822) | $ 7,456,460 | $ - | $ 7,456,460 |
| PGE21019 | Enhanced Automation Initiative | $ - | $ 472,786 | $ 83,344 | | | $ - | | | $ 389,442 | $ - | $ - | $ - |
| PGE_3P_Com | 3P Placeholder - Com | | | | | | | | | | | | |
| **PGE2103** | **Agricultural Third Party Programs SubTotal** | **$ 8,227,091** | **$ 10,018,743** | **$ 11,457,071** | **$ -** | **$ -** | **$ 2,118,541** | **$ -** | **$ -** | **$ (1,438,328)** | **$ 8,227,091** | **$ -** | **$ 8,227,091** |
| PGE210310 | Dairy Industry Resource Advantage Pgm | $ 1,480,754 | $ (209,110) | $ 2,298,717 | | | $ 747,830 | | | $ (2,507,828) | $ 1,480,754 | $ - | $ 1,480,754 |
| PGE210311 | Process Wastewater Treatment EM Pgm for Ag Food Processing | $ 1,065,359 | $ 963,909 | $ 752,412 | | | $ 496,655 | | | $ 211,497 | $ 1,065,359 | $ - | $ 1,065,359 |
| PGE210312 | Dairy and Winery Industry Efficiency Solutions | $ - | $ - | $ - | | | $ - | | | $ - | $ - | $ - | $ - |
| PGE210133 | Staples Low Pressure Irrigation DI | $ - | $ 1,155,851 | $ 1,250,631 | | | $ - | | | $ (94,779) | $ - | $ - | $ - |
| PGE21035 | Dairy Energy Efficiency Program | $ 472,638 | $ 562,401 | $ 467,690 | | | $ - | | | $ 94,710 | $ 472,638 | $ - | $ 472,638 |
| PGE21036 | Industrial Refrigeration Performance Plus | $ 1,419,916 | $ 2,135,688 | $ 992,145 | | | $ 399,735 | | | $ 1,143,543 | $ 1,419,916 | $ - | $ 1,419,916 |
| PGE21037 | Light Exchange Program | $ 1,046,700 | $ 819,308 | $ 578,448 | | | $ - | | | $ 240,859 | $ 1,046,700 | $ - | $ 1,046,700 |
| PGE21038 | Wine Industry Efficiency Solutions | $ 1,677,221 | $ 2,486,505 | $ 2,084,509 | | | $ 474,322 | | | $ 401,996 | $ 1,677,221 | $ - | $ 1,677,221 |
| PGE21039 | Comprehensive Food Process Audit & Resource Efficiency Pgm | $ 1,064,504 | $ 2,104,192 | $ 3,032,519 | | | $ - | | | $ (928,327) | $ 1,064,504 | $ - | $ 1,064,504 |
| PGE_3P_Ag | 3P Placeholder - Ag | | | | | | | | | | | | |
| **PGE2102** | **Industrial Third Party Programs SubTotal** | **$ 20,899,617** | **$ 34,351,982** | **$ 23,630,116** | **$ -** | **$ -** | **$ 27,411,000** | **$ -** | **$ -** | **$ 10,721,867** | **$ 20,899,617** | **$ -** | **$ 20,899,617** |
| PGE210210 | Industrial Recommissioning Program | $ 1,372,850 | $ 3,071,471 | $ 1,335,323 | | | $ 1,373,897 | | | $ 1,736,148 | $ 1,372,850 | $ - | $ 1,372,850 |
| PGE210211 | Light Industrial Energy Efficiency | $ - | $ - | $ - | | | $ - | | | $ - | $ - | $ - | $ - |
| PGE210212 | Compressed Air and Vacuum Optimization | $ - | $ - | $ - | | | $ - | | | $ - | $ - | $ - | $ - |
| PGE210213 | Small Petrochemical Energy Efficiency | $ - | $ - | $ - | | | $ - | | | $ - | $ - | $ - | $ - |
| PGE21025 | California Wastewater Process Optimization | $ 995,518 | $ 1,238,167 | $ 595,695 | | | $ 253,266 | | | $ 642,472 | $ 995,518 | $ - | $ 995,518 |
| PGE21026 | Energy Efficiency Services for Oil Production | $ 4,475,267 | $ 6,259,122 | $ 3,234,535 | | | $ 2,273,622 | | | $ 3,024,586 | $ 4,475,267 | $ - | $ 4,475,267 |
| PGE21027 | Heavy Industry Energy Efficiency Program | $ 11,067,518 | $ 15,001,729 | $ 13,037,517 | | | $ 14,709,712 | | | $ 1,964,212 | $ 11,067,518 | $ - | $ 11,067,518 |
| PGE21028 | Industrial Compressed Air Program | $ 1,678,196 | $ 1,070,652 | $ 376,427 | | | $ 201,081 | | | $ 694,225 | $ 1,678,196 | $ - | $ 1,678,196 |
| PGE21029 | Refinery Energy Efficiency Program | $ 1,310,269 | $ 6,414,950 | $ 2,090,205 | | | $ 8,589,844 | | | $ 4,324,745 | $ 1,310,269 | $ - | $ 1,310,269 |
| PGE210135 | Water Infrastructure and System Efficiency | $ - | $ 583,483 | $ 2,828,643 | | | $ 9,577 | | | $ (2,245,159) | $ - | $ - | $ - |
| PGE210142 | Ameresco Intelligent Energy Efficiency | $ - | $ 712,408 | $ 131,771 | | | $ - | | | $ 580,638 | $ - | $ - | $ - |
| PGE_3P_Ind | 3P Placeholder - Ind | | | | | | | | | | | | |
| **PGE2107** | **Workforce Education & Training Third Party Programs SubTotal** | **$ -** | **$ (222,977)** | **$ 283,158** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ (506,135)** | **$ -** | **$ -** | **$ -** |
| PGE21074 | Builder Energy Code Training | $ - | $ (81,650) | $ 11,523 | | | $ - | | | $ (93,173) | $ - | $ - | $ - |
| PGE21075 | Green Building Technical Support Services | $ - | $ (205,549) | $ 4,699 | | | $ - | | | $ (210,248) | $ - | $ - | $ - |
| PGE210134 | Bridges to Energy Sector Opportunities | $ - | $ 64,221 | $ 266,936 | | | $ - | | | $ (202,714) | $ - | $ - | $ - |
| **PGE2110** | **Government Partnership Programs Total** | **$ 72,321,914** | **$ 78,908,455** | **$ 68,224,688** | **$ -** | **$ -** | **$ 9,189,905** | **$ -** | **$ -** | **$ 10,683,768** | **$ 72,321,914** | **$ (3,296,953)** | **$ 69,024,961** |
| PGE2110011 | California Community Colleges | $ 3,495,392 | $ 2,959,452 | $ 2,450,565 | | | $ 2,127,113 | | | $ 508,887 | $ 3,495,392 | $ - | $ 3,495,392 |
| PGE2110012 | University of California/California State University | $ 11,801,373 | $ 11,156,606 | $ 5,666,056 | | | $ 5,998,323 | | | $ 5,490,550 | $ 11,801,373 | $ (3,296,953) | $ 8,504,419 |
| PGE2110013 | State of California | $ 1,423,968 | $ 4,447,501 | $ 446,349 | | | $ 365,262 | | | $ 4,001,152 | $ 1,423,968 | $ - | $ 1,423,968 |
| PGE2110014 | Department of Corrections and Rehabilitation | $ 3,199,909 | $ 4,309,041 | $ 357,993 | | | $ 510,033 | | | $ 3,951,048 | $ 3,199,909 | $ - | $ 3,199,909 |

**Table 4 – Budget, Spent, Unspent, Carryover Details**

| | | 2013-2015 Budget, Spent, Unspent and Carryover | | | | | | | | | 2016 Budget, Spent, Unspent and Carryover | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| New/Existing Program # | Main Program Name / Sub-Program Name | 2015 Authorized Budget | 2015 Total Budget with Commitments & Fundshifts [1] | 2015 Total Budget Spent [2] | Requested Carry Over of Pre-2013 Unspent Funds to 2016 [3] | 2013-2015 Unspent/Uncommited Funds Refunded or Transferred | 2013-2015 Commitments as of 12/31/15 [5] | 2013-2015 Unspent/Committed Funds, Carryover to 2017 [6] | 2013-2015 Cycle Expenditures Spent in 2016 | Pre-2016 Unspent/ Uncommitted Funds Available for 2017 offset [E-F+H-J-K] [7] | 2016 Authorized Budget | 2016 Fundshifts | 2016 Total Budget with Commitments & Fundshifts (G+J+M+N) |
| PGE2110051 | Local Government Energy Action Resources (LGEAR) | $ 5,500,535 | $ 5,079,566 | $ 10,810,840 | | | $ - | | | $ (5,731,275) | $ 5,500,535 | $ - | $ 5,500,535 |
| PGE2110052 | Strategic Energy Resources | $ 2,764,003 | $ (6,527,308) | $ 7,508,767 | | | $ - | | | $ (14,036,074) | $ 2,764,003 | $ - | $ 2,764,003 |
| PGE211007 | Association of Monterey Bay Area Governments (AMBAG) | $ 3,581,301 | $ 3,173,251 | $ 4,213,849 | | | $ 103,697 | | | $ (1,040,598) | $ 3,581,301 | $ - | $ 3,581,301 |
| PGE211009 | East Bay | $ 9,262,008 | $ 11,273,322 | $ 6,720,458 | | | $ - | | | $ 4,552,865 | $ 9,262,008 | $ - | $ 9,262,008 |
| PGE211010 | Fresno | $ 3,846,492 | $ 7,730,350 | $ 3,130,833 | | | $ - | | | $ 4,599,517 | $ 3,846,492 | $ - | $ 3,846,492 |
| PGE211011 | Kern | $ 3,194,412 | $ 4,669,107 | $ 2,811,185 | | | $ 8,692 | | | $ 1,857,922 | $ 3,194,412 | $ - | $ 3,194,412 |
| PGE211012 | Madera | $ 445,314 | $ 851,041 | $ 436,007 | | | $ - | | | $ 415,034 | $ 445,314 | $ - | $ 445,314 |
| PGE211013 | Marin County | $ 1,334,743 | $ 1,784,706 | $ 1,179,302 | | | $ 11,000 | | | $ 605,404 | $ 1,334,743 | $ - | $ 1,334,743 |
| PGE211014 | Mendocino/Lake County | $ 322,506 | $ 295,006 | $ 626,591 | | | $ - | | | $ (331,586) | $ 322,506 | $ - | $ 322,506 |
| PGE211015 | Napa County | $ 549,632 | $ 376,214 | $ 519,326 | | | $ - | | | $ (143,112) | $ 549,632 | $ - | $ 549,632 |
| PGE211016 | Redwood Coast | $ 1,556,910 | $ 2,057,613 | $ 1,474,416 | | | $ - | | | $ 583,197 | $ 1,556,910 | $ - | $ 1,556,910 |
| PGE211018 | San Luis Obispo County | $ 936,840 | $ 279,466 | $ 878,220 | | | $ - | | | $ (598,754) | $ 936,840 | $ - | $ 936,840 |
| PGE211019 | San Mateo County | $ 1,744,567 | $ 950,687 | $ 2,625,108 | | | $ 52,748 | | | $ (1,674,422) | $ 1,744,567 | $ - | $ 1,744,567 |
| PGE211020 | Santa Barbara | $ 1,184,837 | $ 1,368,579 | $ 966,840 | | | $ - | | | $ 401,739 | $ 1,184,837 | $ - | $ 1,184,837 |
| PGE211021 | Sierra Nevada | $ 2,560,460 | $ 2,643,277 | $ 1,954,601 | | | $ - | | | $ 688,676 | $ 2,560,460 | $ - | $ 2,560,460 |
| PGE211022 | Sonoma County | $ 1,709,718 | $ 2,364,100 | $ 2,226,417 | | | $ 9,885 | | | $ 137,683 | $ 1,709,718 | $ - | $ 1,709,718 |
| PGE211023 | Silicon Valley | $ 4,074,436 | $ 5,306,242 | $ 4,609,175 | | | $ 3,151 | | | $ 697,068 | $ 4,074,436 | $ - | $ 4,074,436 |
| PGE211024 | San Francisco | $ 7,832,558 | $ 12,360,636 | $ 6,611,788 | | | $ - | | | $ 5,748,848 | $ 7,832,558 | $ - | $ 7,832,558 |
| PGE211026 | North Valley | $ - | $ - | $ - | | | $ - | | | $ - | $ - | $ - | $ - |
| PGE211027 | Sutter Buttes | $ - | $ - | $ - | | | $ - | | | $ - | $ - | $ - | $ - |
| PGE211028 | Yolo | $ - | $ - | $ - | | | $ - | | | $ - | $ - | $ - | $ - |
| PGE211029 | Solano | $ - | $ - | $ - | | | $ - | | | $ - | $ - | $ - | $ - |
| PGE211030 | Northern San Joaquin Valley | $ - | $ - | $ - | | | $ - | | | $ - | $ - | $ - | $ - |
| PGE211031 | Valley Innovative Energy Watch (VIEW) | $ - | $ - | $ - | | | $ - | | | $ - | $ - | $ - | $ - |
| PGE_3P_Pub | 3P Placeholder - Pub | | | | | | | | | | | | |
| PGE_3P_Pub_LGP | 3P Placeholder - Pub (LGP only) Non-Resource | | | | | | | | | | | | |
| | **Funds to be returned in rates [4]** | $ - | $ - | $ - | | $ (43,024,402) | $ - | | | $ (43,024,402) | $ - | $ - | $ - |
| | **2013-2015 funds transferred to REN and CCA balancing accounts for 2016 [6]** | $ - | $ - | $ - | $ - | $ - | $ - | $ 4,066,080 | $ - | $ (4,066,080) | $ - | $ (4,066,080) | $ - |
| | **Pre-2013 Unspent Funds transferred to 2016 Commercial Deemed Incentives program [3]** | | | | $ 9,900,000 | | | | | $ - | | $ (9,900,000) | $ - |
| | **PG&E PROGRAM TOTAL** | **$ 388,848,756** | **$ 473,947,429** | **$ 401,310,184** | **$ 22,458,035** | **$ (57,072,476)** | **$ 95,670,275** | **$ 12,462,896** | **$ 3,026,388** | **$ 75,485** | **$388,848,756** | **$ (4,066,080)** | **$ 419,703,607** |
| **EM&V** | **EM&V (PA & CPUC Portions) Total** | **$ 17,204,418** | **$ 43,427,745** | **$ 14,196,403** | **$ 2,261,982** | **$ -** | **$ 29,231,342** | **$ 18,873,781** | **$ 9,360,310** | **$ 997,251** | **$ 17,204,418** | **$ -** | **$ 38,340,181** |
| PGE_EMV | PG&E EM&V - CPUC | $ 12,200,968 | $ 33,361,125 | $ 10,473,870 | $ 880,380 | $ - | $ 22,887,233 | $ 16,149,179 | $ 6,738,076 | $ - | $ 12,200,968 | $ - | $ 29,230,527 |
| PGE_EMV | PG&E EM&V - PG&E | $ 5,003,450 | $ 10,066,620 | $ 3,722,532 | $ 1,381,602 | $ - | $ 6,344,110 | $ 2,724,603 | $ 2,622,234 | $ 997,251 | $ 5,003,450 | $ - | $ 9,109,655 |
| PGE_EMV | BayREN EM&V - CPUC | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| PGE_EMV | BayREN EM&V | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| PGE_EMV | MCE EM&V - CPUC | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| PGE_EMV | MCE EM&V | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| PGE_EMV | 3C REN EM&V - CPUC | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| PGE_EMV | 3C REN EM&V | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| | **PG&E TOTAL with EM&V** | **$ 406,053,174** | **$ 517,375,174** | **$ 415,506,587** | **$ 24,720,017** | **$ (57,072,476)** | **$ 124,901,618** | **$ 31,336,678** | **$ 12,386,697** | **$ 1,072,736** | **$406,053,174** | **$ (4,066,080)** | **$ 458,043,789** |
| PGE_BayREN | **BayREN [10]** | $ 12,837,000 | $ 18,163,894 | $ 14,403,008 | $ - | | $ - | $ 3,760,885 | | $ - | $ 12,837,000 | $ 3,700,000 | $ 20,297,885 |
| PGE_MCE | **Marin Clean Energy [10]** | $ 1,220,267 | $ 1,420,267 | $ 124,539 | $ - | $ (1,082,708) | $ - | $ 36,182 | $ - | (81,441) | $ 1,220,267 | $ 366,080 | $ 1,622,529 |
| PGE_3C REN | **3C REN [10]** | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| | **TOTAL PG&E EE EXPENSE PORTFOLIO** | **$ 420,110,441** | **$ 536,959,334** | **$ 430,034,134** | **$ 24,720,017** | **$ (58,155,184)** | **$ 124,901,618** | **$ 35,133,745** | **$ 12,386,697** | **$ 991,295** | **$420,110,441** | **$ -** | **$ 479,964,203** |

**Table 4 – Budget, Spent, Unspent, Carryover Details**

| | | 2013-2015 Budget, Spent, Unspent and Carryover | | | | | | | | | 2016 Budget, Spent, Unspent and Carryover | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| New/Existing Program # | Main Program Name / Sub-Program Name | 2015 Authorized Budget | 2015 Total Budget with Commitments & Fundshifts [1] | 2015 Total Budget Spent [2] | Requested Carry Over of Pre-2013 Unspent Funds to 2016 [3] | 2013-2015 Unspent/Uncommited Funds Refunded or Transferred | 2013-2015 Commitments as of 12/31/15 [5] | 2013-2015 Unspent/Committed Funds, Carryover to 2017 [6] | 2013-2015 Cycle Expenditures Spent in 2016 | Pre-2016 Unspent/ Uncommitted Funds Available for 2017 offset [E-F+H-J-K] [7] | 2016 Authorized Budget | 2016 Fundshifts | 2016 Total Budget with Commitments & Fundshifts (G+J+M+N) |
| PGE21091LP | OBF REVOLVING LOAN POOL | $ 10,000,000 | $ 32,528,389 | $ 6,532,126 | $ - | $ - | $ - | $ 15,682,517 | $ - | $ - | $ 10,000,000 | $ - | $ 25,682,517 |
| | **TOTAL PG&E EE PORTFOLIO** | **$ 430,110,441** | **$ 569,487,724** | **$ 436,566,260** | **$ 24,720,017** | **$ (58,155,184)** | **$ 124,901,618** | **$ 50,816,262** | **$ 12,386,697** | **$ 991,295** | **$430,110,441** | **$ -** | **$ 505,646,720** |
| | **Other EE-Related Budgets** | | | | | | | | | | | | |
| **PGE_SWMEO** | **Statewide Marketing, Education and Outreach Program Total** | **$ 7,655,061** | **$ 6,090,704** | **$ 7,620,318** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** | **$ 8,445,775** | **$ -** | **$ 8,445,775** |
| PGE_SWMEO | Statewide Marketing, Education and Outreach Program (Flex Alert) [11] | $ 1,590,250 | $ 909,877 | $ 1,591,046 | $ - | $ - | $ - | $ - | $ - | | $ - | $ - | $ - |
| PGE_SWMEO | Statewide Marketing, Education and Outreach Program [11] | $ 6,064,811 | $ 5,180,827 | $ 6,029,272 | $ - | $ - | $ - | $ - | $ - | $ - | $ 8,445,775 | $ - | $ 8,445,775 |

Notes:

1. "2015 Total Budget with Commitments & Fundshifts" reflects funds available for 2015, from the authorized 2013-2015 Budget, less the spending in 2013 - 2014 from the 2013 - 2015 Budget.

2. "2015 Total Budget Spent" includes spending in 2015 paid from the 2013 - 2015 Budget.

