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#### Advice 4303-G/5936-E

(Pacific Gas and Electric Company ID U 39 M)

Public Utilities Commission of the State of California

<u>Subject:</u> PG&E's 2021 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) submits its 2021 energy efficiency (EE) portfolio budget (2021 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 2021 Annual Budget Advice Letter (ABAL) spending budget of \$237,724,275 and its 2021 cost recovery budget of \$227,724,275 through a non-standard disposition effective January 1, 2021.<sup>3</sup> PG&E additionally requests that the Commission approve the forecasted 2021 electric/gas split for cost recovery allocations effective January 1, 2021.<sup>4</sup>

#### II. Background

#### A. Regulatory Requirements

D.15-10-028 requires each EE program administrator (PA) to submit an advice letter with a budget for the next calendar year's EE portfolio by the first business day of September

3 Section III.J. of this advice letter provides more detail on PG&E's cost recovery request.

<sup>&</sup>lt;sup>1</sup> D.15-10-028, Ordering Paragraph (OP) 4.

<sup>&</sup>lt;sup>2</sup> D.18-05-041, OP 41-47.

<sup>&</sup>lt;sup>4</sup> The 2021 ABAL forecasted electric/gas split is 83%/17%, applicable to the non-fuel-substitution portion of its EE portfolio budget as shown in Section III.J.1, Table 15.

each year.<sup>5</sup> D.18-05-041 subsequently adopted the budgets set forth in the Business Plans for 2018-2025, which serve to "[set] budget expectations to be more fully developed in annual budget filings."<sup>6</sup>

#### **B. Submittal 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.<sup>7</sup>

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 Commissionestablished 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.<sup>8</sup>

If a Program Administrator's (PA) 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.<sup>9</sup>

#### C. Contents of this Submittal

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

- Budget, Goals, and Cost-Effectiveness
- Business Plan Revision
- 2021 Forecast Approach

<sup>&</sup>lt;sup>5</sup> D.15-10-028, OP 4.

<sup>&</sup>lt;sup>6</sup> D.15-10-028, p.43.

<sup>&</sup>lt;sup>7</sup> Ibid, p. 59.

<sup>&</sup>lt;sup>8</sup> D.18-05-041, p. 133.

<sup>&</sup>lt;sup>9</sup> D.18-05-041, pp. 134-135.

- COVID Considerations
- Cost-Effectiveness Challenges
- Portfolio Strategies to Improve Cost-Effectiveness in 2021
- 2021 Program Changes
- Evaluation, Measurement & Verification (EM&V)
- Unspent Funds
- Cost Recovery
- Metrics

In addition to the information above, PG&E's 2021 ABAL includes the following attachments:

- Attachment 1 California Energy Data and Reporting System (CEDARS) Filing Confirmation
- Attachment 2 Program Changes Table
- Attachment 3 Supplemental Budget Tables
- Attachment 4 Appendices<sup>10</sup>

#### III. Discussion

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

PG&E proposes a 2021 EE portfolio budget of \$237.7 million. Table 1 provides an overview of PG&E's 2021 forecasted portfolio budget, savings, and cost-effectiveness. The net savings, TRC, Program Administrator Cost (PAC), and Ratepayer Impact (RIM) forecast values exclude market effects. PG&E is forecasting a portfolio that meets the new 2021 savings goals but is not forecasted to be cost-effective in 2021 as the result of a myriad of factors, including but not limited to PG&E's continued portfolio transition in 2021 to an outsourced model, the result of which is the continued ramp-down of existing programs and the ramp-up of new third-party local and statewide programs. PG&E expects its portfolio cost-effectiveness to improve when most existing programs have transitioned out of the portfolio and most new programs are fully ramped up. In addition to the portfolio transition impact on cost-effectiveness, PG&E still faces cost-effectiveness challenges discussed in detail in Section III.E. PG&E is taking steps to address these challenges and improve cost-effectiveness in 2021, as discussed in Section III.F.

<sup>&</sup>lt;sup>10</sup> Appendix tables include, but are not limited to, the Statewide Program Budgets table and the Caps and Targets table.

<sup>&</sup>lt;sup>11</sup> See Section III.C. for details on PG&E's forecasting approach.

Table 1: PG&E 2021 Forecast Budget and Savings Summary

PG&E PY FORECAST ENERGY SAVINGS (Net)

|   | D                              | SAVINGS (Net) |         |               |
|---|--------------------------------|---------------|---------|---------------|
| Sector  | Program<br>Year (PY)<br>Budget | kWh           | kW      | MM-<br>therms |
| Residential   | \$49,928,667                   | 178,135,896   | 44,668  | 6.8           |
| Commercial  | \$56,625,743                   | 90,210,572    | 12,868  | 3.7           |
| Industrial  | \$28,941,375                   | 47,017,763    | 4,031   | 3.4           |
| Agricultural  | \$13,871,803                   | 17,782,872    | 3,962   | 0.1           |
| Emerging Tech   | \$6,320,066                    | 0             | 0       | 0.0           |
| Public  | \$16,132,136                   | 14,775,962    | 1,701   | 0.2           |
| WE&T  | \$8,943,045                    | 0             | 0       | 0.0           |
| Finance   | \$5,198,652                    | 46,651,867    | 7,931   | 0.1           |
| OBF Loan Pool   | \$17,000,000                   | 0             | 0       | 0.0           |
| PG&E Total Program Savings (w/out C&S)  | \$202,961,487                  | 394,574,933   | 75,161  | 14.3          |
| CPUC Program  | Savings Goal                   | 358,000,000   | 73,000  | 14.0          |
| Forecast savings as % of CPUC Program   | Savings Goal                   | 110%          | 103%    | 102%          |
| Codes and Standards   | \$25,253,817                   | 976,402,091   | 212,619 | 14.5          |
| PG&E EM&V   | \$9,508,971                    |               |         |               |
| PG&E PY Spending Budget Request <sup>(a)</sup>                                  | \$237,724,275                  |               |         |               |
| (LESS) PG&E Estimated Uncommitted and Unspent Carryover Balance (b)             | \$10,000,000                   |               |         |               |
| PG&E PY Budget Recovery Request (c)   | \$227,724,275                  |               |         |               |
| PG&E Authorized PY Budget Cap (D.18-05-041) (d)                                 | \$374,399,466                  |               |         |               |
| MCE PY Budget Recovery Request (excl. CCA Uncommitted/Unspent Carryover) (e)    | \$3,149,880                    |               |         |               |
| RCEA PY Budget Recovery Request (excl. CCA Uncommitted/Unspent Carryover) (f)   | \$0                            |               |         |               |
| BayREN PY Budget Recovery Request (excl. CCA Uncommitted/Unspent Carryover) (e) | \$16,610,596                   |               |         |               |
| 3C-REN PY Budget Recovery Request (excl. CCA Uncommitted/Unspent Carryover) (e) | \$2,997,903                    |               |         |               |
| Total PA (IOU+CCAs+RENs) Recovery Budget  | \$250,482,654                  |               |         |               |
| PG&E Forecast PY TRC (g)  | 0.89                           |               |         |               |
| PG&E Forecast PY PAC (g)  | 1.23                           |               |         |               |
| PG&E Forecast PY RIM (g)  | 0.54                           |               |         |               |

- (a) This is the amount by which Statewide 25% requirement will be measured and what PG&E intends to spend in the program year, including carryovers.
- (b) The estimated balance of all unspent and uncommitted reflects the total unspent uncommitted for all prior program years up to and through December 31, 2020. These funds are an estimate at the time of this Advice Letter filing and not yet final.
- (c) The amount of funds to be collected (budget recovery) for PY 2021.
- (d) 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.
- (e) Marin Clean Energy (MCE), Bay Area Regional Energy Network (BayREN), and Tri-County Regional Energy Network (3C-REN) 2021 budget recovery requests based on draft 2021 ABAL budgets as presented to the California Energy Efficiency Coordinating Committee (CAEECC) on August 5, 2020, including carryover and 4% EM&V inclusive of CPUC EM&V. These amounts are subject to change upon MCE, BayREN, and 3C-REN 2021 ABAL submissions.
- (f) No 2021 cost recovery for the Redwood Cost Energy Authority (RCEA) is required at this time because PG&E transferred funds from its 2020 budget to RCEA for RCEA's full 3-year program amount, including program year 2021, as approved and directed by Resolution E-5050. Thus, RCEA's 2021 budget recovery request is set at \$0.
- (g) The portfolio TRC, PAC, and RIM presented in this table are lower than the TRC, PAC, and RIM including codes and standards and market effects.

Table 2 provides the TRC test and PAC test forecasts for its 2021 EE portfolio, both with and without the Codes and Standards program benefits. The TRC and PAC estimates exclude market effects.

Table 2: PG&E 2021(a) Cost-Effectiveness Statement

| Cost-Effectiveness Scenario | 2021 TRC<br>Forecast | 2021 PAC<br>Forecast | 2021 RIM<br>Forecast |
|-----------------------------|----------------------|----------------------|----------------------|
| Portfolio without C&S       | 0.89                 | 1.23                 | 0.54                 |
| Portfolio with C&S          | 1.91                 | 6.38                 | 0.66                 |

<sup>(</sup>a) The 2021 CET User Interface from CEDARS was used to calculate cost-effectiveness.

TRC, PAC, and RIM calculations in Table 2 include costs for:

- Resource and non-resource programs, including Financing and Workforce Education and Training (WE&T) programs;
- EM&V;<sup>12</sup>
- An estimated \$15.6 million for PG&E's ESPI award in 2021;<sup>13</sup>
- Statewide (SW) Marketing, Education and Outreach (ME&O) costs;<sup>14</sup> and
- On-Bill-Financing (OBF) cost of capital.<sup>15</sup>

TRC, PAC, and RIM calculations in Table 2 exclude costs for:

- Emerging Technologies (ET) program costs;
- BayREN, 3C-REN, RCEA, and MCE benefits and costs;<sup>16</sup>
- Financing costs including credit enhancements approved for the Statewide Financing Pilots in D.13-09-044;
- Administrative costs associated with PG&E's performance of the fiscal agent role for BayREN and 3C-REN:<sup>17</sup>
- Energy Savings Assistance (ESA) benefits and costs; and
- Market effects.

#### **CEDARS Discrepancies**

The total PG&E portfolio budget, TRC, and PAC values presented in this advice letter contain some discrepancies with the values shown in the CEDARS dashboard for this 2021 filing. These discrepancies are discussed in the sections below and summarized in the Tables 3 and 4 below.

<sup>&</sup>lt;sup>12</sup> EM&V costs total 4% of PG&E's EE portfolio budget. See Section III.H. for more details on EM&V.

<sup>&</sup>lt;sup>13</sup> PG&E's \$15.6 million ESPI award estimate for 2021 is based on the ESPI reward request to be submitted via advice letter on September 1, 2020.

<sup>&</sup>lt;sup>14</sup> PG&E is including SW ME&O costs in its TRC calculation per direction on forecasted TRC costs in the EE Policy Manual V6.0 p.26 and D.09-09-047 pp.69-70, 288.

<sup>&</sup>lt;sup>15</sup> See "OBF Cost of Capital" discussion under this Section III.A.

<sup>&</sup>lt;sup>16</sup> D.12-11-015.

<sup>&</sup>lt;sup>17</sup> D.19-12-021, OP 5

#### OBF Loan Pool Budget

PG&E's 2021 OBF loan pool contribution budget of \$17,000,000 is included in PG&E's advice letter total portfolio budget but excluded from total portfolio budget shown in the CEDARS dashboard for the 2021 filing. This is because the OBF loan pool Program ID is flagged in CEDARS for exclusion from the portfolio budget as these funds are not forecasted expenditures; rather, they are funds contributing to PG&E's revolving loan pool that is not captured in portfolio budget through CEDARS expenditures reporting.

#### PG&E Administrative Support for RENs

PG&E administrative support for RENs comprises a cost that is excluded in PG&E's advice letter TRC and PAC but included from the TRC and PAC on the CEDARS dashboard for the 2021 filing. D.19-12-021 OP 5 requires PG&E to forecast administrative costs necessary to fulfill its role as fiscal agent to the RENs and to consider these costs separately in cost-effectiveness analysis starting in 2021. PG&E set up accounting mechanisms at the end of 2019 to track these costs and will be reporting these expenditures for program year 2020. PG&E has used its 2020 spend to date of \$58,799 for fiscal agent administrative costs through June 2020 (six months) to estimate an annualized cost (12 months) of \$117,598 for this work in program year 2021.

The budget to support these administrative costs is embedded in the total portfolio budget presented in Table 1 and not broken out separately in PG&E's 2021 ABAL forecast on CEDARS. Because PG&E's CEDARS forecast does not include a separate Program ID to capture these REN administrative costs distinct from the rest of its portfolio, these costs were not excluded from the TRC and PAC calculations in CEDARS. The portfolio TRC and PAC shown in Table 2 exclude REN administrative costs as directed by D.19-12-021. The exclusion of these costs does not materially impact the 2021 portfolio TRC and PAC values with or without codes and standards.

#### OBF Cost of Capital

OBF cost of capital (COC) comprises a cost that is included in PG&E's advice letter TRC and PAC but excluded from the TRC and PAC on the CEDARS dashboard for the 2021 filing. PG&E calculated cost effectiveness for OBF using an approach consistent with PG&E's 2020 Supplemental ABAL and 2019 Second Supplemental ABAL,<sup>18</sup> in which COC is treated as an incentive cost, as these are funds that benefit customers that are not recouped through loan repayments.<sup>19</sup> As described in its 2020 ABAL, PG&E is reducing the cost of capital (COC) incentive amount by the complement of the net-to-

<sup>18</sup> Second Supplemental Advice 4011-G-B/5375-E-B, p.16 and Supplemental Advice 4136-G-A/5627-E-A, p.16.

<sup>&</sup>lt;sup>19</sup> The cost of capital incentive forecast is a function of the 2021 forecasted OBF loan origination totals (equal to the OBF Alternative Pathway program forecast's gross measure cost total, against which loans will be sized) and a weighted average cost of capital (WACC) estimate of 7.5%.

gross (NTG) value (i.e. 1 - NTG) consistent with Commission policy on the TRC treatment of incentive costs because the COC benefits the non-freerider participants.<sup>20</sup> However, the COC is not a program incentive expenditure that appears in CEDARS, unlike the incentives for other programs, and is not a component of the portfolio budget. Thus, the total COC incentive costs of \$220,772 are not included in portfolio data filed on CEDARS, or in the TRC and PAC values calculated on CEDARS as a function of the filling data inputs. The inclusion of these COC incentive costs does not materially impact the 2021 portfolio TRC and PAC values with or without codes and standards.

Table 3: Summary of Advice Letter and CEDARS Discrepancy Sources

| Discrepancy                    | Source              | OBF Loan Pool<br>Contribution<br>Budget<br>(\$17,000,000) | OBF COC<br>Incentive Cost<br>(\$220,772) | REN Fiscal Agent<br>Administrative<br>Support Costs<br>(\$117,598) |
|--------------------------------|---------------------|---|--|--|
| PG&E Total                     | CEDARS<br>Dashboard | Excluded  | n/a                                      | n/a  |
| Portfolio Budget               | Advice Letter       | Included  | n/a                                      | n/a  |
| PG&E Portfolio<br>TRC and PAC, | CEDARS<br>Dashboard | n/a   | Excluded                                 | Included   |
| with and without C&S           | with and without    |   | Included                                 | Excluded   |

Table 4: Summary of Advice Letter and CEDARS Value Discrepancies<sup>(a)</sup>

| Program ID       | Total PG&E EE<br>Portfolio<br>Budget | TRC without C&S  PAC without C&S |      | TRC with<br>C&S | PAC with C&S |
|------------------|--------------------------------------|----------------------------------|------|-----------------|--------------|
| CEDARS Dashboard | \$220,724,275                        | 0.89                             | 1.23 | 1.91            | 6.38         |
| Advice Letter    | \$237,724,275                        | 0.89                             | 1.23 | 1.91            | 6.38         |

<sup>(</sup>a) No discrepancies in TRC and PAC values are apparent between the CEDARS dashboard and the advice letter because the source of TRC and PAC calculation discrepancies involve relatively small forecasted cost amounts that do not materially impact the TRC and PAC values when rounded to the nearest hundredth.

#### B. Business Plan Revision

As noted in Section III.A, PG&E forecasts a portfolio TRC of less than 1.0 without C&S or market effects for 2021, which triggers the requirement for PG&E to file a new business plan application per D.15-10-028, OP 2. PG&E triggered a new business plan application filing with its 2020 ABAL filed in 2019, in which it forecast a portfolio TRC of less than 1.0

<sup>&</sup>lt;sup>20</sup> 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.

without C&S or market effects. PG&E is not filing a new Business Plan application on September 1, 2020 because the CPUC has directed PG&E and the other California PAs to submit revised business plan applications on September 1, 2021, which will include considerations regarding the COVID-19 pandemic.<sup>21</sup>

#### C. Forecast Approach

PG&E's 2021 ABAL reflects its continued focus on transitioning its portfolio to a predominantly third-party outsourced portfolio. This forecast assumes PG&E will achieve the 40% outsourcing target by December 31, 2020.<sup>22</sup> 2021 will be a year of transition, focusing on ramping down any remaining non-third-party qualified programs and ramping up new local and SW programs.

#### **New Local Programs**

PG&E signed new local programs across all five sectors (Industrial, Agricultural, Public, Commercial, and Residential) through the first wave of PG&E's local multi-sector third-party solicitation. The Industrial, Agricultural, and Public sectors are fully covered, while coverage for the commercial and residential sectors will be addressed in the second wave of PG&E's local multi-sector third-party solicitation that is currently underway. Because commercial and residential sector program contracts are still pending, this 2021 ABAL filing includes placeholder forecasts for new local programs in the commercial and residential sectors. Local Government Partnership (LGP) non-resource programs launched in July 2020 to support local governments, especially those serving HTR and DAC, as well as resource acquisition programs in the Public sector and are included in this 2021 forecast. All new local program forecasts for these sectors incorporate forecasts submitted by third parties that were awarded contracts through PG&E's solicitations. Third parties will have a greater responsibility to deliver verifiable and persistent energy savings and understand and abide by all policies and regulations that govern energy-efficiency programs and platforms.

#### **New Statewide Programs**

For SW programs, this 2021 ABAL forecast relies on forecasts provided by Lead PAs for programs in which PG&E is a funding PA, and includes PG&E-developed forecasts for those in which PG&E is the Lead PA. PG&E is the Lead PA for the following SW programs:

- Codes & Standards Advocacy (National, State Appliances, and Building Codes)
- New Construction (Residential and Non-Residential)
- Institutional Partnerships State of California
- Workforce Education & Training (WE&T) Career & Workforce Readiness
- Workforce Education & Training (WE&T) Career Connections

<sup>&</sup>lt;sup>21</sup> Amended Scoping Ruling Addressing Impacts of COVID-19 (Amended Scoping Ruling), issued July 3, 2020.

