

PUBLIC UTILITIES COMMISSION

505 VAN NESS AVENUE



March 29, 2022

Advice Letter 4501-G/6346-E & 4501-G-A/6346-E-A

Erik Jacobson
Director, Regulatory Relations
Pacific Gas and Electric Company
77 Beale Street, Mail Code B10C
P.O. Box 770000
San Francisco, CA 94177

**SUBJECT: Joint Investor-Owned Utilities Advice Letter Pursuant to Decision 21-06-015
for the Online Data Management and Visualization Dashboard Plan.**

Dear Mr. Jacobson:

Advice Letter 4501-G/6346-E & 4501-G-A/6346-E-A are effective as of April 10, 2022.

Sincerely,

A handwritten signature in black ink, appearing to read "Pete Skala".

Pete Skala
Interim Deputy Executive Director for Energy and Climate Policy/
Interim Director, Energy Division, CPUC

March 11, 2022

ADVICE 4601-E-A
(Southern California Edison - U 338-E)

ADVICE 3860-E-A/3021-G-A
(San Diego Gas & Electric - U 902-M)

ADVICE 5876-G-A
(Southern California Gas Company – U 904 G)

ADVICE 4501-G-A / 6346-E-A
(Pacific Gas and Electric Company – U39 M)

PUBLIC UTILITIES COMMISSION OF THE STATE OF CALIFORNIA
ENERGY DIVISION

SUBJECT: Supplement to Advice 4601-E et al., Joint Investor-Owned Utilities Advice Letter Pursuant to Decision 21-06-015 for the Online Data Management and Visualization Dashboard Plan

Southern California Edison Company (SCE) submits this Advice Letter (AL) to provide the supplemental details requested by Energy Division staff on February 4, 2022 for the Joint Utilities Online Data Management and Visualization Dashboard Plan.

PURPOSE

Pursuant to California Public Utilities Commission (Commission or CPUC) Decision (D.)21-06-015, SCE on behalf of San Diego Gas and Electric Company (SDG&E), Southern California Gas Company (SoCalGas), and Pacific Gas and Electric Company (PG&E) (collectively the Joint Utilities) respectfully submits this Supplement to Advice Letters 4601-E (SCE), 3860-E/3021-G (SDG&E), 5876-G (SoCalGas), and 4501-G/6346-E (PG&E) (referenced herein as “AL 4601-E et al.”) with additional details to support the original AL for the Joint Utilities Online Data Management and Visualization Dashboard Plan.

These changes are made in accordance with General Order (GO) 96-B, General Rule 7.5.1, which authorizes utilities to make additional changes to an advice letter through

the submittal of a supplemental advice letter. This advice letter supplements in part and does not change the substance of the original AL 4601-E et al.

BACKGROUND

On October 1, 2021, the Joint Utilities submitted AL 4601-E et al. in compliance with D.21-06-015 detailing the plan for an online data management and visualization dashboard. The AL contained the information required in Ordering Paragraph (OP) 187 of D.21-06-015 including:

- Suggested software for hosting the dashboard and options for where the dashboard could be hosted,
- Suggested ESA (Energy Savings Assistance) Program data to be stored on the data management systems,
- Suggested CARE (California Alternate Rates for Energy) and FERA (Family Energy Rate Assistance) data to be stored on the data management systems,
- Discussion of the potential for expansion of data in the future, and how suggested software and hosting location could accommodate expansion without a full rebuild,
- Discussion on whether the online data management system would function simply as a repository of summarized data prepared by the Joint Utilities (i.e., an online format for the current reports), or whether detailed program tracking data on the ESA, CARE and FERA programs would be uploaded into this system and subsequent data summaries would occur by manipulating granular program data,
- Timeline for execution and budget needed for completing the online data management and visualization dashboard (using existing reporting budgets funds).¹

On February 4, 2022, ED staff submitted a request for supplemental details regarding the Joint Utilities' Online Data Management and Visualization Dashboard Plan including: 1) an explanation of responsibilities between the CEDARS (California Energy Data and Reporting System) team and Joint Utilities for development, 2) a sample template for aggregating annual and historical ESA, CARE and FERA data to be represented, and 3) a sample layout of what the visualization dashboard could look like with historical data.² Responses to each of the requested items are provided below.

¹ D.21-06-015, Pg. 436.

² Email from Energy Division Staff dated February 4, 2022.

RESPONSES TO REQUESTED DETAILS

1. Explanation of responsibilities between the CEDARS team and Joint Utilities for development

The role of the CEDARS team will be limited to setting up an I-frame to display the visualization on CEDARS, programming CEDARS with the ESA/CARE/FERA specification, in addition to developing web pages and Application Programming Interface (API) ports (e.g., CEDARS to be the source that Power Business Intelligence (Power BI) pulls from), system notifications, and additional CEDARS-specific work. The required ongoing maintenance and support is expected to be funded by ED as currently established for Energy Efficiency (EE) management programs.

The Joint Utilities will be responsible for the dashboard and visualization work, which may include hiring a data visualization consultant if needed. The Joint Utilities plan to utilize Power BI as originally suggested; however, if a consultant is hired, the IOUs are open to innovative design approaches or other applicable software for the implementation of the dashboard and visualization work. The Joint Utilities will work with the CEDARS team to ensure the final software selection is compatible with the CEDARS interface. Future maintenance required for this software interface during the current program cycle is expected to be funded by the Joint Utilities, subject to available Joint Utilities funding consistent with D.21-06-015.

2. Sample template for aggregating annual and historical ESA, CARE and FERA data to be represented

Attachment A displays sample tables aggregated annually for CARE and FERA. Table 1 includes budget, expenses, and percentage of budget spent. This attachment also includes a sample of annual CARE and FERA penetration, verification, and recertification historically pulled from Tables 2, 3 and 6.

Attachment B displays sample tables aggregated annually for ESA. Table 1 and 1A includes budget, expenses and percentage of budget spent by measure type. Table 2 includes energy and demand savings, expenses, and percentage of expenditures by measure type. Table 4 displays homes treated, energy and demand savings, and expenses by housing type.³

The data provided within the attachments is not actual historical data but is provided to help demonstrate the type of data that may be available through the online data management system.

³ Sample tables and mockups do not display therm savings; however, this data point will be included during development.

3. Sample layout of what the visualization dashboard could look like with historical data

Attachment A and B display visual mock-ups of the annual data found in the tables above.

PROPOSED REVISED SCHEDULE

The proposed schedule (Figure 1) provides the revised estimated timeline for the development of the online data management and visualization dashboard. The revision includes allotted time for the Joint Utilities to complete the dashboard and visualization work, which may include hiring a data visualization consultant if needed. The dates noted are estimates and subject to change.

Figure 1: Joint Utilities Online Data Management and Visualization Revised Timeline

| | 2021 | | 2022 | | | | 2023 | | | | 2024 | | | |
|--|------|----|------|----|----|----|------|----|----|----|------|----|----|----|
| | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| Develop Joint Tier 2 AL Pursuant to OP 187 | | | | | | | | | | | | | | |
| DV Tier 2 AL Suspended for 120 Days | | | | | | | | | | | | | | |
| IOWs Work with CEDARS Team on Data Gathering and Q&A | | | | | | | | | | | | | | |
| DV Tier 2 AL Suspended for 180 Days | | | | | | | | | | | | | | |
| ED-IOW Develop Tier 2 AL Supplemental | | | | | | | | | | | | | | |
| Determined Scope and New Annual Reports | | | | | | | | | | | | | | |
| Create data definitions and identify a DV Developer | | | | | | | | | | | | | | |
| 1st Pass - Develop Templates | | | | | | | | | | | | | | |
| Finalize Templates | | | | | | | | | | | | | | |
| Work with CEDARS Admin to Initiate Implementation | | | | | | | | | | | | | | |
| User Acceptance Testing (UAT)/Stress Test | | | | | | | | | | | | | | |
| Implement Identified Fixes Resulting from Testing, as Applicable | | | | | | | | | | | | | | |
| Post-Implementation, Documentation, Monitoring, and Soliciting ED Feedback | | | | | | | | | | | | | | |

TIER DESIGNATION

Pursuant to GO 96-B, Energy Industry Rule 5.2, this AL is submitted with a Tier 2 designation.

EFFECTIVE DATE

SCE is requesting AL 4601-E et al. and AL 4601-E-A et al. become effective on April 10, 2022, the 30th day after the submittal of this supplemental.

NOTICE

Anyone wishing to protest this advice letter may do so only electronically. Protests must be received no later than 20 days after the date of this advice letter. Protests should be submitted to the CPUC Energy Division at:

E-mail: EDTariffUnit@cpuc.ca.gov

In addition, protests and all other correspondence regarding this advice letter should also be sent electronically to the attention of:

For SCE:

Shinjini C. Menon
Managing Director, State Regulatory Operations
E-mail: AdviceTariffManager@sce.com

and

Tara S. Kaushik
Managing Director, Regulatory Relations
c/o Karyn Gansecki
E-mail: Karyn.Gansecki@sce.com

For SDG&E:

Attn: Greg Anderson
Regulatory Tariff Manager
E-Mail: GAnderson@sdge.com & SDGETariffs@sdge.com

For SoCalGas:

Attn: Gary Lenart
Regulatory Tariff Manager
E-mail: GLenart@socalgas.com
E-mail: Tariffs@socalgas.com

For PG&E:

Sidney Bob Dietz II
Director, Regulatory Relations
c/o Megan Lawson
E-mail: PGETariffs@pge.com

There are no restrictions on who may submit a protest, but the protest shall set forth specifically the grounds upon which it is based and must be received by the deadline shown above.

In accordance with General Rule 4 of GO 96-B, SCE is serving copies of this advice letter to the interested parties shown on the attached GO 96-B and A.14-11-007 et al,

and A.19-11-003 et al service lists. Address change requests to the GO 96-B service list should be directed by electronic mail to AdviceTariffManager@sce.com or at (626) 302-3719. For changes to all other service lists, please contact the Commission's Process Office at (415) 703-2021 or by electronic mail at Process_Office@cpuc.ca.gov.

Further, in accordance with Public Utilities Code Section 491, notice to the public is hereby given by submitting and keeping the advice letter at SCE's corporate headquarters. To view other SCE advice letters submitted with the Commission, log on to SCE's web site at <https://www.sce.com/wps/portal/home/regulatory/advice-letters>.

For questions, please contact Joni Key at (626) 302-5394 or by electronic mail at Joni.Key@sce.com.

Southern California Edison Company

/s/ Shinjini C. Menon
Shinjini C. Menon

SCM:jk:cm
Enclosures



ADVICE LETTER SUMMARY

ENERGY UTILITY

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

Company name/CPUC Utility No.: Southern California Edison Company (U 338-E)

Utility type:

- ELC GAS WATER
 PLC HEAT

Contact Person: Darrah Morgan
 Phone #: (626) 302-2086
 E-mail: AdviceTariffManager@sce.com
 E-mail Disposition Notice to: AdviceTariffManager@sce.com

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

(Date Submitted / Received Stamp by CPUC)

Advice Letter (AL) #: 4601-E-A et al.

Tier Designation: 2

Subject of AL: Supplement to Advice 4601-E et al., Joint Investor-Owned Utilities Advice Letter Pursuant to Decision 21-06-015 for the Online Data Management and Visualization Dashboard Plan

Keywords (choose from CPUC listing): Compliance

AL Type: Monthly Quarterly Annual One-Time Other:

If AL submitted in compliance with a Commission order, indicate relevant Decision/Resolution #: Decision 21-06-015

Does AL replace a withdrawn or rejected AL? If so, identify the prior AL:

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: 4/10/22

No. of tariff sheets: -0-

Estimated system annual revenue effect (%):

Estimated system average rate effect (%):

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: None

Service affected and changes proposed¹:

Pending advice letters that revise the same tariff sheets: None

¹Discuss in AL if more space is needed.

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

California Public Utilities Commission
Energy Division Tariff Unit Email:
EDTariffUnit@cpuc.ca.gov

Contact Name: Shiniini C. Menon
Title: Managing Director, State Regulatory Operations
Utility/Entity Name: Southern California Edison Company

Telephone (xxx) xxx-xxxx: (626) 302-3377
Facsimile (xxx) xxx-xxxx:
Email: AdviceTariffManager@sce.com

Contact Name: Tara S. Kaushik c/o Karyn Gansecki
Title: Managing Director, Regulatory Relations
Utility/Entity Name: Southern California Edison Company

Telephone (xxx) xxx-xxxx:
Facsimile (xxx) xxx-xxxx:
Email: karyn.gansecki@sce.com

CPUC
Energy Division Tariff Unit
505 Van Ness Avenue
San Francisco, CA 94102

Clear Form

ENERGY Advice Letter Keywords

| | | |
|---------------------------|--|--------------------------------|
| Affiliate | Direct Access | Preliminary Statement |
| Agreements | Disconnect Service | Procurement |
| Agriculture | ECAC / Energy Cost Adjustment | Qualifying Facility |
| Avoided Cost | EOR / Enhanced Oil Recovery | Rebates |
| Balancing Account | Energy Charge | Refunds |
| Baseline | Energy Efficiency | Reliability |
| Bilingual | Establish Service | Re-MAT/Bio-MAT |
| Billings | Expand Service Area | Revenue Allocation |
| Bioenergy | Forms | Rule 21 |
| Brokerage Fees | Franchise Fee / User Tax | Rules |
| CARE | G.O. 131-D | Section 851 |
| CPUC Reimbursement Fee | GRC / General Rate Case | Self Generation |
| Capacity | Hazardous Waste | Service Area Map |
| Cogeneration | Increase Rates | Service Outage |
| Compliance | Interruptible Service | Solar |
| Conditions of Service | Interutility Transportation | Standby Service |
| Connection | LIEE / Low-Income Energy Efficiency | Storage |
| Conservation | LIRA / Low-Income Ratepayer Assistance | Street Lights |
| Consolidate Tariffs | Late Payment Charge | Surcharges |
| Contracts | Line Extensions | Tariffs |
| Core | Memorandum Account | Taxes |
| Credit | Metered Energy Efficiency | Text Changes |
| Curtable Service | Metering | Transformer |
| Customer Charge | Mobile Home Parks | Transition Cost |
| Customer Owned Generation | Name Change | Transmission Lines |
| Decrease Rates | Non-Core | Transportation Electrification |
| Demand Charge | Non-firm Service Contracts | Transportation Rates |
| Demand Side Fund | Nuclear | Undergrounding |
| Demand Side Management | Oil Pipelines | Voltage Discount |
| Demand Side Response | PBR / Performance Based Ratemaking | Wind Power |
| Deposits | Portfolio | Withdrawal of Service |
| Depreciation | Power Lines | |

Attachment A

CARE TABLE 1 DATA

Annual Budgets

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|--|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Outreach | \$2,000,000 | \$2,050,000 | \$2,100,000 | \$2,615,000 | \$2,610,000 | \$2,625,000 | \$ 2,500,000 | \$3,700,000 | \$3,000,000 | \$3,000,000 |
| Automatic Enrollment | \$0 | \$0 | \$0 | | | | | | | |
| Processing, Certification, Recertification | \$750,000 | \$800,000 | \$450,000 | \$600,000 | \$600,000 | \$1,080,000 | \$ 1,200,000 | \$900,000 | \$900,000 | \$800,000 |
| Post Enrollment Verification | | | \$3,450,000 | \$1,400,000 | \$1,400,000 | \$1,000,000 | \$ 350,000 | \$800,000 | \$600,000 | \$600,000 |
| IT Programming | \$950,000 | \$950,000 | \$950,000 | \$1,000,000 | \$1,000,000 | \$1,000,000 | \$ 4,060,000 | \$1,150,000 | \$190,337 | \$600,000 |
| Cool Centers | | | | \$150,000 | \$150,000 | \$150,000 | \$ 50,000 | \$50,000 | \$50,000 | \$60,000 |
| Pilots | \$200,000 | \$2,150,000 | \$0 | \$216,000 | \$216,000 | \$368,340 | \$ 525,000 | \$525,000 | \$525,000 | \$525,000 |
| Studies | | | | | | | | \$0 | \$150,000 | \$0 |
| Measurement & Evaluation | \$100,000 | \$115,000 | \$90,000 | \$50,000 | \$50,000 | \$50,000 | \$ 150,000 | \$0 | \$0 | \$0 |
| Regulatory Compliance | \$200,000 | \$250,000 | \$265,000 | \$264,000 | \$264,000 | \$264,000 | \$ 380,000 | \$470,400 | \$550,000 | \$450,000 |
| General Administration | \$680,000 | \$700,000 | \$715,000 | \$725,000 | \$725,000 | \$725,000 | \$ 350,000 | \$700,000 | \$700,000 | \$725,000 |
| CPUC Energy Division | \$125,000 | \$140,000 | \$140,000 | \$140,000 | \$140,000 | \$140,000 | \$ 140,000 | \$140,000 | \$140,000 | \$140,000 |
| Program Costs - Budget | \$5,005,000 | \$7,155,000 | \$8,160,000 | \$7,010,000 | \$7,005,000 | \$7,252,340 | \$9,705,000 | \$8,385,400 | \$6,805,337 | \$6,900,000 |
| CARE Rate Discount - Budget | \$330,200,000 | \$330,000,000 | \$376,900,000 | \$416,800,000 | \$416,800,000 | \$416,800,000 | \$450,000,000 | \$485,000,000 | \$490,000,000 | \$490,000,000 |
| Program Costs + Subsidy - Budget | \$335,205,000 | \$337,155,000 | \$385,060,000 | \$423,810,000 | \$423,805,000 | \$424,052,340 | \$459,705,000 | \$493,385,400 | \$496,805,337 | \$496,900,000 |

Annual Expenses

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|--|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Outreach | \$1,693,295 | \$2,122,786 | \$1,656,337 | \$1,888,933 | \$2,122,786 | \$2,256,767 | \$2,256,767 | \$3,026,935 | \$3,025,000 | \$2,975,000 |
| Automatic Enrollment | \$23,394 | | \$0 | | | | | | | |
| Processing, Certification, Recertification | \$1,039,069 | \$812,583 | \$777,585 | \$813,717 | \$812,583 | \$1,078,914 | \$1,078,914 | \$1,001,253 | \$1,001,253 | \$645,981 |
| Post Enrollment Verification | | \$518,627 | \$484,391 | \$462,401 | \$518,627 | \$589,283 | \$589,283 | \$815,749 | \$815,749 | \$665,776 |
| IT Programming | \$314,706 | \$234,152 | \$735,458 | \$1,001,320 | \$234,152 | \$935,500 | \$935,500 | \$1,002,194 | \$1,002,194 | \$12,062 |
| Cool Centers | | \$36,053 | | \$44,180 | \$36,053 | \$55,441 | \$55,441 | \$25,000 | \$24,749 | \$18,951 |
| Pilots | \$238,424 | \$300,000 | \$175,000 | \$218,225 | \$258,582 | \$333,420 | \$333,420 | \$500,000 | \$350,000 | \$414,677 |
| Studies | | | | | | | | \$0 | \$0 | \$0 |
| Measurement & Evaluation | \$53,107 | \$3,871 | \$167,918 | \$0 | \$3,871 | \$3,373 | \$3,373 | \$0 | \$0 | \$0 |
| Regulatory Compliance | \$149,904 | \$400,000 | \$202,368 | \$292,251 | \$400,000 | \$203,497 | \$203,497 | \$325,969 | \$350,000 | \$496,128 |
| General Administration | \$473,620 | \$351,406 | \$400,000 | \$373,016 | \$351,406 | \$523,447 | \$525,000 | \$609,509 | \$609,509 | \$950,000 |
| CPUC Energy Division | \$53,203 | \$76,526 | \$0 | \$44,571 | \$76,526 | \$90,556 | \$90,556 | \$83,000 | \$65,000 | \$160,111 |
| Program Costs - Spend | \$4,038,722 | \$4,819,951 | \$4,599,057 | \$5,138,614 | \$4,778,533 | \$6,070,197 | \$6,071,751 | \$7,364,609 | \$7,218,705 | \$6,338,686 |
| CARE Rate Discount - Spend | \$342,170,176 | \$342,170,176 | \$358,025,586 | \$386,148,028 | \$372,593,533 | \$348,951,329 | \$375,043,839 | \$376,226,811 | \$400,000,450 | \$500,000,000 |
| Program Costs + Subsidy - Spend | \$346,208,897 | \$346,990,126 | \$362,624,643 | \$391,286,642 | \$377,372,066 | \$355,021,527 | \$381,115,590 | \$383,591,420 | \$407,219,155 | \$506,338,686 |