3. “Requested Carry Over of pre-2013 Unspent Funds to 2016” identifies the funds PG&E is requesting to carry over to 2016 in supplemental Advice 3752-G-B/4905-E-B, which was approved on November 2, 2016. In addition to the amounts identified at the subprogram level in column G, PG&Ewas approved authorization to shift $9.9m of pre-2013 unspent funds into the Commercial Deemed Incentive program 2016 budget.

4. The CPUC approved AL 3718-G/4852-E on July 11, 2016, authorizing PG&E to return a total of $43,024,401.85 in unspent, uncommitted energy efficiency funds from its 2013-2015 program cycle to its customers; PG&E implemented this through a one-time adjustment to its gas and electric EE balancing accounts.

5. Commitments as of 12/31/2015 (column I), 12/31/2016 (column R), and 12/31/2017 (column Y) includes incentive Commitments as of the end of the year indicated. Contractual encumbrances are not reflected. BayREN and MCE Carry Over figures represent the level of funds in PG&E’s balancing accounts; this may include BayREN expenses or MCE gas expenses not yet invoiced to or accrued by PG&E as of the year indicated; the remainder is the amount potentially available for carry over; these may not match MCE or BayREN submissions.

6. 2013-2015 Unspent/Committed Funds, Carryover to 2016" Identifies unspent, committed funds that are carried over into 2016 and augment the 2016 budget, in accordance with D.12-11-015, as follows:

New Financing Offerings: In D. 15-06-008, the Commission ordered that PG&E operate for a minimum of 24 months from the point at which each pilot program enrolls its first loan. The Pilots have begun enrolling loans in 2016 indicating that the pilots will run until at least 2018. New financing pilot subprogram funds collected during 2013-2014 period are being carried over to continue to operate during this compliance period.

Funds Transferred to REN and CCA balancing accounts: In D.16-05-004 (petition to modify D.14-10-046), effective May 12, 2016, the Commission authorized for Marin Clean Energy (MCE) an annual budget increase of $366,080 for the duration of the ten-year rolling portfolio cycle unless and until modified by the Commission. The CPUC approved AL 3718-G/4852-E on July 11, 2016, authorizing PG&E to use unspent 2013-2015 unspent funds to fund the increase in MCE’s 2016 budget. Advice Letter 3704-G/4826-E, effective April 29, 2016, authorized for BayREN a one-time budget increase of $3,700,000 transferred from unspent 2013-2015 cycle EE funds to the 2016 cycle.

Marin Clean Energy: MCE’s 2015 authorized gas budget included $419,000. The Commission authorized a gas budget of $219,000 in D.14-10-046 and augmented the gas budget by $200,000 per PG&E Advice 3642-G/4720-E, filed 10/15/2015, approved 10/28/2015. After $382,818 of gas payments from PG&E to MCE, $36,182 is available for carryover to 2016.

7. “Pre-2016 unspent/uncommitted funds available for 2017 offset” identifies 2013–2015 cycle unspent funds at the program level. The balancing account transfer for $43 million of funds refunded to customers based on Advice Letter 3718-G/4852-E is identified on Row 154. Unspent funds from 2009 and 2010–2012 are represented in Column G. In 2017 PG&E recorded a one-time electric EE balancing account adjustment of $230,474 crediting customer rates for unspent 2015-2016 Marin Clean Energy Electric funds. In the 2018 ABAL, It had been pointed out that of the $230,474, a refund should have occurred in the amount of $311,915 from the 2016 cycle, while an increase of $81,441 should have been applied to the 2013-2015 cycle.

8. Represents 2020 forecasted ABAL budget for PG&E and authorized 2019 ABAL budgets as placeholders for BayREN, 3C-REN, and MCE because the 2020 ABAL forecasted budgets for the RENs and MCE were not available in time for incorporation into PG&E's 2020 ABAL filing. If/when the REN and MCE 2020 ABAL budgets are approved, cost recovery for the REN and MCE budgets will be based on their approved 2020 ABAL budgets.

9. Advice Letter 3589-G-C/4624-E-C, approved June 29, 2015, effective June 25, 2015 established the Energy Efficiency Financing Balancing Account (EEFBA), and the Credit Enhancement Balance Account (CEBA) and the On-Bill Financing Balancing Account (OBFBA) subaccounts. The $14 million referenced in cell H57 was transferred to the CEBA subaccount.

10. BayREN, MCE and 3C-REN figures generally represent the level of funds in PG&E’s balancing accounts and may not match MCE or BayREN submissions.

11. Statewide ME&O budgets for 2017 through September 2019 were approved in Advice Letter 3783-G/4963-E on January 23, 2017, effective November 28, 2016. Budgets for October 2019 through 2021 were requested in Advice Letter 4098-G/5544-E and supplements, and are pending approval. The portion of SW ME&O allocated to EE is reflected in PG&E's cost effectiveness calculations.

12. The "2018 Authorized Budget" in Table 4 represents PG&E's 2018 CEDARS filing budget at the subprogram level detail, and BayREN and MCE's approved budgets per the Business Plan Decision D.18-05-041. This budget is lower than PG&E's 2018 portfolio budget of $416,713,780, also approved in D.18-05-041. Subprogram level detail is unavailable in the approved Business Plan budget.

13. BayREN and MCE budgets are the authorized amounts from the Business Plan decision D.18-05-041, with their EM&V budgets increased to be 4% of their total budget.

14. 2019 3C-REN budget is the proposed contribution for PG&E as circulated by 3C-REN on August 28, 2018, which includes 4% EM&V.

**PA Name: Pacific Gas and Electric Company**
**Budget Year: 2020**

**Table 4 – Budget, Spent, Unspent, Carryover Details**

| | | 2016 Budget, Spent, Unspent and Carryover | | | | 2017 Budget, Fundshifts and Spending to Date | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| New/Existing Program # | Main Program Name / Sub-Program Name | 2016 Cycle Expenditures Spent in 2016 | 2016 Unspent/ Uncommited Funds Returned to Ratepayers | 2016 Commitments as of 12/31/16 [5] | 2016 Unspent/ Uncommitted Funds Available for 2018 offset | 2017 Authorized Budget | 2017 Fundshifts | 2017 Total Budget | 2017 Cycle Expenditures Spent in 2017 | 2016 Unspent/ Uncommited Funds Returned to Ratepayers | 2017 Commitments as of 12/31/17 [5] | 2017 Unspent/ Uncommitted Funds Available for 2018 offset |
| **PGE2100** | **Residential Energy Efficiency Programs Total** | **$ 77,606,242** | **$ -** | **$ 10,622,188** | **$ -** | **$ 62,652,625** | **-** | **$ 62,652,625** | **$ 52,797,764** | **$ -** | **$ 275,011** | **$ -** |
| PGE21001 | Residential Energy Advisor | $ 17,534,364 | $ - | $ - | $ - | $ 16,998,320 | - | $ 16,998,320 | $ 13,355,709 | $ - | $ - | $ - |
| PGE21002 | Residential Energy Efficiency | $ 13,641,352 | $ - | $ 303 | $ - | $ 12,175,962 | - | $ 12,175,962 | $ 11,396,952 | $ - | $ 176,200 | $ - |
| PGE21003 | Multifamily Energy Efficiency | $ 675,488 | $ - | $ - | $ - | $ 677,058 | - | $ 677,058 | $ 126,806 | $ - | $ - | $ - |
| PGE21004 | Energy Upgrade California | $ 24,947,402 | $ - | $ - | $ - | $ 14,514,755 | - | $ 14,514,755 | $ 17,690,082 | $ - | $ 53,440 | $ - |
| PGE21005 | Residential New Construction | $ 7,179,186 | $ - | $ 10,621,885 | $ - | $ 5,947,372 | - | $ 5,947,372 | $ 6,721,490 | $ - | $ - | $ - |
| PGE21006 | Residential HVAC | $ 13,628,451 | $ - | $ - | $ - | $ 9,515,664 | - | $ 9,515,664 | $ 3,160,623 | $ - | $ 45,371 | $ - |
| PGE210010 | Pay for Performance Pilot | $ - | $ - | $ - | $ - | $ 2,823,495 | - | $ 2,823,495 | $ 346,104 | $ - | $ - | $ - |
| PGE_SW_NC_Res | SW Placeholder - NC Res | | | | | | | | | | | |
| PGE_SW_NC_Res_PA | SW Placeholder - NC Res - PA Costs | | | | | | | | | | | |
| **PGE2101** | **Commercial Programs Total** | **$ 99,034,373** | **$ -** | **$ 13,647,258** | **$ -** | **$ 70,945,809** | **-** | **$ 70,945,809** | **$ 57,892,760** | **$ -** | **$ 12,350,081** | **$ -** |
| PGE21011 | Commercial Calculated Incentives | $ 19,123,362 | $ - | $ 9,584,741 | $ - | $ 22,085,875 | - | $ 22,085,875 | $ 12,720,207 | $ - | $ 6,729,118 | $ - |
| PGE211025 | Savings by Design (SBD) | $ 6,734,513 | $ - | $ 3,107,426 | $ - | $ 6,136,870 | - | $ 6,136,870 | $ 4,727,014 | $ - | $ 3,997,568 | $ - |
| PGE21012 | Commercial Deemed Incentives | $ 54,790,353 | $ - | $ 955,090 | $ - | $ 20,590,599 | - | $ 20,590,599 | $ 23,189,689 | $ - | $ 1,335,834 | $ - |
| PGE21013 | Commercial Continuous Energy Improvement | $ 988,777 | $ - | $ - | $ - | $ 1,361,810 | - | $ 1,361,810 | $ 398,924 | $ - | $ - | $ - |
| PGE21014 | Commercial Energy Advisor | $ 4,459,100 | $ - | $ - | $ - | $ 4,645,605 | - | $ 4,645,605 | $ 1,783,055 | $ - | $ - | $ - |
| PGE21015 | Commercial HVAC | $ 12,938,268 | $ - | $ - | $ - | $ 16,125,050 | - | $ 16,125,050 | $ 15,073,871 | $ - | $ 287,561 | $ - |
| PGE_SW_NC_NonRes | SW Placeholder - NC NonRes | | | | | | | | | | | |
| GE_SW_NC_NonRes_PA | SW Placeholder - NC NonRes - PA Costs | | | | | | | | | | | |
| **PGE2103** | **Agricultural Programs Total** | **$ 18,262,460** | **$ -** | **$ 2,927,707** | **$ -** | **$ 15,416,439** | **-** | **$ 15,416,439** | **$ 13,473,189** | **$ -** | **$ 2,450,731** | **$ -** |
| PGE21031 | Agricultural Calculated Incentives | $ 5,747,440 | $ - | $ 2,852,046 | $ - | $ 5,384,644 | - | $ 5,384,644 | $ 3,359,466 | $ - | $ 2,375,927 | $ - |
| PGE21032 | Agricultural Deemed Incentives | $ 8,068,249 | $ - | $ 75,661 | $ - | $ 5,677,746 | - | $ 5,677,746 | $ 7,337,881 | $ - | $ 73,664 | $ - |
| PGE21033 | Agricultural Continuous Energy Improvement | $ 197,629 | $ - | $ - | $ - | $ 226,700 | - | $ 226,700 | $ 70,219 | $ - | $ - | $ - |
| PGE21034 | Agricultural Energy Advisor | $ 4,249,142 | $ - | $ - | $ - | $ 4,127,350 | - | $ 4,127,350 | $ 2,705,623 | $ - | $ 1,140 | $ - |
| **PGE2102** | **Industrial Programs Total** | **$ 11,052,656** | **$ -** | **$ 12,939,997** | **$ -** | **$ 13,060,791** | **$ -** | **$ 13,060,791** | **$ 10,692,100** | **$ -** | **$ 2,297,869** | **$ -** |
| PGE21021 | Industrial Calculated Incentives | $ 6,422,285 | $ - | $ 12,850,024 | $ - | $ 8,899,910 | - | $ 8,899,910 | $ 8,670,968 | $ - | $ 2,229,456 | $ - |
| PGE21022 | Industrial Deemed Incentives | $ 2,982,574 | $ - | $ 89,973 | $ - | $ 2,141,873 | - | $ 2,141,873 | $ 1,475,622 | $ - | $ 68,413 | $ - |
| PGE21023 | Industrial Continuous Energy Improvement | $ 393,031 | $ - | $ - | $ - | $ 135,480 | - | $ 135,480 | $ 82,159 | $ - | $ - | $ - |
| PGE21024 | Industrial Energy Advisor | $ 1,254,766 | $ - | $ - | $ - | $ 1,511,322 | - | $ 1,511,322 | $ 305,034 | $ - | $ - | $ - |
| PGE21030 | Industrial Strategic Energy Management | $ - | $ - | $ - | $ - | $ 372,206 | - | $ 372,206 | $ 158,316 | $ - | $ - | $ - |
| **PGE2104** | **Lighting Programs Total** | **$ 12,732,856** | **$ -** | **$ -** | **$ -** | **$ 12,082,245** | **-** | **$ 12,082,245** | **$ 11,746,184** | **$ -** | **$ 58,461** | **$ -** |
| PGE21041 | Primary Lighting | $ 11,879,081 | $ - | $ - | $ - | $ 10,970,646 | - | $ 10,970,646 | $ 11,245,149 | $ - | $ 58,461 | $ - |
| PGE21042 | Lighting Innovation | $ 669,673 | $ - | $ - | $ - | $ 734,898 | - | $ 734,898 | $ 387,383 | $ - | $ - | $ - |
| PGE21043 | Lighting Market Transformation | $ 184,102 | $ - | $ - | $ - | $ 376,702 | - | $ 376,702 | $ 113,652 | $ - | $ - | $ - |
| **PGE2105** | **Codes & Standards Programs Total** | **$ 15,615,169** | **$ -** | **$ -** | **$ -** | **$ 17,113,967** | **-** | **$ 17,113,967** | **$ 16,216,003** | **$ -** | **$ -** | **$ -** |
| PGE21051 | Building Codes Advocacy | $ 4,087,284 | $ - | $ - | $ - | $ 4,297,883 | - | $ 4,297,883 | $ 4,228,535 | $ - | $ - | $ - |
| PGE21052 | Appliance Standards Advocacy | $ 5,650,393 | $ - | $ - | $ - | $ 6,076,435 | - | $ 6,076,435 | $ 4,698,784 | $ - | $ - | $ - |
| PGE21053 | Compliance Improvement | $ 4,182,764 | $ - | $ - | $ - | $ 4,347,595 | - | $ 4,347,595 | $ 4,652,165 | $ - | $ - | $ - |
| PGE21054 | Reach Codes | $ 597,935 | $ - | $ - | $ - | $ 526,723 | - | $ 526,723 | $ 518,145 | $ - | $ - | $ - |
| PGE21055 | Planning and Coordination | $ 531,663 | $ - | $ - | $ - | $ 504,030 | - | $ 504,030 | $ 481,879 | $ - | $ - | $ - |
| PGE21056 | Code Readiness | $ 565,130 | $ - | $ - | $ - | $ 1,361,301 | - | $ 1,361,301 | $ 1,636,495 | $ - | $ - | $ - |
| PGE21057 | National Codes & Standards Advocacy | $ - | $ - | $ - | $ - | $ - | - | $ - | $ - | $ - | $ - | $ - |
| PGE_SW_CSA_App | SW Placeholder - C&S Appliances | | | | | | | | | | | |
| PGE_SW_CSA_Bldg | SW Placeholder - C&S Building | | | | | | | | | | | |
| PGE_SW_CSA_Natl | SW Placeholder - C&S National | | | | | | | | | | | |
| PGE_SW_CSA_App_PA | SW Placeholder - C&S Appliances - PA Costs | | | | | | | | | | | |
| PGE_SW_CSA_Bldg_PA | SW Placeholder - C&S Building - PA Costs | | | | | | | | | | | |
| PGE_SW_CSA_Natl_PA | SW Placeholder - C&S National - PA Costs | | | | | | | | | | | |