<sup>&</sup>lt;sup>22</sup> D.18-01-004, OP 1

New Codes & Standards' National and State Appliance Advocacy programs launched in 2020, while a new Codes & Standards' Building Codes Advocacy program launched in 2019. The remaining PG&E-led SW programs are expected to launch in 2021.

While PG&E is the largest proportional load share contributor amongst the IOUs for SW programs, it is only the lead for two resource-acquisition SW programs<sup>23</sup> and therefore will be reliant on the other IOU Lead PAs to deliver cost-effective savings through their third-party implemented programs. PG&E will fund statewide programs as required<sup>24</sup> and therefore will receive energy savings credit based on this funding contribution. SW programs account for approximately 13.5% of the 2021 portfolio budget (excluding C&S, portfolio administrator costs and OBF loan pool) but 6% of PG&E's 2021 first-year net kWh savings forecast (excluding C&S), and approximately 12% PG&E's 2021 first-year net therm savings forecast (excluding C&S).

#### **Existing Programs**

This 2021 ABAL forecast includes the following existing programs in Table 5 that qualify under the new third-party definition.<sup>25</sup>

Table 5: Existing Programs that Qualify Under the New Third-Party Definition<sup>(a)</sup>

| 2021 Program ID <sup>(a)</sup> | 2021 Program Description (b)   | Corresponding 2020<br>Program ID | Corresponding 2020<br>Program Description  |  |
|--------------------------------|--|----------------------------------|--|--|
| PGE_Res_001a                   | Pay for Performance –<br>Comfortable Home Rebates  |                                  |  |  |
| PGE_Res_001b                   | Pay for Performance – Home<br>Intel  | PGE210010                        | Pay for Performance Pilot  |  |
| PGE_Res_001c                   | Pay for Performance – Home<br>Energy Rewards   | FGEZ10010                        | ray ioi renomiance rnot  |  |
| PGE_Res_001d                   | Pay for Performance – Home<br>Energy Optimization  |                                  |  |  |
| PGE_Res_002a                   | Residential Energy Advisor –<br>Home Energy Check-Ups  | PGF21001                         | Decidential Energy Advisor   |  |
| PGE_Res_002c                   | Residential Energy Advisor –<br>Home Energy Reports  | PGE21001                         | Residential Energy Advisor   |  |
| PGE210212                      | Compressed Air and Vacuum<br>Optimization Program (aka<br>Industrial Compressed Air<br>Systems Efficiency, or iCASE) | PGE210212                        | Compressed Air and Vacuum<br>Optimization Program (aka<br>Industrial Compressed Air<br>Systems Efficiency, or iCASE) |  |
| PGE_SW_CSA_App                 | State Appliance Standards<br>Advocacy  | PGE_SW_CSA_App                   | State Appliance Standards<br>Advocacy  |  |
| PGE_SW_CSA_Bldg                | State Building Codes Advocacy  | PGE_SW_CSA_Bldg                  | State Building Codes<br>Advocacy   |  |
| PGE_SW_CSA_Natl                | National Codes & Standards<br>Advocacy   | PGE_SW_CSA_Natl                  | National Codes & Standards<br>Advocacy   |  |

<sup>&</sup>lt;sup>23</sup> New Construction and Institutional Partnerships (State of California and Department of Corrections and Rehabilitation).

<sup>&</sup>lt;sup>24</sup> D.18-05-41, OP 22.

<sup>&</sup>lt;sup>25</sup> D.16-08-019, OP 10

(a) "Existing programs" in this table refers to programs that were operating in 2020 and will continue to operate in 2021. New Codes & Standards National and State Appliance Standards Advocacy contracts awarded via Solicitation in Q1 2020 and therefore are existing programs that will continue into 2021. New State Building Codes Advocacy contracts were awarded in 2019 and will continue into 2021.

(b) The 2020 Pay for Performance Pilot program (PGE210010) is broken out into four separate Program IDs for each implementer (PGE\_Res\_001a, PGE\_Res\_001b, PGE\_Res\_001c, and PGE\_Res\_001d) for the 2021 ABAL filing. Similarly, the 2020 Residential Energy Advisor Program (PGE21001) is broken out into three separate Program IDs for each subprogram (PGE\_Res\_002a, PGE\_Res\_002b, and PGE\_Res\_002c) for the 2021 ABAL filing. Only programs PGE\_Res\_002a for Home Energy Check-Ups and PGE\_Res\_002c for Home Energy Reports are included in this table. See Section III.G. of this advice letter for more details on Program ID changes resulting from Program ID Reorganization.

This forecast also includes existing non-third-party qualifying programs (both PG&E-implemented and vendor-implemented programs). PG&E is extending and continuing budget for select vendor-implemented existing programs to ensure portfolio flexibility to address impacts from the COVID-19 pandemic and ensure customer coverage until the new local and SW programs ramp up in 2021 or beyond. PG&E-implemented programs remain in the portfolio in 2021 to close out existing pipelines of already committed customer projects or to serve customers who may not be served by one of the third party implemented programs.

PG&E is also forecasting the continuation of the Home Energy Reports behavioral program offering of the Residential Energy Advisor program for part of 2021. While a new residential behavioral program is expected to be under contract by the end of 2020 and launch in 2021, replacing the current Home Energy Reports program, PG&E anticipates its current Home Energy Reports program to operate in 2021 before the new program ramps up. As discussed under the 2021 Program Changes of this advice letter (Section III.G), PG&E will be splitting up its 2020 Residential Energy Advisor Program ID (PGE21001) into three separate Program IDs for 2021 to distinguish among distinct Residential Energy Advisor program offerings; these new 2021 Program IDs are listed in Table 12 of Section III.G. One of these new 2021 Program IDs (PGE Res 002c) will cover the Home Energy Reports component of the Residential Energy Advisor program, <sup>26</sup> for which program activity is forecasted for at least the first quarter of 2021. PG&E has also included a placeholder forecast for the new third-party residential program that has yet to be contracted, but will be operating in 2021, captured under a third-party residential placeholder Program ID (PGE\_3P\_Res). The forecasts for the existing Home Energy Reports program (PGE Res 002c) and the new residential behavioral placeholder (PGE\_3P\_Res) reflect the expected transition from the existing to the new residential behavioral program.

<sup>26</sup> Per Table 12 in Section III.G., the new 2021 Program ID for the Home Energy Reports component of the 2020 Residential Energy Advisor program will be "PGE\_Res\_002c" with the accompanying 2021 program name "Residential Energy Advisor - Home Energy Reports".

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#### D. COVID-19 Considerations

PG&E developed this 2021 ABAL forecast amidst a period of unprecedented economic and market uncertainty due to the global pandemic caused by COVID-19. While it is impossible to confidently predict the precise impact of the pandemic on PG&E's EE portfolio or individual customer sectors, PG&E observed the following trends in the residential and non-residential sectors of its EE portfolio and has adjusted some of its approaches to customer engagement as a result. Because the extent and duration of the impact of the COVID-19 global pandemic is uncertain, PG&E will strive to remain flexible in its COVID-19 response.

#### **Residential Trends**

Since Governor Newsom issued the statewide Shelter-in-Place (SIP) order on March 19, 2020, residential energy usage increased as Californians stayed home. Based on a July 2020 report by the California Energy Commission, residential energy usage increased by approximately 15% year-to-date compared to the same period in 2019. <sup>27</sup> As a result, residential customers want tips on how to save energy and information on home energy usage, high bill alerts, and EE programs. <sup>28</sup> PG&E's residential sector savings continue to be driven by behavioral programs which, to date, have not seen a decline in forecasted savings due to the pandemic. SIP poses a challenge to completing certain program installations, such as for direct install (DI) programs. As cities and counties reopen in California, customers and contractors continue to observe local and state guidelines to ensure that safe installations can occur. In this period of uncertainty and economic downturn, the needs of Hard-to-reach (HTR) and Disadvantaged Communities (DAC) may be more pronounced as the economic impacts are likely most heavily felt by those communities.

#### **Residential Actions**

In 2020, in recognition of the shift in the way residential customers are using energy, PG&E worked both internally and with third-party residential program implementers on several actions that are expected to continue in some capacity into 2021 and are reflected in this 2021 ABAL forecast. These actions include increased communications with regular COVID-19 support emails approximately every 10-20 days, which are sent to roughly 3.3 million customers. PG&E's COVID-19 Customer Support Outreach highlights billing and service modifications, safety tips, financial assistance programs, online tools for energy use, and low- or no-cost energy-efficiency programs and energy-savings tips. PG&E expanded the number of customers receiving Home Energy Reports (HERs), adding 160,000 customers. HERs now serves a total of 1.8 million customers, which consists of approximately 40% income-qualified customers and 60% non-income qualified customers. PG&E also plans to add a new feature to the HERs program called Bill Forecast Alerts (BFAs) that will alert customers who reach a certain billing or energy

<sup>27</sup> https://www.energy.ca.gov/sites/default/files/2020-07/Energy%20Insights\_FINAL%2007-17-2020.pdf

<sup>&</sup>lt;sup>28</sup> Oracle Customer Survey, May 2020.

usage threshold and provide behavioral tips to reduce their usage. PG&E believes that these expansions of HERs will support customers impacted by COVID-19 while also driving cost-effective savings for the portfolio.

Additionally, PG&E expanded the service area for one of its Residential Pay-for-Performance Programs, the Home Energy Rewards program, from serving two counties to PG&E's entire service area. This program provides free energy kits to customers and a significantly reduced price for smart thermostats, among other benefits.

#### **Non-Residential Trends**

As Californians stayed home with the March 2019 SIP order and electricity consumption shifted from non-residential to residential, the impact to non-residential industries varied based upon factors such as their designation as an "essential" business, or the level of vulnerability to the impacts of decreased in-person business activities.

The economic impact to "essential" businesses such as grocery stores, laboratories, data centers, and communications has been positive, given that these businesses remain open and have seen an increase in demand. However, many businesses whose models are heavily reliant on in-person business activities such as hospitality, restaurants, retail, etc. - that are not deemed "essential" - have been negatively impacted, triggering additional economic hardship for the businesses as well as the individuals who are now unemployed in these industries.<sup>29</sup> These economic forces are severely impacting demand, discretionary spending, and supply chains, and may force some businesses to transform their business models. The uncertain future for many businesses increases the perceived risk from financial institutions that provide access to capital, resulting in higher costs for those businesses to borrow money as well as impacts to their ability or desire to spend available capital on EE projects.

Before Governor Newsom's recently enacted revised budget, there was a projected \$54 billion budget deficit due to sharply reduced state revenues, increased costs in health and human services programs, and added costs to address COVID-19.30 The enacted budget places an emphasis on public health and safety, and promotes economic recovery, particularly for small businesses. With critical federal funding to aid state and local governments still uncertain, there is a trickle-down impact to areas reliant on this funding such as K-12 schools and higher education, particularly for EE investments.

<sup>29</sup> As of June 2020, California's unemployment rate of 14.9%, while lower than the record high of 16.4% in May 2020, is still far higher than the 12.3% during the height of the Great Recession in 2010. More information accessible via https://www.edd.ca.gov/newsroom/unemployment-july-2020.htm.

<sup>30</sup> http://www.ebudget.ca.gov/2020-21/pdf/Enacted/BudgetSummary/FullBudgetSummary.pdf

#### **Non-Residential Actions**

On March 16, 2020, seven Bay Area jurisdictions<sup>31</sup> enacted stay-at-home orders beginning March 17, 2020. On March 20, 2020 PG&E's EE programs issued "stop work" orders to contractors providing home and other in-person EE and weatherization upgrades in alignment with the statewide SIP guidelines. On June 1, 2020, based on State and CPUC guidance, PG&E's EE Programs resumed in-person work in accordance with local and state SIP guidelines, requiring contracted implementers to obtain written customer authorization to visit their site, and document and adhere to State and local safety guidance - whichever is more restrictive. PG&E is prepared to take similar action and re-instate a pause to EE programs should conditions warrant such a response. Going forward, PG&E will continue to prioritize the health and safety of is customers, employees, and contractors, while actively monitoring performance across its portfolio.

Given the financial and capital constraints that many businesses are experiencing, PG&E's financing programs such as On-Bill Financing (OBF) offer non-residential customers increased access to affordable capital to invest in EE upgrades to their businesses without upfront capital, while remaining cash flow neutral. Unlike traditional rebate and incentive programs where a customer must otherwise have the capital to invest in the project, financing offers customers the ability to make an EE investment when they may not have otherwise been able to make one. OBF uses a revolving loan pool: as OBF funds are repaid, they are re-issued in the form of new loans with new projects, providing greater leverage for ratepayer funds. This structure enables the continued investment in EE projects without significant impacts to the EE portfolio budget and budget recovery request.

PG&E is requesting an increase of \$3,500,000 in the OBF loan pool contribution relative to the 2020 ABAL for a total of \$17,000,000 to ensure that the revolving loan pool is sufficiently funded to accommodate the potential for increased demand. For example, local governments will continue to have a role to play in helping California achieve its ambitious climate goals, and many have Climate Action Plans that they will still need to pursue while managing within the global pandemic. The increases to PG&E's OBF loan pool and the potential to make loans of up to \$4,000,000 available, by exception, for projects with unique energy savings opportunities,<sup>32</sup> can be leveraged to support these local governments pursue activities within their respective Climate Action Plans.

To support customers in this challenging economic landscape, PG&E anticipates the potential for increased budget for the same/similar levels of savings for programs that would be achieved in the absence of the pandemic. As noted in Section III.C, this 2021 ABAL forecast includes existing program extensions to ensure portfolio flexibility to address impacts from the COVID-19 pandemic.

<sup>&</sup>lt;sup>31</sup> Jurisdictions include Alameda, Contra Costa, Marin, San Francisco, San Mateo, and Santa Clara counties, and City of Berkeley.

<sup>&</sup>lt;sup>32</sup> D.19-03-001, p. 2.

#### E. Cost-Effectiveness Challenges

As noted in Section III.A, PG&E is forecasting a portfolio TRC of 0.89 without C&S or market effects for 2021. PG&E's 2021 portfolio reflects a 25% increase in cost-effectiveness relative to its 2020 ABAL forecasted TRC of 0.71 without C&S or market effects.<sup>33</sup> However, PG&E's portfolio still faces cost-effectiveness challenges including the diminished availability of high-volume measures with positive net benefits, the downward trend of avoided costs, the inclusion of non-resource programs and costs in PG&E's portfolio that must be offset by resource program benefits, and the exclusion of C&S from the threshold TRC and PAC tests. As a result of the cost-effectiveness challenges below, PG&E is not forecasting a cost-effective portfolio in 2021. In addition, PG&E's portfolio cost-effectiveness may likely be further impacted by COVID-19 pandemic uncertainty during portfolio implementation.

#### Diminished Availability of High-Volume, Positive-Net-Benefit Measures

PG&E's recent portfolios through 2019 were heavily reliant on programs such as Primary Lighting to contribute significant, positive net benefits.<sup>34</sup> Historically, these high-volume measures with positive net benefits have been critical to bringing in enough portfolio TRC benefits to offset the multitude of TRC costs in the portfolio. While the Residential Lighting savings potential and associated positive net benefits were eliminated from incentive programs, these savings have been absorbed by the C&S programs. The C&S absorption of measures that were previously highly cost-effective in incentive programs has outpaced the creation of cost-effective opportunities in incentive programs. This has contributed to the challenges in achieving a cost-effective portfolio without the inclusion of C&S benefits.

#### **Downward Trend of Electric Avoided Costs**

Electric avoided costs comprise a majority of PG&E's energy-efficiency portfolio benefits, and the downward trend in the value of electric avoided cost benefits since 2017 has presented a significant challenge to achieving a cost-effective portfolio. Although average electric avoided cost benefits have increased with the 2020 avoided cost update<sup>35</sup> relative to the 2019 avoided cost update, mid-day electric avoided cost benefits have decreased substantially relative to pre-2017 avoided costs, resulting in fewer avoided cost benefits realized for a given kilowatt-hour of electricity saved in the EE portfolio.

#### Non-Resource and "Policy-Driven" Programs

The IOUs are expected to fund activities outside of EE resource acquisition such as non-resource (e.g. workforce education and training) and policy programs focused on policy

Advice 4136-G/5627-E filed September 3, 2020, and Advice 4136-G-A/5627-E-A, filed November 15, 2019. Non-standard disposition of Advice 4136-G/5627-E and Advice 4136-G-A/5627-E-A dated December 20, 2019 and issued on December 24, 2019.

<sup>&</sup>lt;sup>34</sup> Net TRC Benefits = Benefits – TRC Costs.

<sup>&</sup>lt;sup>35</sup> Resolution E-5077 adopted updates to the avoided cost calculator for use in demand-side distributed energy resources cost-effectiveness analyses.

objectives (e.g. social equity programs such as those aimed at serving HTR, DAC and market transformation programs designed to achieve long-term EE savings impacts in support of state climate goals). However, these programs do not produce immediately quantifiable cost-effective savings while contributing to portfolio costs in the threshold portfolio TRC calculation. EE portfolios are expected to fund these activities in addition to programs focused on EE resource acquisition, while also cost-effectively delivering on energy savings goals within budget.<sup>36</sup> However, non-resource programs may not necessarily play any role in achieving cost-effective energy savings goals because they do not provide direct energy savings and only have costs, yet frequently provide necessary support to resource programs.<sup>37</sup>

#### Exclusion of C&S from Threshold TRC and PAC Tests

Another challenge in meeting portfolio cost-effectiveness goals is that savings from C&S activities are not included in the threshold portfolio TRC and PAC tests. When the Commission confirmed the exclusion of C&S from the threshold TRC and PAC tests in 2012,<sup>38</sup> C&S composed a small part of the EE portfolio, but that is no longer the case. After years of effective advocacy for C&S by the PAs, many measures have successfully led to implementation through C&S. For example, C&S savings accounted for only 9% of total savings in the 2006 – 2008 program cycle;<sup>39</sup> however, C&S savings were forecasted to be 63% of first-year net GWh for the 2020 statewide portfolio.<sup>40</sup> The role of C&S as a "bonus" contributor to the overall EE portfolio no longer reflects the magnitude of savings and benefits that C&S delivers relative to the rest of the EE portfolio. PG&E has recognized C&S as one of the most cost-effective channels for EE interventions and has invested accordingly; however, this disparity between the C&S and non-C&S portfolios will grow as a result of this investment. Thus, the more successful PG&E is at using C&S to drive savings at lower cost, the more challenging it is for the remaining portfolio to be cost-effective.

