**Business Plan Metrics**

**2.** What analysis did you perform to determine the proposed short, medium and long-term *targets* provided for

each metric are reasonable and will indicate where your performance falls “on the continuum of success to

failure” (D.15-10-028 at p. 54). Please provide all documents and workpapers showing analysis performed in

the development and selection of appropriate targets for the following business plan chapters:

a. Residential

b. Commercial

c. Public Sector

d. Industrial

e. Agricultural

f. Cross-cutting

**SDG&E Response**:

SDG&E designed targets based on analysis of past programmatic activity. For further explanation, please see the attached workbooks. The targets themselves should not be viewed as goals. Rather, the targets were designed to provide milestones for the portfolio’s ultimate success. As discussed in Appendix C, there will be ongoing analysis of the metrics themselves and the targets to determine if the metrics are correlated with program savings and the targets are reasonable.