**Table 4 – Budget, Spent, Unspent, Carryover Details**

| | | 2016 Budget, Spent, Unspent and Carryover | | | | 2017 Budget, Fundshifts and Spending to Date | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| New/Existing Program # | Main Program Name / Sub-Program Name | 2016 Cycle Expenditures Spent in 2016 | 2016 Unspent/ Uncommited Funds Returned to Ratepayers | 2016 Commitments as of 12/31/16 [5] | 2016 Unspent/ Uncommitted Funds Available for 2018 offset | 2017 Authorized Budget | 2017 Fundshifts | 2017 Total Budget | 2017 Cycle Expenditures Spent in 2017 | 2016 Unspent/ Uncommited Funds Returned to Ratepayers | 2017 Commitments as of 12/31/17 [5] | 2017 Unspent/ Uncommitted Funds Available for 2018 offset |
| **PGE2106** | **Emerging Technologies Programs Total** | **$ 5,821,061** | **$ -** | **$ -** | **$ -** | **$ 7,930,755** | **-** | **$ 7,930,755** | **$ 4,193,096** | **$ -** | **$ -** | **$ -** |
| PGE21061 | Technology Development Support | $ 747,678 | $ - | $ - | $ - | $ 1,416,527 | - | $ 1,416,527 | $ 782,379 | $ - | $ - | $ - |
| PGE21062 | Technology Assessments | $ 1,815,758 | $ - | $ - | $ - | $ 2,544,857 | - | $ 2,544,857 | $ 1,294,627 | $ - | $ - | $ - |
| PGE21063 | Technology Introduction Support | $ 3,257,624 | $ - | $ - | $ - | $ 3,969,371 | - | $ 3,969,371 | $ 2,116,091 | $ - | $ - | $ - |
| **PGE2107** | **Workforce Education & Training Programs Total** | **$ 10,166,215** | **$ -** | **$ -** | **$ -** | **$ 10,682,374** | **-** | **$ 10,682,374** | **$ 10,065,520** | **$ -** | **$ -** | **$ -** |
| PGE21071 | Integrated Energy Education and Training | $ 7,896,227 | $ - | $ - | $ - | $ 8,733,939 | - | $ 8,733,939 | $ 7,928,260 | $ - | $ - | $ - |
| PGE21072 | Connections | $ 1,755,612 | $ - | $ - | $ - | $ 1,328,476 | - | $ 1,328,476 | $ 1,725,513 | $ - | $ - | $ - |
| PGE21073 | Strategic Planning | $ 514,375 | $ - | $ - | $ - | $ 619,959 | - | $ 619,959 | $ 411,746 | $ - | $ - | $ - |
| PGE21076 | Career and Workforce Readiness | $ - | $ - | $ - | $ - | $ - | - | $ - | $ - | $ - | $ - | $ - |
| **PGE2108** | **Statewide DSM Coordination & Integration Program Total** | **$ 450,154** | **$ -** | **$ -** | **$ -** | **$ 547,921** | **-** | **$ 547,921** | **$ 135,577** | **$ -** | **$ -** | **$ -** |
| PGE21081 | Statewide DSM Coordination & Integration | $ 450,154 | $ - | $ - | $ - | $ 547,921 | - | $ 547,921 | $ 135,577 | $ - | $ - | $ - |
| **PGE2109** | **Financing Programs Total** | **$ 3,957,816** | **$ -** | **$ -** | **$ -** | **$ 4,600,866** | **-** | **$ 4,600,866** | **$ 3,251,837** | **$ -** | **$ -** | **$ -** |
| PGE21091 | On-Bill Financing (excludes Loan Pool) | $ 3,115,051 | $ - | $ - | $ - | $ 1,939,167 | - | $ 1,939,167 | $ 2,639,847 | $ - | $ - | $ - |
| PGE21092 | Third-Party Financing | $ 842,764 | $ - | $ - | $ - | $ 942,678 | - | $ 942,678 | $ 550,872 | $ - | $ - | $ - |
| PGE21093 | New Financing Offerings [9] | $ - | $ - | $ - | $ - | $ 934,746 | - | $ 934,746 | $ - | $ - | $ - | $ - |
| PGE210911 | On Bill Financing Alternative Pathway | $ - | $ - | $ - | $ - | $ 784,275 | - | $ 784,275 | $ 61,118 | $ - | $ - | $ - |
| | **Third-Party Programs (Competitvely Bid) Tota** | **$ 58,186,155** | **$ -** | **$ 2,620,229** | **$ -** | **$ 86,532,089** | **-** | **$ 86,532,089** | **$ 58,282,454** | **$ -** | **$ 21,209,506** | **$ -** |
| **PGE2100** | **Residential Third Party Programs SubTotal** | **$ 8,768,360** | **$ -** | **$ 10,343** | **$ -** | **$ 9,667,015** | **-** | **$ 9,667,015** | **$ 11,357,494** | **$ -** | **$ 32,784** | **$ -** |
| PGE21007 | California New Homes Multifamily | $ 1,772,777 | $ - | $ - | $ - | $ 1,828,344 | - | $ 1,828,344 | $ 1,277,592 | $ - | $ - | $ - |
| PGE21008 | Enhance Time Delay Relay | $ 2,676,931 | $ - | $ 10,343 | $ - | $ 2,902,239 | - | $ 2,902,239 | $ 3,058,715 | $ - | $ 4,475 | $ - |
| PGE21009 | Direct Install for Manufactured and Mobile Homes | $ 3,743,310 | $ - | $ - | $ - | $ 3,743,632 | - | $ 3,743,632 | $ 4,051,759 | $ - | $ 3,371 | $ - |
| PGE210132 | RSG The Smarter Water Heater | $ - | $ - | $ - | $ - | $ - | - | $ - | $ - | $ - | $ - | $ - |
| PGE210011 | Residential Energy Fitness Program | $ 575,343 | $ - | $ - | $ - | $ 1,192,800 | - | $ 1,192,800 | $ 2,969,428 | $ - | $ 24,938 | $ - |
| PGE_3P_Res | 3P Placeholder - Res | | | | | | | | | | | |
| **PGE2101** | **Commercial Third Party Programs SubTotal** | **$ 27,279,393** | **$ -** | **$ 1,784,984** | **$ -** | **$ 31,191,606** | **-** | **$ 31,191,606** | **$ 25,347,402** | **$ -** | **$ 11,310,117** | **$ -** |
| PGE210110 | Monitoring-Based Persistence Commissioning | $ - | $ - | $ - | $ - | $ - | - | $ - | $ - | $ - | $ - | $ - |
| PGE210111 | LodgingSavers | $ - | $ - | $ - | $ - | $ - | - | $ - | $ - | $ - | $ - | $ - |
| PGE210112 | School Energy Efficiency | $ 2,174,599 | $ - | $ 485,773 | $ - | $ 1,512,412 | - | $ 1,512,412 | $ 2,319,689 | $ - | $ 228,165 | $ - |
| PGE210113 | Energy Fitness Program | $ 613,180 | $ - | $ - | $ - | $ - | - | $ - | $ 29 | $ - | $ - | $ - |
| PGE210114 | Energy Savers | $ 302,296 | $ - | $ - | $ - | $ - | - | $ - | $ - | $ - | $ - | $ - |
| PGE210115 | RightLights | $ 1,089,928 | $ - | $ - | $ - | $ - | - | $ - | $ - | $ - | $ - | $ - |
| PGE210116 | Small Business Commercial Comprehensive | $ - | $ - | $ - | $ - | $ - | - | $ - | $ - | $ - | $ - | $ - |
| PGE210117 | Energy-Efficient Parking Garage | $ - | $ - | $ - | $ - | $ - | - | $ - | $ - | $ - | $ - | $ - |
| PGE210118 | Retail Energy Efficiency | $ 1,448,343 | $ - | $ 284,065 | $ - | $ 3,856,419 | - | $ 3,856,419 | $ 596,194 | $ - | $ - | $ - |
| PGE210119 | LED Accelerator | $ 529,771 | $ - | $ 720 | $ - | $ 4,174,961 | - | $ 4,174,961 | $ 2,685,760 | $ - | $ 67,231 | $ - |
| PGE210120 | Monitoring-Based Commissioning | $ - | $ - | $ - | $ - | $ - | - | $ - | $ - | $ - | $ - | $ - |
| PGE210122 | Casino Green | $ - | $ - | $ - | $ - | $ - | - | $ - | $ - | $ - | $ - | $ - |
| PGE210123 | Healthcare Energy Efficiency Program | $ 935,964 | $ - | $ - | $ - | $ 1,371,119 | - | $ 1,371,119 | $ 346,865 | $ - | $ 436,641 | $ - |
| PGE210124 | Ozone Laundry Energy Efficiency | $ - | $ - | $ - | $ - | $ - | - | $ - | $ - | $ - | $ - | $ - |
| PGE210125 | California Preschool Energy Efficiency Program | $ - | $ - | $ - | $ - | $ - | - | $ - | $ - | $ - | $ - | $ - |
| PGE210126 | K-12 Private Schools and Colleges Audit Retro | $ 1,671,226 | $ - | $ 28,107 | $ - | $ 1,959,233 | - | $ 1,959,233 | $ 274,675 | $ - | $ - | $ - |
| PGE210127 | Innovative Designs for Energy Efficiency Approaches (IDEEA) | $ - | $ - | $ - | $ - | $ - | - | $ - | $ - | $ - | $ - | $ - |
| PGE210128 | Enovity SMART | $ 304,130 | $ - | $ - | $ - | $ - | - | $ - | $ (196) | $ - | $ - | $ - |
| PGE210129 | Nexant AERCx | $ 277,389 | $ - | $ - | $ - | $ - | - | $ - | $ (0) | $ - | $ - | $ - |
| PGE210130 | CLEAResult AERCx | $ 286,046 | $ - | $ - | $ - | $ - | - | $ - | $ 147,432 | $ - | $ - | $ - |
| PGE210131 | PECI AERCx | $ (19,156) | $ - | $ - | $ - | $ - | - | $ - | $ 93,714 | $ - | $ - | $ - |
| PGE210136 | McKinstry Laboratory Fume Hoods | $ (26,114) | $ - | $ - | $ - | $ - | - | $ - | $ - | $ - | $ - | $ - |
| PGE210137 | Waypoint Commercial Outreach | $ 598,588 | $ - | $ - | $ - | $ 901,094 | - | $ 901,094 | $ 8,014 | $ - | $ - | $ - |
| PGE210138 | Data Center Air Flow and Temp Optimization | $ 251,159 | $ - | $ - | $ - | $ 512,895 | - | $ 512,895 | $ 202,388 | $ - | $ - | $ - |

**Table 4 – Budget, Spent, Unspent, Carryover Details**

| | | 2016 Budget, Spent, Unspent and Carryover | | | | 2017 Budget, Fundshifts and Spending to Date | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| New/Existing Program # | Main Program Name / Sub-Program Name | 2016 Cycle Expenditures Spent in 2016 | 2016 Unspent/ Uncommited Funds Returned to Ratepayers | 2016 Commitments as of 12/31/16 [5] | 2016 Unspent/ Uncommitted Funds Available for 2018 offset | 2017 Authorized Budget | 2017 Fundshifts | 2017 Total Budget | 2017 Cycle Expenditures Spent in 2017 | 2016 Unspent/ Uncommited Funds Returned to Ratepayers | 2017 Commitments as of 12/31/17 [5] | 2017 Unspent/ Uncommitted Funds Available for 2018 offset |
| PGE210139 | SEI Energize Schools Program | $ 517,681 | $ - | $ - | $ - | $ 411,884 | - | $ 411,884 | $ 444,299 | $ - | $ - | $ - |
| PGE210140 | Mazzetti Dynamic Gas Scavenging System | $ 97 | $ - | $ - | $ - | $ - | - | $ - | $ - | $ - | $ - | $ - |
| PGE210141 | Lincus Commercial Mid-Market Program | $ 5,459 | $ - | $ - | $ - | $ - | - | $ - | $ - | $ - | $ - | $ - |
| PGE210143 | Hospitality Program | $ 9,748,754 | $ - | $ 866,140 | $ - | $ 8,828,990 | - | $ 8,828,990 | $ 9,399,480 | $ - | $ 254,143 | $ - |
| PGE21016 | Air Care Plus | $ (356,235) | $ - | $ - | $ - | $ - | - | $ - | $ 263,282 | $ - | $ - | $ - |
| PGE21017 | Boiler Energy Efficiency Program | $ 917,469 | $ - | $ 78,065 | $ - | $ 806,844 | - | $ 806,844 | $ 805,932 | $ - | $ - | $ - |
| PGE21018 | EnergySmart Grocer | $ 5,966,916 | $ - | $ 42,115 | $ - | $ 6,855,755 | - | $ 6,855,755 | $ 7,759,847 | $ - | $ 10,323,937 | $ - |
| PGE21019 | Enhanced Automation Initiative | $ 41,905 | $ - | $ - | $ - | $ - | - | $ - | $ - | $ - | $ - | $ - |
| PGE_3P_Com | 3P Placeholder - Com | | | | | | | | | | | |
| **PGE2103** | **Agricultural Third Party Programs SubTotal** | **$ 5,886,232** | **$ -** | **$ 642,431** | **$ -** | **$ 15,982,677** | **-** | **$ 15,982,677** | **$ 5,916,331** | **$ -** | **$ 2,625,063** | **$ -** |
| PGE210310 | Dairy Industry Resource Advantage Pgm | $ - | $ - | $ - | $ - | $ - | - | $ - | $ - | $ - | $ - | $ - |
| PGE210311 | Process Wastewater Treatment EM Pgm for Ag Food Processing | $ 476,641 | $ - | $ - | $ - | $ 1,110,018 | - | $ 1,110,018 | $ 390,611 | $ - | $ 18,585 | $ - |
| PGE210312 | Dairy and Winery Industry Efficiency Solutions | $ 3,390,664 | $ - | $ 522,869 | $ - | $ 4,386,895 | - | $ 4,386,895 | $ 1,941,705 | $ - | $ 784,461 | $ - |
| PGE210133 | Staples Low Pressure Irrigation DI | $ 63,210 | $ - | $ - | $ - | $ - | - | $ - | $ - | $ - | $ - | $ - |
| PGE21035 | Dairy Energy Efficiency Program | $ 1,157 | $ - | $ - | $ - | $ - | - | $ - | $ - | $ - | $ - | $ - |
| PGE21036 | Industrial Refrigeration Performance Plus | $ 160,199 | $ - | $ - | $ - | $ 2,266,145 | - | $ 2,266,145 | $ 471,847 | $ - | $ 491,197 | $ - |
| PGE21037 | Light Exchange Program | $ 751 | $ - | $ - | $ - | $ - | - | $ - | $ - | $ - | $ - | $ - |
| PGE21038 | Wine Industry Efficiency Solutions | $ - | $ - | $ - | $ - | $ - | - | $ - | $ - | $ - | $ - | $ - |
| PGE21039 | Comprehensive Food Process Audit & Resource Efficiency Pgm | $ 1,793,610 | $ - | $ 119,561 | $ - | $ 8,219,619 | - | $ 8,219,619 | $ 3,112,167 | $ - | $ 1,330,820 | $ - |
| PGE_3P_Ag | 3P Placeholder - Ag | | | | | | | | | | | |
| **PGE2102** | **Industrial Third Party Programs SubTotal** | **$ 16,205,955** | **$ -** | **$ 182,471** | **$ -** | **$ 29,690,792** | **-** | **$ 29,690,792** | **$ 15,661,227** | **$ -** | **$ 7,241,542** | **$ -** |
| PGE210210 | Industrial Recommissioning Program | $ 1,350,434 | $ - | $ - | $ - | $ 1,669,289 | - | $ 1,669,289 | $ 446,488 | $ - | $ 646,889 | $ - |
| PGE210211 | Light Industrial Energy Efficiency | $ 47,944 | $ - | $ - | $ - | $ 1,120,799 | - | $ 1,120,799 | $ 217,555 | $ - | $ 45,855 | $ - |
| PGE210212 | Compressed Air and Vacuum Optimization | $ 245,729 | $ - | $ - | $ - | $ 889,186 | - | $ 889,186 | $ 233,412 | $ - | $ 185,778 | $ - |
| PGE210213 | Small Petrochemical Energy Efficiency | $ 96,290 | $ - | $ - | $ - | $ 1,228,940 | - | $ 1,228,940 | $ 236,774 | $ - | $ 3,624 | $ - |
| PGE21025 | California Wastewater Process Optimization | $ 644,407 | $ - | $ - | $ - | $ 879,788 | - | $ 879,788 | $ 167,288 | $ - | $ 284,814 | $ - |
| PGE21026 | Energy Efficiency Services for Oil Production | $ 1,510,663 | $ - | $ - | $ - | $ 5,028,847 | - | $ 5,028,847 | $ 1,134,765 | $ - | $ 1,621,548 | $ - |
| PGE21027 | Heavy Industry Energy Efficiency Program | $ 8,839,023 | $ - | $ 182,471 | $ - | $ 15,288,395 | - | $ 15,288,395 | $ 8,478,932 | $ - | $ 1,794,208 | $ - |
| PGE21028 | Industrial Compressed Air Program | $ 18,634 | $ - | $ - | $ - | $ - | - | $ - | $ (3,719) | $ - | $ - | $ - |
| PGE21029 | Refinery Energy Efficiency Program | $ 591,228 | $ - | $ - | $ - | $ 952,965 | - | $ 952,965 | $ 1,520,486 | $ - | $ 2,567,126 | $ - |
| PGE210135 | Water Infrastructure and System Efficiency | $ 2,861,492 | $ - | $ - | $ - | $ 2,632,582 | - | $ 2,632,582 | $ 3,229,245 | $ - | $ 91,700 | $ - |
| PGE210142 | Ameresco Intelligent Energy Efficiency | $ 110 | $ - | $ - | $ - | $ - | - | $ - | $ - | $ - | $ - | $ - |
| PGE_3P_Ind | 3P Placeholder - Ind | | | | | | | | | | | |
| **PGE2107** | **Workforce Education & Training Third Party Programs SubTotal** | **$ 46,214** | **$ -** | **$ -** | **$ -** | **$ -** | **-** | **$ -** | **$ -** | **$ -** | **$ -** | **$ -** |
| PGE21074 | Builder Energy Code Training | $ - | $ - | $ - | $ - | $ - | - | $ - | $ - | $ - | $ - | $ - |
| PGE21075 | Green Building Technical Support Services | $ - | $ - | $ - | $ - | $ - | - | $ - | $ - | $ - | $ - | $ - |
| PGE210134 | Bridges to Energy Sector Opportunities | $ 46,214 | $ - | $ - | $ - | $ - | - | $ - | $ - | $ - | $ - | $ - |
| **PGE2110** | **Government Partnership Programs Total** | **$ 63,692,329** | **$ -** | **$ 6,076,600** | **$ -** | **$ 74,542,976** | **-** | **$ 74,542,976** | **$ 56,789,532** | **$ -** | **$ 3,815,328** | **$ -** |
| PGE2110011 | California Community Colleges | $ 2,936,598 | $ - | $ 1,263,079 | $ - | $ 2,650,376 | - | $ 2,650,376 | $ 991,734 | $ - | $ 779,480 | $ - |
| PGE2110012 | University of California/California State University | $ 4,160,265 | $ - | $ 3,248,820 | $ - | $ 6,135,203 | - | $ 6,135,203 | $ 3,495,997 | $ - | $ 1,877,527 | $ - |
| PGE2110013 | State of California | $ 597,810 | $ - | $ - | $ - | $ 922,797 | - | $ 922,797 | $ 657,152 | $ - | $ 9,990 | $ - |
| PGE2110014 | Department of Corrections and Rehabilitation | $ 1,395,816 | $ - | $ 715,062 | $ - | $ 2,036,885 | - | $ 2,036,885 | $ 703,393 | $ - | $ 818,225 | $ - |