#### F. Portfolio Strategies to Improve Cost-Effectiveness in 2021

#### **Portfolio Management and Balancing**

PG&E pursues portfolio management tactics to address cost-effectiveness in its portfolio. PG&E emphasizes cost-effective programs and encourages innovative and market-driven solutions through its third-party solicitations. As PG&E transitions its portfolio towards the 60% outsourcing target by the end of 2022,<sup>41</sup> it has prioritized the introduction

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<sup>&</sup>lt;sup>36</sup> D.18-05-041 Findings of Fact 16.

<sup>&</sup>lt;sup>37</sup> D.12-05-015, p.11

<sup>&</sup>lt;sup>38</sup> D.12-11-015, p.99.

<sup>&</sup>lt;sup>39</sup> D.12-05-015, p. 85.

<sup>&</sup>lt;sup>40</sup> Budget Filing Detailed Report for program year 2020, downloadable from the CPUC's CEDARS website.

<sup>&</sup>lt;sup>41</sup> D. 18-01-004, OP 1

of new local and statewide third-party programs over maintaining existing programs. In order to optimize and balance the portfolio, PG&E also manages budget allocations for activities outside of EE resource acquisition to mitigate against the negative net benefits incurred by these expenditures in the portfolio. Lastly, PG&E intends to monitor the impact of its statewide programs on cost-effectiveness.

As noted in Section III.C, while PG&E is the largest proportional load share contributor amongst the IOUs for statewide programs, it is only the lead for two resource-acquisition statewide programs,<sup>42</sup> and therefore will be reliant on the other Lead IOUs to deliver cost-effective savings through their third-party implemented programs. PG&E will fund statewide programs as required<sup>43</sup> and therefore receive energy savings credit based on this funding contribution. Should those programs underperform, PG&E will need to rebalance and adjust for that underperformance within the program year by relying more on its local resource programs. Or, in the event that they overperform, this may enable PG&E to rely less on its local resource programs.

In addition to the non-resource programs mentioned above, PG&E's portfolio administrator costs required to run its EE portfolio are included in the threshold portfolio TRC calculation and must be offset by resource-acquisition program benefits. PG&E is committed to continuing to thoughtfully manage its portfolio administrator costs, as demonstrated by the 30% reduction in total portfolio administrator costs between 2018 and 2021.44 As PG&E's portfolio begins its transition to a predominantly outsourced portfolio, as portfolio administrator, PG&E will provide portfolio and program oversight, and assist third-party providers with other support services to improve program offerings. avoid administrative redundancies, and ensure regulatory compliance. To accomplish this, PG&E will retain portfolio-related costs associated with program/portfolio administration responsibilities that align with PG&E's regulatory and fiduciary responsibilities as stewards of ratepayer funds, as well as those portfolio administration responsibilities critical to the achievement of portfolio goals. These costs typically do not vary greatly based on the number or scale of programs in the portfolio. Examples of portfolio-related costs include oversight roles such as regulatory compliance; savings and financial reporting; portfolio optimization; evaluation, measurement and verification (EM&V) support; and IT investments.

Program-related portfolio administrator costs are those that more directly support programs within PG&E's portfolio and vary based upon the number or scale of programs. Examples of these costs include roles such as engineering reviews, quality assurance

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<sup>&</sup>lt;sup>42</sup> New Construction and Institutional Partnerships (State of CA, Department of General Services, and Department of Corrections and Rehabilitation)

<sup>&</sup>lt;sup>43</sup> D.18-05-41 OP 22.

<sup>&</sup>lt;sup>44</sup> PG&E's portfolio administrator costs are comprised of the functional groups in Attachment 3, Appendix I.A.5, excluding third-party implementer contract costs, local government partnership contract costs, program implementation non-labor costs, and incentive costs.

and quality control (QA/QC), contract management, account management/sales and marketing, education, and outreach (ME&O). Starting in 2021, when possible, PG&E will be tracking program-related costs as direct charges to individual programs to more accurately allocate program-related portfolio administrator costs to the specific program supported by PG&E staff.

#### **Responding to Changing Market and Regulatory Conditions**

Many of the market and regulatory conditions under which PG&E's EE portfolio operates are outside of its control. Thus, PG&E is focusing on opportunities relatively within its control to respond to those inevitable changing conditions. PG&E will continue to actively participate in regulatory proceedings that may be impactful to cost effectiveness and long-term success of the EE portfolio. Additionally, in anticipation of (a) market or regulatory conditions that may substantially impact programs, and (b) opportunities to monitor ongoing program performance, PG&E will continue annual program reviews and will realign programs as necessary. Lastly, as customers seek on-bill financing support for their projects amidst the current economic uncertainty, PG&E has instituted cost-effectiveness requirements for large on-bill financing projects to help balance customer and portfolio cost-effectiveness needs.

#### **Portfolio Administrator Activities**

Acting as a portfolio administrator of a majority-outsourced portfolio necessitates strong QA/QC in the selection of those third-party programs via solicitations and for program performance once launched. PG&E will continue to provide critical oversight activities to ensure that ratepayer funds are prudently used. PG&E will ensure that savings claims of third-party implementers are reasonable, accurate, and in compliance with CPUC policy. PG&E expects this responsibility to increase with the expansion of third-party implemented programs. QA/QC program performance and ex ante/ex post alignment. Additionally, PG&E is aligning stakeholder interests on cost-effective offerings and projects through contract terms that encourage performance-based payments. To facilitate this, PG&E is investing in IT system changes to enable effective contract management.

#### G. 2021 Program Changes

This section identifies changes to PG&E's proposed programmatic activity in compliance with D.15-10-028 and D.18-05-041. PG&E met its first major third-party program outsourcing milestone requirement as of June 30, 2020,<sup>45</sup> with 25% of its EE portfolio budget now under contract to third-party implementers pending Commission review of PG&E's Tier 2 advice letters seeking approval of new third-party contracts valued at \$5 million or more and/or with a contract duration longer than three years.<sup>46</sup> The portfolio

<sup>&</sup>lt;sup>45</sup> D.18-05-041, OP4.

<sup>&</sup>lt;sup>46</sup> D.18-01-004, OP 5.

balancing necessary to onboard these new programs, which are expected to support PG&E's portfolio cost-effectiveness goals, requires the ramp down and closure of existing programs. <sup>47</sup>

The program budget changes described in the section reflect budgets that changed by 40% or more relative to program budgets approved in its 2020 ABAL in accordance with D.18-05-041 OP 41 and section 7.2.<sup>48</sup> Program changes and closures are detailed in the following sections and summarized in Attachment 2 to this advice letter.

#### Programs to be closed immediately with the disposition of the 2021 ABAL

PG&E intends to close fourteen existing programs starting in 2021, pending the disposition of this advice letter. These programs, shown in Table 6 below, are closing as a result of overlap with the new local third-party and/or statewide programs that are expected to be active in 2021, and to make room in the portfolio for new programs that qualify under the new third-party definition.<sup>49</sup> These programs are not included in PG&E's 2021 ABAL CEDARS filing.

Table 6: Programs to be Closed Immediately with the Disposition of the 2021 ABAL

| Program ID | Program Name  | Closure Date |
|------------|---|--------------|
| PGE21008   | Enhance Time Delay Relay  | 12/2020      |
| PGE210011  | Residential Energy Fitness Program  | 12/2020      |
| PGE21003   | Multifamily Energy Efficiency Program   | 12/2020      |
| PGE21009   | Direct Install for Manufactured and Mobile Homes                              | 12/2020      |
| PGE210112  | School Energy Efficiency  | 12/2020      |
| PGE210123  | Healthcare Energy Efficiency Program  | 12/2020      |
| PGE210135  | Water Infrastructure and System Efficiency (WISE)                             | 12/2020      |
| PGE21015   | Commercial HVAC   | 12/2020      |
| PGE21018   | EnergySmart Grocer Program  | 12/2020      |
| PGE21026   | Energy Efficiency Services for Oil Production                                 | 12/2020      |
| PGE210311  | Process Wastewater Treatment Energy Management Program for Ag Food Processing | 12/2020      |
| PGE210312  | Dairy and Winery Industry Efficiency Solutions                                | 12/2020      |

<sup>&</sup>lt;sup>47</sup> For the purposes of this 2021 ABAL, a "closed" program is no longer accepting new applications. Unless otherwise noted, a closed program may still have program spend and savings claims into 2021 and beyond, in order to meet outstanding program commitments and complete project pipelines in place prior to closure.

<sup>&</sup>lt;sup>48</sup> See Attachment 4, Appendix Table 4 for the 2021 budgets associated with these programs.

<sup>&</sup>lt;sup>49</sup> D.16-08-019, OP 10.

| PGE21039   | Comprehensive Food Process Audit & Resource Efficiency (CFP) | 12/2020                |
|------------|--|------------------------|
| PGE2110052 | Strategic Energy Resources                                   | 12/2020                |
| PGE21061   | Technology Development Support                               | 12/2020                |
| PGE21076   | Career and Workforce Readiness (a)                           | 12/2020                |
| PGE21041   | Primary Lighting   | 12/2019 <sup>(b)</sup> |
| PGE21042   | Lighting Innovation  | 12/2019 <sup>(b)</sup> |
| PGE21051   | Building Codes Advocacy                                      | 12/2020 <sup>(c)</sup> |
| PGE21052   | Appliance Standards Advocacy                                 | 12/2020 <sup>(c)</sup> |
| PGE21057   | National Codes and Standards Advocacy                        | 12/2020 <sup>(c)</sup> |

- (a) The Career and Workforce Readiness program had no program expenditures in PY2019 and has no program expenditures to date in PY2020. This program was set up in 2019 in anticipation of supporting the launch of the SW WE&T Career and Workforce Readiness program that was ultimately delayed until 2021. This program is being sunset now that the new SW WE&T Career and Workforce Readiness program is launching in 2021 (see Table 10 below).
- (b) The Primary Lighting Program (PGE21041) and Lighting Innovation Program (PGE21042) ceased program activity at the end of 2019, however there were residual expenditures in early 2020. In 2019, the Primary Lighting Program was an upstream lighting program focused primarily on incentivizing the manufacture of advanced lightemitting diodes (LEDs). D.19-08-034 adopted goals that updated the baseline for residential lighting to LEDs effective January 1, 2020, significantly reducing the cost-effective savings potential for this program. PG&E indicated in its 2020 ABAL that no program activities were expected for the Primary Lighting Program in 2020, but did not formally close the program until Southern California Edison (SCE) as the SW Lead closed its Primary Lighting Program, which was signaled in its 2020 ABAL (Advice 4068-E). The Lighting Innovation Program was a non-resource program that evaluated products or program approaches new to the lighting market for eventual transfer to EE portfolios. PG&E completed its last trial study for this Program in 2019 and requests to formally close this program via this advice letter, following the SW lighting lead SCE in its closure of the Lighting Innovation Program in its 2019 ABAL (Advice 3859-E). Any future research on advanced lighting can be administered via the Emerging Technologies Program. A new SW lighting program is launching in 2021; see program PGE\_SW\_UL in Table 10 of this advice letter.
- (c) The C&S Building Codes Advocacy program (PGE21051), Appliance Standards Advocacy program (PGE21052), and National Codes and Standards Advocacy program (PGE20157) are being replaced by the new statewide programs PGE\_SW\_CSA\_Bldg, PGE\_SW\_CSA\_App, and PGE\_SW\_CSA\_Natl, respectively. These new SW programs are shown in Table 8.

Additionally, PG&E notes that activities from the Energy Upgrade California program (PGE21004, known as Advanced Home Upgrade) and the Residential HVAC program (PGE21006) were moved to the Residential Pay for Performance program, which includes similar offerings and opportunities for operational efficiencies as a result of the consolidation. The Program IDs for these programs will be retired in CEDARS, however the program activities will continue under the additional program as described. See the section below titled "Program ID Changes Resulting from Program ID Reorganization" for more details on this transition.

#### **Programs to be Closed Upon Completion of Commitments**

PG&E's 2021 ABAL forecast includes budgets for many programs that it plans to close upon completion of program commitments, notwithstanding any unforeseen impacts or customer needs associated with the COVID-19 pandemic. The programs are in the

process of ramping down, in most cases as a result of overlap with new, local third-party programs and/or statewide programs ramping up in 2021.

**Table 7: Programs to be Closed Upon Completion of Commitments** 

| Program ID | Program<br>Name  | % Budget<br>Change<br>from 2020 | Reason for<br>Closure  | Contract<br>Extension<br>Date           | Explanation   |
|------------|--|---------------------------------|--|---|---|
| PGE2110051 | Local<br>Government<br>Energy Action<br>Resources<br>(LGEAR)                       | -72%                            | New local third-<br>party and/or<br>statewide<br>program overlap | 09/2021                                 | Previous Energy Watch programs, funded through LGEAR, will ramp down and close direct install programs by the end of 2020, but select contracts have been extended into 2021 to gap-fill for incoming third-party programs.   |
| PGE210210  | Industrial<br>Retro-<br>commissioning<br>Program                                   | +6%                             | New local third-<br>party and/or<br>statewide<br>program overlap | 2021<br>(Month TBD)                     | Finishing existing pipeline and ramping down in anticipation of new third-party program overlap.  |
| PGE21036   | Industrial<br>Refrigeration<br>Performance<br>Plus (IRPP)                          | N/A <sup>(a)</sup>              | Low savings<br>achievement                                       | 2021<br>(Month TBD)                     | PG&E's 2019 EE Annual Report filed May 1, 2020 noted this program was expected to ramp down and close by 2021. Budget ramp-down for closing out project costs was also mentioned in PG&E's 2019 and 2020 ABALs as well as Appendix B of PG&E's 2020 ABAL workshop presentation. (a) |
| PGE211025  | Savings by<br>Design   | +10%                            | New local third-<br>party and/or<br>statewide<br>program overlap | n/a <sup>(b)</sup>                      | Finishing existing project pipeline in anticipation of SW replacement program. Program not accepting new applications.  |
| PGE210143  | Hospitality<br>Program <sup>(c)</sup>  | +21%                            | New local third-<br>party and/or<br>statewide<br>program overlap | 06/2021                                 | New local Commercial resource program(s) are expected to replace this program upon launch in mid-2021. Extended into 2021 to ensure customer coverage due to COVID-19 impacts.  |
| PGE21027   | Heavy Industry<br>Energy<br>Efficiency<br>Program                                  | -66%                            | New local third-<br>party and/or<br>statewide<br>program overlap | 2021<br>(Month TBD)                     | Ramping down in anticipation of new third-party program overlap.  |
| PGE21092   | Third-Party<br>Financing   | 0% <sup>(d)</sup>               | No future<br>program<br>spending<br>expected                     | 2021 or 2022<br>(Month and<br>Year TBD) | Contract still in place for management of remaining third-party loan pool, however no 2021 spend expected.  |
| PGE21005   | Residential<br>New<br>Construction -<br>California<br>Advanced<br>Homes<br>Program | -59%                            | New local third-<br>party and/or<br>statewide<br>program overlap | 12/2021                                 | This program will be replaced by a new SW Residential New Construction program. Per notes in PG&E AL 4270-G/5867-E, the Advanced Energy Rebuild portion of this program will close to new applications at the end of 2020, with existing project pipeline to complete in 2021.      |
| PGE2110011 | California<br>Community<br>Colleges  | +73%                            | New local third-<br>party and/or<br>statewide<br>program overlap | 2022<br>(Month TBD)                     | Increased budget to finish large existing projects continuing into 2021 or 2022. Ramping down in anticipation of new SW program overlap.  |
| PGE2110012 | University of<br>California/Calif-   | +363%                           | New local third-<br>party and/or                                 | 2022<br>(Month TBD)                     | Increased budget to finish large existing projects continuing into 2021 or 2022.  |

|            | ornia State<br>University                             |      | statewide<br>program overlap                                     |                     | Ramping down in anticipation of new SW program overlap.  |
|------------|---|------|--|---------------------|--|
| PGE2110013 | State of<br>California                                | +24% | New local third-<br>party and/or<br>statewide<br>program overlap | ,                   | Increased budget to finish large existing projects continuing into 2021. Ramping down in anticipation of new SW program overlap. |
| PGE2110014 | Department of<br>Corrections<br>and<br>Rehabilitation | +53% | New local third-<br>party and/or<br>statewide<br>program overlap | 2021<br>(Month TBD) | Increased budget to finish large existing projects continuing into 2021. Ramping down in anticipation of new SW program overlap. |

(a) The IRPP budget change is shown as "N/A" because \$0 were forecast for the 2020 ABAL, and approximately \$25k is forecasted for 2021. The long project close-out process has resulted in final project costs occurring in 2021 despite \$0 budget in 2020 as noted in PG&E's 2020 ABAL, Advice 4136-G-A/5627-E-A, p.18. PG&E's 2020 ABAL workshop presentation Appendix B also noted this program would "close upon completion of commitments" (presentation distributed to the EE service lists R.13-11-005 and A.17-01-013 on May 6, 2020). Lastly, PG&E's 2019 ABAL discussed a planned sunset of this program in Advice 4011-G/5373-E p.27, and via second supplemental Advice 4011-G-B/5373-E p.3 noted this program was forecasted with continued 2019 budget to enable a small number of project completions.

- (b) The Savings by Design program does not have an implementer contract, thus this field is marked as "n/a"; however, the program ramp-down is expected to be complete by 2022.
- (c) The Hospitality Program primarily serves the hospitality sector but has evolved over the past three years to also serve grocery, small retail, office, and restaurant sectors as well. While the hospitality sector has been heavily impacted by COVID-19, other sectors have contributed to the remaining program pipeline. This program will be closing upon completion of its committed projects and is expected to sunset in June of 2021. The program name is not adjusted in the table above due to the cost to implement this change. The 2021 forecast reflects a budget increase from the 2020 ABAL, however due to incrementally cost-effective savings opportunities in 2020, the program's funding increased relative to the 2020 ABAL program forecast. The 2021 ABAL budget is a reduction relative to the 2020 operational budget.
- (d) The Third-Party Financing program budget change is shown as "0%" because \$0 were forecasted for the 2020 ABAL, and \$0 are forecasted for the 2021 ABAL. While no spend is anticipated in 2021 for this program, the Program ID will remain "active" in 2021 because there is currently an active third-party contract in place for the management of third-party loan pool funds, and future spend is possible in this program but will be handled through fund-shifting if needed. PG&E's 2020 ABAL workshop presentation Appendix B also noted this program would "close upon completion of commitments" (presentation distributed to the EE service lists R.13-11-005 and A.17-01-013 on May 6, 2020).

