

A.17-01-013, et al.
SDG&E 2018-2025 EE Rolling Portfolio Business Plan
SMALL BUSINESS UTILITY ADVOCATES (SBUA)
FIRST SET OF DATA REQUEST Dated June 8, 2017
Submitted: June 19, 2017

1. Over the last five years, approximately what percentage of SDG&E's annual commercial sector revenue has been collected from small commercial customers?

SDG&E Response:

SDG&E provides data for the years 2012-2016 in the attached file “**Q1 – SDGE Revenue Collections.xlsx.**”



Q1 - SDGE Revenue
Collections.xlsx

The data presented is the same data provided by SDG&E monthly to the California Public Utilities Commission. For the electric revenues, please refer to the “Sm Comm” customer class. For the gas revenues, SDG&E does not have the break out for the small commercial customers at this time but provides the total gas collection for commercial customers.

2. Over the last five years, approximately what percentage of SDG&E's annual commercial energy efficiency budget has been spent on programs or projects directly targeted at improving energy efficiency for small commercial customers? Please include an explanation of what programs SDG&E considers a program targeting small commercial customers.

SDG&E Response:

- Over the last four years (2013-2016), SDG&E has spent approximately 77% of the commercial budget on programs and projects directly targeted at improving energy efficiency for small commercial customers. The total program spend is approximately \$145,786,927. This number represents the total spend for all programs that are targeted at improving energy efficiency for small commercial customers.
- These programs include direct install programs, audit programs, financing programs, and rebate and incentive programs.
- In addition to those programs that specifically target small commercial customers, all of SDG&E's commercial programs are available to customers of all sizes.

3. Please explain how SDG&E's Energy Efficiency Rolling Portfolio Business Plan will achieve an equitable distribution of energy efficiency benefits between small and large commercial customers.

SDG&E Response:

Please refer to SDG&E's Business Plan Chapter 3: Commercial Sector for an in-depth discussion of SDG&E's approach to address the needs of the Commercial customer, including its small business customers. Below are a few highlights from the business plan.

- SDG&E is a service territory of small businesses with over 160,000 smaller commercial accounts. 85% of commercial customer accounts have an annual demand of less than 20 kW, which is considered very small.¹

¹ SDG&E Business Plan, p. 67.

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- The Commercial sector has historically made up approximately 37% of SDG&E's Energy Efficiency portfolio spend and 29% of the portfolio's electric savings.
- SDG&E's business plan strategies focus on the small and medium sized market and seek to overcome the barriers to participation in energy efficiency.
- SDG&E intends to maximize energy efficiency benefits to small commercial customers through the deployment of several key strategies outlined in the SDG&E Business Plan Chapter 3: Commercial Sector.
- In addition to improving customer experience through the creation of an online platform which will better facilitate customer awareness of energy efficiency offerings and access to qualified professionals, SDG&E also plans to explore a greater concierge approach for customers in managed properties. Tenants, especially small commercial customers, are less likely to invest in energy efficiency if they do not own their facility outright and/or lack the authority to make facility upgrades.
- Through additional outreach and education to landlords, SDG&E will be working to overcome this barrier and assist small commercial customers in realizing greater energy efficiency at their facilities and achieving the associated savings benefits.
- SDG&E has a robust outreach effort to promote and enroll small businesses in qualifying programs. Cornerstone to outreach efforts are partnerships with over 50 business organizations including Chambers of Commerce and trade associations. Through these partnerships, SDG&E is able to reach the members of these organizations through events, presentations, workshops and a variety of communication channels including websites, e-blasts, newsletters and social media platforms. By working through trusted partners, SDG&E is able to reach the right businesses with the right programs.
- In addition to all the Chambers of Commerce in SDG&E's service territory, other business partners include, but are not limited to: International Facility Management Association of San Diego, Senior Corps of Retired Executives, Better Business Bureau ("BBB") of San Diego, Imperial and Orange Counties, BIOCOM, California Restaurant Association, Food and Beverage Association of San Diego, the Asian Business Association of San Diego, Industrial Environmental Association, San Diego Building Engineers Association, Business Improvement Districts, and Building Owners and Managers Association ("BOMA") San Diego.