**Table 4 – Budget, Spent, Unspent, Carryover Details**

| | | 2016 Budget, Spent, Unspent and Carryover | | | | 2017 Budget, Fundshifts and Spending to Date | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| New/Existing Program # | Main Program Name / Sub-Program Name | 2016 Cycle Expenditures Spent in 2016 | 2016 Unspent/ Uncommited Funds Returned to Ratepayers | 2016 Commitments as of 12/31/16 [5] | 2016 Unspent/ Uncommitted Funds Available for 2018 offset | 2017 Authorized Budget | 2017 Fundshifts | 2017 Total Budget | 2017 Cycle Expenditures Spent in 2017 | 2016 Unspent/ Uncommited Funds Returned to Ratepayers | 2017 Commitments as of 12/31/17 [5] | 2017 Unspent/ Uncommitted Funds Available for 2018 offset |
| PGE2110051 | Local Government Energy Action Resources (LGEAR) | $ 8,894,255 | $ - | $ 15,808 | $ - | $ 8,687,570 | - | $ 8,687,570 | $ 3,504,107 | $ - | $ - | $ - |
| PGE2110052 | Strategic Energy Resources | $ 7,633,159 | $ - | $ - | $ - | $ 9,885,399 | - | $ 9,885,399 | $ 7,138,904 | $ - | $ - | $ - |
| PGE211007 | Association of Monterey Bay Area Governments (AMBAG) | $ 3,472,920 | $ - | $ 101,248 | $ - | $ 3,732,609 | - | $ 3,732,609 | $ 4,056,257 | $ - | $ 58,408 | $ - |
| PGE211009 | East Bay | $ 6,597,937 | $ - | $ 97,015 | $ - | $ 6,093,616 | - | $ 6,093,616 | $ 6,136,966 | $ - | $ 57,559 | $ - |
| PGE211010 | Fresno | $ 2,698,158 | $ - | $ 1,787 | $ - | $ 2,601,225 | - | $ 2,601,225 | $ 1,920,517 | $ - | $ 98,291 | $ - |
| PGE211011 | Kern | $ 2,497,282 | $ - | $ - | $ - | $ 2,680,280 | - | $ 2,680,280 | $ 2,436,122 | $ - | $ - | $ - |
| PGE211012 | Madera | $ 314,528 | $ - | $ - | $ - | $ 326,472 | - | $ 326,472 | $ 413,979 | $ - | $ - | $ - |
| PGE211013 | Marin County | $ 1,221,459 | $ - | $ 2,373 | $ - | $ 1,281,629 | - | $ 1,281,629 | $ 747,329 | $ - | $ 3,585 | $ - |
| PGE211014 | Mendocino/Lake County | $ 666,557 | $ - | $ - | $ - | $ 634,221 | - | $ 634,221 | $ 545,040 | $ - | $ - | $ - |
| PGE211015 | Napa County | $ 439,889 | $ - | $ - | $ - | $ 530,485 | - | $ 530,485 | $ 311,606 | $ - | $ - | $ - |
| PGE211016 | Redwood Coast | $ 1,332,988 | $ - | $ 5,429 | $ - | $ 1,609,191 | - | $ 1,609,191 | $ 1,192,649 | $ - | $ 46 | $ - |
| PGE211018 | San Luis Obispo County | $ 1,169,461 | $ - | $ - | $ - | $ 1,054,111 | - | $ 1,054,111 | $ 1,183,580 | $ - | $ - | $ - |
| PGE211019 | San Mateo County | $ 1,999,253 | $ - | $ 136,065 | $ - | $ 2,271,691 | - | $ 2,271,691 | $ 1,822,151 | $ - | $ - | $ - |
| PGE211020 | Santa Barbara | $ 852,691 | $ - | $ - | $ - | $ 973,018 | - | $ 973,018 | $ 578,544 | $ - | $ - | $ - |
| PGE211021 | Sierra Nevada | $ 2,189,823 | $ - | $ 8,718 | $ - | $ 2,391,132 | - | $ 2,391,132 | $ 1,404,108 | $ - | $ 15,794 | $ - |
| PGE211022 | Sonoma County | $ 1,647,877 | $ - | $ 534 | $ - | $ 1,764,538 | - | $ 1,764,538 | $ 2,301,325 | $ - | $ 14,177 | $ - |
| PGE211023 | Silicon Valley | $ 3,934,221 | $ - | $ 323,658 | $ - | $ 3,793,893 | - | $ 3,793,893 | $ 5,110,637 | $ - | $ - | $ - |
| PGE211024 | San Francisco | $ 7,039,384 | $ - | $ 157,003 | $ - | $ 6,168,064 | - | $ 6,168,064 | $ 4,056,751 | $ - | $ 36,758 | $ - |
| PGE211026 | North Valley | $ - | $ - | $ - | $ - | $ 1,908,356 | - | $ 1,908,356 | $ 536,650 | $ - | $ - | $ - |
| PGE211027 | Sutter Buttes | $ - | $ - | $ - | $ - | $ 446,216 | - | $ 446,216 | $ 343,251 | $ - | $ - | $ - |
| PGE211028 | Yolo | $ - | $ - | $ - | $ - | $ 357,936 | - | $ 357,936 | $ 256,813 | $ - | $ - | $ - |
| PGE211029 | Solano | $ - | $ - | $ - | $ - | $ 1,472,213 | - | $ 1,472,213 | $ 2,262,743 | $ - | $ 45,272 | $ - |
| PGE211030 | Northern San Joaquin Valley | $ - | $ - | $ - | $ - | $ 1,443,028 | - | $ 1,443,028 | $ 2,202,379 | $ - | $ 216 | $ - |
| PGE211031 | Valley Innovative Energy Watch (VIEW) | $ - | $ - | $ - | $ - | $ 690,825 | - | $ 690,825 | $ 478,848 | $ - | $ - | $ - |
| PGE_3P_Pub | 3P Placeholder - Pub | | | | | | | | | | | |
| PGE_3P_Pub_LGP | 3P Placeholder - Pub (LGP only) Non-Resource | | | | | | | | | | | |
| | **Funds to be returned in rates [4]** | $ - | $ - | $ - | $ - | $ - | - | $ - | $ - | $ - | $ - | $ - |
| | **2013-2015 funds transferred to REN and CCA balancing accounts for 2016 [6]** | $ - | $ - | $ - | $ - | $ - | - | $ - | $ - | $ - | $ - | $ - |
| | **Pre-2013 Unspent Funds transferred to 2016 Commercial Deemed Incentives program [3]** | | $ - | $ - | $ - | $ - | - | $ - | $ - | $ - | $ - | $ - |
| | **PG&E PROGRAM TOTAL** | **$ 376,577,485** | **$ -** | **$ 48,833,978** | **$ -** | **$376,108,857** | **$ -** | **$ 376,108,857** | **$ 295,536,016** | **$ -** | **$ 42,456,987** | **$ -** |
| **EM&V** | **EM&V (PA & CPUC Portions) Total** | **$ 1,531,591** | **$ -** | **$ 15,672,827** | **$ -** | **$ 16,988,842** | **$ -** | **$ 16,988,842** | **$ 2,509,699** | **$ -** | **$ 14,479,143** | **$ -** |
| PGE_EMV | PG&E EM&V - CPUC | $ 477,668 | $ - | $ 11,723,301 | $ - | $ 11,653,492 | - | $ 11,653,492 | $ 524,259 | $ - | $ 11,129,233 | $ - |
| PGE_EMV | PG&E EM&V - PG&E | $ 1,053,923 | $ - | $ 3,949,526 | $ - | $ 4,580,210 | - | $ 4,580,210 | $ 2,083,440 | $ - | $ 2,496,770 | $ - |
| PGE_EMV | BayREN EM&V - CPUC | $ - | $ - | $ - | $ - | $ 499,555 | - | $ 499,555 | $ (98,001) | $ - | $ 597,556 | $ - |
| PGE_EMV | BayREN EM&V | $ - | $ - | $ - | $ - | $ 189,486 | - | $ 189,486 | $ - | $ - | $ 189,486 | $ - |
| PGE_EMV | MCE EM&V - CPUC | $ - | $ - | $ - | $ - | $ 47,921 | - | $ 47,921 | $ - | $ - | $ 47,921 | $ - |
| PGE_EMV | MCE EM&V | $ - | $ - | $ - | $ - | $ 18,177 | - | $ 18,177 | $ - | $ - | $ 18,177 | $ - |
| PGE_EMV | 3C REN EM&V - CPUC | $ - | $ - | $ - | $ - | $ - | - | $ - | $ - | $ - | $ - | $ - |
| PGE_EMV | 3C REN EM&V | $ - | $ - | $ - | $ - | $ - | - | $ - | $ - | $ - | $ - | $ - |
| | **PG&E TOTAL with EM&V** | **$ 378,109,077** | **$ -** | **$ 64,506,805** | **$ -** | **$393,097,699** | **-** | **$ 393,097,699** | **$ 298,045,715** | **$ -** | **$ 56,936,130** | **$ -** |
| PGE_BayREN | **BayREN [10]** | $ 17,379,767 | $ - | $ - | $ - | $ 16,537,000 | - | $ 16,537,000 | $ 16,494,231 | $ - | $ 42,769 | $ - |
| PGE_MCE | **Marin Clean Energy [10]** | $ 1,428,096 | $ 311,915 | $ 104,615 | $ - | $ 1,586,347 | - | $ 1,586,347 | $ 1,816,622 | $ - | $ - | $ - |
| PGE_3C REN | **3C REN [10]** | $ - | $ - | $ - | $ - | $ - | - | $ - | $ - | $ - | $ - | $ - |
| | **TOTAL PG&E EE EXPENSE PORTFOLIO** | **$ 396,916,939** | **$ 311,915** | **$ 64,611,421** | **$ -** | **$411,221,046** | **$ -** | **$ 411,221,046** | **$ 316,356,567** | **$ -** | **$ 56,978,899** | **$ -** |

**Table 4 – Budget, Spent, Unspent, Carryover Details**

| | | 2016 Budget, Spent, Unspent and Carryover | | | | 2017 Budget, Fundshifts and Spending to Date | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| New/Existing Program # | Main Program Name / Sub-Program Name | 2016 Cycle Expenditures Spent in 2016 | 2016 Unspent/ Uncommited Funds Returned to Ratepayers | 2016 Commitments as of 12/31/16 [5] | 2016 Unspent/ Uncommitted Funds Available for 2018 offset | 2017 Authorized Budget | 2017 Fundshifts | 2017 Total Budget | 2017 Cycle Expenditures Spent in 2017 | 2016 Unspent/ Uncommited Funds Returned to Ratepayers | 2017 Commitments as of 12/31/17 [5] | 2017 Unspent/ Uncommitted Funds Available for 2018 offset |
| PGE21091LP | OBF REVOLVING LOAN POOL | $ 2,224,457 | $ - | $ 7,775,543 | $ - | $ 13,500,000 | - | $ 13,500,000 | $ 8,344,822 | $ - | $ 5,155,178 | $ - |
| | **TOTAL PG&E EE PORTFOLIO** | **$ 399,141,396** | **$ 311,915** | **$ 72,386,964** | **$ -** | **$424,721,046** | **-** | **$ 424,721,046** | **$ 324,701,390** | **$ -** | **$ 62,134,077** | **$ -** |
| | **Other EE-Related Budgets** | | | | | | | | | | | |
| **PGE_SWMEO** | **Statewide Marketing, Education and Outreach Program Total** | **$ 7,689,442** | **$ -** | **$ -** | **$ -** | **$ 6,840,739** | **-** | **$ 6,840,739** | **$ 7,269,185** | **$ -** | **$ -** | **$ -** |
| PGE_SWMEO | Statewide Marketing, Education and Outreach Program (Flex Alert) [11] | $ - | $ - | $ - | $ - | $ - | - | $ - | $ - | $ - | $ - | $ - |
| PGE_SWMEO | Statewide Marketing, Education and Outreach Program [11] | $ 7,689,442 | $ - | $ - | $ - | $ 6,840,739 | - | $ 6,840,739 | $ 7,269,185 | $ - | $ - | $ - |

**PA Name: Pacific Gas and Electric Company**
**Budget Year: 2020**

**Table 4 – Budget, Spent, Unspent, Carryover Details**

| | | 2018 Budget, Fundshifts and Spending to Date | | | | 2019 Budget, Fundshifts and Spending to Date | | | | 2020 Proposed Budget | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| New/Existing Program # | Main Program Name / Sub-Program Name | 2018 Authorized Budget [12] | 2018 Fundshifts | 2018 Total Budget | 2018 Cycle Expenditures Spent as of 12/31/2018 | 2019 Authorized Budget [13] [14] | 2019 Fundshifts | 2019 Total Budget | 2019 Cycle Expenditures Spent as of 6/30/2019 | 2020 Proposed Budget [8] [13] | 2020 Budget Offset from 2019 Estimated Unspent & Uncommitted Funds | 2020 Funds Requested |
| **PGE2100** | **Residential Energy Efficiency Programs Total** | **$ 55,622,926** | **-** | **$ 55,622,926** | **56,475,740** | **$ 53,022,540** | **-** | **$ 53,022,540** | **20,491,933** | **$ 44,106,901** | **$ -** | **$ 44,106,901** |
| PGE21001 | Residential Energy Advisor | $ 14,692,263 | - | $ 14,692,263 | 16,270,181 | $ 11,864,451 | - | $ 11,864,451 | 7,938,549 | $ 17,028,201 | $ - | $ 17,028,201 |
| PGE21002 | Residential Energy Efficiency | $ 10,600,377 | - | $ 10,600,377 | 9,680,554 | $ 7,880,656 | - | $ 7,880,656 | 3,138,340 | $ 5,549,380 | $ - | $ 5,549,380 |
| PGE21003 | Multifamily Energy Efficiency | $ 6,779,725 | - | $ 6,779,725 | 4,088,119 | $ 6,333,027 | - | $ 6,333,027 | 1,232,858 | $ 4,651,856 | $ - | $ 4,651,856 |
| PGE21004 | Energy Upgrade California | $ 10,707,759 | - | $ 10,707,759 | 11,187,989 | $ 8,691,012 | - | $ 8,691,012 | 3,137,610 | $ 5,623,592 | $ - | $ 5,623,592 |
| PGE21005 | Residential New Construction | $ 6,770,695 | - | $ 6,770,695 | 6,977,516 | $ 6,826,666 | - | $ 6,826,666 | 3,139,504 | $ 3,849,277 | $ - | $ 3,849,277 |
| PGE21006 | Residential HVAC | $ 5,318,382 | - | $ 5,318,382 | 7,250,244 | $ 3,913,021 | - | $ 3,913,021 | 1,617,472 | $ 1,879,747 | $ - | $ 1,879,747 |
| PGE210010 | Pay for Performance Pilot | $ 753,726 | - | $ 753,726 | 1,021,138 | $ 7,513,707 | - | $ 7,513,707 | 287,601 | $ 4,835,316 | $ - | $ 4,835,316 |
| PGE_SW_NC_Res | SW Placeholder - NC Res | | | | | | | | | $ 456,000 | $ - | $ 456,000 |
| PGE_SW_NC_Res_PA | SW Placeholder - NC Res - PA Costs | | | | | | | | | $ 233,532 | $ - | $ 233,532 |
| **PGE2101** | **Commercial Programs Total** | **$ 64,732,629** | **-** | **$ 64,732,629** | **54,266,529** | **$ 39,236,508** | **-** | **$ 39,236,508** | **15,406,548** | **$ 24,151,791** | **$ -** | **$ 24,151,791** |
| PGE21011 | Commercial Calculated Incentives | $ 23,262,758 | - | $ 23,262,758 | 13,921,325 | $ 8,501,848 | - | $ 8,501,848 | 3,332,477 | $ 5,851,063 | $ - | $ 5,851,063 |
| PGE211025 | Savings by Design (SBD) | $ 9,111,221 | - | $ 9,111,221 | 3,728,305 | $ 3,179,856 | - | $ 3,179,856 | 1,039,051 | $ 1,178,280 | $ - | $ 1,178,280 |
| PGE21012 | Commercial Deemed Incentives | $ 19,367,904 | - | $ 19,367,904 | 18,024,280 | $ 14,022,281 | - | $ 14,022,281 | 6,603,640 | $ 8,852,809 | $ - | $ 8,852,809 |
| PGE21013 | Commercial Continuous Energy Improvement | $ 240,150 | - | $ 240,150 | 56,862 | $ - | - | $ - | 19,702 | $ - | $ - | $ - |
| PGE21014 | Commercial Energy Advisor | $ 2,123,638 | - | $ 2,123,638 | 1,662,194 | $ 570,242 | - | $ 570,242 | 438,331 | $ 1,149,037 | $ - | $ 1,149,037 |
| PGE21015 | Commercial HVAC | $ 10,626,958 | - | $ 10,626,958 | 16,873,563 | $ 12,962,281 | - | $ 12,962,281 | 3,973,347 | $ 6,044,854 | $ - | $ 6,044,854 |
| PGE_SW_NC_NonRes | SW Placeholder - NC NonRes | | | | | | | | | $ 760,000 | $ - | $ 760,000 |
| GE_SW_NC_NonRes_PA | SW Placeholder - NC NonRes - PA Costs | | | | | | | | | $ 315,748 | $ - | $ 315,748 |
| **PGE2103** | **Agricultural Programs Total** | **$ 17,238,326** | **-** | **$ 17,238,326** | **8,959,114** | **$ 8,475,226** | **-** | **$ 8,475,226** | **2,665,321** | **$ 6,168,428** | **$ -** | **$ 6,168,428** |
| PGE21031 | Agricultural Calculated Incentives | $ 9,155,062 | - | $ 9,155,062 | 3,285,733 | $ 2,340,455 | - | $ 2,340,455 | 1,016,447 | $ 1,947,535 | $ - | $ 1,947,535 |
| PGE21032 | Agricultural Deemed Incentives | $ 4,758,784 | - | $ 4,758,784 | 3,360,895 | $ 3,284,169 | - | $ 3,284,169 | 892,342 | $ 1,894,430 | $ - | $ 1,894,430 |
| PGE21033 | Agricultural Continuous Energy Improvement | $ 67,740 | - | $ 67,740 | 3,893 | $ - | - | $ - | 3,200 | $ - | $ - | $ - |
| PGE21034 | Agricultural Energy Advisor | $ 3,256,739 | - | $ 3,256,739 | 2,308,594 | $ 2,850,602 | - | $ 2,850,602 | 753,332 | $ 2,326,462 | $ - | $ 2,326,462 |
| **PGE2102** | **Industrial Programs Total** | **$ 18,155,388** | **$ -** | **$ 18,155,388** | **6,066,314** | **$ 7,910,152** | **$ -** | **$ 7,910,152** | **2,284,240** | **$ 9,085,080** | **$ -** | **$ 9,085,080** |
| PGE21021 | Industrial Calculated Incentives | $ 12,115,800 | - | $ 12,115,800 | 4,113,468 | $ 5,371,815 | - | $ 5,371,815 | 1,689,680 | $ 3,966,195 | $ - | $ 3,966,195 |
| PGE21022 | Industrial Deemed Incentives | $ 4,157,505 | - | $ 4,157,505 | 1,229,776 | $ 244,743 | - | $ 244,743 | 11,956 | $ 151,294 | $ - | $ 151,294 |
| PGE21023 | Industrial Continuous Energy Improvement | $ 67,233 | - | $ 67,233 | 3,980 | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE21024 | Industrial Energy Advisor | $ 597,692 | - | $ 597,692 | 138,384 | $ 67,338 | - | $ 67,338 | 66,752 | $ 261,346 | $ - | $ 261,346 |
| PGE21030 | Industrial Strategic Energy Management | $ 1,217,158 | - | $ 1,217,158 | 580,706 | $ 2,226,256 | - | $ 2,226,256 | 515,853 | $ 4,706,245 | $ - | $ 4,706,245 |
| **PGE2104** | **Lighting Programs Total** | **$ 11,131,075** | **-** | **$ 11,131,075** | **10,257,832** | **$ 16,146,383** | **-** | **$ 16,146,383** | **2,597,389** | $ - | **$ -** | **$ -** |
| PGE21041 | Primary Lighting | $ 10,711,690 | - | $ 10,711,690 | 9,809,270 | $ 16,146,383 | - | $ 16,146,383 | 2,463,102 | $ - | $ - | $ - |
| PGE21042 | Lighting Innovation | $ 357,652 | - | $ 357,652 | 383,935 | $ - | - | $ - | 132,406 | $ - | $ - | $ - |
| PGE21043 | Lighting Market Transformation | $ 61,733 | - | $ 61,733 | 64,628 | $ - | - | $ - | 1,882 | $ - | $ - | $ - |
| **PGE2105** | **Codes & Standards Programs Total** | **$ 16,183,839** | **-** | **$ 16,183,839** | **18,263,859** | **$ 20,811,065** | **-** | **$ 20,811,065** | **11,032,328** | **$ 21,953,881** | **$ -** | **$ 21,953,881** |
| PGE21051 | Building Codes Advocacy | $ 4,331,109 | - | $ 4,331,109 | 3,126,303 | $ 5,138,535 | - | $ 5,138,535 | 2,083,767 | $ - | $ - | $ - |
| PGE21052 | Appliance Standards Advocacy | $ 4,774,497 | - | $ 4,774,497 | 6,667,851 | $ 3,211,584 | - | $ 3,211,584 | 4,247,014 | $ - | $ - | $ - |
| PGE21053 | Compliance Improvement | $ 4,044,129 | - | $ 4,044,129 | 4,211,928 | $ 5,138,535 | - | $ 5,138,535 | 2,360,904 | $ 4,773,560 | $ - | $ 4,773,560 |
| PGE21054 | Reach Codes | $ 604,747 | - | $ 604,747 | 599,699 | $ 770,780 | - | $ 770,780 | 568,585 | $ 2,233,059 | $ - | $ 2,233,059 |
| PGE21055 | Planning and Coordination | $ 650,922 | - | $ 650,922 | 1,647,723 | $ 770,780 | - | $ 770,780 | 385,455 | $ 703,852 | $ - | $ 703,852 |
| PGE21056 | Code Readiness | $ 1,778,436 | - | $ 1,778,436 | 2,010,356 | $ 3,853,901 | - | $ 3,853,901 | 1,241,184 | $ 7,196,759 | $ - | $ 7,196,759 |
| PGE21057 | National Codes & Standards Advocacy | $ - | - | $ - | - | $ 1,926,950 | - | $ 1,926,950 | 145,419 | $ - | $ - | $ - |
| PGE_SW_CSA_App | SW Placeholder - C&S Appliances | | | | | | | | | $ 1,693,770 | $ - | $ 1,693,770 |
| PGE_SW_CSA_Bldg | SW Placeholder - C&S Building | | | | | | | | | $ 2,735,280 | $ - | $ 2,735,280 |
| PGE_SW_CSA_Natl | SW Placeholder - C&S National | | | | | | | | | $ 1,569,630 | $ - | $ 1,569,630 |
| PGE_SW_CSA_App_PA | SW Placeholder - C&S Appliances - PA Costs | | | | | | | | | $ 274,930 | $ - | $ 274,930 |
| PGE_SW_CSA_Bldg_PA | SW Placeholder - C&S Building - PA Costs | | | | | | | | | $ 441,888 | $ - | $ 441,888 |
| PGE_SW_CSA_Natl_PA | SW Placeholder - C&S National - PA Costs | | | | | | | | | $ 331,152 | $ - | $ 331,152 |