#### Programs with Budget Changes of 40% or More Relative to the 2020 ABAL

Several programs have 2021 budgets that have decreased by 40% or more relative to PG&E's 2020 ABAL, shown in Table 8 below. The first three programs in this table, as noted in the explanation column, are PG&E-implemented and will continue to operate through the duration of 2021 to fill portfolio gaps and support customer needs as the portfolio ramps up new third-party local and statewide programs. These PG&E-implemented programs will eventually close in future program years, which will be signaled in PG&E's 2022 ABAL and/or 2023-2026 Business Plan application to be filed on September 1, 2021.

Table 8: Programs with Budgets Decreased by 40% or More

| Program<br>ID | Program<br>Name                     | % Budget<br>Change<br>from 2020 | Driver of<br>Budget<br>Reduction                                    | Explanation  |
|---------------|-------------------------------------|---------------------------------|---|--|
| PGE21002      | Residential<br>Energy<br>Efficiency | -83%                            | New local third-<br>party and/or<br>statewide<br>program<br>overlap | Ramping down due to overlap with SW Plug Load and Appliance program (PGE_SW_PLA). Program will operate through the majority of 2021. Future closure for this PG&E-implemented program may be signaled in 2022 ABAL depending on portfolio needs. |

| PGE21012 | Commercial<br>Deemed<br>Incentives | -54% | New local third-<br>party and/or<br>statewide<br>program<br>overlap | Ramping down while fulfilling existing project commitments and gap-filling for new third-party programs. Program will operate through duration of 2021. Future closure for this PG&E-implemented program may be signaled in 2022 ABAL depending on portfolio needs.   |
|----------|------------------------------------|------|---|---|
| PGE21034 | Agricultural<br>Energy<br>Advisor  | -88% | New local third-<br>party and/or<br>statewide<br>program<br>overlap | The Advanced Pumping Energy Efficiency Program (APEP) component of this subprogram is moving under Integrated Energy Education and Training (PGE21071) to align non-resource program activities. Program will operate through duration of 2021. Future closure for this PG&E-implemented program may be signaled in 2022 ABAL depending on portfolio needs. |
| PGE21062 | Technology<br>Assessments          | -53% | New local third-<br>party and/or<br>statewide<br>program<br>overlap | Ramping down due to overlap with SW Emerging Technologies Program (PGE_SW_ETP_Gas) and in anticipation of new SW electric Emerging Technologies program.  |

Table 9 shows programs with 2021 budgets that increased by 40% or more relative to PG&E's 2020 ABAL. Most of the existing programs in this table show increased budget to cover costs of finishing existing projects and filling in gaps in the portfolio as new programs come on board.

Table 9: Programs with Budgets Increased by 40% or More

| Program ID      | Program Name  | % Budget<br>Change<br>from 2020 | Explanation   |
|-----------------|---|---------------------------------|---|
| PGE_3P_Com      | Third-Party Placeholder – Local Commercial Programs           | +135%                           | The placeholder budget for new local third-party commercial programs not yet under contract is higher in 2021 than 2020 because these new programs are expected to be under contract by the end of 2020 and launching in 2021. The budget forecasted for 2020 was lower due to solicitations timing, which ultimately was delayed past the date expected for the 2020 ABAL.                   |
| PGE_3P_Res      | Third-Party<br>Placeholder – Local<br>Residential<br>Programs | +74%                            | The placeholder budget for new local third-party residential programs not yet under contract is higher in 2021 than 2020 because a new residential behavioral program is expected to be under contract by the end of 2020 and launching in 2021. The budget forecasted for 2020 was lower due to solicitations timing, which ultimately was delayed past the date expected for the 2020 ABAL. |
| PGE_SW_CSA_App  | State Appliance<br>Standards Advocacy                         | +110%                           | New statewide program ramping up. The 2021 budget reflects additional program administrator costs for 2021 (relative to the 2020 ABAL forecast), including Applied Technology Services support of C&S advocacy subprograms.   |
| PGE_SW_CSA_Bldg | State Building<br>Codes Advocacy                              | +55%                            | New statewide program ramping up. The 2021 budget reflects additional program administrator costs for 2021 (relative to the 2020 ABAL forecast), including Applied Technology Services support of C&S advocacy subprograms.   |

| PGE_SW_CSA_Natl  | National Codes &<br>Standards Advocacy                  | +40%  | New statewide program ramping up. The 2021 budget reflects additional program administrator costs for 2021 (relative to the 2020 ABAL forecast), including Applied Technology Services support of C&S advocacy subprograms. |
|------------------|---|-------|---|
| PGE_SW_NC_NonRes | SW New<br>Construction Non-<br>Residential              | +57%  | New statewide program ramping up.   |
| PGE_SW_NC_Res    | SW New<br>Construction<br>Residential                   | +539% | New statewide program ramping up. Low 2020 budget forecasted in 2020 (\$456k) due to anticipated start in late 2020, however new program launch delayed to 2021.  |
| PGE_Res_001a (a) |   |       | Program budget increase reflect funds needed to cover 2021 M&V payments resulting from prior-   |
| PGE_Res_001b (a) | Pay for Performance                                     | +57%  | year projects, and increased participant<br>enrollment in 2021. Additionally, program<br>activities from Energy Upgrade California  |
| PGE_Res_001c (a) | (CHR, HEA, HER, and ICF) <sup>(a)</sup>                 |       | (PGE21004) and Residential HVAC (PGE21006) have moved under the Pay for Performance-CHR new 2021 Program ID (PGE_Res_001a). See the   |
| PGE_Res_001d (a) |   |       | "Program ID Changes Resulting from Program ID Reorganization" section and accompanying Table 11 below for more details.   |
| PGE210212        | Compressed Air and<br>Vacuum<br>Optimization<br>Program | +174% | The 174% budget increase reflects an absolute budget increase of approximately \$505k to cover project commitments.   |
| PGE21022         | Industrial Deemed<br>Incentives                         | +57%  | Increased budget to finish existing projects and gap-fill for new third-party programs.   |
| PGE21031         | Agricultural<br>Calculated<br>Incentives                | +173% | Increased budget to finish existing projects and gap-fill for new third-party programs.   |
| PGE21063         | Technology<br>Introduction Support                      | +123% | Introducing new program activities for heat pump water heater replacement, including fuel substitution measures. (b)  |
| PGE210911        | On-Bill Financing Alternative Pathway                   | +408% | Transitioning majority of OBF projects (and OBF administration) to the Alternative Pathway model.   |

(a) PGE\_Res\_001a, PGE\_Res\_001b, PGE\_Res\_001c, and PGE\_Res\_001d are new Program IDs for the four Pay for Performance implementers of the Pay for Performance program activities for 2021 that were previously forecasted and reported through 2020 under Program ID PGE210010. See the "Program ID Changes Resulting from Program ID Reorganization" section and accompanying Table 12 below for more details. The % budget change for PGE\_Res\_001a, PGE\_Res\_001b, PGE\_Res\_001c, and PGE\_Res\_001d is based on the total 2021 program budgets for these four new Program IDs compared to the 2020 program budget for Pay for Performance (PGE210010).

(b) Cost recovery for the fuel substitution portion of this program is discussed in Section III.J. of this advice letter.

#### **New Programs Launching in 2021**

PG&E is introducing multiple new programs into its 2021 portfolio as a result of its third-party local and statewide solicitations processes (and the statewide solicitations of other lead PAs, in cases where PG&E is not the lead PA). There is a total of 25 new programs in 2021:

- Eight new local, third-party resource programs;
- Eight new government partnership non-resource programs; and

• Nine new statewide programs.50

changes relative to 2020) or Table 10.

These new programs are listed in Table 10 below. Some of these programs will incur expenditures to be reported in 2020 as a result of implementation plan development upon finalization of the new program contracts. Attachment 4, Table 8 of this advice letter details the SW program budgets by IOU for 2021.

Table 10: New Local Third-Party, Government Partnership, and Statewide Programs for 2021 Portfolio

| Program ID  | Program Name                                      | Program Type           |
|-------------|---|------------------------|
| PGE_Ag_001  | Agriculture Energy Savings Action Plan            | Local Third-Party      |
| PGE_Com_001 | Grocery Comprehensive Retrofit & Commissioning    | Local Third-Party      |
| PGE_Com_002 | Smart Labs  | Local Third-Party      |
| PGE_Ind_002 | Business Energy Performance Program               | Local Third-Party      |
| PGE_Ind_003 | Industrial Systems Optimization Program           | Local Third-Party      |
| PGE_Pub_009 | Government & K-12 Comprehensive Program           | Local Third-Party      |
| PGE_Pub_010 | RAPIDS Wastewater Treatment Optimization Program  | Local Third-Party      |
| PGE_Res_003 | Multifamily Energy Savings Program                | Local Third-Party      |
| PGE_Pub_001 | Central Coast Leaders in Energy Action<br>Program | Government Partnership |
| PGE_Pub_002 | Marin Energy Watch Partnership                    | Government Partnership |
| PGE_Pub_003 | Redwood Coast Energy Watch                        | Government Partnership |
| PGE_Pub_004 | Central California Energy Watch                   | Government Partnership |
| PGE_Pub_005 | San Mateo County Energy Watch Program             | Government Partnership |
| PGE_Pub_006 | Energy Access SF                                  | Government Partnership |
| PGE_Pub_007 | Sierra Nevada Energy Watch                        | Government Partnership |
| PGE_Pub_008 | Sonoma Public Energy                              | Government Partnership |
| PGE_SW_FS   | Food Service POS                                  | Statewide              |
| PGE_SW_UL   | Lighting (Upstream)                               | Statewide              |

While PG&E's 2021 forecast includes fourteen statewide Program IDs in 2021, only nine are listed in Table 10 because the remaining five 2021 SW programs were included in PG&E's 2020 ABAL, and thus are shown in Table 9 for program budget changes relative to 2020. The five SW programs introduced in 2020 and continuing in 2021 are the SW Non-Residential New Construction program (PGE\_SW\_NC\_NonRes), the SW Residential New Construction program (PGE\_SW\_NC\_Res), and the SW Codes and Standards Advocacy programs for Appliance, State Building, and National codes (PGE\_SW\_CSA\_App, PGE\_SW\_CSA\_Bldg, and PGE\_SW\_CSA\_Natl, respectively). Each statewide program also includes a second Program ID in CEDARS to capture PG&E's administrative costs to support the statewide program. These additional Program IDs are not shown in Tables 9 (no significant budget

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| PGE_SW_MCWH     | Midstream Comm Water Heating  | Statewide |
|-----------------|---|-----------|
| PGE_SW_ETP_Gas  | Emerging Technologies Program, Gas  | Statewide |
| PGE_SW_PLA      | Plug Load and Appliance   | Statewide |
| PGE_SW_HVAC_Up  | Upstream HVAC (Comm + Res)  | Statewide |
| PGE_SW_WET_K12  | WE&T K-12 Connections   | Statewide |
| PGE_SW_WET_WORK | WE&T Career and Workforce Readiness   | Statewide |
| PGE_SW_IP_Gov   | Institutional Partnerships: Department of<br>General Services and Department of<br>Corrections and Rehabilitation | Statewide |

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#### **Program ID Changes Resulting from Program ID Reorganization**

PG&E is deactivating two of its Program IDs on CEDARS as program activities are transferred under existing Program IDs to remove duplicative program offerings between Programs, as shown in Table 11 below. The program activities under the Program IDs that are being deactivated will not be ceasing, therefore the program activities are not classified as "closed" at this point in time; rather, these program activities will be continuing but consolidated under another existing Program ID to ensure consolidated and coordinated program activities.

Table 11: 2020 Program IDs Deactivated as Program Activities Move to Alternative Existing Program ID

| 2020 ABAL  |                           | 2021 ABAL                                     |  |  |
|------------|---------------------------|---|--|--|
| Program ID | Program Name              | Program ID<br>Acquiring Program<br>Activities | Program Name Acquiring<br>Program Activities |  |
| PGE21004   | Energy Upgrade California |   | Pay for Performance – Comfortable            |  |
| PGE21006   | Residential HVAC          | PGE_Res_001a                                  | Home Rebates                                 |  |

As PG&E moves towards a largely outsourced portfolio, it seeks to align the Program IDs in CEDARS with individual program implementers to enable more transparent program performance management for implementers. To this end, PG&E is splitting up three of its 2020 existing Program IDs into multiple Program IDs as shown in Table 12 below. The 2020 Residential Pay for Performance program (historically PGE210010) has been split into four separate Program IDs for its 2021 forecast, for each of its unique residential Pay for Performance implementers. Similarly, PG&E has split up its 2020 Industrial Strategic Energy Management program (historically PGE21030) into two separate Program IDs for its 2021 forecast for each implementer. Lastly, PG&E has split up its 2020 Residential Energy Advisor program into three separate Program IDs for its 2021 forecast for each distinct program offering.

2020 ABAL **2021 ABAL** Program ID **Program Name** Program ID **Program Name** Pay for Performance - Comfortable Home PGE\_Res\_001a Rebates PGE Res 001b Pay for Performance - Home Intel Residential Pay for PGE210010 Performance Pilot PGE\_Res\_001c Pay for Performance - Home Energy Rewards Pay for Performance - Home Energy PGE\_Res\_001d Optimization Industrial Strategic Energy Management -PGE\_Ind\_001a Food Processing Industrial Strategic PGE21030 **Energy Management** Industrial Strategic Energy Management -PGE\_Ind\_001b Manufacturing Residential Energy Advisor – Home Energy PGE\_Res\_002a Check-Ups Residential Energy PGE21001 PGE\_Res\_002b Residential Energy Advisor - Marketplace Advisor Residential Energy Advisor - Home Energy PGE\_Res\_002c

Reports

Table 12: 2020 Program IDs Split into Multiple 2021 Program IDs

#### H. EM&V

PG&E proposes a PG&E EM&V budget of \$9,508,971, consistent with the 4% EM&V budget cap originally adopted in D.09-09-047 and upheld in subsequent EE budget Decisions.<sup>51</sup> 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.<sup>52</sup> The default allocation is 72.5% of EM&V funds for Commission EM&V efforts and 27.5% for PG&E EM&V efforts. PG&E's 2021 EM&V forecast includes a shift of \$275,000 in estimated costs for eTRM maintenance and administration from the CPUC EM&V portion to PG&E's PA EM&V portion, bringing the EM&V allocation to 69.6% CPUC / 30.4% PG&E PA.<sup>53</sup> Table 13 presents the EM&V allocations for PG&E, BayREN, MCE, and 3C-REN using the REN and MCE 2021 budgets presented in their CAEECC presentations on August 5, 2020.

<sup>&</sup>lt;sup>51</sup> D.10-04-029, D.12-05-015, D.14-10-046, D.15-10-028, D.16-08-019.

<sup>&</sup>lt;sup>52</sup> D.16-08-019, OP 16.

<sup>&</sup>lt;sup>53</sup> Draft 2022 DEER Resolution E-5082, p.10 directs the IOUs to include eTRM administration and maintenance costs in their 2021 ABALs. A joint call with the IOUs and Amy Reardon on April 7, 2020 introduced the plan to leverage EM&V funds for these expenses, and verbal approval was received from Energy Division staff to proceed with this plan and reallocate a share of CPUC EM&V funds to the IOU to cover this eTRM work.

| PA         | Total PA Budget<br>without EM&V | EM&V<br>Total <sup>(a)</sup> | EM&V<br>CPUC<br>Portion <sup>(b)</sup> | EM&V<br>PA<br>Portion | Total PA Budget<br>with EM&V |
|------------|---------------------------------|------------------------------|--|-----------------------|------------------------------|
| PG&E (c)   | \$228,215,304                   | \$9,508,971                  | \$6,619,004                            | \$2,889,967           | \$237,724,275                |
| BayREN (d) | \$23,911,548                    | \$996,315                    | \$736,250                              | \$260,065             | \$24,907,863                 |
| MCE (e)    | \$7,527,318                     | \$313,638                    | \$193,201                              | \$120,437             | \$7,840,956                  |
| 3C-REN (f) | \$3,920,942                     | \$163,373                    | \$129,760                              | \$33,612              | \$4,084,315                  |

Table 13: 2020 EM&V Budget

#### I. Unspent Funds

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

Table 14 illustrates PG&E's unspent funds for prior years' program cycles.<sup>54</sup> This data is also presented in the Appendices on Table 6: Committed Energy Efficiency Program Funding Not Yet Spent, and Table 7: 2020 Authorized and Spent/Unspent Detail. As of June 2020, PG&E estimates that \$10 million of funds are unspent and uncommitted. The 2021 EE revenue collections will be offset by 2020 unspent and uncommitted funds to be finalized in early 2021 when 2020 program year activities conclude.

PG&E submitted a Tier 1 Advice Letter 4298-G/5926-E on August 24, 2020 summarizing the remaining balance of unspent and uncommitted funds from Program Year 2019 to be returned at the soonest rate filing opportunity. The Commission's non-standard disposition of PG&E's 2020 ABAL, issued on December 24, 2019, approved the return of an estimated \$13,324,000 in unspent and uncommitted 2019 funds.<sup>55</sup> However, after this disposition was received and 2019 program year expenditures were finalized, PG&E determined there was a remaining balance of \$7,674,475 in 2019 unspent and uncommitted funds to be returned. These remaining funds will be returned at the soonest

<sup>(</sup>a) The EM&V total amount (including CPUC and PA portions) is assumed to be 4% of the PA's total budget with EM&V.(b) For BayREN, MCE, and 3C-REN, the EM&V CPUC portion was calculated by subtracting the PA's portion from the

<sup>(</sup>c) Assumes a total PG&E EM&V split of 69.6% CPUC / 30.4% PA. PG&E shifted \$275,000 in EM&V budget from the CPUC share of the default 72.5% CPUC / 27.5% PG&E split of the total EM&V budget to the PG&E share to cover anticipated eTRM enhancement costs in 2021, in alignment with Draft 2022 DEER Resolution E-5082, p.10 and conversations with Energy Division Staff in Q2 2020.

<sup>(</sup>d) BayREN total budget without EM&V and EM&V PA portion taken from BayREN 2021 ABAL CAEECC Presentation on August 5, 2020.

<sup>(</sup>e) MCE total budget without EM&V and EM&V PA portion taken from MCE 2021 ABAL CAEECC Presentation on August 5, 2020.

<sup>(</sup>f) 3C-REN total budget without EM&V and EM&V PA portion taken from 3C-REN 2021 ABAL CAEECC Presentation on August 5, 2020. PG&E's portion of 3C-REN's budget is 45.6%.