% of Budget Spent

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|--|------|------|------|------|------|------|------|------|------|------|
| Outreach | 85% | 104% | 79% | 72% | 81% | 86% | 90% | 82% | 101% | 99% |
| Automatic Enrollment | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| Processing, Certification, Recertification | 139% | 102% | 173% | 136% | 135% | 100% | 90% | 111% | 111% | 81% |
| Post Enrollment Verification | 0% | 0% | 14% | 33% | 37% | 59% | 168% | 102% | 136% | 111% |
| IT Programming | 33% | 25% | 77% | 100% | 23% | 94% | 23% | 87% | 527% | 2% |
| Cool Centers | 0% | 0% | 0% | 29% | 24% | 37% | 111% | 50% | 49% | 32% |
| Pilots | 119% | 14% | 0% | 101% | 120% | 91% | 64% | 95% | 67% | 79% |
| Studies | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| Measurement & Evaluation | 53% | 3% | 187% | 0% | 8% | 7% | 2% | 0% | 0% | 0% |
| Regulatory Compliance | 75% | 160% | 76% | 111% | 152% | 77% | 54% | 69% | 64% | 110% |
| General Administration | 70% | 50% | 56% | 51% | 48% | 72% | 150% | 87% | 87% | 131% |
| CPUC Energy Division | 43% | 55% | 0% | 32% | 55% | 65% | 65% | 59% | 46% | 114% |
| % Program Costs Spend | 81% | 67% | 56% | 73% | 68% | 84% | 63% | 88% | 106% | 92% |
| % of CARE Rate Discount Spend | 104% | 104% | 95% | 93% | 89% | 84% | 83% | 78% | 82% | 102% |
| Total Program Costs + Subsidy | 103% | 103% | 94% | 92% | 89% | 84% | 83% | 78% | 82% | 102% |

CARE Penetration, Verifications, and Recertification

| | Source | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|-------------------------|---------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Total CARE Participants | Table 2 | 1,335,607 | 1,311,210 | 1,281,620 | 1,235,755 | 1,500,000 | 1,235,755 | 1,300,000 | 1,205,539 | 1,185,146 | 1,450,000 |
| Estimated CARE Eligible | Table 2 | 1,410,534 | 1,499,830 | 1,500,000 | 1,520,058 | 1,457,787 | 1,525,000 | 1,450,000 | 1,422,225 | 1,337,092 | 1,400,000 |
| Penetration Rate | Table 2 | 95% | 87% | 85% | 81% | 103% | 81% | 90% | 85% | 89% | 104% |

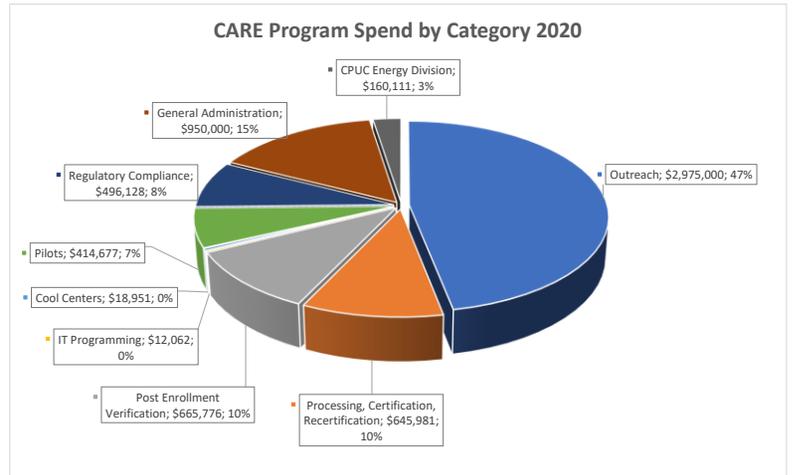
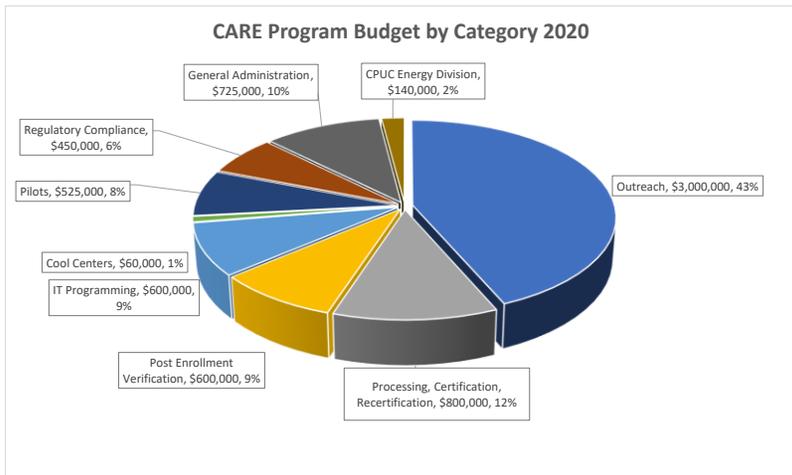
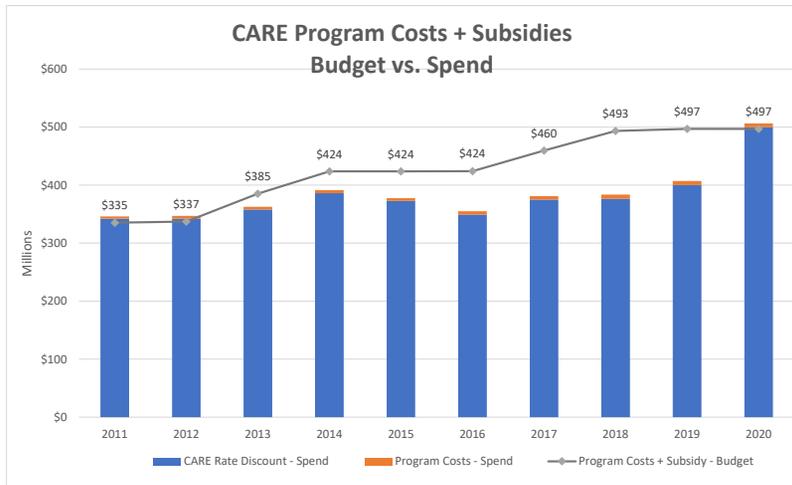
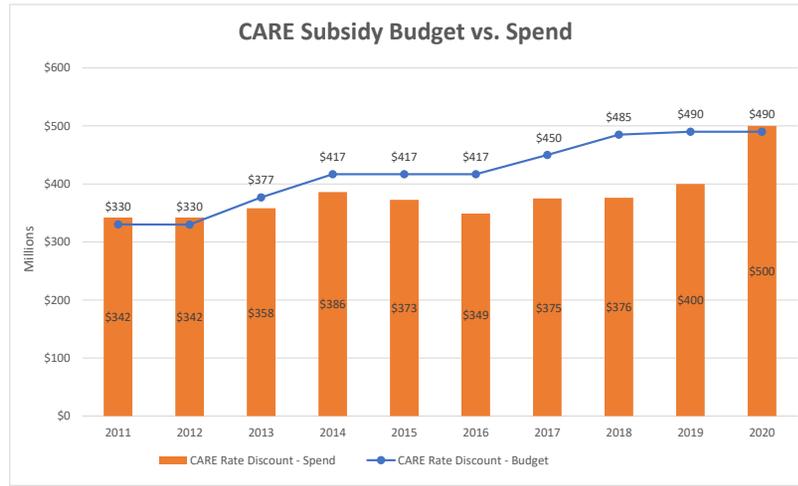
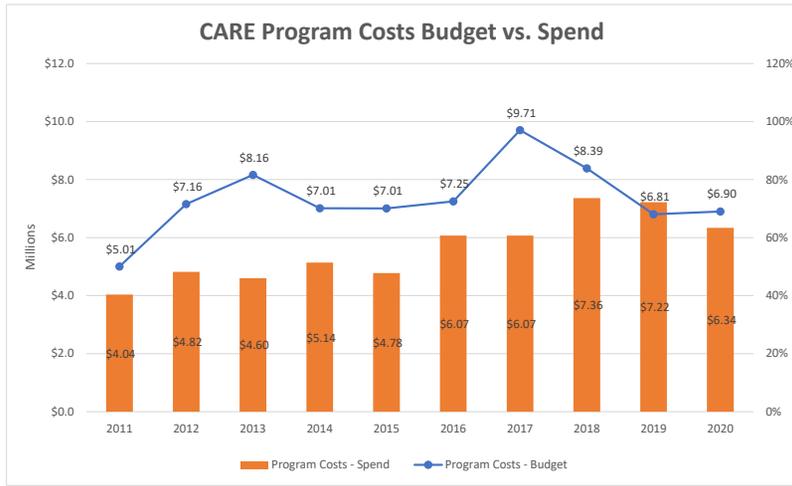
| | | | | | | | | | | | |
|--|---------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Participants Requested to Verify (Model) | Table 3 | 68,419 | 55,453 | 31,371 | 56,564 | 47,196 | 56,564 | 47,196 | 45,996 | 80,565 | 47,196 |
| PEV Drop Off | Table 3 | 41,700 | 35,730 | 20,000 | 32,615 | 28,557 | 32,000 | 28,557 | 33,726 | 40,000 | 28,557 |
| % Dropped thru Random Verification | Table 3 | 61% | 64% | 64% | 58% | 61% | 57% | 61% | 73% | 50% | 61% |

| | | | | | | | | | | | |
|---------------------------------------|---------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Participants Requested to Verify (HU) | Table 3 | 25,000 | 37,996 | 48,035 | 37,518 | 50,000 | 37,518 | 49,000 | 65,000 | 23,000 | 20,000 |
| PEV Drop Off | Table 3 | 23,000 | 34,784 | 43,837 | 34,401 | 36,458 | 34,401 | 36,458 | 61,982 | 18,076 | 5,000 |
| % Dropped thru Random Verification | Table 3 | 92% | 92% | 91% | 92% | 73% | 92% | 74% | 95% | 79% | 25% |

| | | | | | | | | | | | |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Self-Certification (Income or Categorical) | Table 2 | 280,000 | 300,213 | 230,000 | 266,265 | 253,954 | 266,265 | 253,954 | 248,679 | 201,400 | 253,954 |
| Participants Requested to Recertify | Table 6 | 425,000 | 375,310 | 336,354 | 336,354 | 332,820 | 336,354 | 330,000 | 315,000 | 290,283 | 332,826 |
| Participants Recertified | Table 6 | 260,000 | 229,748 | 150,000 | 239,610 | 176,399 | 239,610 | 176,399 | 181,943 | 13,800 | 178,000 |
| Recertification Rate | Table 6 | 61% | 61% | 45% | 71% | 53% | 71% | 53% | 58% | 5% | 53% |

| | | | | | | | | | | | |
|-----------------------|---------|---------|---------|---------|---------|---------|---------|---------|-----------|---------|---------|
| Attrition (Drop Offs) | Table 2 | 350,000 | 324,610 | 300,000 | 323,081 | 305,000 | 323,081 | 310,000 | 3,210,000 | 275,000 | 305,000 |
|-----------------------|---------|---------|---------|---------|---------|---------|---------|---------|-----------|---------|---------|

2011-2020 CARE Program Table 1 Budget & Expense Overview



2011-2012 CARE Penetration, Verifications, and Recertifications

Table 2

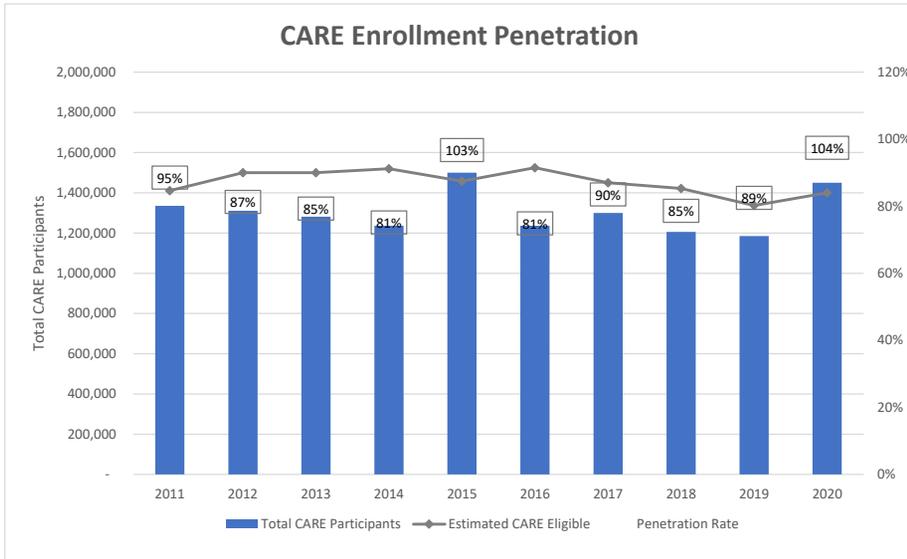


Table 3A

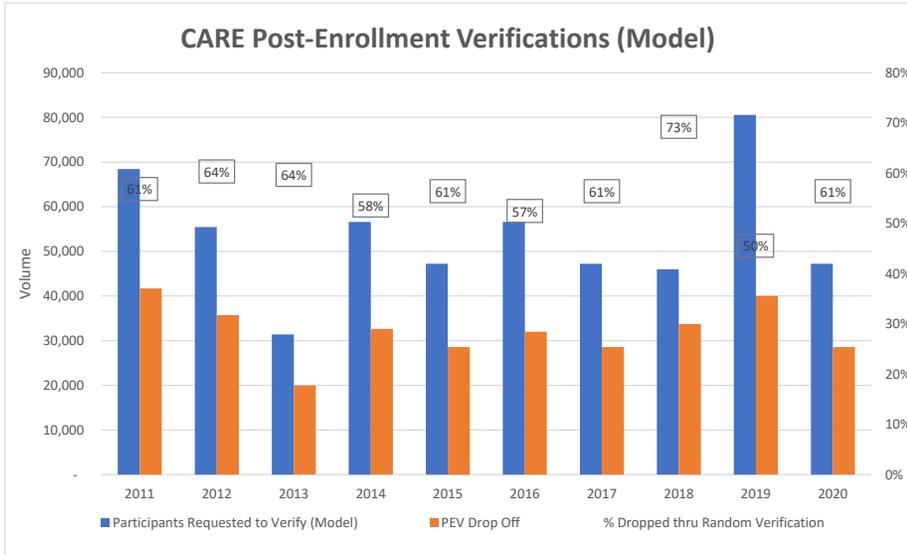


Table 3B

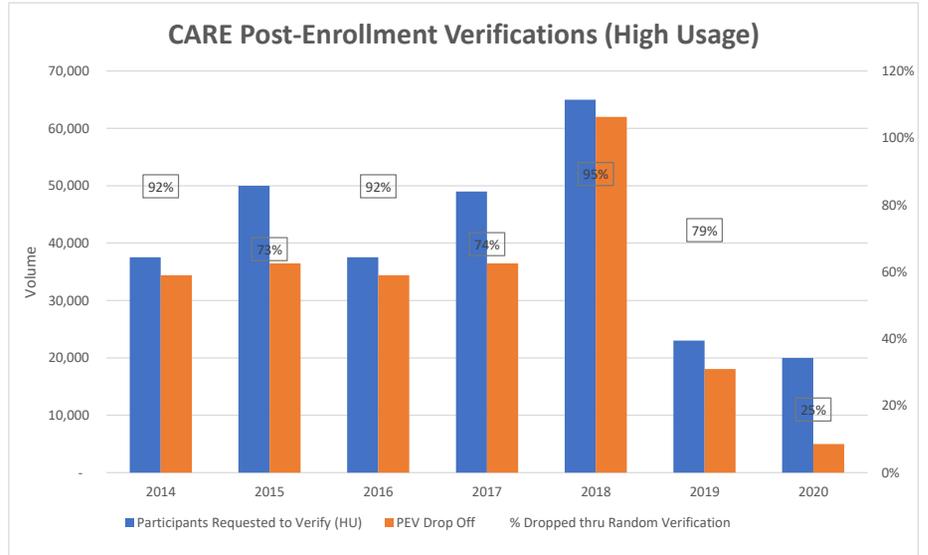


Table 2

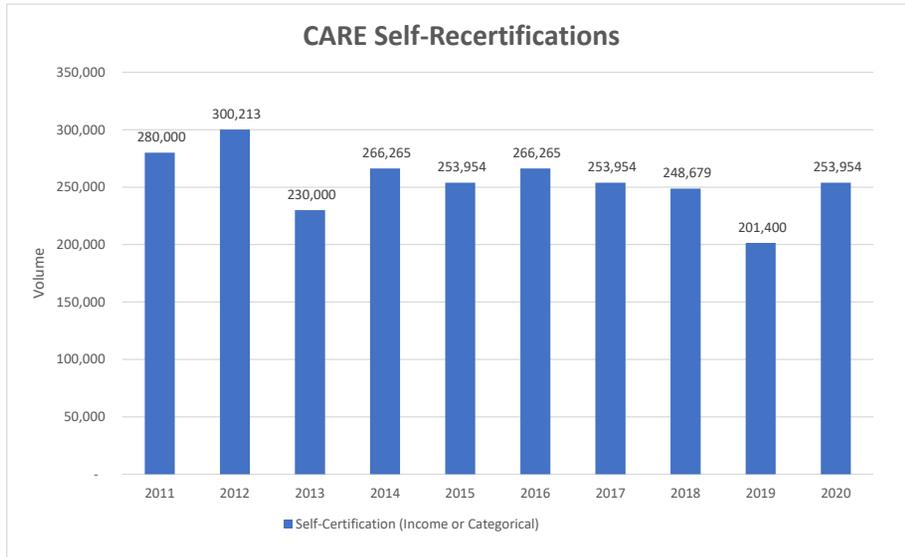
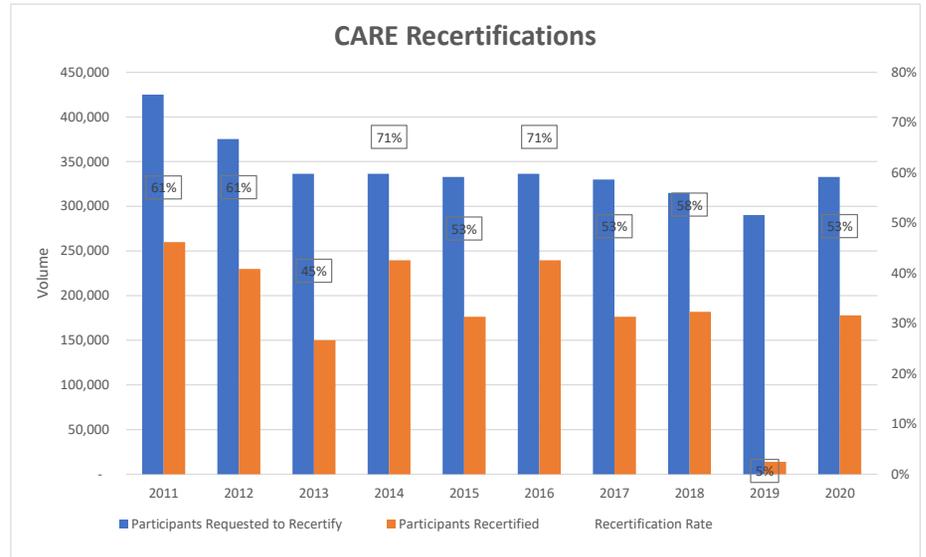