**Table 4 – Budget, Spent, Unspent, Carryover Details**

| | | 2018 Budget, Fundshifts and Spending to Date | | | | 2019 Budget, Fundshifts and Spending to Date | | | | 2020 Proposed Budget | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| New/Existing Program # | Main Program Name / Sub-Program Name | 2018 Authorized Budget [12] | 2018 Fundshifts | 2018 Total Budget | 2018 Cycle Expenditures Spent as of 12/31/2018 | 2019 Authorized Budget [13] [14] | 2019 Fundshifts | 2019 Total Budget | 2019 Cycle Expenditures Spent as of 6/30/2019 | 2020 Proposed Budget [8] [13] | 2020 Budget Offset from 2019 Estimated Unspent & Uncommitted Funds | 2020 Funds Requested |
| **PGE2106** | **Emerging Technologies Programs Total** | **$ 5,629,976** | **-** | **$ 5,629,976** | **2,720,234** | **$ 7,761,040** | **-** | **$ 7,761,040** | **1,496,619** | **$ 5,060,002** | **$ -** | **$ 5,060,002** |
| PGE21061 | Technology Development Support | $ 942,398 | - | $ 942,398 | 545,928 | $ 1,670,318 | - | $ 1,670,318 | 259,114 | $ 449,065 | $ - | $ 449,065 |
| PGE21062 | Technology Assessments | $ 1,929,215 | - | $ 1,929,215 | 771,608 | $ 3,991,223 | - | $ 3,991,223 | 192,512 | $ 3,120,821 | $ - | $ 3,120,821 |
| PGE21063 | Technology Introduction Support | $ 2,758,363 | - | $ 2,758,363 | 1,402,697 | $ 2,099,499 | - | $ 2,099,499 | 1,044,993 | $ 1,490,116 | $ - | $ 1,490,116 |
| **PGE2107** | **Workforce Education & Training Programs Total** | **$ 11,038,180** | **-** | **$ 11,038,180** | **8,392,491** | **$ 9,741,962** | **-** | **$ 9,741,962** | **3,868,308** | **$ 8,600,052** | **$ -** | **$ 8,600,052** |
| PGE21071 | Integrated Energy Education and Training | $ 8,564,820 | - | $ 8,564,820 | 6,850,973 | $ 8,508,957 | - | $ 8,508,957 | 3,426,760 | $ 7,646,014 | $ - | $ 7,646,014 |
| PGE21072 | Connections | $ 1,900,879 | - | $ 1,900,879 | 1,343,813 | $ 959,914 | - | $ 959,914 | 444,118 | $ 822,249 | $ - | $ 822,249 |
| PGE21073 | Strategic Planning | $ 572,481 | - | $ 572,481 | 197,705 | $ - | - | $ - | (2,570) | $ - | $ - | $ - |
| PGE21076 | Career and Workforce Readiness | $ - | - | $ - | - | $ 273,091 | - | $ 273,091 | - | $ 131,789 | $ - | $ 131,789 |
| **PGE2108** | **Statewide DSM Coordination & Integration Program Total** | **$ 547,921** | **-** | **$ 547,921** | **184,975** | **$ -** | **-** | **$ -** | **17,852** | $ - | **$ -** | **$ -** |
| PGE21081 | Statewide DSM Coordination & Integration | $ 547,921 | - | $ 547,921 | 184,975 | $ - | - | $ - | 17,852 | $ - | $ - | $ - |
| **PGE2109** | **Financing Programs Total** | **$ 4,158,662** | **-** | **$ 4,158,662** | **3,075,950** | **$ 6,496,567** | **-** | **$ 6,496,567** | **1,690,036** | **$ 5,779,661** | **$ -** | **$ 5,779,661** |
| PGE21091 | On-Bill Financing (excludes Loan Pool) | $ 3,141,013 | - | $ 3,141,013 | 2,693,475 | $ 5,802,331 | - | $ 5,802,331 | 1,650,666 | $ 4,986,247 | $ - | $ 4,986,247 |
| PGE21092 | Third-Party Financing | $ 660,195 | - | $ 660,195 | 361,181 | $ 64,982 | - | $ 64,982 | 29,453 | $ - | $ - | $ - |
| PGE21093 | New Financing Offerings [9] | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE210911 | On Bill Financing Alternative Pathway | $ 357,454 | - | $ 357,454 | 21,294 | $ 629,253 | - | $ 629,253 | 9,917 | $ 793,414 | $ - | $ 793,414 |
| | **Third-Party Programs (Competitvely Bid) Tota** | **$ 75,653,627** | **-** | **$ 75,653,627** | **68,298,101** | **$ 83,164,958** | **-** | **$ 83,164,958** | **30,689,400** | **64,295,425** | **$ -** | **$ 64,295,425** |
| **PGE2100** | **Residential Third Party Programs SubTotal** | **$ 13,319,768** | **-** | **$ 13,319,768** | **23,794,844** | **$ 31,788,461** | **-** | **$ 31,788,461** | **13,823,704** | **$ 17,617,953** | **$ -** | **$ 17,617,953** |
| PGE21007 | California New Homes Multifamily | $ 1,460,826 | - | $ 1,460,826 | 1,263,530 | $ 2,036,064 | - | $ 2,036,064 | 678,120 | $ 2,347,290 | $ - | $ 2,347,290 |
| PGE21008 | Enhance Time Delay Relay | $ 1,536,619 | - | $ 1,536,619 | 9,993,079 | $ 8,295,796 | - | $ 8,295,796 | 4,109,797 | $ 872,822 | $ - | $ 872,822 |
| PGE21009 | Direct Install for Manufactured and Mobile Homes | $ 5,242,617 | - | $ 5,242,617 | 6,740,380 | $ 6,566,064 | - | $ 6,566,064 | 3,115,827 | $ 813,165 | $ - | $ 813,165 |
| PGE210132 | RSG The Smarter Water Heater | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE210011 | Residential Energy Fitness Program | $ 5,079,706 | - | $ 5,079,706 | 5,797,855 | $ 14,890,537 | - | $ 14,890,537 | 5,919,961 | $ 6,529,042 | $ - | $ 6,529,042 |
| PGE_3P_Res | 3P Placeholder - Res | | | | | | | | | $ 7,055,634 | $ - | $ 7,055,634 |
| **PGE2101** | **Commercial Third Party Programs SubTotal** | **$ 27,827,481** | **-** | **$ 27,827,481** | **25,279,674** | **$ 28,874,763** | **-** | **$ 28,874,763** | **14,166,500** | **$ 19,233,974** | **$ -** | **$ 19,233,974** |
| PGE210110 | Monitoring-Based Persistence Commissioning | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE210111 | LodgingSavers | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE210112 | School Energy Efficiency | $ 2,971,983 | - | $ 2,971,983 | 2,863,298 | $ 2,777,902 | - | $ 2,777,902 | 244,506 | $ 1,292,461 | $ - | $ 1,292,461 |
| PGE210113 | Energy Fitness Program | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE210114 | Energy Savers | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE210115 | RightLights | $ - | - | $ - | 164 | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE210116 | Small Business Commercial Comprehensive | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE210117 | Energy-Efficient Parking Garage | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE210118 | Retail Energy Efficiency | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE210119 | LED Accelerator | $ 2,995,445 | - | $ 2,995,445 | 1,251,840 | $ - | - | $ - | 712,828 | $ - | $ - | $ - |
| PGE210120 | Monitoring-Based Commissioning | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE210122 | Casino Green | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE210123 | Healthcare Energy Efficiency Program | $ 2,244,672 | - | $ 2,244,672 | 805,628 | $ 2,319,573 | - | $ 2,319,573 | 807,643 | $ 994,021 | $ - | $ 994,021 |
| PGE210124 | Ozone Laundry Energy Efficiency | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE210125 | California Preschool Energy Efficiency Program | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE210126 | K-12 Private Schools and Colleges Audit Retro | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE210127 | Innovative Designs for Energy Efficiency Approaches (IDEEA) | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE210128 | Enovity SMART | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE210129 | Nexant AERCx | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE210130 | CLEAResult AERCx | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE210131 | PECI AERCx | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE210136 | McKinstry Laboratory Fume Hoods | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE210137 | Waypoint Commercial Outreach | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE210138 | Data Center Air Flow and Temp Optimization | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |

**Table 4 – Budget, Spent, Unspent, Carryover Details**

| | | 2018 Budget, Fundshifts and Spending to Date | | | | 2019 Budget, Fundshifts and Spending to Date | | | | 2020 Proposed Budget | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| New/Existing Program # | Main Program Name / Sub-Program Name | 2018 Authorized Budget [12] | 2018 Fundshifts | 2018 Total Budget | 2018 Cycle Expenditures Spent as of 12/31/2018 | 2019 Authorized Budget [13] [14] | 2019 Fundshifts | 2019 Total Budget | 2019 Cycle Expenditures Spent as of 6/30/2019 | 2020 Proposed Budget [8] [13] | 2020 Budget Offset from 2019 Estimated Unspent & Uncommitted Funds | 2020 Funds Requested |
| PGE210139 | SEI Energize Schools Program | $ 316,125 | - | $ 316,125 | 229,345 | $ - | - | $ - | 37,976 | $ - | $ - | $ - |
| PGE210140 | Mazzetti Dynamic Gas Scavenging System | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE210141 | Lincus Commercial Mid-Market Program | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE210143 | Hospitality Program | $ 12,626,882 | - | $ 12,626,882 | 11,370,366 | $ 15,944,945 | - | $ 15,944,945 | 9,842,932 | $ 2,529,781 | $ - | $ 2,529,781 |
| PGE21016 | Air Care Plus | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE21017 | Boiler Energy Efficiency Program | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE21018 | EnergySmart Grocer | $ 6,672,373 | - | $ 6,672,373 | 8,759,034 | $ 7,832,344 | - | $ 7,832,344 | 2,520,615 | $ 6,176,529 | $ - | $ 6,176,529 |
| PGE21019 | Enhanced Automation Initiative | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE_3P_Com | 3P Placeholder - Com | | | | | | | | | $ 8,241,182 | $ - | $ 8,241,182 |
| **PGE2103** | **Agricultural Third Party Programs SubTotal** | **$ 8,589,707** | **-** | **$ 8,589,707** | **3,882,813** | **$ 6,121,282** | **-** | **$ 6,121,282** | **908,547** | **$ 8,088,577** | **$ -** | **$ 8,088,577** |
| PGE210310 | Dairy Industry Resource Advantage Pgm | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE210311 | Process Wastewater Treatment EM Pgm for Ag Food Processing | $ 988,763 | - | $ 988,763 | 97,108 | $ 421,157 | - | $ 421,157 | 55,263 | $ - | $ - | $ - |
| PGE210312 | Dairy and Winery Industry Efficiency Solutions | $ 3,350,121 | - | $ 3,350,121 | 1,054,426 | $ 2,289,369 | - | $ 2,289,369 | 158,236 | $ 1,421,553 | $ - | $ 1,421,553 |
| PGE210133 | Staples Low Pressure Irrigation DI | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE21035 | Dairy Energy Efficiency Program | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE21036 | Industrial Refrigeration Performance Plus | $ 692,777 | - | $ 692,777 | 396,884 | $ 164,733 | - | $ 164,733 | 21,460 | $ - | $ - | $ - |
| PGE21037 | Light Exchange Program | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE21038 | Wine Industry Efficiency Solutions | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE21039 | Comprehensive Food Process Audit & Resource Efficiency Pgm | $ 3,558,046 | - | $ 3,558,046 | 2,334,395 | $ 3,246,023 | - | $ 3,246,023 | 673,588 | $ 2,250,083 | $ - | $ 2,250,083 |
| PGE_3P_Ag | 3P Placeholder - Ag | | | | | | | | | $ 4,416,941 | $ - | $ 4,416,941 |
| **PGE2102** | **Industrial Third Party Programs SubTotal** | **$ 25,916,672** | **-** | **$ 25,916,672** | **15,340,769** | **$ 16,380,452** | **-** | **$ 16,380,452** | **1,790,650** | **$ 19,354,921** | **$ -** | **$ 19,354,921** |
| PGE210210 | Industrial Recommissioning Program | $ 2,245,631 | - | $ 2,245,631 | 828,166 | $ 2,874,548 | - | $ 2,874,548 | 74,377 | $ 1,426,592 | $ - | $ 1,426,592 |
| PGE210211 | Light Industrial Energy Efficiency | $ 546,368 | - | $ 546,368 | 58,901 | $ - | - | $ - | (53,759) | $ - | $ - | $ - |
| PGE210212 | Compressed Air and Vacuum Optimization | $ 270,590 | - | $ 270,590 | 1,564,198 | $ 520,951 | - | $ 520,951 | (343,815) | $ 290,275 | $ - | $ 290,275 |
| PGE210213 | Small Petrochemical Energy Efficiency | $ 714,660 | - | $ 714,660 | 118,886 | $ - | - | $ - | 4,248 | $ - | $ - | $ - |
| PGE21025 | California Wastewater Process Optimization | $ 1,227,756 | - | $ 1,227,756 | 604,973 | $ - | - | $ - | (46,328) | $ - | $ - | $ - |
| PGE21026 | Energy Efficiency Services for Oil Production | $ 3,737,735 | - | $ 3,737,735 | 1,618,226 | $ 1,871,443 | - | $ 1,871,443 | 256,001 | $ 927,077 | $ - | $ 927,077 |
| PGE21027 | Heavy Industry Energy Efficiency Program | $ 13,179,841 | - | $ 13,179,841 | 8,430,948 | $ 8,726,194 | - | $ 8,726,194 | 2,043,236 | $ 8,117,891 | $ - | $ 8,117,891 |
| PGE21028 | Industrial Compressed Air Program | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE21029 | Refinery Energy Efficiency Program | $ 1,666,727 | - | $ 1,666,727 | 42,487 | $ - | - | $ - | (209,525) | $ - | $ - | $ - |
| PGE210135 | Water Infrastructure and System Efficiency | $ 2,327,364 | - | $ 2,327,364 | 2,073,984 | $ 2,387,317 | - | $ 2,387,317 | 66,215 | $ 1,301,793 | $ - | $ 1,301,793 |
| PGE210142 | Ameresco Intelligent Energy Efficiency | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE_3P_Ind | 3P Placeholder - Ind | | | | | | | | | $ 7,291,294 | $ - | $ 7,291,294 |
| **PGE2107** | **Workforce Education & Training Third Party Programs SubTotal** | **$ -** | **-** | **$ -** | **-** | **$ -** | **-** | **$ -** | **-** | **$ -** | **$ -** | **$ -** |
| PGE21074 | Builder Energy Code Training | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE21075 | Green Building Technical Support Services | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE210134 | Bridges to Energy Sector Opportunities | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| **PGE2110** | **Government Partnership Programs Total** | **$ 72,368,174** | **-** | **$ 72,368,174** | **47,818,680** | **$ 40,464,830** | **-** | **$ 40,464,830** | **17,618,944** | **$ 25,323,576** | **$ -** | **$ 25,323,576** |
| PGE2110011 | California Community Colleges | $ 4,448,702 | - | $ 4,448,702 | 1,842,711 | $ 1,107,620 | - | $ 1,107,620 | 647,711 | $ 712,478 | $ - | $ 712,478 |
| PGE2110012 | University of California/California State University | $ 4,703,997 | - | $ 4,703,997 | 1,478,702 | $ 932,488 | - | $ 932,488 | 572,137 | $ 406,780 | $ - | $ 406,780 |
| PGE2110013 | State of California | $ 1,005,394 | - | $ 1,005,394 | 185,302 | $ 926,895 | - | $ 926,895 | (115,825) | $ 504,005 | $ - | $ 504,005 |
| PGE2110014 | Department of Corrections and Rehabilitation | $ 1,677,562 | - | $ 1,677,562 | 576,817 | $ 1,081,206 | - | $ 1,081,206 | (434,646) | $ 527,187 | $ - | $ 527,187 |