<sup>&</sup>lt;sup>54</sup> Table 8 reflects balances through June 2020.

<sup>&</sup>lt;sup>55</sup> Non-standard disposition to Advice 4136-G/5627-E and Advice 4136-G-A/5627-E-A, dated December 20, 2019 and issued on December 24, 2019.

opportunity; the Tier 1 advice letter is assumed to be effective as of August 24, 2020, the date of the advice letter submission.

Table 14: Prior Years' Unspent Funds as of June 2020

|   | PY2013-<br>2015 | PY 2016      | PY 2017      | PY 2018      | PY 2019     | PY 2020<br>(estimated) | Totals       |
|---|-----------------|--------------|--------------|--------------|-------------|------------------------|--------------|
| Unspent & Commit                                | tted            |              |              |              |             |                        |              |
| EM&V (a)  | \$3,168,896     | \$15,672,827 | \$14,479,143 | \$11,501,157 | \$0         | \$7,837,885            | \$52,659,907 |
| Financing Pilots (b)                            | \$123,025       | \$0          | \$165,400    | \$220,797    | \$500,000   | \$500,000              | \$1,509,222  |
| BayREN  | \$3,760,885     | \$0          | \$42,769     | \$5,218,732  | \$2,989,987 | \$11,161,983           | \$23,174,356 |
| MCE   | \$36,182        | \$104,615    | \$0          | \$223,670    | -\$56,956   | \$5,370,600            | \$5,678,111  |
| 3C REN  | \$0             | \$0          | \$0          | \$0          | \$2,420,453 | \$1,890,093            | \$4,310,546  |
| Total   | \$7,088,987     | \$15,777,442 | \$14,687,312 | \$17,164,356 | \$5,853,483 | \$26,760,561           | \$87,332,142 |
| Estimated Unspent & Uncommitted for 2021 Offset |                 |              |              |              |             |                        |              |
| Utility Program<br>Funds                        | \$0             | \$0          | \$0          | \$0          | \$0         | \$10,000,000           | \$10,000,000 |

<sup>(</sup>a) Includes unspent funds from the CPUC (\$41.7 million) and PG&E (\$11.0 million)

#### 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 July 31, 2020, PG&E estimates that all of MCE's 2020 electric funds (authorized in ABAL 37-E) will be paid to MCE by the end of 2020.

#### J. Cost Recovery

#### 1. EE Budget Cost Recovery

The PG&E energy efficiency budget for 2021 cost recovery purposes upon approval of this advice letter is \$227,724,275,56 which includes the estimated unspent and uncommitted carryover balance for program year 2020 discussed in Section III.I.1. The energy-efficiency budgets for PG&E's 2021 cost recovery related to MCE, BayREN, and 3C-REN will be based upon Commission approval of the budgets they present in their 2021 ABALs, including the CPUC portion of the REN and CCA EM&V budgets. PG&E

<sup>(</sup>b) 2017, 2018, 2019, and 2020 committed funds were authorized in AL 3904-G/5175-E, approved effective December 3, 2017.

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.

will collect from customers the combined total of PG&E, MCE, BayREN, and 3C-REN's cost recovery budgets. PG&E is not requesting cost recovery budget for RCEA because it is funding RCEA's 2021 program using unspent and uncommitted funds from its 2020 program year budget.<sup>57</sup>

The allocation of the authorized 2021 budget for electric and gas cost recovery will be based on the electric/gas split attributed to the most recent Commission-approved program forecast.<sup>58</sup> If the Commission approves the electric/gas split of 83%/17% associated with the 2021 EE program forecast in this advice letter, PG&E will apply this electric/gas split for 2021 cost recovery purposes. If the Commission does not approve the electric/gas split associated with the 2021 EE program forecast in this advice letter, PG&E will default to its last approved electric/gas split of 70%/30% from the 2020 ABAL.<sup>59</sup>

PG&E's electric and gas cost recovery requests reflect direction by D.19-08-009 OP 5 for PG&E to fund fuel substitution measures via ratepayers of the new fuel and not the fuel being substituted. PG&E's Emerging Technologies Subprogram Technology Introduction Support (PGE21063) will, among other program activities, be exploring heat pump water heater fuel substitution measures. Of the total Technology Introduction Support program budget, PG&E expects approximately \$877,602 to support fuel substitution activities and will ensure this budget is included in the portion of costs recovered via electric rates.

Table 15: PG&E 2021 EE Portfolio Cost Recovery Summary

| Cost Recovery<br>Component   | Total Amount  |          | cable<br>as Split <sup>(a)</sup> | Electric<br>Portion for<br>Cost | Gas Portion<br>for Cost<br>Recovery |  |
|--|---------------|----------|----------------------------------|---------------------------------|-------------------------------------|--|
|  |               | Electric | Gas                              | Recovery                        |                                     |  |
| PG&E Total 2021 EE Portfolio Budget (Less Fuel Substitution Budget)      | \$236,846,673 | 83%      | 17%                              | \$196,582,739                   | \$40,263,934                        |  |
| Estimated 2020 Unspent and Uncommitted Funds                             | -\$10,000,000 | 70%      | 30%                              | -\$7,000,000                    | -\$3,000,000                        |  |
| 2021 Budget Forecasted<br>to Support Fuel<br>Substitution <sup>(b)</sup> | \$877,602     | 100%     | 0%                               | \$877,602                       | \$0                                 |  |

<sup>&</sup>lt;sup>57</sup> RCEA 2021 budget recovery request is set at \$0. PG&E transferred funds from its 2020 budget to RCEA for the full 3-year program amount approved via Resolution E-5050, as directed by the Resolution. No further cost recovery for RCEA is required at this time.

<sup>&</sup>lt;sup>58</sup> The electric/gas split will be applied to the portion of the 2021 EE portfolio budget not attributed to support fuel-substitution measures as shown in Table 15. The EE portfolio costs to support fuel-substitution program activities will be recovered through electric rates only.

Advice 4136-G/5627-E filed September 3, 2020, and Advice 4136-G-A/5627-E-A, filed November 15, 2019. Non-standard disposition of Advice 4136-G/5627-E and Advice 4136-G-A/5627-E-A dated December 20, 2019 and issued on December 24, 2019.

<sup>&</sup>lt;sup>60</sup> See Section III.G. of this advice letter.

<sup>(</sup>a) The 2021 electric/gas split is forecasted to be 83%/17%. The 2020 electric/gas split of 70%/30% was approved via non-standard disposition to Advice 4136-G/5627-E and Advice 4136-G-A/5627-E-A, dated December 20, 2019 and issued on December 24, 2019.

#### 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. <sup>61</sup> 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 16: Demand Response IDSM Funding Request in 2021 Rates

| Category          | PG&E Electric Demand Response Funds <sup>62</sup> |
|-------------------|---|
| Energy Efficiency | \$1,000,000                                       |
| Demand Response   | \$8,000,000                                       |
| Total PG&E        | \$9,000,000                                       |

Regarding IDSM funding, 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 million will be allocated to the EE portion of the IDSM budget, and \$8 million will be allocated to the Demand Response portion of the IDSM budget. The \$1 million EE portion of the budget is embedded within the residential and ET sector budgets shown in Table 1. The \$8 million IDSM 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.

#### K. Metrics

Pursuant to D.18-05-041, PG&E reported on sector-level metrics and their associated targets for program years 2017, 2018, and 2019 as part of the 2017, 2018, and 2019 EE

<sup>(</sup>b) Fuel substitution measures as part of the Technology Introduction Support program (PGE21063) are discussed in Table 9, Section III.G. of this advice letter.

<sup>&</sup>lt;sup>61</sup> D.18-05-041, OP 10.

<sup>62</sup> 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.

Annual Report filings filed on May 1, 2018, May 1, 2019, and May 1, 2020, respectively. They can be found in spreadsheet form on the CPUC's data reporting website, Energy Efficiency Statistics (EEStats),<sup>63</sup> by filtering documents for the "Annual" Report Category and "Narrative & Spreadsheet" Report Type.

#### **Protests**

\*\*\*Due to the COVID-19 pandemic and the shelter at home orders, PG&E is currently unable to receive protests or comments to this advice letter via U.S. mail or fax. Please submit protests or comments to this advice letter to EDTariffUnit@cpuc.ca.gov and PGETariffs@pge.com\*\*\*

Anyone wishing to protest this submittal may do so by letter sent via U.S. mail, facsimile or E-mail, no later than September 21, 2020, 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, 4<sup>th</sup> 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

<sup>63</sup> http://eestats.cpuc.ca.gov/Views/Documents.aspx

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 2021 spending budget of \$237,724,275 and its 2021 cost recovery budget of \$227,724,275 through a non-standard disposition effective January 1, 2021. PG&E additionally requests that the Commission approve the forecasted 2021 electric/gas split 83%/17% associated with its 2021 EE program forecast for non-fuel-substitution cost recovery budget allocations effective January 1, 2021. This will allow PG&E to recover gas and electric costs in amounts that more appropriately match the new measure potential in 2021.<sup>64</sup>

#### **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 submittals can also be accessed electronically at: http://www.pge.com/tariffs/.

/5/

Erik Jacobson

Director, Regulatory Relations

#### **Attachments:**

Attachment 1 – California Energy Data and Reporting System (CEDARS) Filing Confirmation

Attachment 2 – Program Changes Table

Attachment 3 - Supplemental Budget Tables

Attachment 4 – Appendices

<sup>&</sup>lt;sup>64</sup> The 2021 ABAL forecasted electric/gas split is 83%/17%, excluding fuel-substitution program budget, compared with the 70%/30%electric/gas split approved in the 2020 ABAL that is the basis of cost recovery budget allocation in 2020.

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





## California Public Utilities Commission

# ADVICE LETTER



| ENERGI UIILIII   | OF CALL  |  |  |  |
|--|--|--|--|--|
| MUST BE COMPLETED BY UTI   | ILITY (Attach additional pages as needed)  |  |  |  |
| Company name/CPUC Utility No.: Pacific Gas and Electric Company (ID U39M)  |  |  |  |  |
| Utility type:  LEC LEGAS WATER PLC HEAT  | Contact Person: Kimberly Loo<br>Phone #: (415)973-4587<br>E-mail: PGETariffs@pge.com<br>E-mail Disposition Notice to: KELM@pge.com |  |  |  |
| EXPLANATION OF UTILITY TYPE  ELC = Electric GAS = Gas WATER = Water  PLC = Pipeline HEAT = Heat WATER = Water  | (Date Submitted / Received Stamp by CPUC)  |  |  |  |
| Advice Letter (AL) #: 4303-G/5936-E  | Tier Designation: 2  |  |  |  |
| and 18-05-041  | nnual Budget Advice Letter in Compliance with Decisions 15-10-028  |  |  |  |
| Keywords (choose from CPUC listing): Complian AL Type: Monthly Quarterly Annual Annual   |  |  |  |  |
| If AL submitted in compliance with a Commission D.15-10-028 and D.18-05-041  | on order, indicate relevant Decision/Resolution #:   |  |  |  |
| Does AL replace a withdrawn or rejected AL? I  | f so, identify the prior AL: $_{ m No}$  |  |  |  |
| Summarize differences between the AL and the prior withdrawn or rejected AL:   |  |  |  |  |
| Confidential treatment requested? Yes Vo   |  |  |  |  |
| 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 V No  |  |  |  |  |
| Requested effective date: $1/1/21$   | No. of tariff sheets: $_{ m 0}$  |  |  |  |
| Estimated system annual revenue effect (%): $_{ m N/A}$  |  |  |  |  |
| Estimated system average rate effect (%): $\mathrm{N/A}$   |  |  |  |  |
| 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: $_{ m N/A}$   |  |  |  |  |
| Service affected and changes proposed $^{	ext{1:}}$ $_{	ext{N/A}}$   | A  |  |  |  |
| Pending advice letters that revise the same tariff sheets: $_{ m N/A}$   |  |  |  |  |

## 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: <a href="mailto:EDTariffUnit@cpuc.ca.gov">EDTariffUnit@cpuc.ca.gov</a>

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:

### **Attachment 1**

California Energy Data and Reporting System (CEDARS) Filing Confirmation

#### PGE 2021 ABAL Attachment 1 – CEDARS Filing Receipt

#### 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: 2021

Submitted: 23:59:51 on 31 Aug 2020

By: Wilson Wong

Advice Letter Number: 4303-G/5936-E

\* Portfolio Filing Summary \*

- TRC: 1.9084 - PAC: 6.3843

- TRC (no admin): 2.4915 - PAC (no admin): 29.424

- RIM: 0.6618

- Budget: \$220,724,275.20

- \* Programs Included in the Filing \*
- PGE21002: Residential Energy Efficiency
- PGE21005: Residential New Construction
- PGE21007: California New Homes Multifamily
- PGE21011: Commercial Calculated Incentives
- PGE21012: Commercial Deemed Incentives
- PGE21014: Commercial Energy Advisor
- PGE210143: Hospitality Program
- PGE21021: Industrial Calculated Incentives
- PGE210210: Industrial Recommissioning Program
- PGE210212: Compressed Air and Vacuum Optimization Program
- PGE21022: Industrial Deemed Incentives
- PGE21024: Industrial Energy Advisor
- PGE21027: Heavy Industry Energy Efficiency Program
- PGE21031: Agricultural Calculated Incentives
- PGE21032: Agricultural Deemed Incentives
- PGE21034: Agricultural Energy Advisor
- PGE21036: Industrial Refrigeration Performance Plus
- PGE21053: Compliance Improvement
- PGE21054: Reach Codes
- PGE21055: Planning and Coordination

#### PGE 2021 ABAL

#### Attachment 1 - CEDARS Filing Receipt

- PGE21056: Code Readiness
- PGE21062: Technology Assessments
- PGE21063: Technology Introduction Support
- PGE21071: Integrated Energy Education and Training
- PGE21072: Connections
- PGE21091: On-Bill Financing (excludes Loan Pool)
- PGE210911: On-Bill Financing Alternative Pathway
- PGE21091LP: Financing Loan Pool Addition
- 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)
- PGE211025: Savings by Design (SBD)
- PGE 3P Com: New 3P Placeholder Commercial
- PGE 3P Res: New 3P Placeholder Residential
- PGE Ag 001: Agriculture Energy Savings Action Plan
- PGE\_Com\_001: Grocery Comprehensive Retrofit and Commissioning
- PGE Com 002: Smart Labs
- PGE\_EMV: Evaluation Measurement and Verification
- PGE ESA: Energy Savings Assistance
- PGE\_ESPI: Energy Savings Performance Index
- PGE\_Ind\_001a: Industrial Strategic Energy Management Food Processing
- PGE Ind 001b: Industrial Strategic Energy Management Manufacturing
- PGE\_Ind\_002: Business Energy Performance Program
- PGE Ind 003: Industrial Systems Optimization Program
- PGE\_Pub\_001: Central Coast Leaders in Energy Action Program
- PGE Pub 002: Marin Energy Watch Partnership
- PGE Pub 003: Redwood Coast Energy Watch
- PGE Pub 004: Central California Energy Watch
- PGE\_Pub\_005: San Mateo County Energy Watch Program
- PGE Pub 006: Energy Access SF
- PGE\_Pub\_007: Sierra Nevada Energy Watch
- PGE\_Pub\_008: Sonoma Public Energy
- PGE Pub 009: Government and K-12 Comprehensive Program
- PGE\_Pub\_010: RAPIDS Wastewater Treatment Optimization Program
- PGE\_Res\_001a: Pay for Performance Comfortable Home Rebates
- PGE Res 001b: Payfor Performance Home Intel
- PGE Res 001c: Pay for Performance Home Energy Rewards
- PGE Res 001d: Payfor Performance Home Energy Optimization
- PGE Res 002a: Residential Energy Advisor Home Energy Checkups
- PGE\_Res\_002b: Residential Energy Advisor Marketplace
- PGE\_Res\_002c: Residential Energy Advisor Home Energy Reports
- PGE Res 003: Multifamily Energy Savings Program
- PGE\_SW\_CSA\_App: State Appliance Standards Advocacy
- PGE\_SW\_CSA\_App\_PA: State Appliance Standards Advocacy PA Costs

#### PGE 2021 ABAL Attachment 1 – CEDARS Filing Receipt

- 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 SW ETP Gas: Emerging Technologies Program, Gas
- PGE\_SW\_ETP\_Gas\_PA: Emerging Technologies Program, Gas PGE Costs
- PGE SW FS: Food Service POS
- PGE SW FS PA: Food Service POS PGE Costs
- PGE SW HVAC Up: Upstream HVAC (Command Res)
- PGE\_SW\_HVAC\_Up\_PA: Upstream HVAC (Comm and Res) PGE Costs
- PGE\_SW\_IP\_Gov: Institutional Partnerships: DGS and DoC
- PGE SW IP Gov PA: Institutional Partnerships: DGS and DoC PGE Costs
- PGE\_SW\_MCWH: Midstream Comm Water Heating
- PGE SW MCWH PA: Midstream Comm Water Heating PGE 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 PGE Costs
- PGE\_SW\_NC\_Res: New Construction Residential
- PGE\_SW\_NC\_Res\_PA: New Construction Residential PGE Costs
- PGE\_SW\_PLA: Plug Load and Appliance
- PGE SW PLA PA: Plug Load and Appliance PGE Costs
- PGE\_SW\_UL: Lighting (Upstream)
- PGE SW UL PA: Lighting (Upstream) PGE Costs
- PGE SW WET CC: WET Career Connections
- PGE\_SW\_WET\_CC\_PA: WET Career Connections PGE Costs
- PGE SW WET Work: WET Career and Workforce Readiness
- PGE\_SW\_WET\_Work\_PA: WET Career and Workforce Readiness PGE Costs