Table 6



FERA TABLE 1 DATA

Annual Budgets

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|--|--------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|---------------|---------------|
| Outreach | \$607,450 | \$665,695 | \$729,765 | \$800,244 | \$877,766 | \$963,040 | \$ 991,931 | \$ 1,021,689 | \$ 1,052,340 | \$ 1,083,910 |
| Processing, Certification, Recertification | \$389,044 | \$382,745 | \$392,986 | \$403,858 | \$415,053 | \$426,572 | \$ 439,369 | \$ 452,550 | \$ 466,127 | \$ 480,111 |
| Verification | \$122,856 | \$120,867 | \$124,101 | \$127,534 | \$131,069 | \$134,707 | \$ 138,748 | \$ 142,911 | \$ 147,198 | \$ 151,614 |
| IT Programming | \$30,000 | \$30,000 | \$30,000 | \$30,000 | \$30,000 | \$30,000 | \$ 30,900 | \$ 31,827 | \$ 32,782 | \$ 33,765 |
| Measurement and Evaluation | \$33,000 | \$24,000 | \$54,000 | \$24,000 | \$24,000 | \$54,000 | \$ 55,620 | \$ 57,289 | \$ 59,007 | \$ 60,777 |
| Regulatory Compliance | \$18,351 | \$15,445 | \$18,797 | \$15,905 | \$19,270 | \$16,392 | \$ 16,884 | \$ 17,390 | \$ 17,912 | \$ 18,449 |
| General Administration | \$41,595 | \$43,153 | \$44,420 | \$45,724 | \$47,068 | \$48,452 | \$ 49,906 | \$ 51,403 | \$ 52,945 | \$ 54,533 |
| CPUC Energy Division Staff | \$4,375 | \$4,375 | \$4,375 | \$4,375 | \$4,375 | \$4,375 | \$ 4,506 | \$ 4,641 | \$ 4,781 | \$ 4,924 |
| Program Costs - Budget | \$1,246,671 | \$1,286,280 | \$1,398,444 | \$1,451,640 | \$1,548,601 | \$1,677,538 | \$1,727,864 | \$1,779,700 | \$1,833,091 | \$1,888,084 |
| FERA Rate Discount - Budget | \$21,014,914 | \$28,746,536 | \$37,353,692 | \$46,164,249 | \$50,000,000 | \$57,127,419 | \$ 58,841,242 | \$ 60,606,479 | \$ 60,000,000 | \$ 60,000,000 |
| Program Costs + Subsidy - Budget | \$22,261,585 | \$30,032,816 | \$38,752,136 | \$47,615,889 | \$51,548,601 | \$58,804,957 | \$60,569,106 | \$62,386,179 | \$61,833,091 | \$61,888,084 |

Annual Expenses

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|--|--------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|---------------|---------------|
| Outreach | \$665,695 | \$729,765 | \$700,000 | \$800,244 | \$877,766 | \$900,000 | \$ 927,000 | \$ 954,810 | \$ 983,454 | \$ 900,000 |
| Processing, Certification, Recertification | \$382,745 | \$350,000 | \$403,858 | \$403,858 | \$415,053 | \$400,000 | \$ 412,000 | \$ 424,360 | \$ 437,091 | \$ 400,000 |
| Verification | \$120,867 | \$124,101 | \$127,534 | \$127,534 | \$131,069 | \$134,707 | \$ 138,748 | \$ 142,911 | \$ 140,000 | \$ 144,200 |
| IT Programming | \$30,000 | \$30,000 | \$30,000 | \$30,000 | \$40,000 | \$45,000 | \$ 50,000 | \$ 51,500 | \$ 53,045 | \$ 54,636 |
| Measurement and Evaluation | \$24,000 | \$54,000 | \$24,000 | \$24,000 | \$24,000 | \$54,000 | \$ 55,620 | \$ 57,289 | \$ 59,007 | \$ 60,777 |
| Regulatory Compliance | \$15,445 | \$18,797 | \$15,905 | \$15,905 | \$19,270 | \$16,392 | \$ 16,884 | \$ 17,390 | \$ 20,000 | \$ 20,600 |
| General Administration | \$43,153 | \$44,420 | \$45,724 | \$45,724 | \$47,068 | \$48,452 | \$ 49,906 | \$ 51,403 | \$ 52,945 | \$ 54,533 |
| CPUC Energy Division Staff | \$4,250 | \$5,000 | \$5,000 | \$8,000 | \$15,000 | \$12,000 | \$ 12,360 | \$ 12,731 | \$ 13,113 | \$ 13,506 |
| Program Costs - Spend | \$1,286,155 | \$1,356,083 | \$1,352,021 | \$1,455,265 | \$1,569,226 | \$1,610,551 | \$1,662,518 | \$1,712,393 | \$1,758,655 | \$1,648,253 |
| FERA Rate Discount - Spend | \$20,500,300 | \$30,000,000 | \$35,000,000 | \$43,000,000 | \$53,000,000 | \$55,000,000 | \$ 55,000,000 | \$ 58,000,000 | \$ 59,000,000 | \$ 61,000,000 |
| Program Costs + Subsidy - Spend | \$21,786,455 | \$31,356,083 | \$36,352,021 | \$44,455,265 | \$54,569,226 | \$56,610,551 | \$56,662,518 | \$59,712,393 | \$60,758,655 | \$62,648,253 |

% of Budget Spent

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|--|------|------|------|------|------|------|------|------|------|------|
| Outreach | 110% | 110% | 96% | 100% | 100% | 93% | 93% | 93% | 93% | 83% |
| Processing, Certification, Recertification | 98% | 91% | 103% | 100% | 100% | 94% | 94% | 94% | 94% | 83% |
| Verification | 98% | 103% | 103% | 100% | 100% | 100% | 100% | 100% | 95% | 95% |
| IT Programming | 100% | 100% | 100% | 100% | 133% | 150% | 162% | 162% | 162% | 162% |
| Measurement and Evaluation | 73% | 225% | 44% | 100% | 100% | 100% | 100% | 100% | 100% | 100% |
| Regulatory Compliance | 84% | 122% | 85% | 100% | 100% | 100% | 100% | 100% | 112% | 112% |
| General Administration | 104% | 103% | 103% | 100% | 100% | 100% | 100% | 100% | 100% | 100% |
| CPUC Energy Division Staff | 97% | 114% | 114% | 183% | 343% | 274% | 274% | 274% | 274% | 274% |
| % Program Costs Spend | 103% | 105% | 97% | 100% | 101% | 96% | 96% | 96% | 96% | 87% |
| % of FERA Rate Discount Spend | 98% | 104% | 94% | 93% | 106% | 96% | 93% | 96% | 98% | 102% |
| Total Program Costs + Subsidy | 98% | 104% | 94% | 93% | 106% | 96% | 94% | 96% | 98% | 101% |

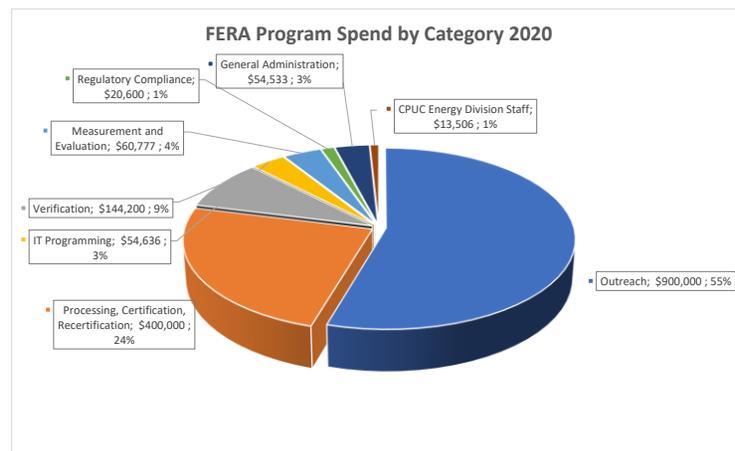
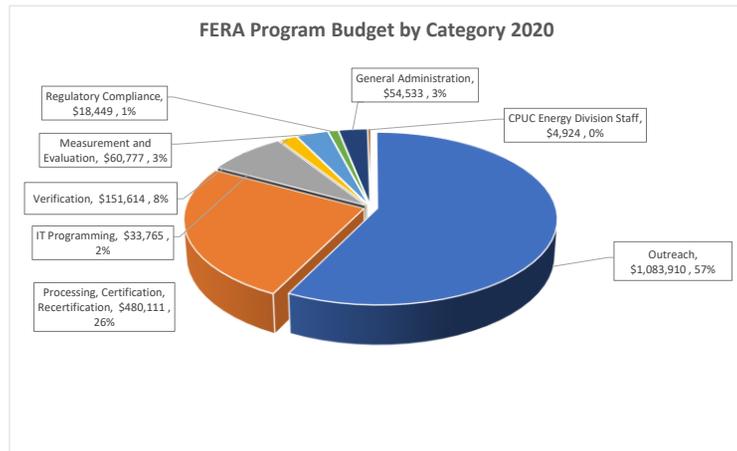
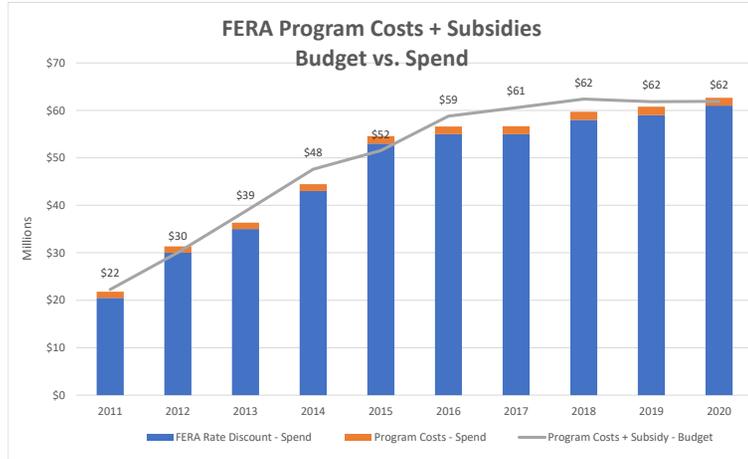
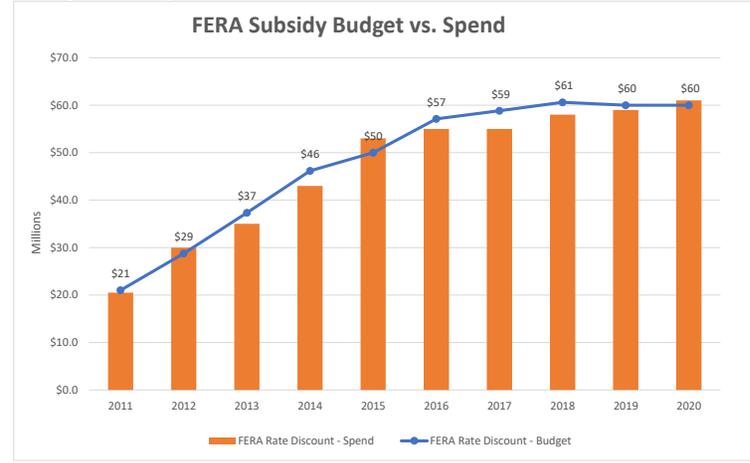
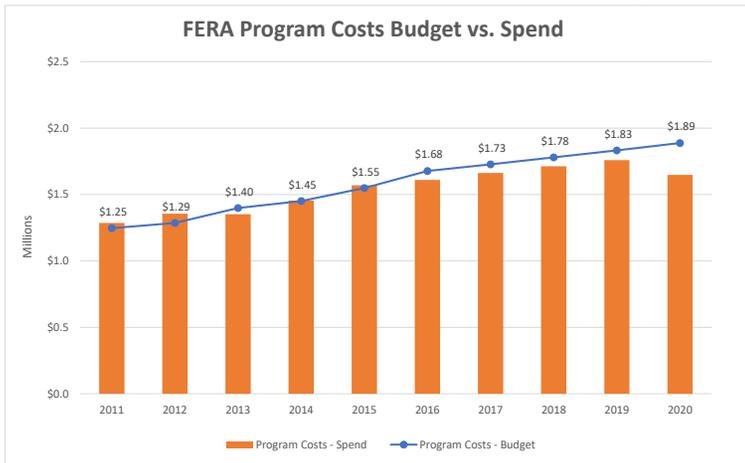
FERA Penetration, Verifications, and Recertification

| | Source | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|-------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Total FERA Participants | Table 2 | 20,000 | 25,000 | 22,000 | 23,000 | 25,000 | 30,000 | 31,505 | 29,000 | 28,000 | 29,000 |
| Estimated FERA Eligible | Table 2 | 150,000 | 157,500 | 180,000 | 182,000 | 188,000 | 197,500 | 198,000 | 200,000 | 220,000 | 221,673 |
| Penetration Rate | Table 2 | 13% | 16% | 12% | 13% | 13% | 15% | 16% | 15% | 13% | 13% |

| | | | | | | | | | | | |
|--|---------|-------|-------|-----|-------|-------|-------|-------|-------|-------|-------|
| Participants Requested to Verify (Model) | Table 3 | 1,710 | 1,386 | 784 | 1,414 | 1,180 | 1,414 | 1,180 | 1,150 | 2,014 | 1,180 |
| PEV Drop Off | Table 3 | 1,043 | 893 | 500 | 815 | 714 | 800 | 714 | 843 | 1,000 | 714 |
| % Dropped thru Random Verification | Table 3 | 61% | 64% | 64% | 58% | 61% | 57% | 61% | 73% | 50% | 61% |

| | | | | | | | | | | | |
|--|---------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Self-Certification (Income or Categorical) | Table 2 | 1,373 | 1,430 | 1,095 | 1,268 | 1,209 | 1,268 | 1,209 | 1,184 | 959 | 1,209 |
| Participants Requested to Recertify | Table 6 | 2,066 | 1,787 | 1,602 | 1,602 | 1,585 | 1,602 | 1,571 | 1,500 | 1,382 | 1,585 |
| Participants Recertified | Table 2 | 1,276 | 1,094 | 714 | 1,141 | 840 | 1,141 | 840 | 866 | 658 | 848 |
| Recertification Rate | Table 2 | 62% | 61% | 45% | 71% | 53% | 71% | 53% | 58% | 48% | 53% |

2011-2020 FERA Program Table 1 Budget & Expense Overview



2011-2012 FERA Penetration, Verifications, and Recertifications

Table 2

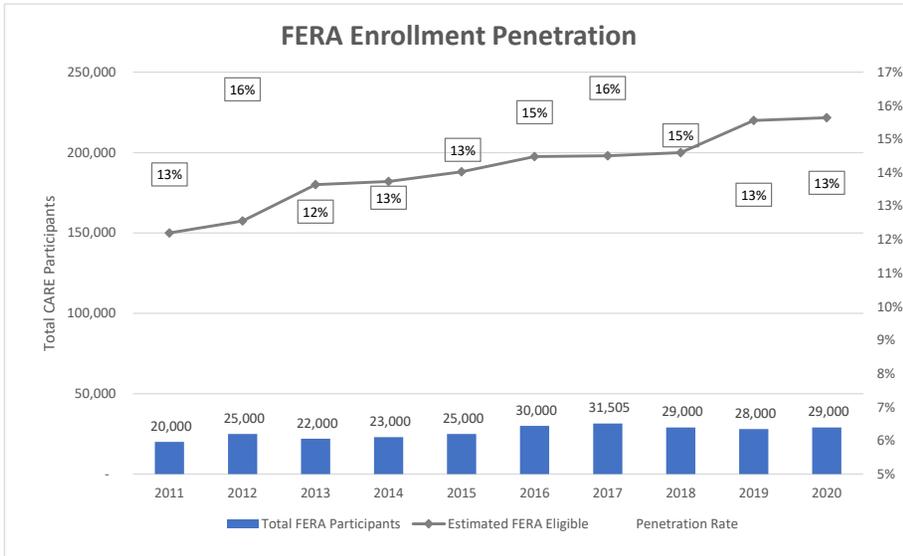


Table 2

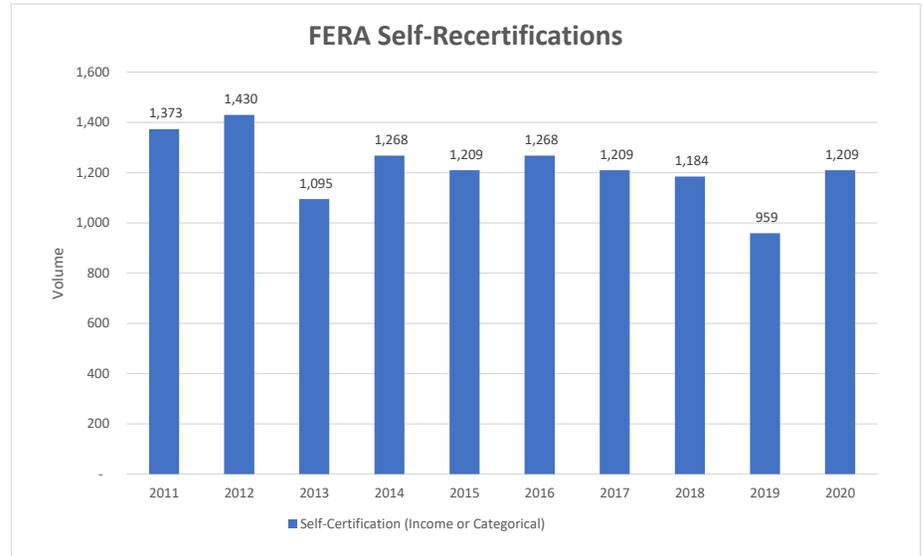


Table 3A

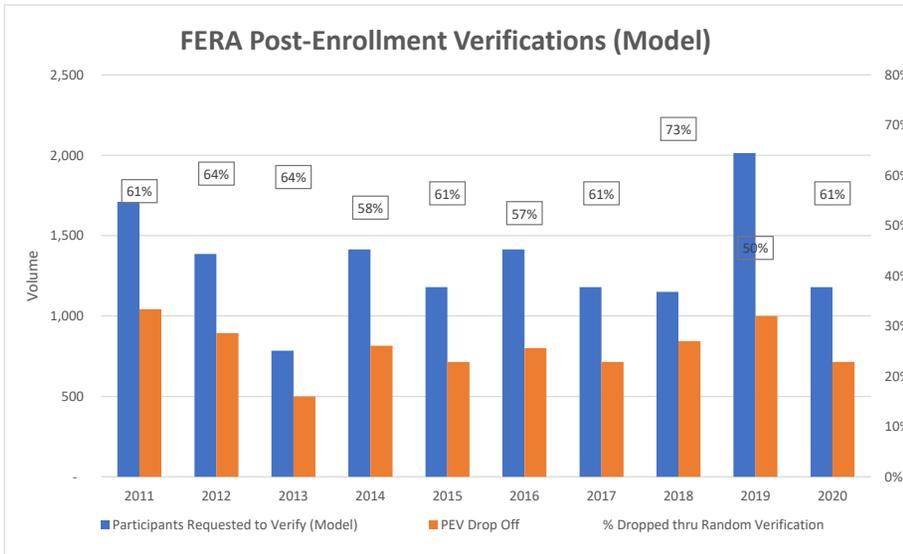
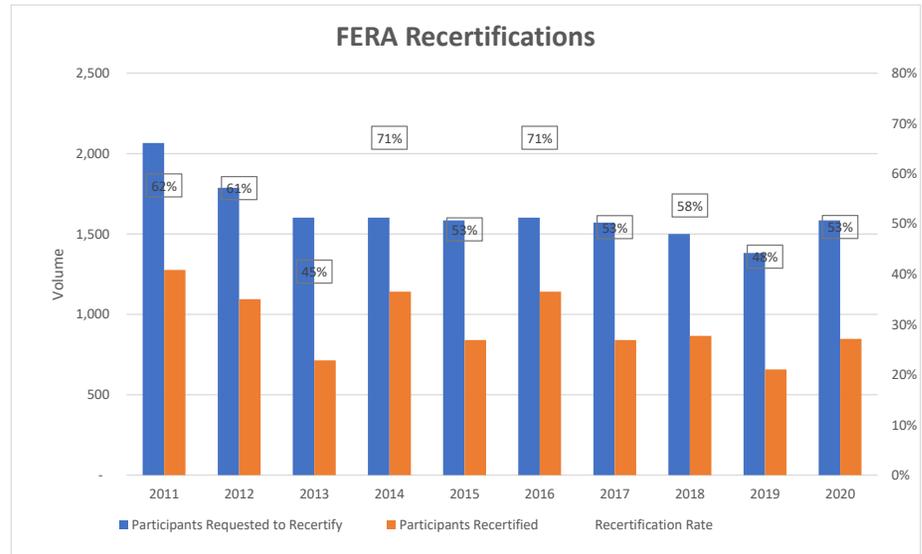