**Table 4 – Budget, Spent, Unspent, Carryover Details**

| | | 2018 Budget, Fundshifts and Spending to Date | | | | 2019 Budget, Fundshifts and Spending to Date | | | | 2020 Proposed Budget | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| New/Existing Program # | Main Program Name / Sub-Program Name | 2018 Authorized Budget [12] | 2018 Fundshifts | 2018 Total Budget | 2018 Cycle Expenditures Spent as of 12/31/2018 | 2019 Authorized Budget [13] [14] | 2019 Fundshifts | 2019 Total Budget | 2019 Cycle Expenditures Spent as of 6/30/2019 | 2020 Proposed Budget [8] [13] | 2020 Budget Offset from 2019 Estimated Unspent & Uncommitted Funds | 2020 Funds Requested |
| | Local Government Energy Action Resources | | | | | | | | | | | |
| PGE2110051 | (LGEAR) | $ 6,059,173 | - | $ 6,059,173 | 2,320,731 | $ - | - | $ - | 1,196,820 | $ 11,058,317 | $ - | $ 11,058,317 |
| PGE2110052 | Strategic Energy Resources | $ 9,632,258 | - | $ 9,632,258 | 6,437,680 | $ 5,535,802 | - | $ 5,535,802 | 3,383,366 | $ 4,961,247 | $ - | $ 4,961,247 |
| PGE211007 | Association of Monterey Bay Area Governments (AMBAG) | $ 3,744,061 | - | $ 3,744,061 | 3,774,031 | $ 3,557,294 | - | $ 3,557,294 | 1,474,574 | $ - | $ - | $ - |
| PGE211009 | East Bay | $ 6,129,105 | - | $ 6,129,105 | 4,536,496 | $ 3,172,113 | - | $ 3,172,113 | 1,545,225 | $ - | $ - | $ - |
| PGE211010 | Fresno | $ 2,648,728 | - | $ 2,648,728 | 1,809,386 | $ 2,744,818 | - | $ 2,744,818 | 517,167 | $ - | $ - | $ - |
| PGE211011 | Kern | $ 2,725,208 | - | $ 2,725,208 | 2,235,401 | $ 2,312,293 | - | $ 2,312,293 | 1,215,848 | $ - | $ - | $ - |
| PGE211012 | Madera | $ 363,621 | - | $ 363,621 | 205,058 | $ 298,040 | - | $ 298,040 | 47,164 | $ - | $ - | $ - |
| PGE211013 | Marin County | $ 1,271,550 | - | $ 1,271,550 | 643,266 | $ 863,849 | - | $ 863,849 | 250,528 | $ - | $ - | $ - |
| PGE211014 | Mendocino/Lake County | $ 711,132 | - | $ 711,132 | 567,523 | $ 534,587 | - | $ 534,587 | 188,707 | $ - | $ - | $ - |
| PGE211015 | Napa County | $ 557,007 | - | $ 557,007 | 278,555 | $ 354,776 | - | $ 354,776 | 127,337 | $ - | $ - | $ - |
| PGE211016 | Redwood Coast | $ 1,598,179 | - | $ 1,598,179 | 1,128,989 | $ 1,220,457 | - | $ 1,220,457 | 518,943 | $ - | $ - | $ - |
| PGE211018 | San Luis Obispo County | $ 1,076,601 | - | $ 1,076,601 | 671,148 | $ 984,925 | - | $ 984,925 | 272,833 | $ - | $ - | $ - |
| PGE211019 | San Mateo County | $ 2,279,756 | - | $ 2,279,756 | 1,506,181 | $ 1,067,718 | - | $ 1,067,718 | 710,992 | $ - | $ - | $ - |
| PGE211020 | Santa Barbara | $ 1,008,901 | - | $ 1,008,901 | 453,961 | $ 603,722 | - | $ 603,722 | 254,173 | $ - | $ - | $ - |
| PGE211021 | Sierra Nevada | $ 2,422,994 | - | $ 2,422,994 | 1,015,810 | $ 939,341 | - | $ 939,341 | 404,373 | $ - | $ - | $ - |
| PGE211022 | Sonoma County | $ 1,756,500 | - | $ 1,756,500 | 2,391,178 | $ 1,624,260 | - | $ 1,624,260 | 577,640 | $ - | $ - | $ - |
| PGE211023 | Silicon Valley | $ 3,762,183 | - | $ 3,762,183 | 3,684,864 | $ 3,091,367 | - | $ 3,091,367 | 1,486,894 | $ - | $ - | $ - |
| PGE211024 | San Francisco | $ 6,315,049 | - | $ 6,315,049 | 5,515,976 | $ 3,763,629 | - | $ 3,763,629 | 1,861,833 | $ - | $ - | $ - |
| PGE211026 | North Valley | $ 1,898,230 | - | $ 1,898,230 | 332,097 | $ 463,997 | - | $ 463,997 | 131,388 | $ - | $ - | $ - |
| PGE211027 | Sutter Buttes | $ 495,328 | - | $ 495,328 | 268,133 | $ 154,297 | - | $ 154,297 | 50,817 | $ - | $ - | $ - |
| PGE211028 | Yolo | $ 415,574 | - | $ 415,574 | 110,052 | $ 458,506 | - | $ 458,506 | 18,603 | $ - | $ - | $ - |
| PGE211029 | Solano | $ 1,480,725 | - | $ 1,480,725 | 1,880,496 | $ 1,130,314 | - | $ 1,130,314 | 433,847 | $ - | $ - | $ - |
| PGE211030 | Northern San Joaquin Valley | $ 1,455,492 | - | $ 1,455,492 | 1,490,497 | $ 976,930 | - | $ 976,930 | 116,303 | $ - | $ - | $ - |
| PGE211031 | Valley Innovative Energy Watch (VIEW) | $ 725,163 | - | $ 725,163 | 477,641 | $ 563,589 | - | $ 563,589 | 164,190 | $ - | $ - | $ - |
| PGE_3P_Pub | 3P Placeholder - Pub | | | | | | | | | $ 3,535,606 | $ - | $ 3,535,606 |
| PGE_3P_Pub_LGP | 3P Placeholder - Pub (LGP only) Non-Resource | | | | | | | | | $ 3,617,955 | $ - | $ 3,617,955 |
| | **Funds to be returned in rates [4]** | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ 13,324,000 | $ (13,324,000) |
| | **2013-2015 funds transferred to REN and CCA balancing accounts for 2016 [6]** | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| | **Pre-2013 Unspent Funds transferred to 2016 Commercial Deemed Incentives program [3]** | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| | **PG&E PROGRAM TOTAL** | **$ 352,460,723** | **$ -** | **$ 352,460,723** | **284,779,818** | **293,231,232** | **$ -** | **$ 293,231,232** | **109,858,919** | **$ 214,524,796** | **$ 13,324,000** | **$ 201,200,796** |
| **EM&V** | **EM&V (PA & CPUC Portions) Total** | **$ 16,522,072** | **$ -** | **$ 16,522,072** | **$ 4,251,144** | **$ 14,133,002** | **$ -** | **$ 14,133,002** | **$ 7,583,718** | **$ 10,853,567** | **$ -** | **$ 10,853,567** |
| PGE_EMV | PG&E EM&V - CPUC | $ 11,055,064 | - | $ 11,055,064 | 618,359 | $ 9,265,839 | - | $ 9,265,839 | 5,966,706 | $ 6,888,249 | $ - | $ 6,888,249 |
| PGE_EMV | PG&E EM&V - PG&E | $ 4,193,300 | - | $ 4,193,300 | 3,128,847 | $ 3,514,629 | - | $ 3,514,629 | 1,156,264 | $ 2,612,784 | $ - | $ 2,612,784 |
| PGE_EMV | BayREN EM&V - CPUC | $ 675,609 | - | $ 675,609 | 503,938 | $ 696,981 | - | $ 696,981 | 460,748 | $ 696,981 | $ - | $ 696,981 |
| PGE_EMV | BayREN EM&V | $ 256,266 | - | $ 256,266 | - | $ 264,372 | - | $ 264,372 | - | $ 264,372 | $ - | $ 264,372 |
| PGE_EMV | MCE EM&V - CPUC | $ 247,829 | - | $ 247,829 | - | $ 166,714 | - | $ 166,714 | - | $ 201,446 | $ - | $ 201,446 |
| PGE_EMV | MCE EM&V | $ 94,004 | - | $ 94,004 | - | $ 111,143 | - | $ 111,143 | - | $ 76,411 | $ - | $ 76,411 |
| PGE_EMV | 3C REN EM&V - CPUC | $ - | - | $ - | - | $ 82,160 | - | $ 82,160 | - | $ 82,160 | $ - | $ 82,160 |
| PGE_EMV | 3C REN EM&V | $ - | - | $ - | - | $ 31,164 | - | $ 31,164 | - | $ 31,164 | $ - | $ 31,164 |
| | **PG&E TOTAL with EM&V** | **$ 368,982,795** | **$ -** | **$ 368,982,795** | **289,030,962** | **$ 307,364,233** | **$ -** | **$ 307,364,233** | **117,442,637** | **$ 225,378,362** | **$ 13,324,000** | **$ 212,054,362** |
| PGE_BayREN | **BayREN [10]** | $ 22,365,000 | - | $ 22,365,000 | 17,146,268 | $ 23,072,475 | - | $ 23,072,475 | 10,780,682 | $ 23,072,475 | $ - | $ 23,072,475 |
| PGE_MCE | **Marin Clean Energy [10]** | $ 8,204,000 | - | $ 8,204,000 | 1,165,371 | $ 6,668,561 | - | $ 6,668,561 | 5,092,654 | $ 6,668,561 | $ - | $ 6,668,561 |
| PGE_3C REN | **3C REN [10]** | $ - | - | $ - | - | $ 2,719,766 | - | $ 2,719,766 | - | $ 2,719,766 | $ - | $ 2,719,766 |
| | **TOTAL PG&E EE EXPENSE PORTFOLIO** | **$ 399,551,795** | **$ -** | **$ 399,551,795** | **$ 307,342,602** | **$ 339,825,036** | **$ -** | **$ 339,825,036** | **$ 133,315,973** | **$ 257,839,165** | **$ 13,324,000** | **$ 244,515,165** |

**Table 4 – Budget, Spent, Unspent, Carryover Details**

| | | 2018 Budget, Fundshifts and Spending to Date | | | | 2019 Budget, Fundshifts and Spending to Date | | | | 2020 Proposed Budget | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| New/Existing Program # | Main Program Name / Sub-Program Name | 2018 Authorized Budget [12] | 2018 Fundshifts | 2018 Total Budget | 2018 Cycle Expenditures Spent as of 12/31/2018 | 2019 Authorized Budget [13] [14] | 2019 Fundshifts | 2019 Total Budget | 2019 Cycle Expenditures Spent as of 6/30/2019 | 2020 Proposed Budget [8] [13] | 2020 Budget Offset from 2019 Estimated Unspent & Uncommitted Funds | 2020 Funds Requested |
| | | | | | | | | | | | | $ - |
| PGE21091LP | OBF REVOLVING LOAN POOL | $ 13,500,000 | - | $ 13,500,000 | 15,952,043 | $ 13,500,000 | - | $ 13,500,000 | 10,592,421 | $ 13,500,000 | $ - | $ 13,500,000 |
| | | | | | | | | | | | | $ - |
| | **TOTAL PG&E EE PORTFOLIO** | **$ 413,051,795** | **-** | **$ 413,051,795** | **323,294,645** | **$ 353,325,036** | **-** | **$ 353,325,036** | **143,908,394** | **$ 271,339,165** | **$ 13,324,000** | **$ 258,015,165** |
| | | | | | | | | | | | | $ - |
| | **Other EE-Related Budgets** | | | | | | | | | | | **$ -** |
| **PGE_SWMEO** | **Statewide Marketing, Education and Outreach Program Total** | **$ 6,840,979** | **-** | **$ 6,840,979** | **8,752,314** | **6,867,175** | **-** | **6,867,175** | **2,111,329** | **$ 6,859,212** | **$ -** | **$ 6,859,212** |
| PGE_SWMEO | Statewide Marketing, Education and Outreach Program (Flex Alert) [11] | $ - | - | $ - | - | $ - | - | $ - | - | $ - | $ - | $ - |
| PGE_SWMEO | Statewide Marketing, Education and Outreach Program [11] | $ 6,840,979 | - | $ 6,840,979 | 8,752,314 | $ 6,867,175 | - | $ 6,867,175 | 2,111,329 | $ 6,859,212 | $ - | $ 6,859,212 |
| | | | | | | | | | | | | |

**PA Name: Pacific Gas and Electric Company**
**Budget Year: 2020**

**Table 4 – Budget, Spent, Unspent, Carryover Details**

| New/Existing Program # | Main Program Name / Sub-Program Name | Program Type | Market Sector | Resource or Non-resource | Program Status | Utility Grouping |
|---|---|---|---|---|---|---|
| **PGE2100** | **Residential Energy Efficiency Programs Total** | | | | | |
| PGE21001 | Residential Energy Advisor | IOU Core/Statewide | Residential | Resource | Existing | Residential Energy Efficiency Programs |
| PGE21002 | Residential Energy Efficiency | IOU Core/Statewide | Residential | Resource | Existing | Residential Energy Efficiency Programs |
| PGE21003 | Multifamily Energy Efficiency | IOU Core/Statewide | Residential | Resource | Existing | Residential Energy Efficiency Programs |
| PGE21004 | Energy Upgrade California | IOU Core/Statewide | Residential | Resource | Existing | Residential Energy Efficiency Programs |
| PGE21005 | Residential New Construction | IOU Core/Statewide | Residential | Resource | Existing | Residential Energy Efficiency Programs |
| PGE21006 | Residential HVAC | IOU Core/Statewide | Residential | Resource | Existing | Residential Energy Efficiency Programs |
| PGE210010 | Pay for Performance Pilot | Third/Local Party | Residential | Resource | Existing | Residential Energy Efficiency Programs |
| PGE_SW_NC_Res | SW Placeholder - NC Res | IOU Core/Statewide | Residential | Resource | New | Residential Energy Efficiency Programs |
| PGE_SW_NC_Res_PA | SW Placeholder - NC Res - PA Costs | IOU Core/Statewide | Residential | Resource | New | Residential Energy Efficiency Programs |
| **PGE2101** | **Commercial Programs Total** | | | | | |
| PGE21011 | Commercial Calculated Incentives | IOU Core/Statewide | Commercial | Resource | Existing | Commercial Energy Efficiency Programs |
| PGE211025 | Savings by Design (SBD) | IOU Core/Statewide | Commercial | Resource | Existing | Commercial Energy Efficiency Programs |
| PGE21012 | Commercial Deemed Incentives | IOU Core/Statewide | Commercial | Resource | Existing | Commercial Energy Efficiency Programs |
| PGE21013 | Commercial Continuous Energy Improvement | IOU Core/Statewide | Commercial | Non-Resource | Closed | Commercial Energy Efficiency Programs |
| PGE21014 | Commercial Energy Advisor | IOU Core/Statewide | Commercial | Resource | Existing | Commercial Energy Efficiency Programs |
| PGE21015 | Commercial HVAC | IOU Core/Statewide | Commercial | Resource | Existing | Commercial Energy Efficiency Programs |
| PGE_SW_NC_NonRes | SW Placeholder - NC NonRes | IOU Core/Statewide | Commercial | Resource | New | Commercial Energy Efficiency Programs |
| GE_SW_NC_NonRes_PA | SW Placeholder - NC NonRes - PA Costs | IOU Core/Statewide | Commercial | Resource | New | Commercial Energy Efficiency Programs |
| **PGE2103** | **Agricultural Programs Total** | | | | | |
| PGE21031 | Agricultural Calculated Incentives | IOU Core/Statewide | Agricultural | Resource | Existing | Agricultural Energy Efficiency Programs |
| PGE21032 | Agricultural Deemed Incentives | IOU Core/Statewide | Agricultural | Resource | Existing | Agricultural Energy Efficiency Programs |
| PGE21033 | Agricultural Continuous Energy Improvement | IOU Core/Statewide | Agricultural | Non-Resource | Closed | Agricultural Energy Efficiency Programs |
| PGE21034 | Agricultural Energy Advisor | IOU Core/Statewide | Agricultural | Resource | Existing | Agricultural Energy Efficiency Programs |
| **PGE2102** | **Industrial Programs Total** | | | | | |
| PGE21021 | Industrial Calculated Incentives | IOU Core/Statewide | Industrial | Resource | Existing | Industrial Energy Efficiency Programs |
| PGE21022 | Industrial Deemed Incentives | IOU Core/Statewide | Industrial | Resource | Existing | Industrial Energy Efficiency Programs |
| PGE21023 | Industrial Continuous Energy Improvement | IOU Core/Statewide | Industrial | Non-Resource | Closed | Industrial Energy Efficiency Programs |
| PGE21024 | Industrial Energy Advisor | IOU Core/Statewide | Industrial | Resource | Existing | Industrial Energy Efficiency Programs |
| PGE21030 | Industrial Strategic Energy Management | Third/Local Party | Industrial | Resource | Existing | Industrial Energy Efficiency Programs |
| **PGE2104** | **Lighting Programs Total** | | | | | |
| PGE21041 | Primary Lighting | IOU Core/Statewide | Residential | Resource | Existing | Residential Energy Efficiency Programs |
| PGE21042 | Lighting Innovation | IOU Core/Statewide | Cross-Cutting | Non-Resource | Closed | Commercial Energy Efficiency Programs |
| PGE21043 | Lighting Market Transformation | IOU Core/Statewide | Cross-Cutting | Non-Resource | Closed | Commercial Energy Efficiency Programs |
| **PGE2105** | **Codes & Standards Programs Total** | | | | | |
| PGE21051 | Building Codes Advocacy | IOU Core/Statewide | Cross-Cutting | Resource | Existing | Codes and Standards Programs |
| PGE21052 | Appliance Standards Advocacy | IOU Core/Statewide | Cross-Cutting | Resource | Existing | Codes and Standards Programs |
| PGE21053 | Compliance Improvement | IOU Core/Statewide | Cross-Cutting | Non-Resource | Existing | Codes and Standards Programs |
| PGE21054 | Reach Codes | IOU Core/Statewide | Cross-Cutting | Non-Resource | Existing | Codes and Standards Programs |
| PGE21055 | Planning and Coordination | IOU Core/Statewide | Cross-Cutting | Non-Resource | Existing | Codes and Standards Programs |
| PGE21056 | Code Readiness | IOU Core/Statewide | Cross-Cutting | Non-Resource | Existing | Codes and Standards Programs |
| PGE21057 | National Codes & Standards Advocacy | IOU Core/Statewide | Cross-Cutting | Non-Resource | Existing | Codes and Standards Programs |
| PGE_SW_CSA_App | SW Placeholder - C&S Appliances | IOU Core/Statewide | Cross-Cutting | Resource | New | Codes and Standards Programs |
| PGE_SW_CSA_Bldg | SW Placeholder - C&S Building | IOU Core/Statewide | Cross-Cutting | Resource | New | Codes and Standards Programs |
| PGE_SW_CSA_Natl | SW Placeholder - C&S National | IOU Core/Statewide | Cross-Cutting | Resource | New | Codes and Standards Programs |
| PGE_SW_CSA_App_PA | SW Placeholder - C&S Appliances - PA Costs | IOU Core/Statewide | Cross-Cutting | Resource | New | Codes and Standards Programs |
| PGE_SW_CSA_Bldg_PA | SW Placeholder - C&S Building - PA Costs | IOU Core/Statewide | Cross-Cutting | Resource | New | Codes and Standards Programs |
| PGE_SW_CSA_Natl_PA | SW Placeholder - C&S National - PA Costs | IOU Core/Statewide | Cross-Cutting | Resource | New | Codes and Standards Programs |

**Table 4 – Budget, Spent, Unspent, Carryover Details**

| New/Existing Program # | Main Program Name / Sub-Program Name | Program Type | Market Sector | Resource or Non-resource | Program Status | Utility Grouping |
|---|---|---|---|---|---|---|
| **PGE2106** | **Emerging Technologies Programs Total** | | | | | |
| PGE21061 | Technology Development Support | IOU Core/Statewide | Cross-Cutting | Non-Resource | Existing | Emerging Technologies Programs |
| PGE21062 | Technology Assessments | IOU Core/Statewide | Cross-Cutting | Non-Resource | Existing | Emerging Technologies Programs |
| PGE21063 | Technology Introduction Support | IOU Core/Statewide | Cross-Cutting | Non-Resource | Existing | Emerging Technologies Programs |
| **PGE2107** | **Workforce Education & Training Programs Total** | | | | | |
| PGE21071 | Integrated Energy Education and Training | IOU Core/Statewide | Cross-Cutting | Non-Resource | Existing | Workforce Education & Training Programs |
| PGE21072 | Connections | IOU Core/Statewide | Cross-Cutting | Non-Resource | Existing | Workforce Education & Training Programs |
| PGE21073 | Strategic Planning | IOU Core/Statewide | Cross-Cutting | Non-Resource | Closed | Workforce Education & Training Programs |
| PGE21076 | Career and Workforce Readiness | IOU Core/Statewide | Cross-Cutting | Non-Resource | Existing | Workforce Education & Training Programs |
| **PGE2108** | **Statewide DSM Coordination & Integration Program Total** | | | | | |
| PGE21081 | Statewide DSM Coordination & Integration | IOU Core/Statewide | Cross-Cutting | Non-Resource | Closed | Statewide DSM Coordination & Integration Programs |
| **PGE2109** | **Financing Programs Total** | | | | | |
| PGE21091 | On-Bill Financing (excludes Loan Pool) | IOU Core/Statewide | Cross-Cutting | Resource | Existing | Financing Programs |
| PGE21092 | Third-Party Financing | IOU Core/Statewide | Cross-Cutting | Resource | Existing | Financing Programs |
| PGE21093 | New Financing Offerings [9] | IOU Core/Statewide | Cross-Cutting | Resource | Existing | Financing Programs |
| PGE210911 | On Bill Financing Alternative Pathway | IOU Core/Statewide | Cross-Cutting | Resource | Existing | Financing Programs |
| | **Third-Party Programs (Competitvely Bid) Tota** | | | | | |
| **PGE2100** | **Residential Third Party Programs SubTotal** | | | | | |
| PGE21007 | California New Homes Multifamily | Third/Local Party | Residential | Resource | Existing | Residential Third Party Programs |
| PGE21008 | Enhance Time Delay Relay | Third/Local Party | Residential | Resource | Existing | Residential Third Party Programs |
| PGE21009 | Direct Install for Manufactured and Mobile Homes | Third/Local Party | Residential | Resource | Existing | Residential Third Party Programs |
| PGE210132 | RSG The Smarter Water Heater | Third/Local Party | Residential | Resource | Closed | Residential Third Party Programs |
| PGE210011 | Residential Energy Fitness Program | Third/Local Party | Residential | Resource | Existing | Residential Third Party Programs |
| PGE_3P_Res | 3P Placeholder - Res | Third/Local Party | Residential | Resource | New | Residential Third Party Programs |
| **PGE2101** | **Commercial Third Party Programs SubTotal** | | | | | |
| PGE210110 | Monitoring-Based Persistence Commissioning | Third/Local Party | Commercial | Resource | Closed | Commercial Third Party Programs |
| PGE210111 | LodgingSavers | Third/Local Party | Commercial | Resource | Closed | Commercial Third Party Programs |
| PGE210112 | School Energy Efficiency | Third/Local Party | Commercial | Resource | Existing | Commercial Third Party Programs |
| PGE210113 | Energy Fitness Program | Third/Local Party | Commercial | Resource | Closed | Commercial Third Party Programs |
| PGE210114 | Energy Savers | Third/Local Party | Commercial | Resource | Closed | Commercial Third Party Programs |
| PGE210115 | RightLights | Third/Local Party | Commercial | Resource | Closed | Commercial Third Party Programs |
| PGE210116 | Small Business Commercial Comprehensive | Third/Local Party | Commercial | Resource | Closed | Commercial Third Party Programs |
| PGE210117 | Energy-Efficient Parking Garage | Third/Local Party | Commercial | Resource | Closed | Commercial Third Party Programs |
| PGE210118 | Retail Energy Efficiency | Third/Local Party | Commercial | Resource | Closed | Commercial Third Party Programs |
| PGE210119 | LED Accelerator | Third/Local Party | Commercial | Resource | Closed | Commercial Third Party Programs |
| PGE210120 | Monitoring-Based Commissioning | Third/Local Party | Commercial | Resource | Closed | Commercial Third Party Programs |
| PGE210122 | Casino Green | Third/Local Party | Commercial | Resource | Closed | Commercial Third Party Programs |
| PGE210123 | Healthcare Energy Efficiency Program | Third/Local Party | Commercial | Resource | Existing | Commercial Third Party Programs |
| PGE210124 | Ozone Laundry Energy Efficiency | Third/Local Party | Commercial | Resource | Closed | Commercial Third Party Programs |
| PGE210125 | California Preschool Energy Efficiency Program | Third/Local Party | Commercial | Resource | Closed | Commercial Third Party Programs |
| PGE210126 | K-12 Private Schools and Colleges Audit Retro | Third/Local Party | Commercial | Resource | Closed | Commercial Third Party Programs |
| PGE210127 | Innovative Designs for Energy Efficiency Approaches (IDEEA) | Third/Local Party | Commercial | Resource | Closed | Commercial Third Party Programs |
| PGE210128 | Enovity SMART | Third/Local Party | Commercial | Resource | Closed | Commercial Third Party Programs |
| PGE210129 | Nexant AERCx | Third/Local Party | Commercial | Resource | Closed | Commercial Third Party Programs |
| PGE210130 | CLEAResult AERCx | Third/Local Party | Commercial | Resource | Closed | Commercial Third Party Programs |
| PGE210131 | PECI AERCx | Third/Local Party | Commercial | Resource | Closed | Commercial Third Party Programs |
| PGE210136 | McKinstry Laboratory Fume Hoods | Third/Local Party | Commercial | Resource | Closed | Commercial Third Party Programs |
| PGE210137 | Waypoint Commercial Outreach | Third/Local Party | Commercial | Non-Resource | Closed | Commercial Third Party Programs |
| PGE210138 | Data Center Air Flow and Temp Optimization | Third/Local Party | Commercial | Resource | Closed | Commercial Third Party Programs |