# **Attachment 2**

**Program Changes Table** 

Programs to be closed with the disposition of 2021 ABAL

| Program ID | Program Name  | Third-Party<br>Implementer<br>or Core | Statewide<br>or Local | PA justification <sup>(a)</sup>               | %<br>change | 2020<br>Claimed<br>TRC | 2021<br>Filed<br>TRC<br>(b) | 2021 ABAL<br>Budget | 2020 ABAL<br>Budget | Year<br>program<br>started<br>(c) | For existing third party implemented programs, MM/YY Program was due to sunset prior to PY 2021 ABAL planning and new 3P contracting (d) | For existing third party implemented programs, MM/YY Program is extended to as a result of PY 2021 ABAL planning and timing for new 3P contracts' ramp up (d) |
|------------|---|---------------------------------------|-----------------------|---|-------------|------------------------|-----------------------------|---------------------|---------------------|-----------------------------------|--|---|
| PGE21008   | Enhance Time Delay Relay  | Third-Party                           | Local                 | Will be replaced by incoming 3P program.      | n/a         | 0.44                   | n/a                         | \$0                 | \$872,822           | 2013                              | 12/2020  | n/a   |
| PGE210011  | Residential Energy Fitness<br>Program   | Third-Party                           | Local                 | Will be replaced by incoming 3P program.      | n/a         | 0.00                   | n/a                         | \$0                 | \$6,529,042         | 2016                              | 12/2020  | n/a   |
| PGE21003   | Multifamily Energy Efficiency<br>Program                                      | Core                                  | Local                 | Will be replaced by incoming 3P program.      | n/a         | 0.52                   | n/a                         | \$0                 | \$4,651,856         | 2013                              | 12/2020  | n/a   |
| PGE21009   | Direct Install for Manufactured and Mobile Homes                              | Third-Party                           | Local                 | Closed as a result of portfolio balancing.    | n/a         | 0.46                   | n/a                         | \$0                 | \$813,165           | 2013                              | 12/2020  | n/a   |
| PGE210112  | School Energy Efficiency  | Third-Party                           | Local                 | Will be replaced by incoming 3P program.      | n/a         | 0.36                   | n/a                         | \$0                 | \$1,292,461         | 2013                              | 12/2020  | n/a   |
| PGE210123  | Healthcare Energy Efficiency<br>Program                                       | Third-Party                           | Local                 | Will be replaced by incoming 3P program.      | n/a         | 0.00                   | n/a                         | \$0                 | \$994,021           | 2013                              | 12/2020  | n/a   |
| PGE210135  | Water Infrastructure and System<br>Efficiency (WISE)                          | Third-Party                           | Local                 | Will be replaced by incoming 3P program.      | n/a         | 0.00                   | n/a                         | \$0                 | \$1,301,793         | 2014                              | 12/2020  | n/a   |
| PGE21015   | Commercial HVAC   | Core                                  | Local                 | Will be replaced by incoming 3P program.      | n/a         | 0.23                   | n/a                         | \$0                 | \$6,044,854         | 2013                              | 12/2020  | n/a   |
| PGE21018   | EnergySmart Grocer Program  | Third-Party                           | Local                 | Will be replaced by incoming 3P program.      | n/a         | 0.33                   | n/a                         | \$0                 | \$6,176,529         | 2013                              | 12/2020  | n/a   |
| PGE21026   | Energy Efficiency Services for Oil<br>Production                              | Third-Party                           | Local                 | Will be replaced by incoming 3P program.      | n/a         | 0.00                   | n/a                         | \$0                 | \$927,077           | 2013                              | 12/2020  | n/a   |
| PGE210311  | Process Wastewater Treatment Energy Management Program for Ag Food Processing | Third-Party                           | Local                 | Will be replaced by incoming 3P program.      | n/a         | 0.00                   | n/a                         | \$0                 | \$203,931           | 2013                              | 12/2020  | n/a   |
| PGE210312  | Dairy and Winery Industry<br>Efficiency Solutions                             | Third-Party                           | Local                 | Will be replaced by incoming 3P program.      | n/a         | 0.33                   | n/a                         | \$0                 | \$1,421,553         | 2013                              | 12/2020  | n/a   |
| PGE21039   | Comprehensive Food Process<br>Audit & Resource Efficiency (CFP)               | Third-Party                           | Local                 | Will be replaced by incoming 3P program.      | n/a         | 0.00                   | n/a                         | \$0                 | \$2,250,083         | 2013                              | 12/2020  | n/a   |
| PGE2110052 | Strategic Energy Resources  | Third-Party                           | Local                 | Will be replaced by incoming 3P LGP programs. | n/a         | n/a                    | n/a                         | \$0                 | \$4,961,247         | 2013                              | 12/2020  | n/a   |
| PGE21061   | Technology Development Support  | Core                                  | Local                 | Will be replaced by incoming 3P program.      | n/a         | n/a                    | n/a                         | \$0                 | \$449,065           | 2013                              | 12/2020  | n/a   |
| PGE21076   | Career and Workforce Readiness  | Core                                  | Statewide             | Will be replaced by new 2021 SW program.      | n/a         | n/a                    | n/a                         | \$0                 | \$131,789           | 2019                              | 12/2020  | n/a   |
| PGE21041   | Primary Lighting  | Core                                  | Statewide             | Will be replaced by new 2021 SW program.      | n/a         | n/a                    | n/a                         | \$0                 | \$0                 | 2013                              | 12/2019 <sup>(e)</sup>   | n/a   |
| PGE21042   | Lighting Innovation   | Core                                  | Statewide             | Will be replaced by new 2021 SW program.      | n/a         | n/a                    | n/a                         | \$0                 | \$0                 | 2013                              | 12/2019 <sup>(e)</sup>   | n/a   |
| PGE21051   | Building Codes Advocacy   | Core                                  | Statewide             | Will be replaced by new 2021 SW program.      | n/a         | n/a                    | n/a                         | \$0                 | \$0                 | 2013                              | 12/2020  | n/a   |

#### Programs to be closed with the disposition of 2021 ABAL

| Program ID | Program Name                             | Third-Party<br>Implementer<br>or Core | Statewide<br>or Local | PA justification <sup>(a)</sup>          | %<br>change | 2020<br>Claimed<br>TRC | 2021<br>Filed<br>TRC<br>(b) | 2021 ABAL<br>Budget | 2020 ABAL<br>Budget | Year<br>program<br>started<br>(c) | For existing third party implemented programs, MM/YY Program was due to sunset prior to PY 2021 ABAL planning and new 3P contracting (d) | For existing third party implemented programs, MM/YY Program is extended to as a result of PY 2021 ABAL planning and timing for new 3P contracts' ramp up (d) |
|------------|--|---------------------------------------|-----------------------|--|-------------|------------------------|-----------------------------|---------------------|---------------------|-----------------------------------|--|---|
| PGE21052   | Appliance Standards Advocacy             | Core                                  | Statewide             | Will be replaced by new 2021 SW program. | n/a         | n/a                    | n/a                         | \$0                 | \$0                 | 2013                              | 12/2020  | n/a   |
| PGE21057   | National Codes and Standards<br>Advocacy | Core                                  | Statewide             | Will be replaced by new 2021 SW program. | n/a         | n/a                    | n/a                         | \$0                 | \$0                 | 2013                              | 12/2020  | n/a   |

<sup>(</sup>a) See advice letter Section III.G, Tables 7 through 12 for more details on program changes justification.

<sup>(</sup>b) 2021 filed TRC represents reported results through Q1. TRC values are not representative of full-year performance, and are subject to change in future quarters. Any erroneous reporting values will be corrected in future reporting quarters.

<sup>(</sup>c) 2013 is the earliest program start year in this table because the majority of current Program IDs were introduced in 2013. Some programs may have been present prior to 2013 under a different (or possibly the same) program ID.

<sup>(</sup>d) In some cases the contract end date is unknown at the month level, in which case months are marked "TBD".

<sup>(</sup>e) See advice letter Section III.G., Table 6 for more details.

Programs to be closed upon completion of commitments

| Program ID | Program Name  | Third-Party<br>Implementer<br>or Core | Statewide<br>or Local | PA justification <sup>(a)</sup>   | %<br>change | 2020<br>Claimed<br>TRC | 2021<br>Filed<br>TRC<br>(b) | 2021<br>ABAL<br>Budget | 2020<br>ABAL<br>Budget | Year<br>program<br>started<br>(c) | For existing third party implemented programs, MM/YY Program was due to sunset prior to PY 2021 ABAL planning and new 3P contracting (d) | For existing third party implemented programs, MM/YY Program is extended to as a result of PY 2021 ABAL planning and timing for new 3P contracts' ramp up (d) |
|------------|---|---------------------------------------|-----------------------|---|-------------|------------------------|-----------------------------|------------------------|------------------------|-----------------------------------|--|---|
|            | Local Government Energy Action                          |                                       |                       | Previous Energy Watch programs, funded through LGEAR, will ramp down and close direct install programs by the end of 2020, but select contracts have been extended into 2021 to gap-fill for incoming third-party |             |                        |                             |                        |                        |                                   | ,  |   |
| PGE2110051 | Resources (LGEAR)                                       | Third-Party                           | Local                 | programs.   | -72%        | 0.33                   | 0.56                        | \$3,075,395            | \$11,058,317           | 2013                              | n/a  | 09/2021   |
| PGE210210  | Industrial Retro-commissioning<br>Program               | Third-Party                           | Local                 | Finishing existing pipeline and ramping down in anticipation of new third-party program overlap.  | 6%          | 0.00                   | 0.53                        | \$1,505,303            | \$1,426,592            | 2013                              | n/a  | TBD/2021  |
| PGE21036   | Industrial Refrigeration Performance Plus               | Third-Party                           | Local                 | Program has been ramping down since 2019 for closing out project costs, as mentioned in the 2019 and 2020 ABALs and the 2019 Annual Report.   | n/a         | 0.00                   | 0.00                        | \$25,073               | \$0                    | 2013                              | n/a  | TBD/2021  |
| PGE211025  | Savings by Design                                       | Core                                  | Local                 | Finishing existing project pipeline in anticipation of SW replacement program.  Program not accepting new applications.   | 10%         | 0.67                   |                             | \$1,300,904            | \$1,178,280            | 2013                              | n/a  | n/a <sup>(e)</sup>  |
| PGE210143  | Hospitality Program                                     | Third-Party                           | Local                 | Ramping down in anticipation of new third-<br>party program overlap but continuing in<br>2021 to support customers during COVID<br>pandemic.  | 21%         | 0.46                   |                             | \$3,059,266            | \$2,529,781            | 2016                              | n/a  | 06/2021   |
|            | Heavy Industry Energy Efficiency                        |                                       |                       | Finishing existing pipeline and ramping down in anticipation of new third-party program   |             |                        |                             |                        |                        |                                   |  |   |
| PGE21027   | Program   | Third-Party                           | Local                 | overlap.  Contract still in place for management of remaining third-party loan pool, however no   | -66%        | 0.38                   | 1.19                        | \$2,762,997            | \$8,117,891            | 2013                              | n/a  | TBD/2021  |
| PGE21092   | Third-Party Financing Residential New Construction -    | Core                                  | Local                 | 2021 spend expected.  | n/a         | 0.00                   | n/a                         | \$0                    | \$0                    | 2013                              | n/a  | TBD/2021 or TBD/2022  |
| PGE21005   | California Advanced Homes Program                       | Core                                  | Local                 | Ramping down in anticipation of SW replacement program overlap.   | -59%        | 0.21                   | 0.62                        | \$1,569,420            | \$3,849,277            | 2013                              | n/a  | 12/2021   |
| PGE2110011 | California Community Colleges                           | Core                                  | Local                 | Increased budget to finish large existing projects  | 73%         | 0.04                   | 0.47                        |                        | \$712,478              | 2013                              | n/a  | TBD/2022  |
| PGE2110012 | University of California/California<br>State University | Core                                  | Local                 | Increased budget to finish large existing projects  | 363%        | -0.41                  | 0.46                        | \$1,883,522            | \$406,780              | 2013                              | n/a  | TBD/2022  |
| PGE2110013 | State of California                                     | Core                                  | Local                 | Increased budget to finish large existing projects  | 24%         | 0.00                   | 0.78                        | 624,642                | 504,005                | 2013                              | n/a  | TBD/2021  |
| PGE2110014 | Department of Corrections and Rehabilitation            | Core                                  | Local                 | Increased budget to finish existing projects.   | 53%         | 0.00                   | 1.74                        | \$807,589              | \$527,187              | 2013                              | n/a  | TBD/2021  |

<sup>(</sup>a) See advice letter Section III.G, Tables 7 through 12 for more details on program changes justification.

<sup>(</sup>b) 2021 filed TRC represents reported results through Q1. TRC values are not representative of full-year performance, and are subject to change in future quarters. Any erroneous reporting values will be corrected in future reporting quarters.

Programs to be closed upon completion of commitments

| Program ID | Program Name | Third-Party<br>Implementer<br>or Core | Statewide<br>or Local | PA justification <sup>(a)</sup> | %<br>change | 2020<br>Claimed<br>TRC | 2021<br>Filed<br>TRC<br>(b) | 2021<br>ABAL<br>Budget | 2020<br>ABAL<br>Budget | Year<br>program<br>started<br>(c) | For existing third party implemented programs, MM/YY Program was due to sunset prior to PY 2021 ABAL planning and new 3P contracting (d) | extended to as a result of |
|------------|--------------|---------------------------------------|-----------------------|---------------------------------|-------------|------------------------|-----------------------------|------------------------|------------------------|-----------------------------------|--|----------------------------|
|------------|--------------|---------------------------------------|-----------------------|---------------------------------|-------------|------------------------|-----------------------------|------------------------|------------------------|-----------------------------------|--|----------------------------|

<sup>(</sup>c) 2013 is the earliest program start year in this table because the majority of current Program IDs were introduced in 2013. Some programs may have been present prior to 2013 under a different (or possibly the same) program ID.

<sup>(</sup>d) In some cases the contract end date is unknown at the month level, in which case months are marked "TBD".

<sup>(</sup>e) The savings by design program is not implemented by a third-party contractor, however the program is expected to ramp-down to completion by the end of 2022.

Programs with reduced budgets (>40% budget decrease), to continue in 2021

| Program<br>ID        | Program Name                     | Third-Party<br>Implementer<br>or Core | Statewide<br>or Local | PA justification <sup>(a)</sup>  | %<br>change | 2020<br>Claimed<br>TRC | 2021<br>Filed<br>TRC<br>(b) | 2021 ABAL<br>Budget | 2020<br>ABAL<br>Budget | Year<br>program<br>started<br>(c) | For existing third party implemented programs, MM/YY Program was due to sunset prior to PY 2021 ABAL planning and new 3P contracting (d) | For existing third party implemented programs, MM/YY Program is extended to as a result of PY 2021 ABAL planning and timing for new 3P contracts' ramp up (d) |
|----------------------|----------------------------------|---------------------------------------|-----------------------|--|-------------|------------------------|-----------------------------|---------------------|------------------------|-----------------------------------|--|---|
| PGE21002             | Residential Energy<br>Efficiency | Core                                  | Local                 | Ramping down due to SW program overlap. Program will operate through the majority of 2021. Future closure for this PG&E-implemented program may be signaled in 2022 ABAL.  | -83%        | 0.26                   | 0.41                        | \$949,405           | \$5,549,380            | 2013                              | n/a  | n/a   |
| PGE21012             | Commercial Deemed<br>Incentives  | Core                                  | Local                 | Ramping down while fulfilling existing project commitments and gap-filling for new third-party programs. Program will operate through duration of 2021. Future closure for this PG&E-implemented program may be signaled in 2022 ABAL. | -54%        | 1.26                   | 2.51                        | \$4,091,291         | \$8,852,809            | 2013                              | n/a  | n/a   |
| PGE21034             | Agricultural Energy<br>Advisor   | Core                                  | Local                 | The Advanced Pumping Energy Efficiency Program (APEP) component of this subprogram is moving under Integrated Energy Education and Training (PGE21071). Program will operate through duration of 2021. Future closure for this         | -88%        | 0.56                   | 0.00                        | \$278,369           | \$2,326,462            | 2013                              | n/a  | n/a   |
| PGE21034<br>PGE21062 | Technology Assessments           | Core                                  | Local                 | PG&E-implemented program may be signaled in 2022 ABAL.  Ramping down due to overlap with SW programs.  | -53%        | 0.00                   | 0.00<br>N/A                 | \$1,460,138         | \$3,120,821            | 2013                              | n/a<br>n/a   | n/a<br>n/a  |

<sup>(</sup>a) See advice letter Section III.G, Tables 7 through 12 for more details on program changes justification.

<sup>(</sup>b) 2021 filed TRC represents reported results through Q1. TRC values are not representative of full-year performance, and are subject to change in future quarters. Any erroneous reporting values will be corrected in future reporting quarters.

<sup>(</sup>c) 2013 is the earliest program start year in this table because the majority of current Program IDs were introduced in 2013. Some programs may have been present prior to 2013 under a different (or possibly the same) program ID.

<sup>(</sup>d) In some cases the contract end date is unknown at the month level, in which case months are marked "TBD". Contract extension dates for program budgets increasing by 40% or more are marked as "n/a" because contracts will be in place at least through the end of 2021.