Table 6



Attachment B

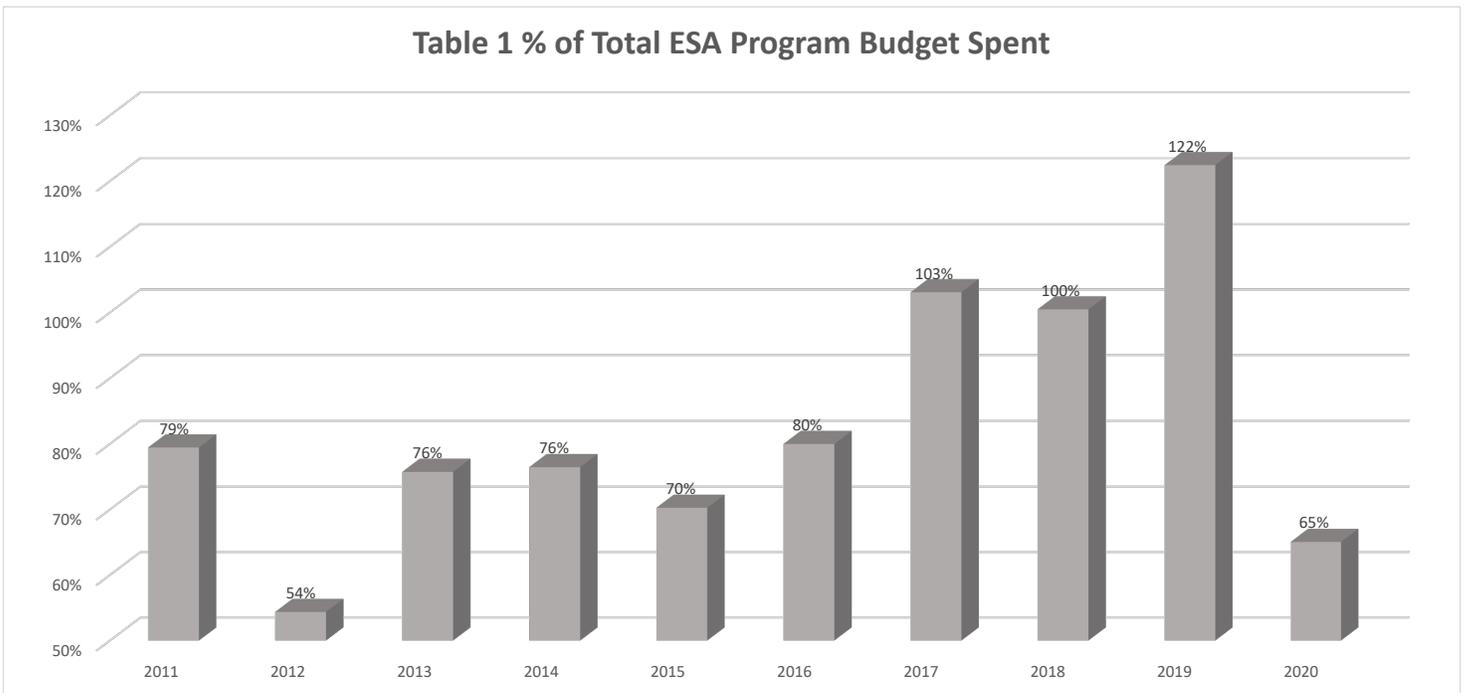
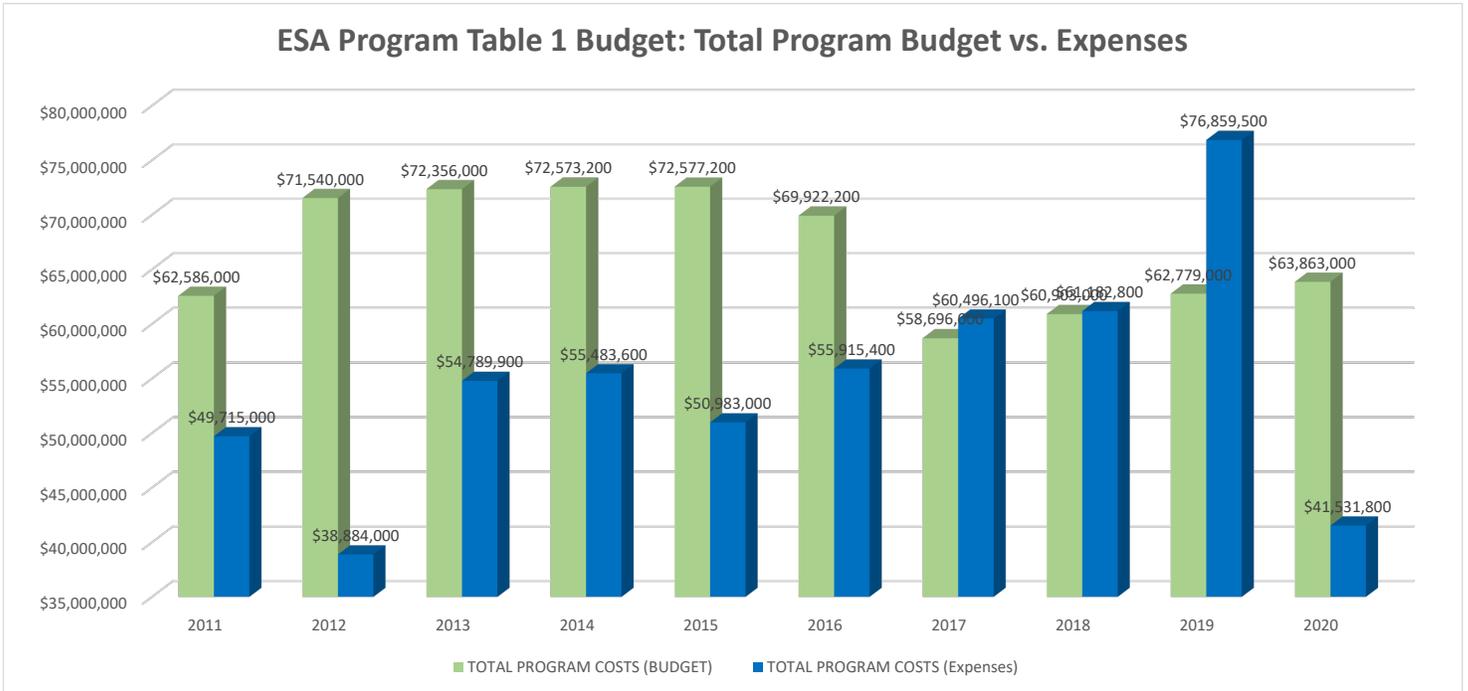
ESA TABLE 1 DATA

| | Annual Budgets | | | | | | | | | |
|--|----------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
| Appliances [3] | \$45,000,000 | \$56,000,000 | \$21,017,000 | \$21,016,000 | \$21,018,000 | \$21,018,000 | \$20,000,000 | \$20,500,000 | \$21,500,000 | \$22,000,000 |
| Domestic Hot Water | \$0 | \$0 | \$51,000 | \$51,200 | \$51,200 | \$51,200 | \$25,000 | \$26,000 | \$30,000 | \$32,000 |
| Enclosure | \$520,000 | \$260,000 | \$265,000 | \$263,000 | \$265,000 | \$265,000 | \$175,000 | \$200,000 | \$215,000 | \$225,000 |
| HVAC | \$0 | \$0 | \$27,200,000 | \$27,300,000 | \$27,300,000 | \$25,100,000 | \$21,000,000 | \$23,000,000 | \$24,750,000 | \$26,100,000 |
| Maintenance | \$0 | \$0 | \$225,000 | \$225,000 | \$225,000 | \$225,000 | \$88,000 | \$94,000 | \$100,000 | \$102,000 |
| Lighting | \$0 | \$0 | \$3,250,000 | \$3,248,000 | \$3,248,000 | \$3,248,000 | \$2,500,000 | \$1,900,000 | \$1,000,000 | \$500,000 |
| Miscellaneous | \$0 | \$0 | \$4,700,000 | \$4,700,000 | \$4,700,000 | \$4,700,000 | \$2,700,000 | \$2,500,000 | \$2,600,000 | \$1,600,000 |
| Customer Enrollment | \$8,000,000 | \$5,500,000 | \$5,610,000 | \$5,609,000 | \$5,609,000 | \$5,609,000 | \$4,000,000 | \$4,200,000 | \$4,300,000 | \$4,700,000 |
| In Home Education | \$2,400,000 | \$1,200,000 | \$1,240,000 | \$1,235,000 | \$1,235,000 | \$1,235,000 | \$1,300,000 | \$1,350,000 | \$1,400,000 | \$1,500,000 |
| Pilot | \$21,000 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Energy Efficiency TOTAL | \$55,941,000 | \$62,960,000 | \$63,558,000 | \$63,647,200 | \$63,651,200 | \$61,451,200 | \$51,788,000 | \$53,770,000 | \$55,895,000 | \$56,759,000 |
| Training Center | \$275,000 | \$400,000 | \$345,000 | \$323,000 | \$323,000 | \$323,000 | \$480,000 | \$510,000 | \$525,000 | \$550,000 |
| Inspections | \$950,000 | \$1,650,000 | \$1,500,000 | \$1,570,000 | \$1,570,000 | \$1,570,000 | \$1,000,000 | \$1,100,000 | \$1,110,000 | \$1,200,000 |
| Marketing and Outreach | \$325,000 | \$1,200,000 | \$1,400,000 | \$1,370,000 | \$1,370,000 | \$925,000 | \$925,000 | \$925,000 | \$925,000 | \$925,000 |
| Statewide Marketing Education and Outreach | \$200,000 | \$110,000 | \$110,000 | \$110,000 | \$110,000 | | \$0 | \$0 | \$0 | \$0 |
| Measurement and Evaluation Studies | -\$95,000 | \$190,000 | \$195,000 | \$195,000 | \$195,000 | \$195,000 | \$220,000 | \$90,000 | \$91,000 | \$91,000 |
| Regulatory Compliance | \$395,000 | \$575,000 | \$590,000 | \$600,000 | \$600,000 | \$600,000 | \$425,000 | \$450,000 | \$475,000 | \$480,000 |
| General Administration | \$4,500,000 | \$4,400,000 | \$4,600,000 | \$4,700,000 | \$4,700,000 | \$4,800,000 | \$3,800,000 | \$4,000,000 | \$3,700,000 | \$3,800,000 |
| CPUC Energy Division | \$95,000 | \$55,000 | \$58,000 | \$58,000 | \$58,000 | \$58,000 | \$58,000 | \$58,000 | \$58,000 | \$58,000 |
| TOTAL PROGRAM COSTS (BUDGET) | \$62,586,000 | \$71,540,000 | \$72,356,000 | \$72,573,200 | \$72,577,200 | \$69,922,200 | \$58,696,000 | \$60,903,000 | \$62,779,000 | \$63,863,000 |

| | Annual Expenses | | | | | | | | | |
|--|-----------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
| Appliances [3] | \$37,000,000 | \$30,000,000 | \$14,500,000 | \$15,800,000 | \$15,000,000 | \$14,000,000 | \$14,995,000 | \$14,200,000 | \$16,000,000 | \$8,250,000 |
| Domestic Hot Water | \$0 | \$0 | \$11,000 | \$15,000 | \$20,000 | \$20,100 | \$11,000 | \$2,800 | \$4,500 | \$1,800 |
| Enclosure | \$90,000 | \$92,000 | \$70,000 | \$68,000 | \$65,000 | \$70,000 | \$50,000 | \$60,000 | \$130,000 | \$60,000 |
| HVAC | \$0 | \$0 | \$23,700,000 | \$22,600,000 | \$18,000,000 | \$23,000,000 | \$25,000,000 | \$25,050,000 | \$28,000,000 | \$15,000,000 |
| Maintenance | \$0 | \$0 | \$88,000 | \$50,000 | \$475,000 | \$300 | \$100 | \$0 | \$0 | \$0 |
| Lighting | \$0 | \$0 | \$2,200,000 | \$2,500,000 | \$2,600,000 | \$2,800,000 | \$3,600,000 | \$6,200,000 | \$9,300,000 | \$4,000,000 |
| Miscellaneous | \$0 | \$0 | \$3,200,000 | \$3,700,000 | \$3,900,000 | \$4,500,000 | \$4,400,000 | \$2,600,000 | \$6,000,000 | \$1,300,000 |
| Customer Enrollment | \$5,700,000 | \$4,000,000 | \$5,250,000 | \$5,400,000 | \$5,100,000 | \$5,125,000 | \$6,200,000 | \$6,500,000 | \$7,800,000 | \$5,700,000 |
| In Home Education | \$1,300,000 | \$780,000 | \$680,000 | \$740,000 | \$750,000 | \$800,000 | \$1,000,000 | \$1,100,000 | \$2,200,000 | \$1,500,000 |
| Pilot | \$50,000 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$10,000 | \$75,000 |
| Energy Efficiency TOTAL | \$44,140,000 | \$34,872,000 | \$49,699,000 | \$50,873,000 | \$45,910,000 | \$50,315,400 | \$55,256,100 | \$55,712,800 | \$69,444,500 | \$35,886,800 |
| Training Center | \$205,000 | \$215,000 | \$170,000 | \$172,000 | \$180,000 | \$110,000 | \$105,000 | \$190,000 | \$150,000 | \$105,000 |
| Inspections | \$1,300,000 | \$725,000 | \$875,000 | \$850,000 | \$710,000 | \$900,000 | \$825,000 | \$110,000 | \$1,300,000 | \$880,000 |
| Marketing and Outreach | \$135,000 | \$360,000 | \$125,000 | \$645,000 | \$900,000 | \$675,000 | \$390,000 | \$900,000 | \$1,100,000 | \$800,000 |
| Statewide Marketing Education and Outreach | \$70,000 | \$0 | \$130,000 | -\$400 | \$0 | \$0 | \$0 | \$0 | | \$0 |
| Measurement and Evaluation Studies | \$385,000 | \$65,000 | \$1,030,000 | -\$300,000 | \$75,000 | \$100,000 | \$15,000 | \$140,000 | \$200,000 | \$40,000 |
| Regulatory Compliance | \$240,000 | \$225,000 | \$350,000 | \$525,000 | \$575,000 | \$375,000 | \$450,000 | \$425,000 | \$500,000 | \$550,000 |
| General Administration | \$3,200,000 | \$2,400,000 | \$2,410,000 | \$2,700,000 | \$2,600,000 | \$3,400,000 | \$3,400,000 | \$3,675,000 | \$4,100,000 | \$3,200,000 |
| CPUC Energy Division | \$40,000 | \$22,000 | \$900 | \$19,000 | \$33,000 | \$40,000 | \$55,000 | \$30,000 | \$65,000 | \$70,000 |
| TOTAL PROGRAM COSTS (Expenses) | \$49,715,000 | \$38,884,000 | \$54,789,900 | \$55,483,600 | \$50,983,000 | \$55,915,400 | \$60,496,100 | \$61,182,800 | \$76,859,500 | \$41,531,800 |

| | % of Budget Spent | | | | | | | | | |
|--|-------------------|------|------|-------|------|------|------|------|------|------|
| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
| Appliances [3] | 82% | 54% | 69% | 75% | 71% | 67% | 75% | 69% | 74% | 38% |
| Domestic Hot Water | 0% | 0% | 22% | 29% | 39% | 39% | 44% | 11% | 15% | 6% |
| Enclosure | 17% | 35% | 26% | 26% | 25% | 26% | 29% | 30% | 60% | 27% |
| HVAC | 0% | 0% | 87% | 83% | 66% | 92% | 119% | 109% | 113% | 57% |
| Maintenance | 0% | 0% | 39% | 22% | 211% | 0% | 0% | 0% | 0% | 0% |
| Lighting | 0% | 0% | 68% | 77% | 80% | 86% | 144% | 326% | 930% | 800% |
| Miscellaneous | 0% | 0% | 68% | 79% | 83% | 96% | 163% | 104% | 231% | 81% |
| Customer Enrollment | 71% | 73% | 94% | 96% | 91% | 91% | 155% | 155% | 181% | 121% |
| In Home Education | 54% | 65% | 55% | 60% | 61% | 65% | 77% | 81% | 157% | 100% |
| Pilot | 238% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| Energy Efficiency TOTAL | 79% | 55% | 78% | 80% | 72% | 82% | 107% | 104% | 124% | 63% |
| Training Center | 75% | 54% | 49% | 53% | 56% | 34% | 22% | 37% | 29% | 19% |
| Inspections | 137% | 44% | 58% | 54% | 45% | 57% | 83% | 10% | 117% | 73% |
| Marketing and Outreach | 42% | 30% | 9% | 47% | 66% | 73% | 42% | 97% | 119% | 86% |
| Statewide Marketing Education and Outreach | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| Measurement and Evaluation Studies | -405% | 34% | 528% | -154% | 38% | 51% | 7% | 156% | 220% | 44% |
| Regulatory Compliance | 61% | 39% | 59% | 88% | 96% | 63% | 106% | 94% | 105% | 115% |
| General Administration | 71% | 55% | 52% | 57% | 55% | 71% | 89% | 92% | 111% | 84% |
| CPUC Energy Division | 42% | 40% | 2% | 33% | 57% | 69% | 95% | 52% | 112% | 121% |
| TOTAL PROGRAM COSTS | 79% | 54% | 76% | 76% | 70% | 80% | 103% | 100% | 122% | 65% |

