

----- Original Message -----
From: "Lance A. Williams" <popanoz@yahoo.com>
To: "facilitator caeccc.org" <facilitator@caeccc.org>
Cc: Ying Wang <yingwang@okapiarchitecture.com>
Date: September 21, 2016 at 3:47 PM
Subject: Comment to the Commercial BP

Facilitator-

Here are my comments to the Commercial Business plan by SDG&E from today's meeting. Thank you for the opportunity to listen, comment by telephone, and learn about these proposed changes.

Commenter: Please Fill In This Part Of The Form					For PA Use	
Comment #	Sector	Page #	Comment	Rationale for Comment (include references to evaluations, studies, etc., if applicable)	Integrated (Y/N)	Rationale for Y/N
1-By Okapi Architecture, Inc. Lance A. Williams, Ph.D., LEED AP, Executive Vice- President	Com- mercial	Page 12 Goals Section: Market Penetration; Page 23 and Appendix: Commercial Goals Alignment	Observations Related to the Gaols section: The value of employing third party vendors to increase maket penetration has multiple layers. For example-Okapi Architecture, Inc. is a minority and women- owned business with a long history of environmental and green bulding experience; the company has been provding direct service to Savings By Design clients under contract	Practical consideration: California is a very diverse environment and becoming increasingly so. Certain companies such as Okapi Architecture, Inc. have the professional bandwith in energy efficiency and sustainability; and the insight to work with the professionals in the architectural and engineering sectors to effectively develop the necessary mindset with a wide variety of stgakeholders and customers.		

		<p><i>with SoCalGas and LADWP for the past three years. We have been successful because we can extend the utilities’ mission and the intent of serving the broadest range of local clients – which like the SDGE BP presentation - consists of a mix of small and large businesses as well as public sector clients (e.g., USDs; colleges and universities). We are able to utilize our team’s direct experience in each of those sectors. That effectively supports the intent of providing services and educating local stakeholders as to the direct benefits of participation.</i></p> <p>Recommended Action</p> <ul style="list-style-type: none"><i>· As the utilities expand their knowledge of how to deliver unique energy efficiency offerings in the urban environment, it is increasingly important that companies such as Okapi be utilized given their value: unique professional skills, insight, and expertise; and a direct stakeholder interest in</i>		
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		<i>broadening community access to long-term energy efficiency solutions.</i>		
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Respectfully,
Lance A. Williams, Ph. D.
Executive Vice President
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