## Programs with enhanced budgets (>40% budget increase)

| Program ID                  | Program Name  | Third-Party<br>Implementer<br>or Core | Statewide<br>or Local | PA justification <sup>(a)</sup>   | %<br>change | 2020<br>Claimed<br>TRC | 2021<br>Filed<br>TRC<br>(b) | 2021 ABAL<br>Budget | 2020<br>ABAL<br>Budget | Year<br>program<br>started<br>(c) | For existing third<br>party implemented<br>programs, MM/YY<br>Program was due to<br>sunset prior to PY<br>2021 ABAL planning<br>and new 3P<br>contracting <sup>(d)</sup> | For existing third party implemented programs, MM/YY Program is extended to as a result of PY 2021 ABAL planning and timing for new 3P contracts' ramp up |
|-----------------------------|---|---------------------------------------|-----------------------|---|-------------|------------------------|-----------------------------|---------------------|------------------------|-----------------------------------|--|---|
| PGE_3P_Com                  | Third-Party Placeholder –<br>Local Commercial<br>Programs | Third-Party                           | Local                 | The placeholder budget for new local third-party commercial programs not yet under contract is higher in 2021 than 2020 because these new programs are expected to be under contract by the end of 2020 and launching in 2021. The budget forecasted for 2020 was lower due to solicitations timing, which ultimately was delayed past the date expected for the 2020 ABAL.                   | 135%        | n/a                    | 1.26                        | \$19,351,551        | \$8,241,182            | 2020                              | n/a  | n/a   |
| PGE 3P Res                  | Third-Party Placeholder –<br>Local Residential Programs   | Third-Party                           | Local                 | The placeholder budget for new local third-party residential programs not yet under contract is higher in 2021 than 2020 because a new residential behavioral program is expected to be under contract by the end of 2020 and launching in 2021. The budget forecasted for 2020 was lower due to solicitations timing, which ultimately was delayed past the date expected for the 2020 ABAL. | 74%         | n/a                    | 1.11                        | \$20,731,541        | \$7,055,634            | 2020                              | n/a  | n/a   |
| PGE SW CSA App              | State Appliance Standards Advocacy                        | Core                                  | SW                    | New statewide program ramping up.   | 110%        | 6.84                   | 10.73                       | \$3,563,071         | \$1,693,770            | 2020                              | n/a  | n/a   |
| PGE_SW_CSA_Bldg             | State Building Codes Advocacy                             | Core                                  | SW                    | New statewide program ramping up.   | 55%         | 1.37                   | 1.72                        | \$4,236,532         | \$2,735,280            | 2020                              | n/a  | n/a   |
| PGE_SW_CSA_Natl             | National Codes & Standards Advocacy                       | Core                                  | SW                    | New statewide program ramping up.   | 40%         | 1.47                   | 1.99                        | \$2,194,267         | \$1,569,630            | 2020                              | n/a  | n/a   |
| PGE_SW_NC_NonRes            | SW New Construction<br>Non-Residential                    | Core                                  | SW                    | New statewide program ramping up.   | 57%         | 0.00                   | 0.36                        | \$1,195,802         | \$760,000              | 2020                              | n/a  | n/a   |
| PGE SW NC Res               | SW New Construction<br>Residential                        | Core                                  | SW                    | New statewide program ramping up. Low 2020 budget forecasted in 2020 (\$456k) due to anticipated start in late 2020, however new program launch delayed to 2021, resulting in large 2021 increase.  | 539%        | n/a                    | 1.18                        | \$2,915,109         | \$456,000              | 2020                              | n/a  | n/a   |
| PGE_Res_001a <sup>(e)</sup> | Pay for Performance –<br>Comfortable Home<br>Rebates      | Third-Party                           | Local                 | Program budget increase reflect funds needed to cover 2021 M&V payments resulting from prior-year projects, and increased participant enrollment in 2021.   | 3337        | .,,2                   | 0.41                        | \$3,478,918         | ¥ 100/000              |                                   | n/a  | n/a   |
| PGE_Res_001b <sup>(e)</sup> | Pay for Performance –<br>Home Intel                       | Third-Party                           | Local                 | Additionally, program activities from Energy Upgrade California (PGE21004) and Residential HVAC (PGE21006)  |             |                        | 0.19                        | \$667,404           |                        |                                   | n/a  | n/a   |
| PGE_Res_001c <sup>(e)</sup> | Pay for Performance –<br>Home Energy Rewards              | Third-Party                           | Local                 | have moved under the Pay for Performance-CHR new 2021 Program ID (PGE_Res_001a). See the "Program ID Changes Resulting from Program ID Reorganization" and  |             |                        | 0.83                        | \$757,322           |                        |                                   | n/a  | n/a   |
| PGE_Res_001d <sup>(e)</sup> | Pay for Performance –<br>Home Energy Optimization         | Third-Party                           | Local                 | accompanying Table 11 of section III.G. of the Advice Letter for more details.  | 57%         | 0.00                   | 0.38                        | \$2,690,921         | \$4,835,316            | 2016                              | n/a  | n/a   |

#### Programs with enhanced budgets (>40% budget increase)

| Program ID | Program Name   | Third-Party<br>Implementer<br>or Core | Statewide<br>or Local | PA justification <sup>(a)</sup>  | %<br>change | 2020<br>Claimed<br>TRC | 2021<br>Filed<br>TRC<br>(b) | 2021 ABAL<br>Budget | 2020<br>ABAL<br>Budget | Year<br>program<br>started<br>(c) | For existing third<br>party implemented<br>programs, MM/YY<br>Program was due to<br>sunset prior to PY<br>2021 ABAL planning<br>and new 3P<br>contracting (d) | For existing third party implemented programs, MM/YY Program is extended to as a result of PY 2021 ABAL planning and timing for new 3P contracts' ramp up |
|------------|--|---------------------------------------|-----------------------|--|-------------|------------------------|-----------------------------|---------------------|------------------------|-----------------------------------|---|---|
| PGE210212  | Compressed Air and<br>Vacuum Optimization<br>Program | Third-Party                           | Local                 | Ramping down in anticipation of SW replacement program overlap.  | 174%        | 0.00                   | 0.70                        | \$795,251           | \$290,275              | 2017                              | n/a   | n/a   |
| PGE21022   | Industrial Deemed<br>Incentives                      | Core                                  | Local                 | Increased budget to finish existing projects and gap-fill for new third-party programs.                          | 57%         | 2.09                   | 1.22                        | \$238,153           | \$151,294              | 2013                              | n/a   | n/a   |
| PGE21031   | Agricultural Calculated Incentives                   | Core                                  | Local                 | Increased budget to finish existing projects and gap-fill for new third-party programs.                          | 173%        | 0.00                   | 0.57                        | \$5,310,769         | \$1,947,535            | 2013                              | n/a   | n/a   |
| PGE21063   | Technology Introduction<br>Support                   | Core                                  | Local                 | Introducing new program activities for heat pump water heater replacement, including fuel substitution measures. | 123%        | n/a                    | n/a                         | \$3,322,253         | \$1,490,116            | 2013                              | n/a   | n/a   |
| PGE210911  | On-Bill Financing Alternative Pathway                | Core                                  | Local                 | Transitioning majority of OBF projects (and OBF administration) to the Alternative Pathway model.                | 408%        | 0.00                   | 1.03                        | \$4,030,576         | \$793,414              | 2013                              | n/a   | n/a   |

<sup>(</sup>a) See advice letter Section III.G, Tables 7 through 12 for more details on program changes justification.

<sup>(</sup>b) 2021 filed TRC represents reported results through Q1. TRC values are not representative of full-year performance, and are subject to change in future quarters. Any erroneous reporting values will be corrected in future reporting quarters.

<sup>(</sup>c) 2013 is the earliest program start year in this table because the majority of current Program IDs were introduced in 2013. Some programs may have been present prior to 2013 under a different (or possibly the same) program ID.

<sup>(</sup>d) In some cases the contract end date is unknown at the month level, in which case months are marked "TBD". Contract extension dates for program budgets increasing or decreasing by 40% or more are marked as "n/a" because contracts will be in place at least through the end of 2021.

<sup>(</sup>e) PGE\_Res\_001a, PGE\_Res\_001b, PGE\_Res\_001c, and PGE\_Res\_001d are new Program IDs for the four Pay for Performance implementers of the Pay for Performance program activities for 2021 that were previously forecasted and reported through 2020 under Program ID PGE210010. See the "Program ID Changes Resulting from Program ID Reorganization" section and accompanying Table 12 below for more details. The % budget change for PGE\_Res\_001a, PGE\_Res\_001b, PGE\_Res\_001d is based on the total 2021 program budgets for these four new Program IDs compared to the 2020 program budget for Pay for Performance (PGE210010).

Programs that are new in 2021

| Program ID  | Program Name  | Third-Party<br>Implemente<br>r or Core | Statewide<br>or Local | PA justification <sup>(a)</sup> | %<br>change | 2020<br>Claimed<br>TRC | 2021<br>Filed<br>TRC<br>(b) | 2021<br>ABAL<br>Budget | 2020<br>ABAL<br>Budget | Year program<br>started <sup>(c)</sup> | For existing third party implemented programs, MM/YY Program was due to sunset prior to PY 2021 ABAL planning and new 3P contracting (d) | For existing third party implemented programs, MM/YY Program is extended to as a result of PY 2021 ABAL planning and timing for new 3P contracts' ramp up (d) |
|-------------|---|--|-----------------------|---------------------------------|-------------|------------------------|-----------------------------|------------------------|------------------------|--|--|---|
|             |   |  |                       |                                 |             |                        |                             |                        |                        |  |  |   |
| PGE_Ag_001  | Agriculture Energy Savings Action Plan              | Third-Party                            | Local                 | Local solicitations             | n/a         | n/a                    | 1.39                        | \$5,741,691            | \$0                    | TBD/2021                               | n/a  | n/a   |
| PGE_Com_001 | Grocery Comprehensive Retrofit & Commissioning      | Third-Party                            | Local                 | Local solicitations             | n/a         | n/a                    | 0.94                        | \$921,180              | \$0                    | TBD/2021                               | n/a  | n/a   |
| PGE_Com_002 | Smart Labs  | Third-Party                            | Local                 | Local solicitations             | n/a         | n/a                    | 0.00                        | \$731,411              | \$0                    | TBD/2021                               | n/a  | n/a   |
| PGE_Ind_002 | Business Energy Performance Program                 | Third-Party                            | Local                 | Local solicitations             | n/a         | n/a                    | 1.30                        | \$5,934,442            | \$0                    | TBD/2021                               | n/a  | n/a   |
| PGE_Ind_003 | Industrial Systems Optimization Program             | Third-Party                            | Local                 | Local solicitations             | n/a         | n/a                    | 0.90                        | \$4,720,291            | \$0                    | TBD/2021                               | n/a  | n/a   |
| PGE_Pub_009 | Government & K-12 Comprehensive<br>Program          | Third-Party                            | Local                 | Local solicitations             | n/a         | n/a                    | 1.27                        | \$3,224,434            | \$0                    | TBD/2021                               | n/a  | n/a   |
| PGE_Pub_010 | RAPIDS Wastewater Treatment<br>Optimization Program | Third-Party                            | Local                 | Statewide solicitations         | n/a         | n/a                    | 0.24                        | \$629,350              | \$0                    | TBD/2021                               | n/a  | n/a   |
| PGE_Res_003 | Multifamily Energy Savings Program                  | Third-Party                            | Local                 | Statewide solicitations         | n/a         | n/a                    | 1.09                        | \$4,168,929            | \$0                    | TBD/2021                               | n/a  | n/a   |
| PGE_Pub_001 | Central Coast Leaders in Energy Action<br>Program   | Third-Party                            | Local                 | Statewide solicitations         | n/a         | n/a                    | 0.00                        | \$346,341              | \$0                    | TBD/2021                               | n/a  | n/a   |
| PGE_Pub_002 | Marin Energy Watch Partnership                      | Third-Party                            | Local                 | Statewide solicitations         | n/a         | n/a                    | 0.00                        | \$277,907              | \$0                    | TBD/2021                               | n/a  | n/a   |
| PGE_Pub_003 | Redwood Coast Energy Watch                          | Third-Party                            | Local                 | Statewide solicitations         | n/a         | n/a                    | 0.00                        | \$374,846              | \$0                    | TBD/2021                               | n/a  | n/a   |
| PGE_Pub_004 | Central California Energy Watch                     | Third-Party                            | Local                 | Local solicitations             | n/a         | n/a                    | 0.00                        | \$800,802              | \$0                    | TBD/2021                               | n/a  | n/a   |
| PGE_Pub_005 | San Mateo County Energy Watch<br>Program            | Third-Party                            | Local                 | Local solicitations             | n/a         | n/a                    | 0.00                        | \$448,606              | \$0                    | TBD/2021                               | n/a  | n/a   |
| PGE_Pub_006 | Energy Access SF                                    | Third-Party                            | Local                 | Local solicitations             | n/a         | n/a                    | 0.00                        | \$1,004,578            | \$0                    | TBD/2021                               | n/a  | n/a   |
| PGE_Pub_007 | Sierra Nevada Energy Watch                          | Third-Party                            | Local                 | Local solicitations             | n/a         | n/a                    | 0.00                        | \$746,897              | \$0                    | TBD/2021                               | n/a  | n/a   |
| PGE_Pub_008 | Sonoma Public Energy                                | Third-Party                            | Local                 | Statewide solicitations         | n/a         | n/a                    | 0.00                        | \$396,496              | \$0                    | TBD/2021                               | n/a  | n/a   |
| PGE_SW_FS   | Food Service POS                                    | Third-Party                            | SW                    | Local solicitations             | n/a         | n/a                    | 1.35                        | \$4,598,474            | \$0                    | TBD/2021                               | n/a  | n/a   |

Programs that are new in 2021

| Program ID      | Program Name  | Third-Party<br>Implemente<br>r or Core | Statewide<br>or Local | PA justification <sup>(a)</sup> | %<br>change | 2020<br>Claimed<br>TRC | 2021<br>Filed<br>TRC<br>(b) | 2021<br>ABAL<br>Budget | 2020<br>ABAL<br>Budget | Year program<br>started <sup>(c)</sup> | For existing third party implemented programs, MM/YY Program was due to sunset prior to PY 2021 ABAL planning and new 3P contracting (d) | For existing third party implemented programs, MM/YY Program is extended to as a result of PY 2021 ABAL planning and timing for new 3P contracts' ramp up (d) |
|-----------------|---|--|-----------------------|---------------------------------|-------------|------------------------|-----------------------------|------------------------|------------------------|--|--|---|
| PGE_SW_UL       | Lighting (Upstream)   | Third-Party                            | SW                    | Local solicitations             | n/a         | n/a                    | 1.07                        | \$3,824,503            | \$0                    | TBD/2021                               | n/a  | n/a   |
| PGE_SW_MCWH     | Midstream Comm Water Heating  | Third-Party                            | SW                    | Local solicitations             | n/a         | n/a                    | 2.91                        | \$4,546,753            | \$0                    | TBD/2021                               | n/a  | n/a   |
| PGE_SW_ETP_Gas  | Emerging Technologies Program, Gas  | Third-Party                            | SW                    | Local solicitations             | n/a         | n/a                    | 0.00                        | \$1,537,675            | \$0                    | TBD/2021                               | n/a  | n/a   |
| PGE_SW_PLA      | Plug Load and Appliance   | Third-Party                            | SW                    | Local solicitations             | n/a         | n/a                    | 0.98                        | \$3,469,126            | \$0                    | TBD/2021                               | n/a  | n/a   |
| PGE_SW_HVAC_Up  | Upstream HVAC (Comm + Res)  | Third-Party                            | SW                    | Local solicitations             | n/a         | n/a                    | 1.42                        | \$5,050,941            | \$0                    | TBD/2021                               | n/a  | n/a   |
| PGE_SW_WET_CC   | WE&T Career Connections   | Third-Party                            | SW                    | Local solicitations             | n/a         | n/a                    | 0.00                        | \$372,802              | \$0                    | TBD/2021                               | n/a  | n/a   |
| PGE_SW_WET_WORK | WE&T Career and Workforce Readiness   | Third-Party                            | SW                    | Local solicitations             | n/a         | n/a                    | 0.00                        | \$702,647              | \$0                    | TBD/2021                               | n/a  | n/a   |
| PGE_SW_IP_Gov   | Institutional Partnerships: Department of General Services and Department of Corrections and Rehabilitation | Third-Party                            | SW                    | Local solicitations             | n/a         | n/a                    | 0.00                        | \$256,545              | \$0                    | TBD/2021                               | n/a  | n/a   |

<sup>(</sup>a) See advice letter Section III.G, Tables 7 through 12 for more details on program changes justification.

<sup>(</sup>b) 2021 filed TRC represents reported results through Q1. TRC values are not representative of full-year performance, and are subject to change in future quarters. Any erroneous reporting values will be corrected in future reporting quarters.

<sup>(</sup>c) 2013 is the earliest program start year in this table because the majority of current Program IDs were introduced in 2013. Some programs may have been present prior to 2013 under a different (or possibly the same) program ID.

<sup>(</sup>d) In some cases the contract end date is unknown at the month level, in which case months are marked "TBD". Contract extension dates for program budgets increasing by 40% or more are marked as "n/a" because contracts will be in place at least through the end of 2021.

# **Attachment 3**

**Supplemental Budget Tables** 

# PG&E 2021 ABAL Attachment 3 – 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) 2021 Annual Budget Advice Letter filings. The three parties agreed on a template to be submitted with each PA's 2021 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 2021 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 3 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 3 for Supplemental Budget Information.

3. Staffing needs by department/organization, including current and forecast for 2021, as well as a description of what changes are expected in the near term (2022-23) or why it is impossible to predict beyond 2021, if that is the Program Administrator's position.

PG&E's staffing for 2019 and 2021 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 2021 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 2021 in anticipation of these changes but is not able to predict beyond 2021 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 2021 with more information, PG&E can provide an update to our 2022 ABAL 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 (2022-2023) or why it's impossible to predict beyond 2021, 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 3 for Supplemental Budget Information.

6. Explanation of method for forecasting costs.

PG&E's 2021 ABAL was forecasted using forecasting inputs for new local third-party programs, new statewide programs, and continuing existing programs. Forecast data for its new local third-party programs were based on inputs submitted by the third parties that were awarded contracts through PG&E's solicitations. In cases where commercial and residential sector new third-party program contracts are still pending, PG&E included placeholder forecasts. For new statewide programs in PG&E's forecast in which PG&E is the lead PA, PG&E developed the forecasts. For new statewide programs led by another PA, PG&E used forecast data provided by the lead PA.

Forecast 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 3 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 3 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                 | 2019 Expenditures | 2021 Forecast | Difference |
|-----------------------------|-------------------|---------------|------------|
| Program Design and Delivery | \$255.4           | \$195.6       | -\$59.8    |
| Program Fulfillment         | \$2.8             | \$2.1         | -\$0.7     |
| Operations Support          | \$14.3            | \$13.5        | -\$0.8     |
| Total*                      | \$272.5           | \$211.2       | -\$61.3    |

<sup>\*</sup>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.
- Addition of third-party and statewide contracts.
- 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 —Primarily driven by lower IT O&M costs and reduction in discretionary IT project spend. Absorbing costs for additional Policy, Strategy and Regulatory Reporting Compliance activity within the EE proceeding since 2019, including working towards statewide and outsourcing portfolio compliance targets, NMEC policy and reporting, potential and goals analysis and related filings, revised Business Plan development, continued ABAL filings, market transformation framework participation, among other activities.

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

1. 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.).

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

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

3. <u>Identify the EE functions that are most likely to be performed by employees who</u> 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. <u>Identify the EE O&M costs that are most likely to be spread to non-EE functions as well as EE, if any</u>

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

# II. BUDGET TABLES INCLUDING INFORMATION IDENTIFIED INTHE SCOPING MEMO<sup>1</sup>

#### 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 3 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

"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

<sup>&</sup>lt;sup>1</sup> A Scoping Memo was issued on April 14, 2017 seeking supplemental budget information from PAs. See D.18-05-041, p.6.

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 3 for Supplemental Budget Information. 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 2021 ABAL.

## PG&E 2021 ABAL Attachment 3: Supplemental Budget Information

## LIST OF ATTACHMENT 3 APPENDICES

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### PG&E 2021 ABAL Attachment 3: 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.

**Education Centers (Energy Centers)**: 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.

EE Quality Control and Communications (QC&C): The EE QC&C team includes the Deemed Platform Quality Control (DPQC) team, and the Custom Implementation Team (CIT),. QC&C is also responsible for oversight on EE Meter-based Platform Quality Control—including NMEC Quality Control—as well as our process improvement and guidance document oversight, and EE stakeholder communications and training. DPQC develops and maintains workpaper data that substantiate the energy savings for our deemed products. CIT reviews calculated incentive applications and manages the CPUC's Custom Project Review process for calculated projects. All parts of QC&C support the review of program data including savings claims that will be reported to the CPUC. Overall the QC&C team supports the delivery of accurate and compliant incentive program data across all channels by providing technical support, performing quality assurance activities, and managing EE-related communication and training with internal parties and external vendors.