2011-2020 ESA Program Table 1 Budget & Expense Overview



2011-2020 ESA Program Table 1 Budgets: Energy Efficiency

ESA Program Table 1 Budget: Energy Efficiency TOTAL

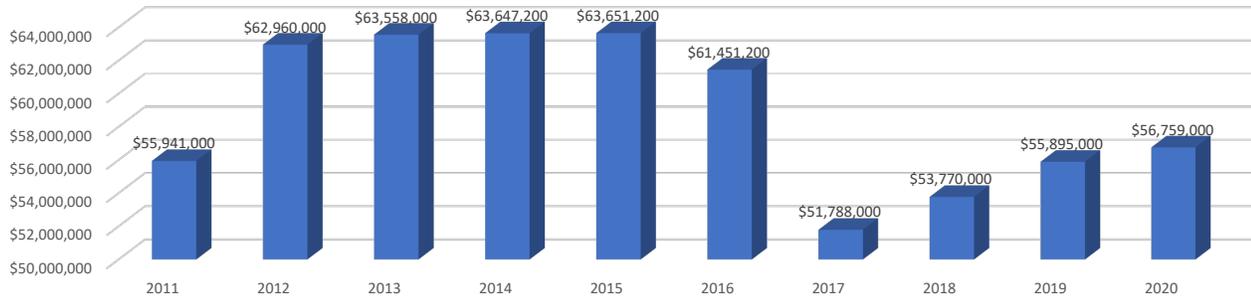
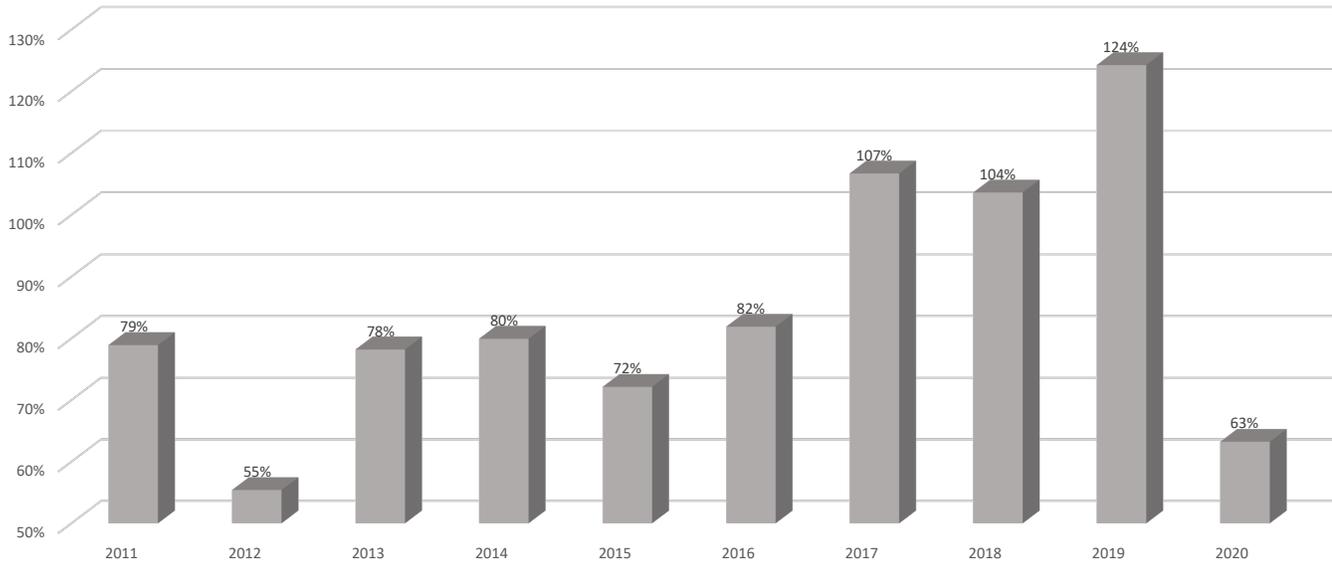
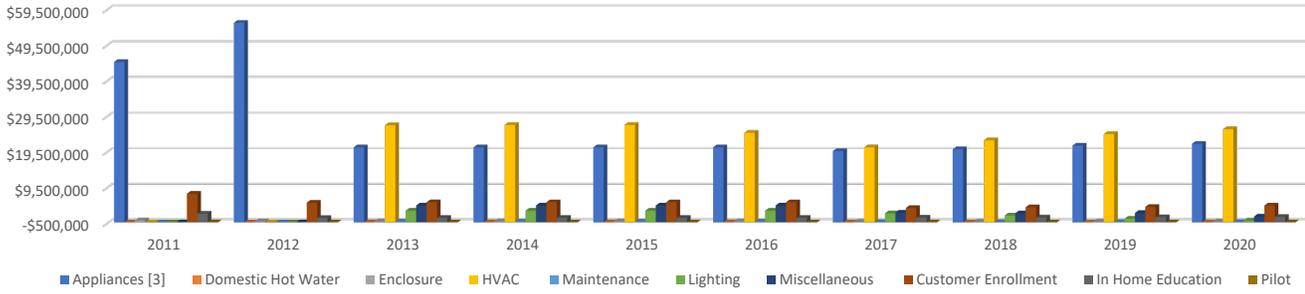


Table 1 % of ESA Program Budget Spent (Energy Efficiency)

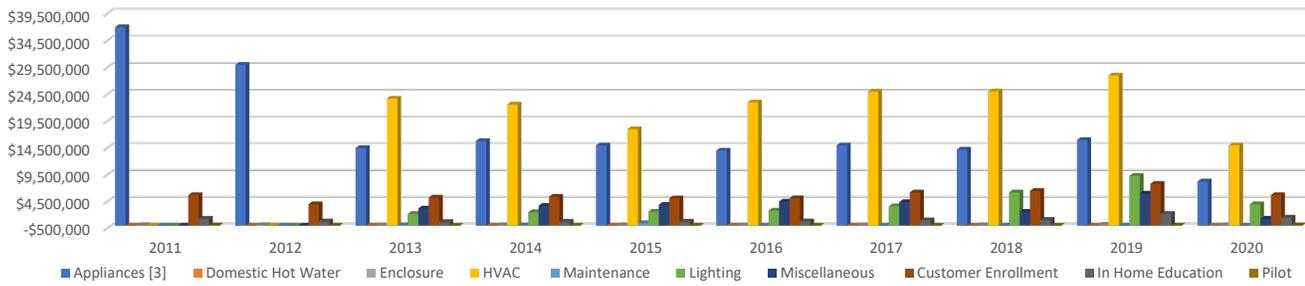


2011-2020 ESA Program Table 1 Budget and Expenses (EE)

ESA Program Table 1 Budget (EE)



ESA Program Table 1 Expenses (EE)

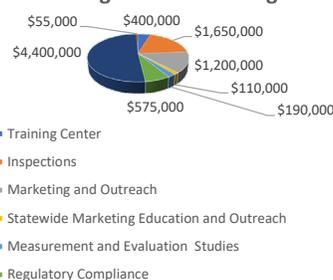


2011-2020 ESA Table 1 Budgets: Admin

2011 ESA Program Table 1 Budget: Admin



2012 ESA Program Table 1 Budget: Admin



2013 ESA Program Table 1 Budget: Admin



2014 ESA Program Table 1 Budget:Admin



2015 ESA Program Table 1 Budget: Admin



2016 ESA Program Table 1 Budget: Admin



2017 ESA Program Table 1 Budget: Admin



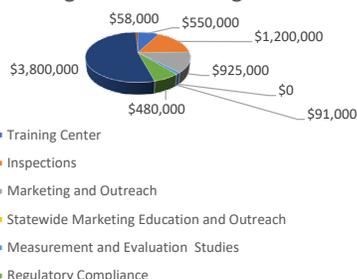
2018 ESA Program Table 1 Budget: Admin



2019 ESA Program Table 1 Budget: Admin

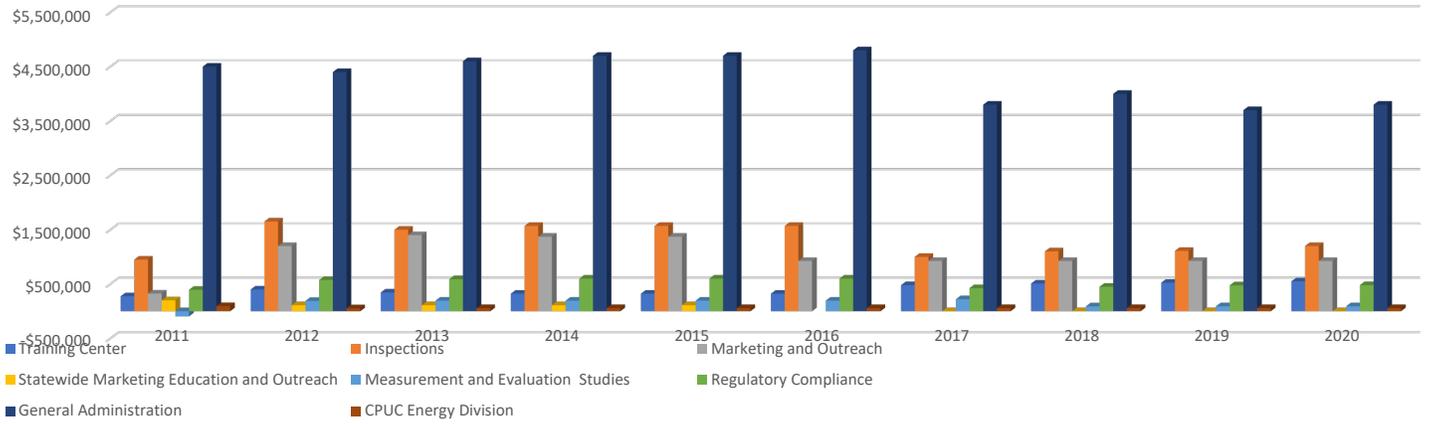


2020 ESA Program Table 1 Budget: Admin

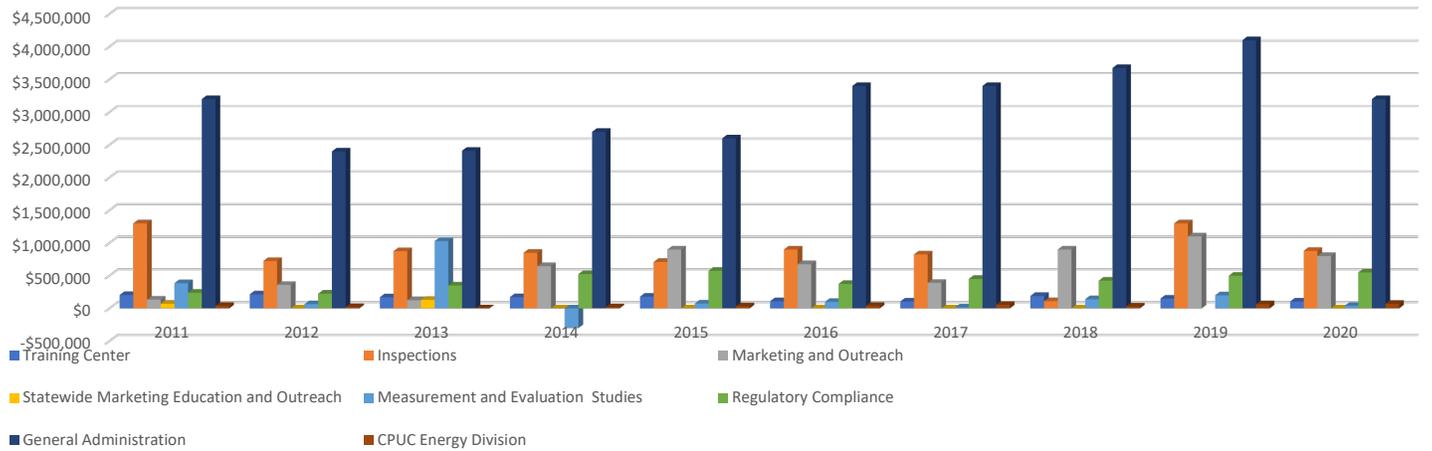


2011-2020 ESA Table 1 Budget and Expenses (Admin)

ESA Program Table 1 Budget (Admin)



ESA Program Table 1 Expenses (Admin)



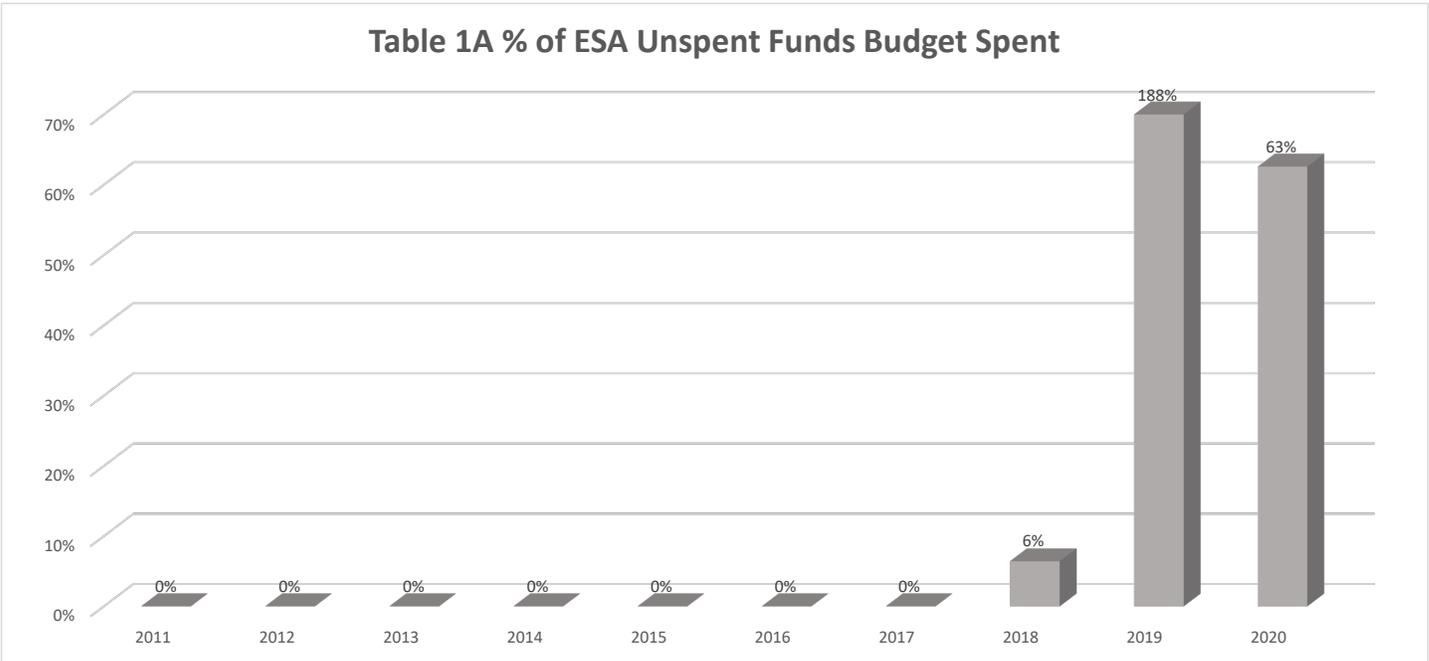
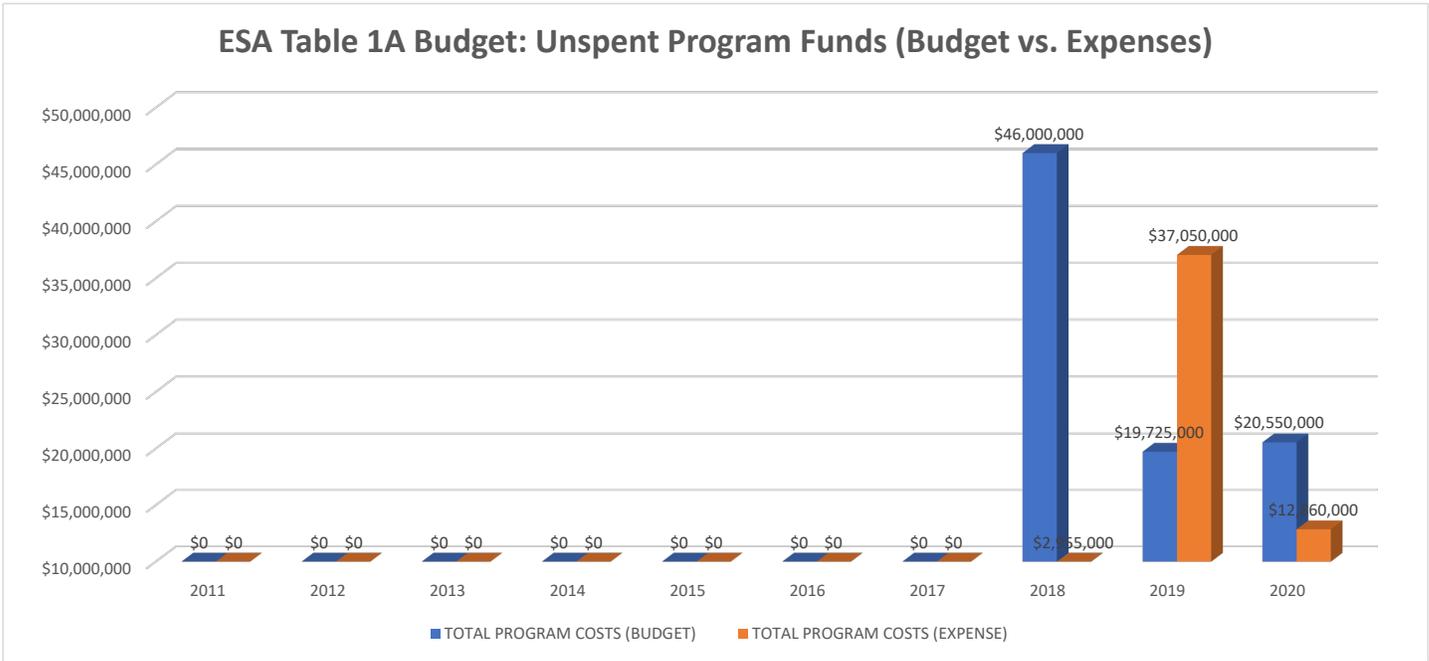
ESA TABLE 1A DATA

| | Annual Budgets | | | | | | | | | |
|---|----------------|------------|------------|------------|------------|------------|------------|---------------------|---------------------|---------------------|
| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
| Multi-Family Common Area Measures | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$4,600,000 | \$4,500,000 | \$4,500,000 |
| Leveraging - CSD | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$1,100,000 | \$1,100,000 | \$1,100,000 |
| Climate Zone 13 Central AC and AC related measures | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$6,200,000 | \$6,700,000 | \$7,100,000 |
| Additional Authorized Funds for Treated customers 3 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$1,750,000 | \$1,750,000 |
| Additional Regulatory Compliance Cost | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$75,000 | \$0 |
| HE Clothes Washer | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$32,000,000 | \$3,300,000 | \$3,600,000 |
| Powerstrip Tier II | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$2,100,000 | \$2,300,000 | \$2,500,000 |
| TOTAL PROGRAM COSTS (BUDGET) | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$46,000,000 | \$19,725,000 | \$20,550,000 |

| | Annual Expenses | | | | | | | | | |
|---|-----------------|------------|------------|------------|------------|------------|------------|--------------------|---------------------|---------------------|
| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
| Multi-Family Common Area Measures | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$50,000 | \$250,000 |
| Leveraging - CSD | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Climate Zone 13 Central AC and AC related measures | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$1,500,000 | \$9,000,000 | \$8,500,000 |
| Additional Authorized Funds for Treated customers 3 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Additional Regulatory Compliance Cost | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$55,000 | \$0 | \$0 |
| HE Clothes Washer | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$10,000 |
| Powerstrip Tier II | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$1,400,000 | \$28,000,000 | \$4,100,000 |
| TOTAL PROGRAM COSTS (EXPENSE) | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$2,955,000 | \$37,050,000 | \$12,860,000 |

| | % of Budget Spent | | | | | | | | | |
|---|-------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|------------|
| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
| Multi-Family Common Area Measures | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 1% | 6% |
| Leveraging - CSD | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| Climate Zone 13 Central AC and AC related measures | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 24% | 134% | 120% |
| Additional Authorized Funds for Treated customers 3 | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| Additional Regulatory Compliance Cost | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| HE Clothes Washer | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| Powerstrip Tier II | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 67% | 1217% | 164% |
| TOTAL PROGRAM COSTS (EXPENSE) | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 6% | 188% | 63% |