**Table 4 – Budget, Spent, Unspent, Carryover Details**

| New/Existing Program # | Main Program Name / Sub-Program Name | Program Type | Market Sector | Resource or Non-resource | Program Status | Utility Grouping |
|---|---|---|---|---|---|---|
| PGE210139 | SEI Energize Schools Program | Third/Local Party | Commercial | Non-Resource | Closed | Commercial Third Party Programs |
| PGE210140 | Mazzetti Dynamic Gas Scavenging System | Third/Local Party | Commercial | Resource | Closed | Commercial Third Party Programs |
| PGE210141 | Lincus Commercial Mid-Market Program | Third/Local Party | Commercial | Resource | Closed | Commercial Third Party Programs |
| PGE210143 | Hospitality Program | Third/Local Party | Commercial | Resource | Existing | Commercial Third Party Programs |
| PGE21016 | Air Care Plus | Third/Local Party | Commercial | Resource | Closed | Commercial Third Party Programs |
| PGE21017 | Boiler Energy Efficiency Program | Third/Local Party | Commercial | Resource | Closed | Commercial Third Party Programs |
| PGE21018 | EnergySmart Grocer | Third/Local Party | Commercial | Resource | Existing | Commercial Third Party Programs |
| PGE21019 | Enhanced Automation Initiative | Third/Local Party | Commercial | Resource | Closed | Commercial Third Party Programs |
| PGE_3P_Com | 3P Placeholder - Com | Third/Local Party | Commercial | Resource | New | Commercial Third Party Programs |
| **PGE2103** | **Agricultural Third Party Programs SubTotal** | | | | | |
| PGE210310 | Dairy Industry Resource Advantage Pgm | Third/Local Party | Agricultural | Resource | Closed | Agricultural Third Party Programs |
| PGE210311 | Process Wastewater Treatment EM Pgm for Ag Food Processing | Third/Local Party | Agricultural | Resource | Existing | Agricultural Third Party Programs |
| PGE210312 | Dairy and Winery Industry Efficiency Solutions | Third/Local Party | Agricultural | Resource | Existing | Agricultural Third Party Programs |
| PGE210133 | Staples Low Pressure Irrigation DI | Third/Local Party | Agricultural | Resource | Closed | Agricultural Third Party Programs |
| PGE21035 | Dairy Energy Efficiency Program | Third/Local Party | Agricultural | Resource | Closed | Agricultural Third Party Programs |
| PGE21036 | Industrial Refrigeration Performance Plus | Third/Local Party | Cross-Cutting | Resource | Closed | Agricultural Third Party Programs |
| PGE21037 | Light Exchange Program | Third/Local Party | Agricultural | Resource | Closed | Agricultural Third Party Programs |
| PGE21038 | Wine Industry Efficiency Solutions | Third/Local Party | Agricultural | Resource | Closed | Agricultural Third Party Programs |
| PGE21039 | Comprehensive Food Process Audit & Resource Efficiency Pgm | Third/Local Party | Agricultural | Resource | Existing | Agricultural Third Party Programs |
| PGE_3P_Ag | 3P Placeholder - Ag | Third/Local Party | Agricultural | Resource | New | Agricultural Third Party Programs |
| **PGE2102** | **Industrial Third Party Programs SubTotal** | | | | | |
| PGE210210 | Industrial Recommissioning Program | Third/Local Party | Industrial | Resource | Existing | Industrial Third Party Programs |
| PGE210211 | Light Industrial Energy Efficiency | Third/Local Party | Industrial | Resource | Closed | Industrial Third Party Programs |
| PGE210212 | Compressed Air and Vacuum Optimization | Third/Local Party | Industrial | Resource | Existing | Industrial Third Party Programs |
| PGE210213 | Small Petrochemical Energy Efficiency | Third/Local Party | Industrial | Resource | Existing | Industrial Third Party Programs |
| PGE21025 | California Wastewater Process Optimization | Third/Local Party | Industrial | Resource | Closed | Industrial Third Party Programs |
| PGE21026 | Energy Efficiency Services for Oil Production | Third/Local Party | Industrial | Resource | Existing | Industrial Third Party Programs |
| PGE21027 | Heavy Industry Energy Efficiency Program | Third/Local Party | Industrial | Resource | Existing | Industrial Third Party Programs |
| PGE21028 | Industrial Compressed Air Program | Third/Local Party | Industrial | Resource | Closed | Industrial Third Party Programs |
| PGE21029 | Refinery Energy Efficiency Program | Third/Local Party | Industrial | Resource | Closed | Industrial Third Party Programs |
| PGE210135 | Water Infrastructure and System Efficiency | Third/Local Party | Industrial | Resource | Existing | Industrial Third Party Programs |
| PGE210142 | Ameresco Intelligent Energy Efficiency | Third/Local Party | Industrial | Resource | Closed | Industrial Third Party Programs |
| PGE_3P_Ind | 3P Placeholder - Ind | Third/Local Party | Industrial | Resource | New | Industrial Third Party Programs |
| **PGE2107** | **Workforce Education & Training Third Party Programs SubTotal** | | | | | |
| PGE21074 | Builder Energy Code Training | Third/Local Party | Cross-Cutting | Non-Resource | Closed | Workforce Education & Training Third Party Programs |
| PGE21075 | Green Building Technical Support Services | Third/Local Party | Cross-Cutting | Non-Resource | Closed | Workforce Education & Training Third Party Programs |
| PGE210134 | Bridges to Energy Sector Opportunities | Third/Local Party | Cross-Cutting | Non-Resource | Closed | Workforce Education & Training Third Party Programs |
| **PGE2110** | **Government Partnership Programs Total** | | | | | |
| PGE2110011 | California Community Colleges | State Institutional Partnership | Public | Resource | Existing | Institutional Partnerships |
| PGE2110012 | University of California/California State University | State Institutional Partnership | Public | Resource | Existing | Institutional Partnerships |
| PGE2110013 | State of California | State Institutional Partnership | Public | Resource | Existing | Institutional Partnerships |
| PGE2110014 | Department of Corrections and Rehabilitation | State Institutional Partnership | Public | Resource | Existing | Institutional Partnerships |

**Table 4 – Budget, Spent, Unspent, Carryover Details**

| New/Existing Program # | Main Program Name / Sub-Program Name | Program Type | Market Sector | Resource or Non-resource | Program Status | Utility Grouping |
|---|---|---|---|---|---|---|
| PGE2110051 | Local Government Energy Action Resources (LGEAR) | Local Government Partnership | Public | Resource | Closed | Master Government Partnership |
| PGE2110052 | Strategic Energy Resources | Local Government Partnership | Public | Non-Resource | Existing | Master Government Partnership |
| PGE211007 | Association of Monterey Bay Area Governments (AMBAG) | Local Government Partnership | Public | Resource | Existing | Government Partnership Programs |
| PGE211009 | East Bay | Local Government Partnership | Public | Resource | Existing | Government Partnership Programs |
| PGE211010 | Fresno | Local Government Partnership | Public | Resource | Existing | Government Partnership Programs |
| PGE211011 | Kern | Local Government Partnership | Public | Resource | Existing | Government Partnership Programs |
| PGE211012 | Madera | Local Government Partnership | Public | Resource | Existing | Government Partnership Programs |
| PGE211013 | Marin County | Local Government Partnership | Public | Resource | Existing | Government Partnership Programs |
| PGE211014 | Mendocino/Lake County | Local Government Partnership | Public | Resource | Existing | Government Partnership Programs |
| PGE211015 | Napa County | Local Government Partnership | Public | Resource | Existing | Government Partnership Programs |
| PGE211016 | Redwood Coast | Local Government Partnership | Public | Resource | Existing | Government Partnership Programs |
| PGE211018 | San Luis Obispo County | Local Government Partnership | Public | Resource | Existing | Government Partnership Programs |
| PGE211019 | San Mateo County | Local Government Partnership | Public | Resource | Existing | Government Partnership Programs |
| PGE211020 | Santa Barbara | Local Government Partnership | Public | Resource | Existing | Government Partnership Programs |
| PGE211021 | Sierra Nevada | Local Government Partnership | Public | Resource | Existing | Government Partnership Programs |
| PGE211022 | Sonoma County | Local Government Partnership | Public | Resource | Existing | Government Partnership Programs |
| PGE211023 | Silicon Valley | Local Government Partnership | Public | Resource | Existing | Government Partnership Programs |
| PGE211024 | San Francisco | Local Government Partnership | Public | Resource | Existing | Government Partnership Programs |
| PGE211026 | North Valley | Local Government Partnership | Public | Resource | Existing | Government Partnership Programs |
| PGE211027 | Sutter Buttes | Local Government Partnership | Public | Resource | Existing | Government Partnership Programs |
| PGE211028 | Yolo | Local Government Partnership | Public | Resource | Existing | Government Partnership Programs |
| PGE211029 | Solano | Local Government Partnership | Public | Resource | Existing | Government Partnership Programs |
| PGE211030 | Northern San Joaquin Valley | Local Government Partnership | Public | Resource | Existing | Government Partnership Programs |
| PGE211031 | Valley Innovative Energy Watch (VIEW) | Local Government Partnership | Public | Resource | Existing | Government Partnership Programs |
| PGE_3P_Pub | 3P Placeholder - Pub | Local Government Partnership | Public | Resource | New | Government Partnership Programs |
| PGE_3P_Pub_LGP | 3P Placeholder - Pub (LGP only) Non-Resource | Local Government Partnership | Public | Non-Resource | New | Government Partnership Programs |
| | **Funds to be returned in rates [4]** | | | | | |
| | **2013-2015 funds transferred to REN and CCA balancing accounts for 2016 [6]** | | | | | |
| | **Pre-2013 Unspent Funds transferred to 2016 Commercial Deemed Incentives program [3]** | | | | | |
| | **PG&E PROGRAM TOTAL** | | | | | |
| **EM&V** | **EM&V (PA & CPUC Portions) Total** | | | | | |
| PGE_EMV | PG&E EM&V - CPUC | EM&V | Cross Cutting | Non-Resource | Existing | EM&V |
| PGE_EMV | PG&E EM&V - PG&E | EM&V | Cross Cutting | Non-Resource | Existing | EM&V |
| PGE_EMV | BayREN EM&V - CPUC | EM&V | Cross Cutting | Non-Resource | Existing | EM&V |
| PGE_EMV | BayREN EM&V | EM&V | Cross Cutting | Non-Resource | Existing | EM&V |
| PGE_EMV | MCE EM&V - CPUC | EM&V | Cross Cutting | Non-Resource | Existing | EM&V |
| PGE_EMV | MCE EM&V | EM&V | Cross Cutting | Non-Resource | Existing | EM&V |
| PGE_EMV | 3C REN EM&V - CPUC | EM&V | Cross Cutting | Non-Resource | Existing | EM&V |
| PGE_EMV | 3C REN EM&V | EM&V | Cross Cutting | Non-Resource | Existing | EM&V |
| | **PG&E TOTAL with EM&V** | | | | | |
| PGE_BayREN | **BayREN [10]** | REN | Cross Cutting | Resource | Existing | REN |
| PGE_MCE | **Marin Clean Energy [10]** | CCA | Cross Cutting | Resource | Existing | CCA |
| PGE_3C REN | **3C REN [10]** | REN | Cross Cutting | Resource | Existing | REN |
| | **TOTAL PG&E EE EXPENSE PORTFOLIO** | | | | | |

**Table 4 – Budget, Spent, Unspent, Carryover Details**

| New/Existing Program # | Main Program Name / Sub-Program Name | Program Type | Market Sector | Resource or Non-resource | Program Status | Utility Grouping |
|---|---|---|---|---|---|---|
| | | | | | | |
| PGE21091LP | OBF REVOLVING LOAN POOL | IOU Core/Statewide | Cross-Cutting | Non-Resource | Existing | Financing Programs |
| | | | | | | |
| | **TOTAL PG&E EE PORTFOLIO** | | | | | |
| | | | | | | |
| | **Other EE-Related Budgets** | | | | | |
| **PGE_SWMEO** | **Statewide Marketing, Education and Outreach Program Total** | | | | | |
| PGE_SWMEO | Statewide Marketing, Education and Outreach Program (Flex Alert) [11] | | | | | |
| PGE_SWMEO | Statewide Marketing, Education and Outreach Program [11] | | | | | |
| | | | | | | |

**PA Name:** Pacific Gas and Electric Company
**Budget Year:** 2020

**Table 5 - Total 2020 Requested and 2013-2019 Authorized Budgets ($000)**

| Category (2013-19 Authorized and 2020 Request) [1] | Electric Demand Response Funds | Electric Energy Efficiency Funds | Natural Gas Public Purpose Funds | Total Energy Efficiency Funds |
|---|---|---|---|---|
| 2013-2015 Annualized Program Funds - Utility | $3,264 | $321,712 | $70,620 | $392,331 |
| 2013-2015 Annualized Program Funds - BayREN | | $9,725 | $2,135 | $11,860 |
| 2013-2015 Annualized Program Funds - MCE | | $1,431 | $314 | $1,745 |
| 2013-2015 Annualized EM&V | | $14,073 | $3,089 | $17,162 |
| **2013-2015 Total Annualized Portfolio** | **$3,264** | **$346,941** | **$76,158** | **$423,099** |
| 2016 Program Funds - Utility | $3,264 | $327,056 | $71,793 | $398,849 |
| 2016 Program Funds - BayREN | | $13,560 | $2,977 | $16,537 |
| 2016 Program Funds - MCE | | $1,301 | $286 | $1,586 |
| 2016 EM&V | | $14,108 | $3,097 | $17,204 |
| **2016 Annualized Total** | **$3,264** | **$356,025** | **$78,152** | **$434,177** |
| 2017 Program Funds - Utility | $3,264 | $327,271 | $62,337 | $389,609 |
| 2017 Program Funds - BayREN | | $13,891 | $2,646 | $16,537 |
| 2017 Program Funds - MCE | | $1,333 | $254 | $1,586 |
| 2017 EM&V | | $14,271 | $2,718 | $16,989 |
| **2017 Annualized Total** | **$3,264** | **$356,766** | **$67,955** | **$424,721** |
| 2018 Program Funds - Utility | $3,264 | $263,492 | $102,469 | $365,961 |
| 2018 Program Funds - BayREN | | $18,787 | $3,578 | $22,365 |
| 2018 Program Funds - MCE | | $6,891 | $1,313 | $8,204 |
| 2018 EM&V | | $13,879 | $2,644 | $16,522 |
| **2018 Annualized Total** | **$3,264** | **$303,048** | **$110,004** | **$413,052** |
| 2019 Program Funds - Utility | $7,771 | $233,116 | $73,615 | $306,731 |
| 2019 Program Funds - BayREN (including EM&V) | | $18,266 | $5,768 | $24,034 |
| 2019 Program Funds - MCE (including EM&V) | | $5,279 | $1,667 | $6,946 |
| 2019 Program Funds - 3C-REN (including EM&V) | | $2,153 | $680 | $2,833 |
| 2019 EM&V (IOU only) | | $9,713 | $3,067 | $12,780 |
| **2019 Annualized Total** | **$7,771** | **$268,527** | **$84,798** | **$353,325** |
| 2020 Requested Program Funds - Utility | $7,771 | $157,337 | $70,688 | $228,025 |
| 2020 Requested Program Funds - BayREN (incl. EM&V) | | $16,583 | $7,450 | $24,034 |
| 2020 Requested Program Funds - MCE (incl. EM&V) | | $4,793 | $2,153 | $6,946 |
| 2020 Requested Program Funds - 3C-REN (incl. EM&V) | | $1,955 | $878 | $2,833 |
| 2020 Requested EM&V (IOU only) | | $6,556 | $2,945 | $9,501 |
| **2020 Total Portfolio Request** | **$7,771** | **$187,224** | **$84,115** | **$271,339** |

{1} Authorized budget excludes reductions from past unspent funds, carryover and is consistent with funding approved in D. 09-09-047, D. 12-11-015, D.14-10-046, D.15-10-028 and D.18-05-041. 2018 Utility and EM&V budgets presented are from the 2018 ABAL. These budgets are also reflected in the revised CEDARS filing approved on August 3, 2018 by Energy Division, as well as in Table 4 Carryover (footnote 12). BayREN and MCE's budgets are approved in the Business Plan Decision (D.18-05-041).