2011-2020 ESA Table 1A Budgets: Unspent Program Funds Budget & Expense Overview



ESA TABLE 2 DATA

| | Quantity Installed | | | | | | | | | |
|-------------------------------------|--------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|----------------|
| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
| High Efficiency Clothes Washer | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 10 |
| Refrigerators | 15,000 | 8,800 | 17,000 | 17,000 | 15,000 | 13,000 | 15,000 | 12,000 | 14,000 | 8,000 |
| Freezer | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 25 | 100 |
| Other Hot Water | 400 | 350 | 475 | 500 | 700 | 750 | 450 | 400 | 450 | 200 |
| Tank and Pipe Insulation | 0 | 0 | 80 | 200 | 150 | 125 | 70 | 50 | 20 | 5 |
| Thermostatic Shower Valves Combined | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5 |
| Water Heater Repair/Replacement | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Thermostatic Shower Valve | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 10 |
| Air Sealing / Envelope [1] | 580 | 600 | 625 | 575 | 750 | 700 | 500 | 475 | 680 | 450 |
| Attic Insulation | 5 | 0 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 |
| Smart Thermostat | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1,200 | 3,600 |
| FAU Standing Pilot Conversion | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Furnace Repair/Replacement | 5 | 5 | 0 | 5 | 5 | 0 | 5 | 0 | 0 | 0 |
| Room A/C Replacement | 900 | 580 | 700 | 710 | 900 | 950 | 875 | 940 | 650 | 225 |
| Central A/C Replacement | 3,000 | 2,700 | 3,200 | 3,000 | 1,800 | 3,100 | 3,200 | 3,400 | 5,000 | 3,500 |
| Heat Pump Replacement | 60 | 80 | 50 | 100 | 60 | 125 | 300 | 175 | 250 | 150 |
| Evaporative Cooler (Replacement) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Evaporative Cooler (Installation) | 12,000 | 10,000 | 12,000 | 11,000 | 10,700 | 10,000 | 11,000 | 11,000 | 10,000 | 4,300 |
| Duct Testing and Sealing | 2,600 | 2,400 | 3,000 | 3,000 | 1,800 | 2,900 | 3,000 | 3,200 | 5,200 | 3,400 |
| Efficient Fan Control | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 300 |
| Furnace Clean and Tune | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Central A/C Tune up | 5 | 5 | 700 | 400 | 4,000 | 5 | 5 | 0 | 0 | 0 |
| Compact Fluorescent Lights (CFL) | 280,000 | 188,000 | 261,000 | 270,000 | 280,000 | 290,000 | 240,000 | 3,900 | 300 | 250 |
| Exterior Hard wired CFL fixture | 890 | 820 | 625 | 1,100 | 2,200 | 2,500 | 1,800 | 80 | 10 | 10 |
| Exterior Hard wired LED fixture | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 895 | 600 | 165 |
| LED A-Lamps | 0 | 0 | 0 | 0 | 0 | 0 | 107,000 | 590,000 | 735,000 | 280,000 |
| LED Reflector Bulbs | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5,500 | 12,000 | 4,700 |
| LED Torchiere | 0 | 0 | 0 | 0 | 0 | 0 | 7,200 | 14,000 | 34,000 | 23,000 |
| Torchiere | 2,800 | 1,700 | 6,000 | 8,000 | 100,000 | 10,100 | 4,000 | 10 | 5 | 5 |
| Pool Pumps | 1,300 | 1,200 | 20,000 | 2,100 | 2,200 | 2,500 | 2,200 | 20,000 | 2,000 | 1,000 |
| Smart Power Strip - Tier 1 | 0 | 0 | 27,000 | 36,000 | 36,000 | 40,000 | 43,000 | 62,000 | 45,000 | 40,000 |
| Smart Power Strip - Tier 2 | 0 | 0 | 0 | 0 | 0 | 0 | 700 | 24,000 | 43,000 | 60,000 |
| Outreach and Assessment | 95,000 | 70,000 | 79,000 | 81,000 | 78,000 | 75,000 | 90,000 | 92,000 | 107,000 | 78,000 |
| In-Home Education | 89,000 | 68,000 | 66,000 | 67,000 | 52,000 | 53,000 | 68,000 | 77,000 | 91,000 | 65,000 |
| Pilot | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Savings/Expenditures | 503,545 | 355,240 | 497,460 | 501,695 | 586,270 | 504,760 | 598,310 | 921,030 | 1,107,395 | 576,390 |

| | kWh Savings | | | | | | | | | |
|-------------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|--------------------|-------------------|
| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
| High Efficiency Clothes Washer | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1,300 |
| Refrigerators | 11,100,000 | 6,100,000 | 12,000,000 | 12,000,000 | 12,100,000 | 10,600,000 | 11,600,000 | 9,900,000 | 8,200,000 | 46,000,000 |
| Freezer | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 20,000 | 92,000 |
| Other Hot Water | 112,000 | 30,000 | 12,000 | 15,000 | 94,000 | 100,000 | 61,000 | 50,000 | 57,000 | 25,000 |
| Tank and Pipe Insulation | 0 | 0 | 3,000 | 5,000 | 13,000 | 11,000 | 6,500 | 3,900 | 1,200 | 100 |
| Thermostatic Shower Valves Combined | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 25 |
| Water Heater Repair/Replacement | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Thermostatic Shower Valve | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 650 |
| Air Sealing / Envelope [1] | 24,000 | 11,000 | 94,000 | 53,000 | 44,000 | 50,000 | 80,000 | 38,000 | 45,000 | 13,000 |
| Attic Insulation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 900 | 215 |
| Smart Thermostat | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 430,000 | 1,100,000 |
| FAU Standing Pilot Conversion | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Furnace Repair/Replacement | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Room A/C Replacement | 107,000 | 48,000 | 38,000 | 39,000 | 60,000 | 95,000 | 64,000 | 61,000 | -100,000 | -40,000 |
| Central A/C Replacement | 2,100,000 | 480,000 | 250,000 | 230,000 | 300,000 | 540,000 | 600,000 | 525,000 | 17,000,000 | 1,150,000 |
| Heat Pump Replacement | 51,000 | 60,000 | 37,000 | 70,000 | 42,000 | 89,000 | 200,000 | 125,000 | 330,000 | 185,000 |
| Evaporative Cooler (Replacement) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Evaporative Cooler (Installation) | 2,300,000 | 5,000,000 | 5,900,000 | 5,600,000 | 5,000,000 | 4,900,000 | 5,300,000 | 4,800,000 | 54,000,000 | 2,400,000 |
| Duct Testing and Sealing | 810,000 | 1,300,000 | 545,000 | 550,000 | 37,000 | 75,000 | 100,000 | 80,000 | 5,200 | 0 |
| Efficient Fan Control | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 50,000 |
| Furnace Clean and Tune | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Central A/C Tune up | 15,000 | 0 | 128,000 | 60,000 | 650,000 | 600 | 200 | 0 | 0 | 0 |
| Compact Fluorescent Lights (CFL) | 4,500,000 | 3,700,000 | 6,600,000 | 6,900,000 | 4,500,000 | 4,800,000 | 4,000,000 | 65,000 | 6,000 | 4,000 |
| Exterior Hard wired CFL fixture | 225,000 | 57,000 | 50,000 | 88,000 | 78,000 | 90,000 | 60,000 | 3,000 | 500 | 300 |
| Exterior Hard wired LED fixture | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 75,000 | 11,000 | 2,000 |
| LED A-Lamps | 0 | 0 | 0 | 0 | 0 | 0 | 4,200,000 | 2,300,000 | 28,000,000 | 11,000,000 |
| LED Reflector Bulbs | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 90,000 | 250,000 | 100,000 |
| LED Torchiere | 0 | 0 | 0 | 0 | 0 | 0 | 275,000 | 550,000 | 2,400,000 | 1,600,000 |
| Torchiere | 515,000 | 315,000 | 1,100,000 | 1,600,000 | 875,000 | 910,000 | 350,000 | 1,100 | 100 | 175 |
| Pool Pumps | 1,800,000 | 2,100,000 | 3,300,000 | 3,800,000 | 2,750,000 | 42,000,000 | 4,000,000 | 3,200,000 | 2,000,000 | 10,000,000 |
| Smart Power Strip - Tier 1 | 0 | 0 | 870,000 | 1,200,000 | 900,000 | 950,000 | 1,100,000 | 1,500,000 | 21,000 | 300 |
| Smart Power Strip - Tier 2 | 0 | 0 | 0 | 0 | 0 | 0 | 90,000 | 3,200,000 | 6,000,000 | 8,500,000 |
| Outreach and Assessment | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| In-Home Education | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Pilot | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Savings/Expenditures | 23,659,000 | 19,201,000 | 30,927,000 | 32,210,000 | 27,443,000 | 65,210,600 | 32,086,700 | 26,567,000 | 118,677,900 | 82,184,065 |

Therm savings is not provided in this sample but will be part of the actual reporting.

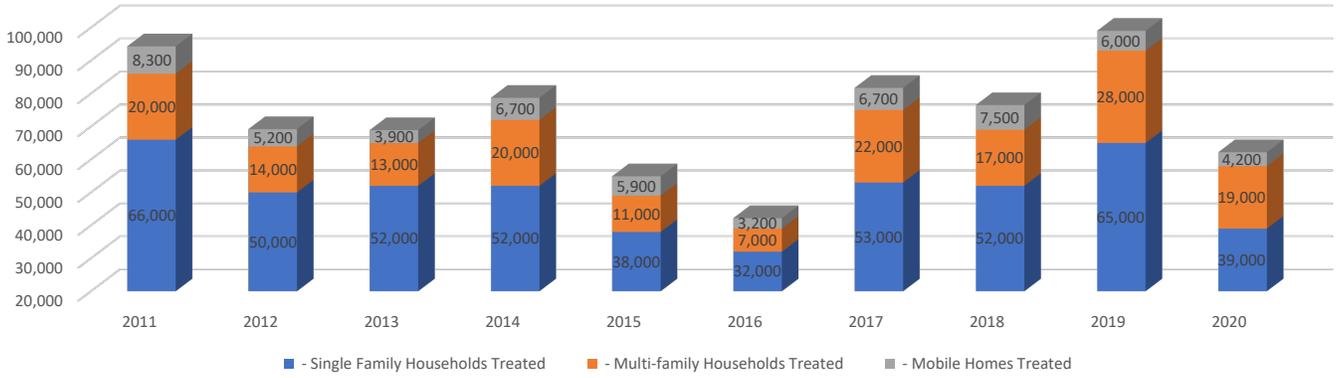
| | Expenses | | | | | | | | | |
|-------------------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
| High Efficiency Clothes Washer | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$10,000 |
| Refrigerators | \$12,500,000 | \$7,000,000 | \$15,000,000 | \$16,000,000 | \$15,100,000 | \$14,000,000 | \$15,000,000 | \$13,000,000 | \$14,700,000 | \$8,300,000 |
| Freezer | | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$20,000 | \$100,000 |
| Other Hot Water | \$17,000 | \$15,000 | \$9,000 | \$10,000 | \$15,000 | \$17,000 | \$9,000 | \$0 | \$20,000 | \$9,400 |
| Tank and Pipe Insulation | \$0 | \$0 | \$2,400 | \$5,000 | \$4,300 | \$4,000 | \$2,000 | \$900 | \$700 | \$100 |
| Thermostatic Shower Valves Combined | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$100 |
| Water Heater Repair/Replacement | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Thermostatic Shower Valve | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$1,000 |
| Air Sealing / Envelope [1] | \$72,000 | \$80,000 | \$70,000 | \$60,000 | \$60,000 | \$70,000 | \$50,000 | \$50,000 | \$90,000 | \$50,000 |
| Attic Insulation | \$1,500 | \$0 | \$3,000 | \$4,000 | \$70,000 | \$1,000 | \$1,400 | \$2,500 | \$10,000 | \$3,000 |
| Smart Thermostat | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$400,000 | \$1,200,000 |
| FAU Standing Pilot Conversion | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Furnace Repair/Replacement | \$6,000 | \$1,200 | \$0 | \$2,000 | \$500 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Room A/C Replacement | \$70,000 | \$425,000 | \$510,000 | \$550,000 | \$700,000 | \$800,000 | \$725,000 | \$800 | \$735,000 | \$255,000 |
| Central A/C Replacement | \$10,700,000 | \$9,400,000 | \$12,500,000 | \$10,900,000 | \$6,600,000 | \$11,000,000 | \$12,000,000 | \$13,000,000 | \$24,000,000 | \$16,000,000 |
| Heat Pump Replacement | \$275,000 | \$300,000 | \$160,000 | \$400,000 | \$225,000 | \$570,000 | \$1,100,000 | \$700,000 | \$1,100,000 | \$625,000 |
| Evaporative Cooler (Replacement) | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Evaporative Cooler (Installation) | \$10,800,000 | \$9,500,000 | \$10,800,000 | \$10,300,000 | \$10,200,000 | \$9,900,000 | \$11,000,000 | \$11,200,000 | \$10,500,000 | \$4,500,000 |
| Duct Testing and Sealing | \$626,000 | \$540,000 | \$655,000 | \$625,000 | \$375,000 | \$610,000 | \$700,000 | \$750,000 | \$1,200,000 | \$730,000 |
| Efficient Fan Control | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$125,000 |
| Furnace Clean and Tune | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Central A/C Tune up | \$1,000 | \$130 | \$92,000 | \$50,000 | \$475,000 | \$400 | \$200 | \$0 | \$0 | \$0 |
| Compact Fluorescent Lights (CFL) | \$1,800,000 | \$1,200,000 | \$1,800,000 | \$2,000,000 | \$2,000,000 | \$2,100,000 | \$1,700,000 | \$28,000 | \$2,500 | \$1,800 |
| Exterior Hard wired CFL fixture | \$75,000 | \$70,000 | \$55,000 | \$95,000 | \$190,000 | \$220,000 | \$160,000 | \$8,000 | \$1,300 | \$750 |
| Exterior Hard wired LED fixture | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$80,000 | \$50,000 | \$16,000 |
| LED A-Lamps | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$970,000 | \$5,500,000 | \$6,800,000 | \$2,500,000 |
| LED Reflector Bulbs | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$45,000 | \$100,000 | \$40,000 |
| LED Torchiere | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$465,000 | \$910,000 | \$2,400,000 | \$1,500,000 |
| Torchiere | \$150,000 | \$80,000 | \$320,000 | \$525,000 | \$560,000 | \$600,000 | \$240,000 | \$900 | \$50 | \$125 |
| Pool Pumps | \$1,400,000 | \$1,300,000 | \$1,700,000 | \$2,500,000 | \$2,600,000 | \$3,000,000 | \$2,700,000 | \$2,200,000 | \$2,300,000 | \$1,200,000 |
| Smart Power Strip - Tier 1 | \$0 | \$0 | \$750,000 | \$1,200,000 | \$1,300,000 | \$1,600,000 | \$1,700,000 | \$2,500,000 | \$3,800,000 | \$245,000 |
| Smart Power Strip - Tier 2 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$41,000 | \$1,400,000 | \$2,800,000 | \$4,000,000 |
| Outreach and Assessment | \$5,700,000 | \$4,000,000 | \$5,400,000 | \$5,300,000 | \$5,000,000 | \$5,100,000 | \$6,400,000 | \$6,600,000 | \$8,000,000 | \$5,800,000 |
| In-Home Education | \$1,300,000 | \$800,000 | \$700,000 | \$750,000 | \$770,000 | \$800,000 | \$1,000,000 | \$1,140,000 | \$2,200,000 | \$1,600,000 |
| Pilot | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Total Savings/Expenditures | \$45,493,500 | \$34,711,330 | \$50,526,400 | \$51,276,000 | \$46,244,800 | \$50,392,400 | \$55,963,600 | \$59,116,100 | \$81,229,550 | \$48,812,275 |

| | % of Expenditure | | | | | | | | | |
|-------------------------------------|------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
| High Efficiency Clothes Washer | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.02% |
| Refrigerators | 27.48% | 20.17% | 29.69% | 31.20% | 32.65% | 27.78% | 26.80% | 21.99% | 18.10% | 17.00% |
| Freezer | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.02% | 0.20% |
| Other Hot Water | 0.04% | 0.04% | 0.02% | 0.02% | 0.03% | 0.03% | 0.02% | 0.00% | 0.02% | 0.02% |
| Tank and Pipe Insulation | 0.00% | 0.00% | 0.00% | 0.01% | 0.01% | 0.01% | 0.00% | 0.00% | 0.00% | 0.00% |
| Thermostatic Shower Valves Combined | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| Water Heater Repair/Replacement | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| Thermostatic Shower Valve | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| Air Sealing / Envelope [1] | 0.16% | 0.23% | 0.14% | 0.12% | 0.13% | 0.14% | 0.09% | 0.08% | 0.11% | 0.10% |
| Attic Insulation | 0.00% | 0.00% | 0.01% | 0.01% | 0.15% | 0.00% | 0.00% | 0.00% | 0.01% | 0.01% |
| Smart Thermostat | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.49% | 2.46% |
| FAU Standing Pilot Conversion | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| Furnace Repair/Replacement | 0.01% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| Room A/C Replacement | 0.15% | 1.22% | 1.01% | 1.07% | 1.51% | 1.59% | 1.30% | 0.00% | 0.90% | 0.52% |
| Central A/C Replacement | 23.52% | 27.08% | 24.74% | 21.26% | 14.27% | 21.83% | 21.44% | 21.99% | 29.55% | 32.78% |
| Heat Pump Replacement | 0.60% | 0.86% | 0.32% | 0.78% | 0.49% | 1.13% | 1.97% | 1.18% | 1.35% | 1.28% |
| Evaporative Cooler (Replacement) | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| Evaporative Cooler (Installation) | 23.74% | 27.37% | 21.37% | 20.09% | 22.06% | 19.65% | 19.66% | 18.95% | 12.93% | 9.22% |
| Duct Testing and Sealing | 1.38% | 1.56% | 1.30% | 1.22% | 0.81% | 1.21% | 1.25% | 1.27% | 1.48% | 1.50% |
| Efficient Fan Control | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.26% |
| Furnace Clean and Tune | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| Central A/C Tune up | 0.00% | 0.00% | 0.18% | 0.10% | 1.03% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| Compact Fluorescent Lights (CFL) | 3.96% | 3.46% | 3.56% | 3.90% | 4.32% | 4.17% | 3.04% | 0.05% | 0.00% | 0.00% |
| Exterior Hard wired CFL fixture | 0.16% | 0.20% | 0.11% | 0.19% | 0.41% | 0.44% | 0.29% | 0.01% | 0.00% | 0.00% |
| Exterior Hard wired LED fixture | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.14% | 0.06% | 0.03% |
| LED A-Lamps | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 1.73% | 9.30% | 8.37% | 5.12% |
| LED Reflector Bulbs | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.08% | 0.12% | 0.08% |
| LED Torchiere | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.83% | 1.54% | 2.95% | 3.07% |
| Torchiere | 0.33% | 0.23% | 0.63% | 1.02% | 1.21% | 1.19% | 0.43% | 0.00% | 0.00% | 0.00% |
| Pool Pumps | 3.08% | 3.75% | 3.36% | 4.88% | 5.62% | 5.95% | 4.82% | 3.72% | 2.83% | 2.46% |
| Smart Power Strip - Tier 1 | 0.00% | 0.00% | 1.48% | 2.34% | 2.81% | 3.18% | 3.04% | 4.23% | 4.68% | 0.50% |
| Smart Power Strip - Tier 2 | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.07% | 2.37% | 3.45% | 8.19% |
| Outreach and Assessment | 12.53% | 11.52% | 10.69% | 10.34% | 10.81% | 10.12% | 11.44% | 11.16% | 9.85% | 11.88% |
| In-Home Education | 2.86% | 2.30% | 1.39% | 1.46% | 1.67% | 1.59% | 1.79% | 1.93% | 2.71% | 3.28% |
| Pilot | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| Total Savings/Expenditures | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% |

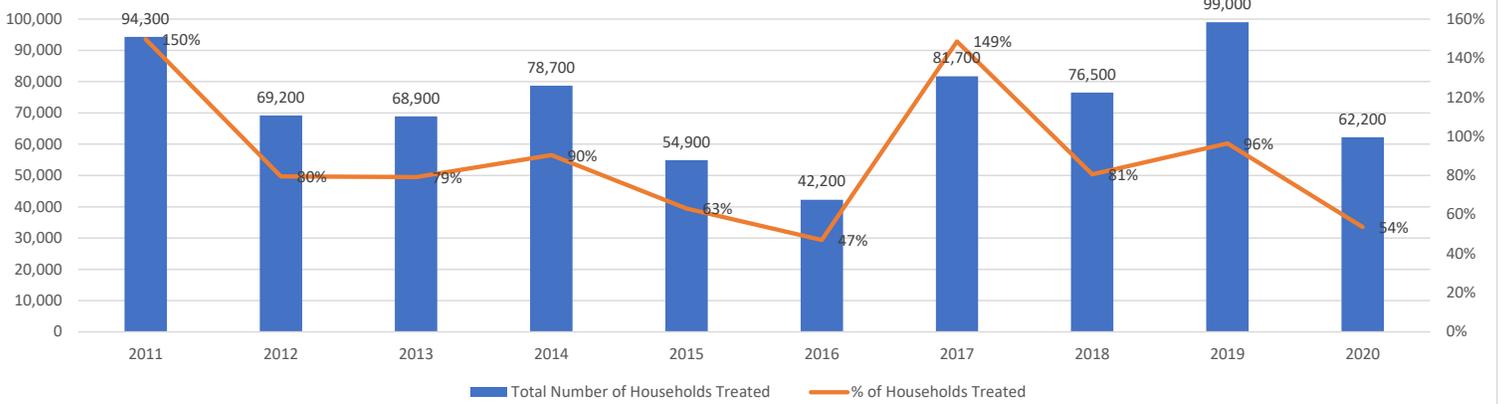
| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|----------------|
| Total Households Weatherized | 600 | 700 | 625,000 | 600 | 750 | 735 | 500 | 475 | 650 | 500 |
| - Single Family Households Treated | 66,000 | 50,000 | 52,000 | 52,000 | 38,000 | 32,000 | 53,000 | 52,000 | 65,000 | 39,000 |
| - Multi-family Households Treated | 20,000 | 14,000 | 13,000 | 20,000 | 11,000 | 7,000 | 22,000 | 17,000 | 28,000 | 19,000 |
| - Mobile Homes Treated | 8,300 | 5,200 | 3,900 | 6,700 | 5,900 | 3,200 | 6,700 | 7,500 | 6,000 | 4,200 |
| Total Number of Households Treated | 94,300 | 69,200 | 68,900 | 78,700 | 54,900 | 42,200 | 81,700 | 76,500 | 99,000 | 62,200 |
| # Eligible Households to be Treated for PY [7] | 63,000 | 87,000 | 87,000 | 87,000 | 87,000 | 87,000 | 55,000 | 95,000 | 100,000 | 115,000 |
| % of Households Treated | 150% | 80% | 79% | 90% | 63% | 47% | 149% | 81% | 96% | 54% |
| - Master-Meter Households Treated | 5,200 | 3,200 | 2,100 | 5,000 | 5,900 | 3,900 | 12,000 | 13,000 | 19,000 | 16,000 |

2011-2020 ESA Program Table 2 Total Overview

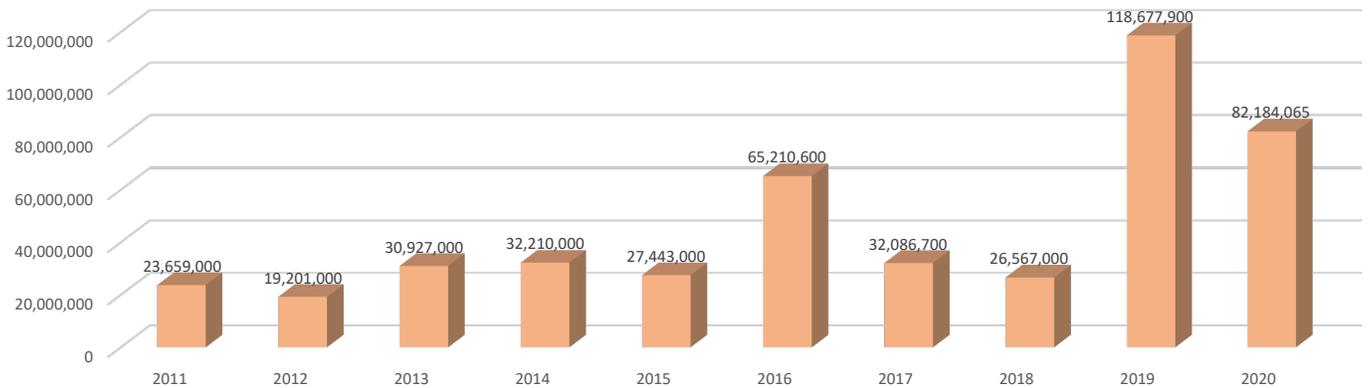
ESA Program Table 2 Total: Homes Treated By Type



ESA Program Table 2: Total # Homes Treated and % of Eligible Homes Treated

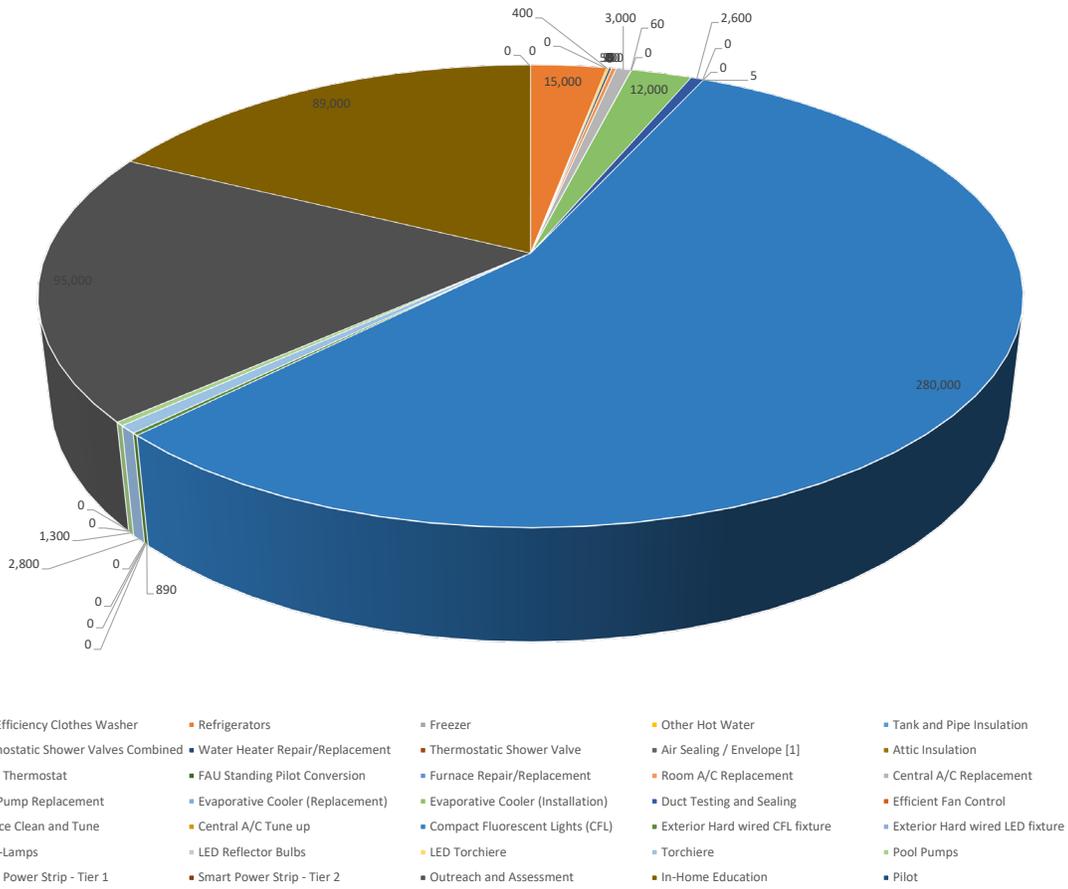


ESA Program Table 2: Total kWh Savings

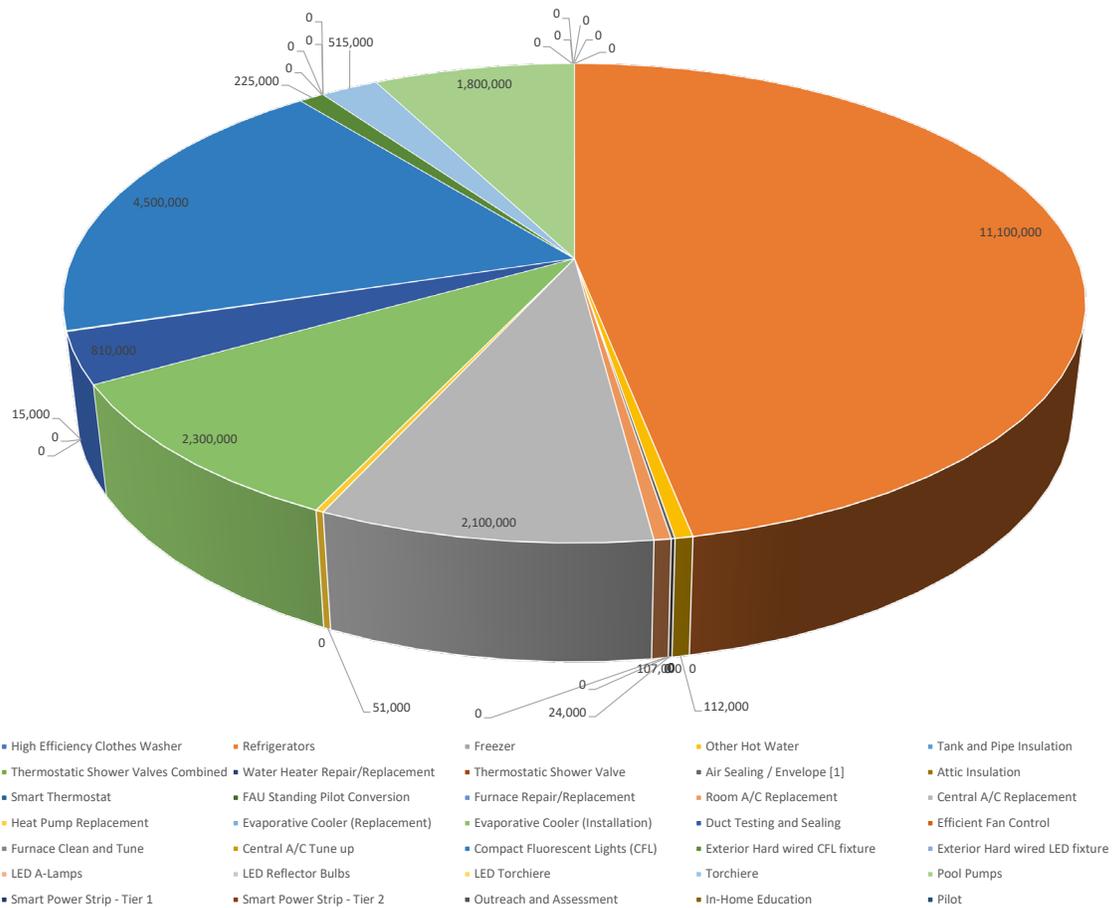


ESA Program: Measure Analysis by Year

2011 ESA Program Table 2 Measures: Quantity Installed



2011 ESA Program Table 2 Measures: kWh Savings



Therm savings is not provided in this sample but will be part of the actual reporting.

ESA TABLE 4 DATA

Homes Treated - Owners

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Single Family | 40,000 | 31,000 | 33,000 | 32,000 | 24,000 | 20,000 | 32,000 | 38,000 | 37,000 | 22,000 |
| Multi Family | 600 | 500 | 400 | 500 | 400 | 300 | 600 | 875 | 900 | 650 |
| Mobile Homes | 7,000 | 4,300 | 3,100 | 5,000 | 4,800 | 2,700 | 5,700 | 6,000 | 5,000 | 3,300 |

Homes Treated - Renters

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Single Family | 26,000 | 18,000 | 18,000 | 19,000 | 13,000 | 11,000 | 21,000 | 23,000 | 25,000 | 16,000 |
| Multi Family | 19,000 | 13,000 | 13,000 | 18,750 | 11,000 | 6,500 | 20,000 | 16,000 | 26,000 | 18,000 |
| Mobile Homes | 1,200 | 900 | 750 | 1,500 | 990 | 550 | 1,000 | 1,500 | 1,000 | 800 |

mWh - Owners

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---------------|------|------|--------|--------|--------|--------|--------|--------|--------|--------|
| Single Family | 0 | 0 | 16,000 | 15,000 | 13,000 | 11,000 | 15,000 | 25,000 | 26,000 | 13,500 |
| Multi Family | 0 | 0 | 125 | 160 | 150 | 200 | 280 | 450 | 600 | 300 |
| Mobile Homes | 0 | 0 | 1,300 | 2,800 | 2,000 | 5,200 | 2,400 | 3,600 | 3,200 | 1,700 |

mWh - Renters

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---------------|------|------|-------|-------|-------|-------|-------|--------|--------|-------|
| Single Family | 0 | 0 | 8,600 | 7,700 | 7,400 | 6,000 | 8,300 | 11,000 | 14,000 | 8,100 |
| Multi Family | 0 | 0 | 4,700 | 6,000 | 4,900 | 3,900 | 5,500 | 7,000 | 12,000 | 8,300 |
| Mobile Homes | 0 | 0 | 400 | 690 | 575 | 1,000 | 450 | 600 | 600 | 400 |

MW - Owners

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---------------|------|------|------|------|------|------|------|------|------|------|
| Single Family | 0.00 | 0.00 | 8.00 | 7.50 | 2.40 | 2.00 | 2.60 | 4.00 | 4.10 | 2.00 |
| Multi Family | 0.00 | 0.00 | 0.02 | 0.02 | 0.02 | 0.02 | 0.06 | 0.08 | 0.11 | 0.04 |
| Mobile Homes | 0.00 | 0.00 | 0.75 | 0.90 | 0.30 | 0.75 | 0.35 | 0.50 | 0.45 | 0.28 |

MW - Renters

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---------------|------|------|------|------|------|------|------|------|------|------|
| Single Family | 0.00 | 0.00 | 2.90 | 3.00 | 1.10 | 1.20 | 1.10 | 1.50 | 2.00 | 1.25 |
| Multi Family | 0.00 | 0.00 | 0.75 | 0.80 | 0.70 | 0.50 | 0.80 | 0.90 | 1.40 | 1.20 |
| Mobile Homes | 0.00 | 0.00 | 0.25 | 0.25 | 0.10 | 0.15 | 0.10 | 0.10 | 0.10 | 0.08 |

Expenses - Owners

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---------------|------|------|--------------|------|--------------|--------------|--------------|--------------|--------------|--------------|
| Single Family | \$0 | \$0 | \$28,000,000 | \$0 | \$25,600,000 | \$27,000,000 | \$37,000,000 | \$37,500,000 | \$50,000,000 | \$30,100,000 |
| Multi Family | \$0 | \$0 | \$200,000 | \$0 | \$250,000 | \$300,000 | \$31,000,000 | \$800,000 | \$900,000 | \$400,000 |
| Mobile Homes | \$0 | \$0 | \$2,500,000 | \$0 | \$4,000,000 | \$6,300,000 | \$800,000 | \$5,200,000 | \$5,100,000 | \$3,000,000 |