**PA Name:** Pacific Gas and Electric Company

**Budget Year:** 2020

**Table 6 - Committed Energy Efficiency Program Funding Not Yet Spent**

| Committed funds not yet spent as of June 30, 2019 ($000)<br>Category | Electric Procurement Funds | Natural Gas Public Purpose Funds | Total |
|---|---|---|---|
| 2013-2015 EM&V Funds | $4,247 | $932 | $5,179 |
| 2013-2015 Program Funds - Utility | $1,851 | $406 | $2,258 |
| 2013-2015 Program Funds - BayREN | $3,084 | $677 | $3,761 |
| 2013-2015 Program Funds - MCE | $30 | $7 | $36 |
| 2016 EM&V Funds | $12,852 | $2,821 | $15,673 |
| 2016 Program Funds - Utility | $0 | $0 | $0 |
| 2016 Program Funds - BayREN | $0 | $0 | $0 |
| 2016 Program Funds - MCE | $86 | $19 | $105 |
| 2017 EM&V Funds | $12,162 | $2,317 | $14,479 |
| 2017 Program Funds - Utility | $139 | $26 | $165 |
| 2017 Program Funds - BayREN | $36 | $7 | $43 |
| 2017 Program Funds - MCE | $0 | $0 | $0 |
| 2018 to date EM&V Funds | $9,661 | $1,840 | $11,501 |
| 2018 to date Program Funds - Utility | $185 | $35 | $221 |
| 2018 to date Program Funds - BayREN | $4,384 | $835 | $5,219 |
| 2018 to date Program Funds - MCE | $188 | $36 | $224 |
| 2019 to date EM&V Funds | $4,300 | $1,358 | $5,657 |
| 2019 to date Program Funds - Utility | $334 | $105 | $439 |
| 2019 to date Program Funds - BayREN | $9,722 | $3,070 | $12,792 |
| 2019 to date Program Funds - MCE | $1,162 | $367 | $1,529 |
| 2019 to date Program Funds - 3C REN | $2,153 | $680 | $2,833 |
| **Total** | **$66,576** | **$15,539** | **$82,114** |

**PA Name:** Pacific Gas and Electric Company
**Budget Year:** 2020

**Table 7 - 2019 Authorized and Spent/Unspent Detail (Estimated Spend as of June 30, 2019)**

| Authorized, spent and unspent program funds (Excludes IOU EM&V and OBF Loans) ($000) Category | Electric Procurement Funds | Natural Gas Public Purpose Funds | Total |
|---|---|---|---|
| 2019 Annualized Authorized Program Budget | $248,554 | $78,491 | $327,045 |
| 2019 Forecast of Annual Spend | $225,056 | $71,070 | $296,127 |
| 2019 Estimated Unspent | $23,497 | $7,420 | $30,918 |
| 2019 Committed funds [1] | $13,371 | $4,223 | $17,594 |
| 2019 Unspent/uncommitted Estimated Available for 2020 [2] | **$10,126** | **$3,198** | **$13,324** |

[1] Represents unspent and committed Financing Pilots, BayREN, MCE, and 3C REN funds as of June 30, 2019.
[2] Excludes $2,685,000 of interest accrued in the balancing account through June 30, 2019.

(Col D)*(IOU 'Electric Proportional Share' from INPUT TABLE) + [(1-Col D)*(IOU 'Gas Proportional Share' from INPUT TABLE)]

Col E * [Col A * (Col C months remain/12)]

Col F * [Col A * (Col C months remain/12)]

Col G * [Col A * (Col C months remain/12)]

Col H * [Col A * (Col C months remain/12)]

| | | Col A | Col B | Col C | Col D | Col E | Col F | Col G | Col H | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Statewide Program*** | **Lead IOU** | **2020 Program Budget (Total for all contributing IOUs)**** | **2021 Program Budget (Total for all contributing IOUs)**** | **Expected or Actual Launch Date (MM/YYYY)***** | **Percent Electric** | **Combined (Electric & Gas) Proportional Contribution per Load-Share** (Target share. Actual funding may be within +/-20%) | | | | **2020 Progam Budget by IOU**** | | | |
| | | | | | | **PG&E** | **SDG&E** | **SCE** | **SCG** | **PG&E** | **SDG&E** | **SCE** | **SCG** |
| Workforce education, and training: Career and workforce readiness | PG&E | $ - | $ 2,112,569 | Jan-2021 | 80% | 45.60% | 13.96% | 32.08% | 8.36% | $ - | $ - | $ - | $ - |
| Res New Construction | | $ 1,000,000 | $ 12,000,000 | Dec-2020 | 80% | 45.60% | 13.96% | 32.08% | 8.36% | $ 456,000 | $ 139,600 | $ 320,800 | $ 83,600 |
| NonRes New Construction | | $ 1,666,667 | $ 20,000,000 | Dec-2020 | 80% | 45.60% | 13.96% | 32.08% | 8.36% | $ 760,000 | $ 232,667 | $ 534,667 | $ 139,333 |
| Codes and Standards Advocacy | | $ 13,155,000 | $ 13,155,000 | Jan-2020 | 80% | 45.60% | 13.96% | 32.08% | 8.36% | $ 5,998,680 | $ 1,836,438 | $ 4,220,124 | $ 1,099,758 |
| Institutional Partnerships, DGS & Dept of Corrections | | $ - | $ 2,500,000 | Jan-2021 | 80% | 45.60% | 13.96% | 32.08% | 8.36% | $ - | $ - | $ - | $ - |
| WE&T K-12 Connections | | $ - | $ 2,041,431 | Jan-2021 | 80% | 45.60% | 13.96% | 32.08% | 8.36% | $ - | $ - | $ - | $ - |
| Water/wastewater pumping | SCE | $ - | $ 5,300,000 | Apr-2021 | 80% | 45.60% | 13.96% | 32.08% | 8.36% | $ - | $ - | $ - | $ - |
| Lighting (Upstream) | | $ - | $ 12,000,000 | Jan-2021 | 100% | 44.40% | 15.50% | 40.10% | 0.00% | $ - | $ - | $ - | $ - |
| ETP, electric | | $ - | $ 17,897,000 | Apr-2021 | 100% | 44.40% | 15.50% | 40.10% | 0.00% | $ - | $ - | $ - | $ - |
| Institutional Partnerships, UC/CSU/CCC | | $ - | $ 4,000,000 | Apr-2021 | 80% | 45.60% | 13.96% | 32.08% | 8.36% | $ - | $ - | $ - | $ - |
| ETP, gas | SCG | $ - | $ 3,000,000 | Apr-2021 | 0% | 50.40% | 7.80% | 0.00% | 41.80% | $ - | $ - | $ - | $ - |
| Food Service POS | | $ - | $ 19,500,000 | Feb-2021 | 40% | 48.00% | 10.88% | 16.04% | 25.08% | $ - | $ - | $ - | $ - |
| Midstream Comm Water Heating | | $ - | $ 11,000,000 | Feb-2021 | 40% | 48.00% | 10.88% | 16.04% | 25.08% | $ - | $ - | $ - | $ - |
| Res HVAC QI/QM | SDG&E | $ - | $ 6,900,000 | Oct-2021 | 80% | 45.60% | 13.96% | 32.08% | 8.36% | $ - | $ - | $ - | $ - |
| Plug Load and Appliance | | $ - | $ 29,356,559 | Apr-2021 | 80% | 45.60% | 13.96% | 32.08% | 8.36% | $ - | $ - | $ - | $ - |
| Upstream HVAC (Comm + Res) | | $ - | $ 23,000,000 | Jan-2021 | 80% | 45.60% | 13.96% | 32.08% | 8.36% | $ - | $ - | $ - | $ - |
| **Total** | | **$ 15,821,667** | **$ 183,762,559** | | | | | | | **$ 7,214,680** | **$ 2,208,705** | **$ 5,075,591** | **$ 1,322,691** |

*Modify rows as needed to reflect consolidation or division of a program category per solicitation approach or contracts. Ultimately there should be one line per executed 3P contract.

**The budget is proportional to the anticipated launch date of the program.

***Launch date assumes that the signed contracts filed via AL are approved by ED in 90-days, where applicable.

BP Decision (D.18-05-041): OP 23. The 25 percent requirement for statewide funding articulated in D.16-08-019 shall be calculated as a proportion of the utility program administrator's total portfolio budget, including evaluation, measurement, and verification funding, but excluding funding allocated to other program administrators for other (non-statewide) programs. The percentage requirement for statewide program funding for the Southern California Gas Company shall be reduced to 15 percent, but remain 25 percent for the other utility program administrators consistent with D.16-08-019.

| INPUT TABLE: DO NOT MODIFY | | | | |
|---|---|---|---|---|
| **IOU** | **Percent PPP Electric** | **Percent PPP Gas** | **Electric Proportional Share** | **Gas Proportional Share** |
| **PG&E** | 80% | 20% | 44.4% | 50.4% |
| **SDG&E** | 90% | 10% | 15.5% | 7.8% |
| **SCE** | 100% | 0% | 40.1% | 0.0% |
| **SoCalGas** | 0% | 100% | 0.0% | 41.8% |

| Statewide Program* | Lead IOU | 2021 Progam Budget by IOU** PG&E | SDG&E | SCE | SCG | Annual Budget After Launch PG&E | SDG&E | SCE | SCG |
|---|---|---|---|---|---|---|---|---|---|
| | | Col E * [Col B * (Col C months remain/12)] | Col F * [Col B * (Col C months remain/12)] | Col G * [Col B * (Col C months remain/12)] | Col H * [Col B * (Col C months remain/12)] | Col B * Col E | Col B * Col F | Col B * Col G | Col B * Col H |
| Workforce education, and training: Career and workforce readiness | PG&E | $ 963,331 | $ 294,915 | $ 677,712 | $ 176,611 | $ 963,331 | $ 294,915 | $ 677,712 | $ 176,611 |
| Res New Construction | | $ 5,472,000 | $ 1,675,200 | $ 3,849,600 | $ 1,003,200 | $ 5,472,000 | $ 1,675,200 | $ 3,849,600 | $ 1,003,200 |
| NonRes New Construction | | $ 9,120,000 | $ 2,792,000 | $ 6,416,000 | $ 1,672,000 | $ 9,120,000 | $ 2,792,000 | $ 6,416,000 | $ 1,672,000 |
| Codes and Standards Advocacy | | $ 5,998,680 | $ 1,836,438 | $ 4,220,124 | $ 1,099,758 | $ 5,998,680 | $ 1,836,438 | $ 4,220,124 | $ 1,099,758 |
| Institutional Partnerships, DGS & Dept of Corrections | | $ 1,140,000 | $ 349,000 | $ 802,000 | $ 209,000 | $ 1,140,000 | $ 349,000 | $ 802,000 | $ 209,000 |
| WE&T K-12 Connections | | $ 930,893 | $ 284,984 | $ 654,891 | $ 170,664 | $ 930,893 | $ 284,984 | $ 654,891 | $ 170,664 |
| Water/wastewater pumping | SCE | $ 1,812,600 | $ 554,910 | $ 1,275,180 | $ 332,310 | $ 2,416,800 | $ 739,880 | $ 1,700,240 | $ 443,080 |
| Lighting (Upstream) | | $ 5,328,000 | $ 1,860,000 | $ 4,812,000 | $ - | $ 5,328,000 | $ 1,860,000 | $ 4,812,000 | $ - |
| ETP, electric | | $ 5,959,701 | $ 2,080,526 | $ 5,382,523 | $ - | $ 7,946,268 | $ 2,774,035 | $ 7,176,697 | $ - |
| Institutional Partnerships, UC/CSU/CCC | | $ 1,368,000 | $ 418,800 | $ 962,400 | $ 250,800 | $ 1,824,000 | $ 558,400 | $ 1,283,200 | $ 334,400 |
| ETP, gas | SCG | $ 1,134,000 | $ 175,500 | $ - | $ 940,500 | $ 1,512,000 | $ 234,000 | $ - | $ 1,254,000 |
| Food Service POS | | $ 8,580,000 | $ 1,944,800 | $ 2,867,150 | $ 4,483,050 | $ 9,360,000 | $ 2,121,600 | $ 3,127,800 | $ 4,890,600 |
| Midstream Comm Water Heating | | $ 4,840,000 | $ 1,097,067 | $ 1,617,367 | $ 2,528,900 | $ 5,280,000 | $ 1,196,800 | $ 1,764,400 | $ 2,758,800 |
| Res HVAC QI/QM | SDG&E | $ 786,600 | $ 240,810 | $ 553,380 | $ 144,210 | $ 3,146,400 | $ 963,240 | $ 2,213,520 | $ 576,840 |
| Plug Load and Appliance | | $ 10,039,943 | $ 3,073,632 | $ 7,063,188 | $ 1,840,656 | $ 13,386,591 | $ 4,098,176 | $ 9,417,584 | $ 2,454,208 |
| Upstream HVAC (Comm + Res) | | $ 10,488,000 | $ 3,210,800 | $ 7,378,400 | $ 1,922,800 | $ 10,488,000 | $ 3,210,800 | $ 7,378,400 | $ 1,922,800 |
| **Total** | | **$ 73,961,748** | **$ 21,889,381** | **$ 48,531,915** | **$ 16,774,459** | **$ 84,312,963** | **$ 24,989,467** | **$ 55,494,168** | **$ 18,965,961** |

Advice 4136-G/5627-E
September 3, 2019

# Attachment 5

# Caps and Targets Table

# Attachment 5: Caps and Targets Table

| 2020 PG&E Energy Efficiency Cap And Target Expenditure Projections | | | | | | | |
|---|---|---|---|---|---|---|---|
| | | Expenditures | | | Cap & Target Performance | | |
| Line | Budget Category | IOU | Third Party + Partnership [2] | Total Portfolio | Percent of Budget | Cap % | Target % |
| 1 | **Administrative Costs** | **$ 9,289,244** | **$ 15,740,825** | **$ 25,030,069** | | | |
| 2 | IOU [1] | $ 7,666,764 | $ 10,897,221 | $ 18,563,986 | **7.6%** | **10.0%** | |
| 3 | Third Party & Partnership [2] | | $ 4,254,097 | $ 4,254,097 | **1.7%** | | **10.0%** |
| 4 | Target Exempt IOU Programs [3] | $ 1,622,479 | $ 589,507 | $ 2,211,986 | | | |
| 5 | **Marketing and Outreach Costs [4]** | **$ 13,366,169** | **$ 4,080,936** | **$ 17,447,105** | | | |
| 6 | Marketing & Outreach | $ 6,506,957 | $ 4,080,936 | $ 10,587,893 | **4.3%** | | **6.0%** |
| 7 | Statewide Marketing & Outreach [5] | $ 6,859,212 | $ - | $ 6,859,212 | | | |
| 8 | **Direct Implementation Costs** | **$ 94,771,784** | **$ 97,635,050** | **$ 192,406,834** | | | |
| 9 | Direct Implementation (Incentives and Rebates) | $ 41,567,739 | $ 37,995,797 | $ 79,563,536 | | | |
| 10 | Direct Implementation (Non Incentives and Non Rebates) | $ 26,463,203 | $ 52,540,566 | $ 79,003,769 | **32.3%** | | **20.0%** |
| 11 | Direct Implementation Target Exempt Programs [3] | $ 26,740,842 | $ 7,098,687 | $ 33,839,529 | | | |
| 12 | **EM&V Costs (Investor Owned Utilities & Energy Division) [6,7]** | **$ 9,501,033** | $ - | **$ 9,501,033** | **4.0%** | **4.0%** | |
| 13 | **Total [8]** | **$ 126,928,230** | **$ 117,456,811** | **$ 244,385,041** | | | |
| 14 | **2020 Proposed Budget [9]** | **$ 120,069,018** | **$ 151,270,147** | **$ 271,339,165** | | | |
| 15 | **Third-Party Implementer Contracts (as defined per D.16-08-019, OP 10) [10, 11]** | **$ -** | **$ 49,997,520** | **$ 49,997,520** | **21.9%** | | |

Notes:

1. 10% cap requirement based on D. 09-09-047 is set for IOU only.
2. New third-party programs (as defined per D.16-08-019, OP 10) were combined into "Third Party & Partnership". Terminology for this table should be revisited for future filings given the new third party definition.
3. Target Exempt Programs are Non-Resource Programs which include: Emerging Technologies, Workforce Education & Training, Strategic Energy Resources (SER) program, 3P Placeholder for Public LGPs, and Codes & Standards programs (excluding Building Codes Advocacy, Appliance Standards Advocacy and National Standards Advocacy).
4. Statewide Marketing, Education & Outreach (SW ME&O) is excluded from the Marketing and Outreach cost target calculation per D.13-12-038, at p. 82.
5. Statewide ME&O budgets for October 2019 through 2021 were requested in Advice 4098-G/5544-E and supplements, and are pending approval. The amount in Line 7 represents the portion allocated to EE.
6. EM&V costs include only PG&E's IOU EM&V budget.
7. The EM&V percentage is based on PG&E's total programs budget of $237,525,829, which excludes SWME&O, BayREN, MCE and 3C-REN. This is the Total in line 13, minus SWME&O in line 7.
8. As directed in the Energy Efficiency Policy Manual Version 5 July 2013, p. 92, this total includes SW ME&O and excludes BayREN, MCE, and 3C-REN budgets and is the denominator used to calculate the Administrative, Marketing, and Direct Implementation Non-Incentives percentages.
9. PG&E's 2020 Proposed Budget of $271,339,165 excludes SWME&O budget of $6,859,212 and includes BayREN, MCE and 3C-REN budgets of $24,033,828, $6,946,418 and $2,833,090 respectively. BayREN, MCE, and 3C-REN budgets are based on their 2019 ABAL approved budgets and using 45.6% of 3C-REN's budget for PG&E's portion.
10. PG&E's percentage for third-party implementer contracts uses $228,024,796 as its denominator, which is PG&E's IOU Subtotal, excluding EM&V, SW ME&O, BayREN, MCE, and 3C-REN. PG&E's 2020 forecast includes 23.5% of budget attributed to third-party implementer contracts, which includes both qualifying existing programs as well as third-party sector-level placeholders (see Section III.C. of this advice letter detailing the Third-Party program forecast approach). This is the Total in line 13 minus, minus SW ME&O in line 7 and minus EM&V costs in line 12.
11. PG&E's third-party implementer contracts (as defined per D.16-08-019, OP 10) includes the following: third-party placeholder contract and incentive budgets, statewide qualifying placeholder contract and incentive budgets, a placeholder amount for PG&E's On-Bill Financing Loan Pool addition for third-party implementers using financing, and qualifying Residential Energy Advisor and Residential Pay for Performance contracts.

**PG&E Gas and Electric**
**Advice Submittal List**
**General Order 96-B, Section IV**

AT&T
Albion Power Company
Alcantar & Kahl LLP

Alta Power Group, LLC
Anderson & Poole

Atlas ReFuel
BART

Barkovich & Yap, Inc.
P.C. CalCom Solar
California Cotton Ginners & Growers Assn
California Energy Commission
California Public Utilities Commission
California State Association of Counties
Calpine

Cameron-Daniel, P.C.
Casner, Steve
Cenergy Power
Center for Biological Diversity
City of Palo Alto

City of San Jose
Clean Power Research
Coast Economic Consulting
Commercial Energy
County of Tehama - Department of Public Works
Crossborder Energy
Crown Road Energy, LLC
Davis Wright Tremaine LLP
Day Carter Murphy

Dept of General Services
Don Pickett & Associates, Inc.
Douglass & Liddell

Downey & Brand
East Bay Community Energy
Ellison Schneider & Harris LLP
Energy Management Service

Engineers and Scientists of California

Evaluation + Strategy for Social Innovation
GenOn Energy, Inc.
Goodin, MacBride, Squeri, Schlotz & Ritchie
Green Charge Networks
Green Power Institute
Hanna & Morton
ICF

International Power Technology
Intestate Gas Services, Inc.
Kelly Group
Ken Bohn Consulting
Keyes & Fox LLP
Leviton Manufacturing Co., Inc. Linde
Los Angeles County Integrated Waste Management Task Force
Los Angeles Dept of Water & Power
MRW & Associates
Manatt Phelps Phillips
Marin Energy Authority
McKenzie & Associates

Modesto Irrigation District
Morgan Stanley
NLine Energy, Inc.
NRG Solar

Office of Ratepayer Advocates
OnGrid Solar
Pacific Gas and Electric Company
Peninsula Clean Energy

Pioneer Community Energy
Praxair

Redwood Coast Energy Authority
Regulatory & Cogeneration Service, Inc.
SCD Energy Solutions

SCE
SDG&E and SoCalGas

SPURR
San Francisco Water Power and Sewer
Seattle City Light
Sempra Utilities
Southern California Edison Company
Southern California Gas Company
Spark Energy
Sun Light & Power
Sunshine Design
Tecogen, Inc.
TerraVerde Renewable Partners
Tiger Natural Gas, Inc.

TransCanada
Troutman Sanders LLP
Utility Cost Management
Utility Power Solutions
Utility Specialists

Verizon
Water and Energy Consulting Wellhead Electric Company
Western Manufactured Housing Communities Association (WMA)
Yep Energy