Expenses - Renters

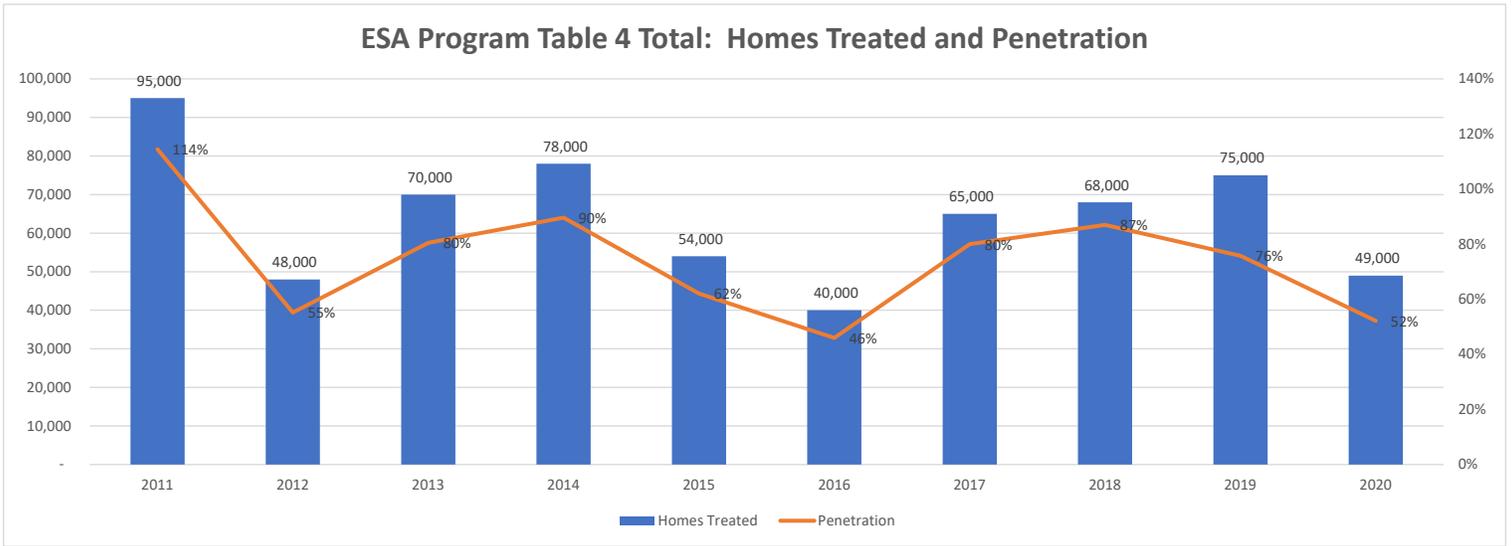
| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---------------|------|------|--------------|------|--------------|--------------|--------------|--------------|--------------|--------------|
| Single Family | \$0 | \$0 | \$12,000,000 | \$0 | \$13,000,000 | \$14,200,000 | \$14,700,000 | \$14,300,000 | \$20,000,000 | \$11,500,000 |
| Multi Family | \$0 | \$0 | \$6,800,000 | \$0 | \$7,500,000 | \$6,100,000 | \$8,800,000 | \$7,500,000 | \$13,750,000 | \$9,300,000 |
| Mobile Homes | \$0 | \$0 | \$600,000 | \$0 | \$950,000 | \$1,300,000 | \$800,000 | \$800,000 | \$900,000 | \$575,000 |

Penetration History

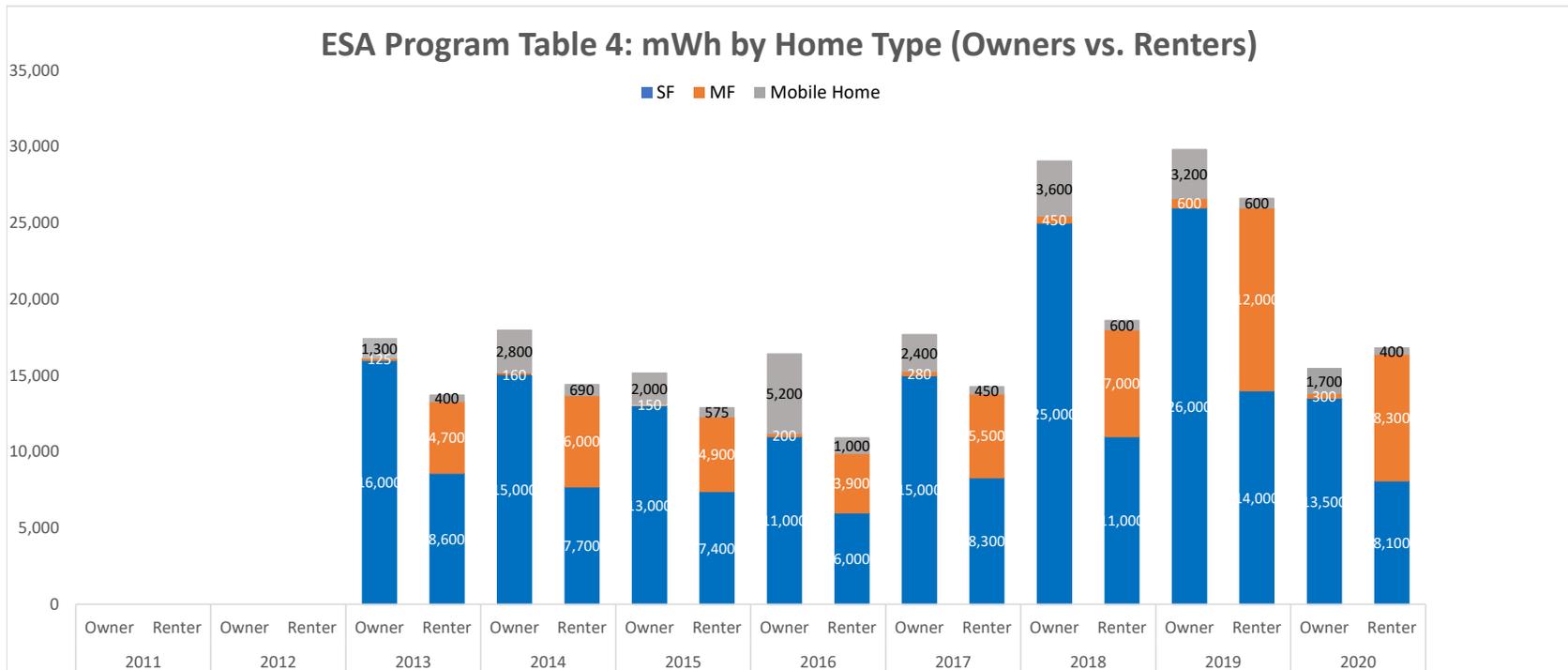
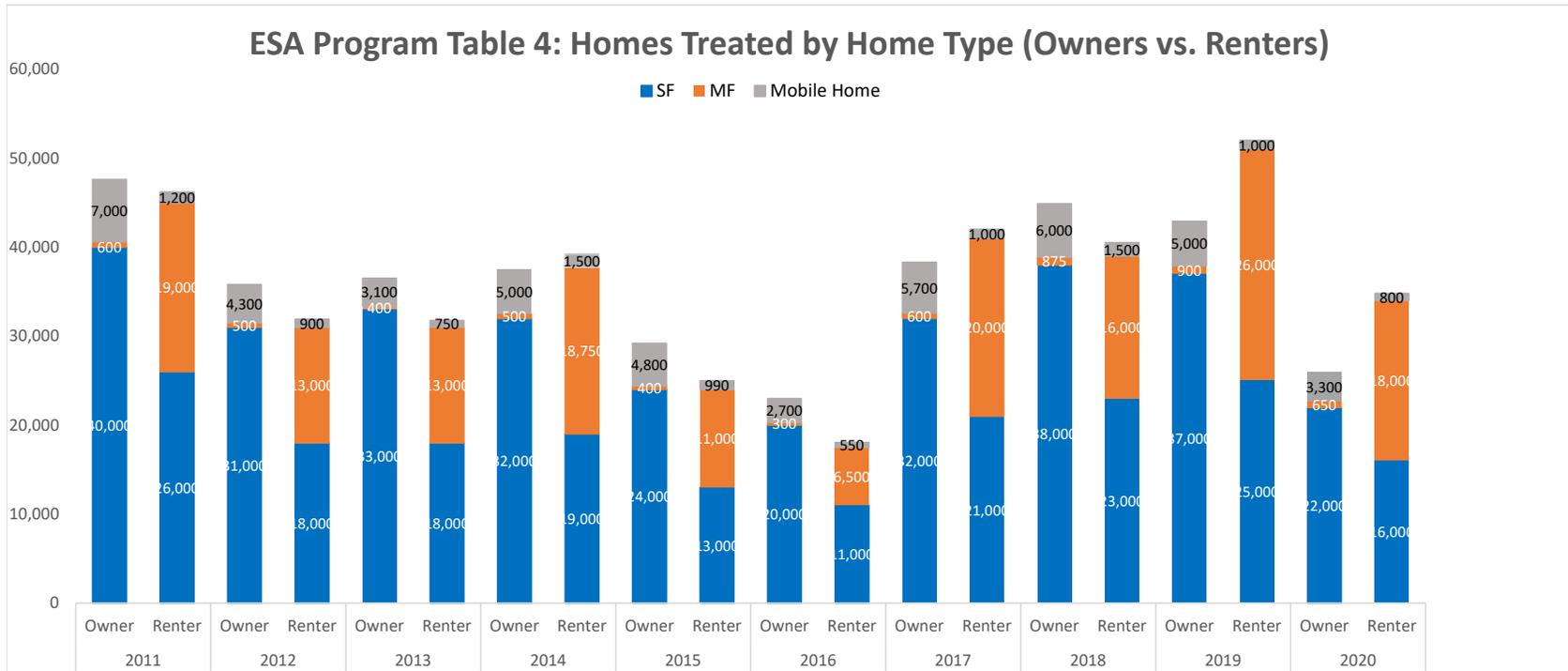
| Year | Homes Treated ² | Ineligible & Unwilling ³ | Estimated Eligible in Current Year ⁴ | Current Year Penetration Rate for Homes Treated |
|----------------------------|----------------------------|-------------------------------------|---|---|
| 2002 | 30,000 | | | |
| 2003 | 33,000 | | | |
| 2004 | 39,000 | | | |
| 2005 | 36,000 | | | |
| 2006 | 53,000 | | | |
| 2007 | 44,000 | | | |
| 2008 | 54,000 | | | |
| 2009 | 60,000 | 22,000 | 83,000 | 72% |
| 2010 | 120,000 | 40,000 | 83,000 | 145% |
| 2011 | 95,000 | 25,000 | 83,000 | 114% |
| 2012 | 48,000 | 20,000 | 87,000 | 55% |
| 2013 | 70,000 | 37,000 | 87,000 | 80% |
| 2014 | 78,000 | 41,000 | 87,000 | 90% |
| 2015 | 54,000 | 58,000 | 87,000 | 62% |
| 2016 | 40,000 | 57,000 | 87,000 | 46% |
| 2017 | 65,000 | 52,000 | 80,000 | 80% |
| 2018 | 68,000 | 57,000 | 77,000 | 87% |
| 2019 | 75,000 | 75,000 | 99,000 | 76% |
| 2020 | 49,000 | 72,000 | 94,000 | 52% |
| Total Homes Treated | 1,111,000 | 556,000 | 1,034,000 | |

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Homes Treated | 95,000 | 48,000 | 70,000 | 78,000 | 54,000 | 40,000 | 65,000 | 68,000 | 75,000 | 49,000 |
| Penetration | 114% | 55% | 80% | 90% | 62% | 46% | 80% | 87% | 76% | 52% |

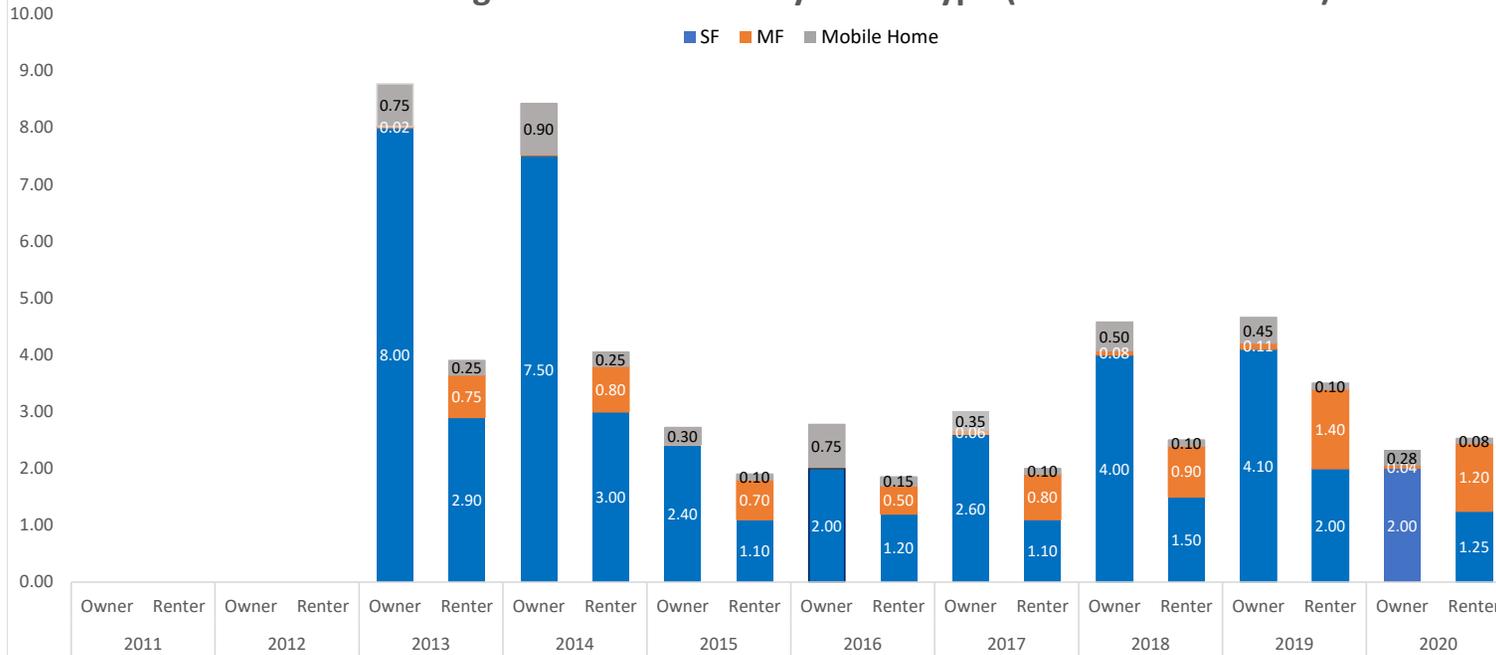
2011-2020 ESA Program Table 4 Total Overview



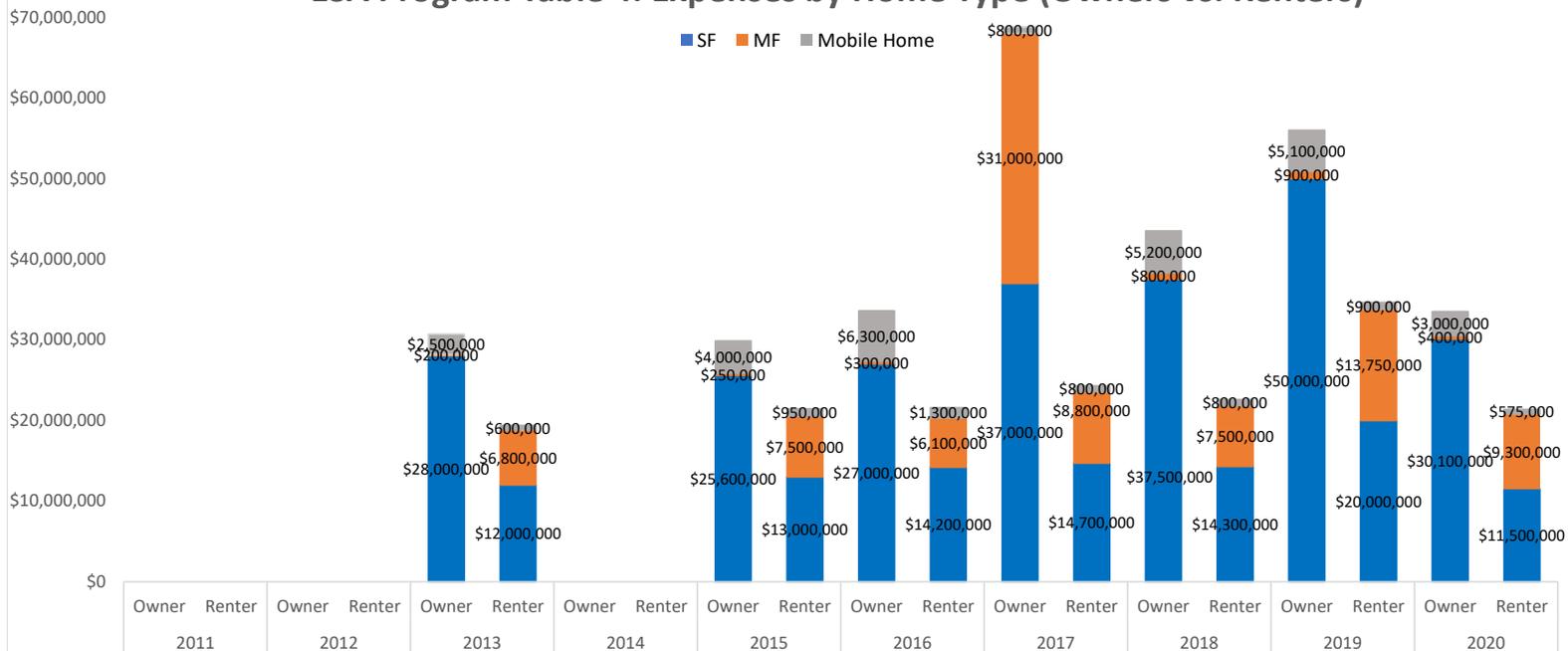
2011-2020 ESA Program Table 4: Owners vs. Renters Overview



ESA Program Table 4: MW by Home Type (Owners vs. Renters)



ESA Program Table 4: Expenses by Home Type (Owners vs. Renters)



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

AT&T
Albion Power Company

Alta Power Group, LLC
Anderson & Poole

Atlas ReFuel
BART

Barkovich & Yap, Inc.
Braun Blasing Smith Wynne, P.C.
California Cotton Ginners & Growers Assn
California Energy Commission

California Hub for Energy Efficiency
Financing

California Alternative Energy and
Advanced Transportation Financing
Authority
California Public Utilities Commission
Calpine

Cameron-Daniel, P.C.
Casner, Steve
Center for Biological Diversity

Chevron Pipeline and Power
City of Palo Alto

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

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

East Bay Community Energy Ellison
Schneider & Harris LLP
Engineers and Scientists of California

GenOn Energy, Inc.
Goodin, MacBride, Squeri, Schlotz &
Ritchie
Green Power Institute
Hanna & Morton
ICF
International Power Technology

Intertie

Intestate Gas Services, Inc.
Kelly Group
Ken Bohn Consulting
Keyes & Fox LLP
Leviton Manufacturing Co., Inc.

Los Angeles County Integrated
Waste Management Task Force
MRW & Associates
Manatt Phelps Phillips
Marin Energy Authority
McClintock IP
McKenzie & Associates

Modesto Irrigation District
NLine Energy, Inc.
NRG Solar

OnGrid Solar
Pacific Gas and Electric Company
Peninsula Clean Energy

Pioneer Community Energy

Public Advocates Office

Redwood Coast Energy Authority
Regulatory & Cogeneration Service, Inc.
SCD Energy Solutions
San Diego Gas & Electric Company

SPURR
San Francisco Water Power and Sewer
Sempra Utilities

Sierra Telephone Company, Inc.
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
Utility Cost Management
Utility Power Solutions
Uplight
Water and Energy Consulting Wellhead
Electric Company
Western Manufactured Housing
Communities Association (WMA)
Yep Energy