**Field Engineering Services:** The Field Engineering Services team supports implementation and technical review of our calculated energy efficiency programs through on-site auditing services, calculation assistance, and technical support for our sales and service staff.

**Non-Residential Programs:** This team includes the Commercial Programs, Industrial, Agriculture, & Water Programs (IAW), and financing programs. The Commercial 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 Development & Customer Engagement (BDCE) Performance Reporting & Analysis: The BDCE Performance Reporting & Analysis team supports the Business Energy Solutions (BES) and Local Customer Experience (LCE) teams with performance management, quality assurance, process improvement, data mining, analysis, and reporting.

**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 Care Business Operations: The Business Operations team supports all of Customer Care (including EE) with transactional financial management including posting invoices and accruals, contract management, quality assurance, compliance, process improvement, and reporting. The team is also responsible for developing and implementing customer privacy and governance, overseeing risk management, regulatory compliance, and leads various significant Customer Care-wide projects and manages their transition to operation (such as records management).

**Customer Insights and Experience (CIX):** Customer Insights & Experience 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.

**Data and Energy Management Products:** The Data and Energy Management Products team leverages data of all kinds to better serve customers; works across the organization to tackle cross-cutting strategic issues related to customer data access and data governance. 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.

**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.

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

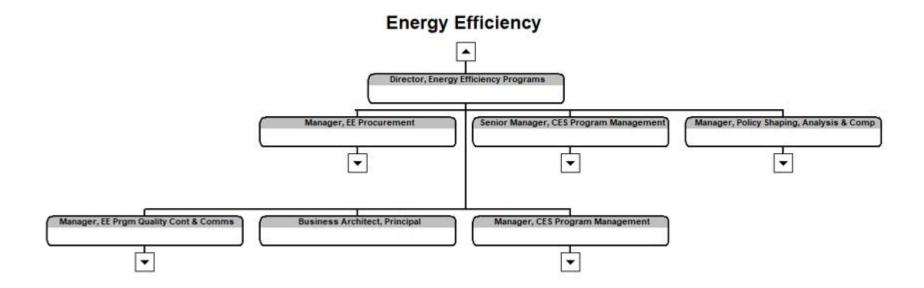
**Smarter Energy Line (SEL):** Smarter Energy Line (SEL) is a designated group of call center representatives that provide residential customers information about energy reduction, energy savings, rebates, energy efficient appliance options, Energy Partners, and PG&E's many program offerings. The team's 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.

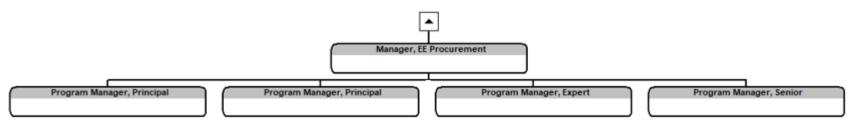
**Sourcing:** The Sourcing organization is the functional lead for the procurement of materials and services. The department collaborates with internal clients and suppliers to develop mutually beneficial total cost solutions for goods and services. To provide dedicated and expert service, the Sourcing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

## PG&E 2021 ABAL Attachment 3: Supplemental Budget Information

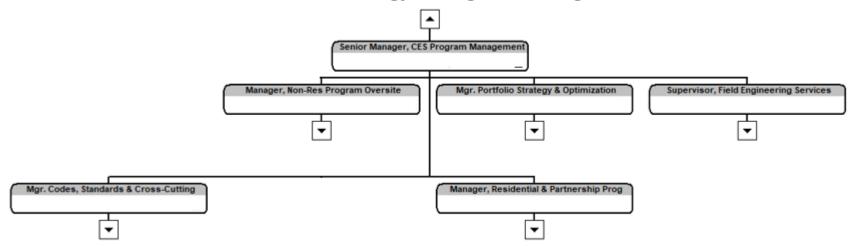
Appendix I.A.2.
PG&E's Energy Efficiency Department Organizational Charts as of August 3, 2020



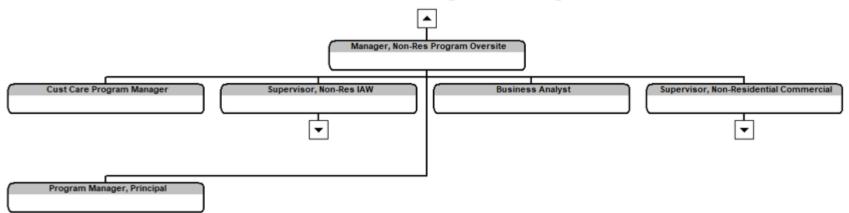
## **EE Procurement**



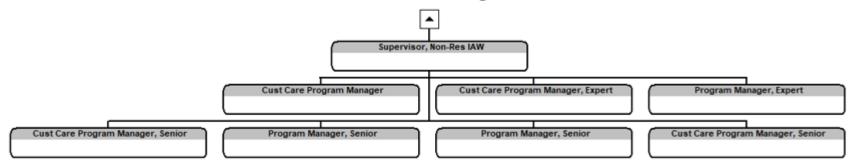
# Portfolio Strategy & Program Oversight



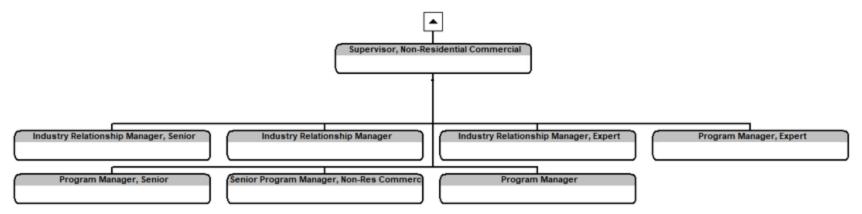
## Non-Residential Program Oversight



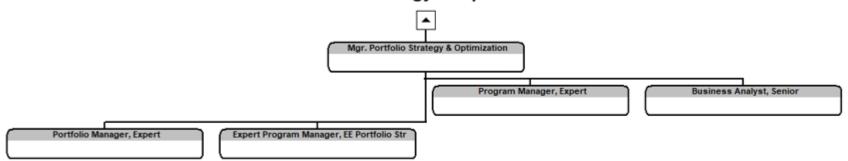
# Non-Res IAW Programs



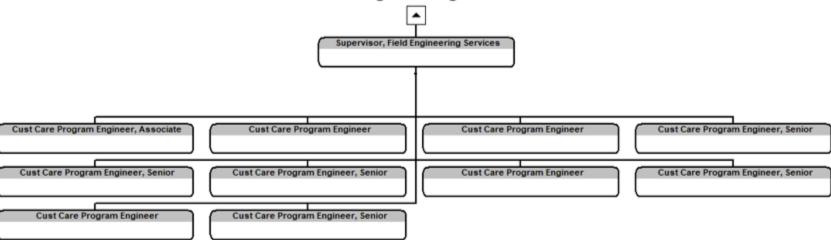
### **Non-Residential Commercal**



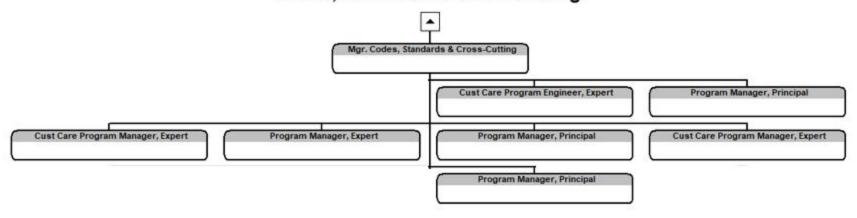
# Portfolio Strategy & Optimization



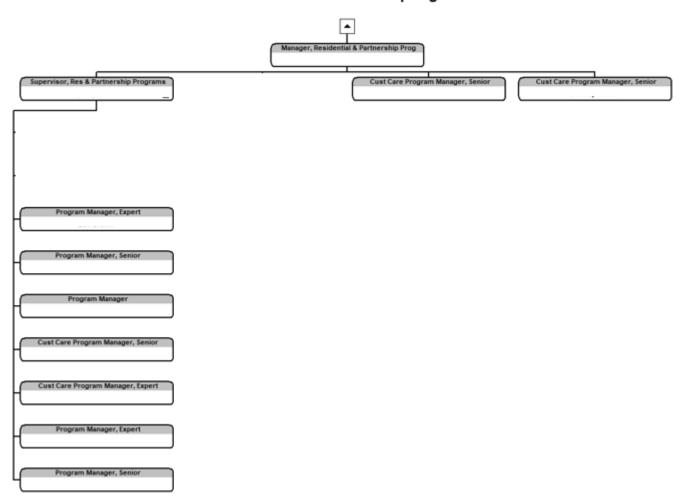
## Field Engineering Services



## Codes, Standards & Cross-Cutting



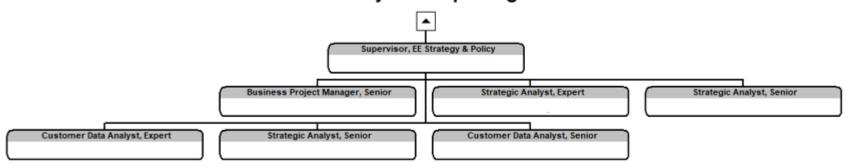
## Residential & Partnership Prgms



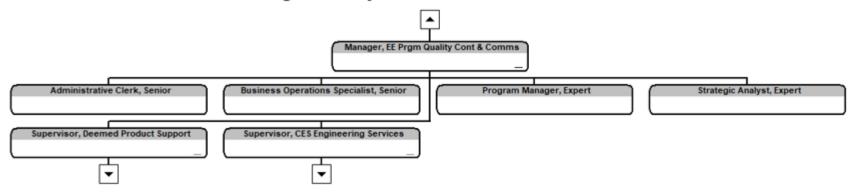
# Policy Shaping, Analytics & Compliance



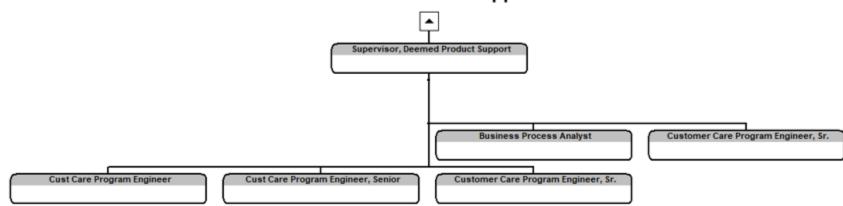
# **Policy and Reporting**



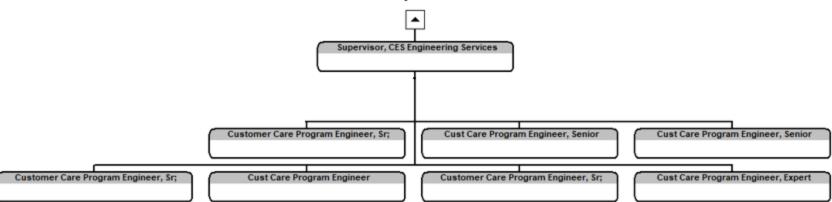
## **EE Prgm Quality Control & Communications**



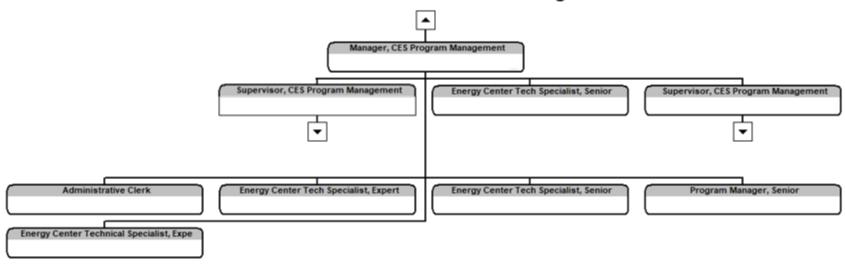
## **Deemed Product Support**



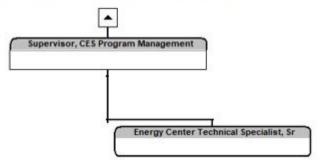
## **Custom Implementation**



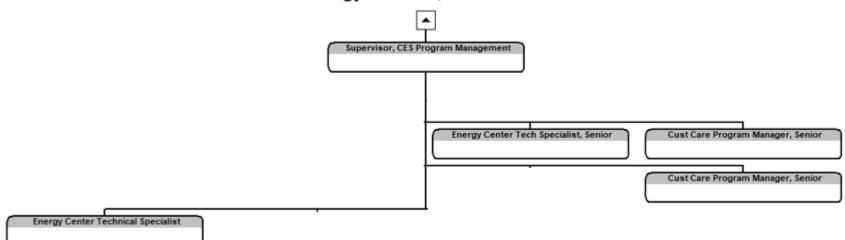
## **Workforce Education & Training**



### **Energy Centers, Commercial**



### **Energy Centers, Residential**



### **Organizations Outside of EE**

- Application Management
- Applied Technical Services
- BDCE Performance Reporting & Analysis
- Business Energy Solutions
- · Business Finance
- Central Inspections
- Customer Care Business Operations
- Customer Insights and Experience
- Data and Energy Management Products
- EM&V
- System Administration
- Financial Reporting & Governance
- IT
- Law
- Local Customer Experience
- Call Center
- Smarter Energy Line
- · Solutions Marketing
- Sourcing

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

| Sector  | Cost Element | Functional Group  | 2019 EE<br>Expenditures<br>(\$Million) | 2021 EE<br>Budget<br>(\$Million) | Difference | Drivers   |
|---|--------------|---|--|----------------------------------|------------|---|
| PG&E Portfolio<br>including EM&V and<br>DSM, excluding OBF<br>Loan Pool | Labor (1)    | Policy, Strategy, and<br>Regulatory Reporting<br>Compliance | \$3.9                                  | \$3.9                            | \$0.0      | Absorbing costs for additional activity within the EE proceeding since 2019, including working towards statewide and outsourcing portfolio compliance targets, NMEC policy and reporting, potential and goals analysis and related filings, revised Business Plan development, continued ABAL filings, market transformation framework participation, among other activities. |
|   |              | Program Management  | \$13.7                                 | \$12.3                           | -\$1.4     | Reduction in PM staffing as more of the Portfolio transitions to 3rd party implemented programs.  |
|   |              | Engineering services  | \$6.4                                  | \$6.6                            | \$0.2      | Plan to transition down consultant work and bring it back in house, as well as scale with lower demand for custom work.   |
|   |              | Customer<br>Application/Rebate/Incentive<br>Processing      | \$1.9                                  | \$1.4                            | -\$0.5     | Reduction in rebate processing as volume is lower.  |
|   |              | Customer Project Inspections                                | \$0.7                                  | \$0.6                            | -\$0.2     | Decreased volume in project inspections.  |
|   |              | Portfolio Analytics   | \$1.2                                  | \$1.0                            | -\$0.2     | Small decrease due to efficiencies in analytical processes.   |
|   |              | ME&O (Local)  | \$2.4                                  | \$2.4                            | \$0.0      | Immaterial.   |
|   |              | Account Management / Sales                                  | \$9.2                                  | \$8.7                            | -\$0.5     | Reduction in account management staffing due to lower volume in PG&E-led core programs and overall decrease in EE projects in the Non-Residential sectors (Commercial, Industrial, Agriculture, Public)   |
|   |              | IT  | \$4.5                                  | \$3.6                            | -\$0.9     | Decrease due to lower O&M costs and reduction in discretionary project spend.   |
|   |              | Call Center   | \$0.4                                  | \$0.4                            | \$0.0      | Immaterial.   |
|   |              | EM&V  | \$1.2                                  | \$1.1                            | -\$0.1     | Immaterial.   |
|   | Labor Total  |   | \$45.6                                 | \$42.1                           | -\$3.5     | Reduction includes absorbing two years of annual inflation.   |

| Sector | Cost Element | Functional Group  | 2019 EE<br>Expenditures<br>(\$Million) | 2021 EE<br>Budget<br>(\$Million) | Difference | Drivers  |
|--------|--------------|---|--|----------------------------------|------------|--|
|        | Non-Labor    | Third-Party Implementer Contracts (as defined per D.16-08-019, OP 10) | \$15.1                                 | \$67.4                           | \$52.4     | N/A as these are outsourced costs and the question asks for drivers of in-house costs.   |
|        |              | Local/Government Partnerships<br>Contracts (3)                        | \$11.6                                 | \$0.0                            | -\$11.6    | N/A as these are outsourced costs and the question asks for drivers of in-house costs.  Note: Local/Government Partnerships Contracts have been re-contracted and are now included as Third-Party Implementer Contracts. |
|        |              | Other Contracts   |  |                                  |            |  |
|        |              | Program Implementation  | \$70.0                                 | \$31.0                           | -\$39.0    | Reduced existing programs' contracts spend to make room for new third-party and statewide contracts.   |
|        |              | Policy, Strategy, and<br>Regulatory Reporting<br>Compliance           | \$0.8                                  | \$1.2                            | \$0.4      | CAEECC and other ad hoc regulatory support contracts (e.g. Potential and Goals).   |
|        |              | Program Management  | \$2.7                                  | \$2.2                            | -\$0.4     | Reduction in contractors supporting program management.  |
|        |              | Engineering services  | \$6.8                                  | \$4.7                            | -\$2.1     | Plan to transition down consultant work and bring it back in house, as well as scale with lower demand for custom work.  |
|        |              | Customer Application/Rebate/Incentive Processing                      | \$0.2                                  | \$0.2                            | \$0.0      | Immaterial.  |
|        |              | Customer Project<br>Inspections                                       | \$0.0                                  | \$0.0                            | \$0.0      | Immaterial.  |
|        |              | Portfolio Analytics   | \$0.0                                  | \$0.0                            | \$0.0      | Immaterial.  |
|        |              | ME&O (Local)  | \$5.9                                  | \$4.7                            | -\$1.2     | Reduction in Marketing costs as Portfolio transitions to third-party implemented and implementers take on more of the marketing efforts of their respective programs.  |
|        |              | Account Management /<br>Sales   | \$0.2                                  | \$0.2                            | \$0.0      | Immaterial.  |
|        |              | IT  | \$4.7                                  | \$4.3                            | -\$0.4     | Decrease due to lower O&M costs and reduction in discretionary project spend.  |
|        |              | Call Center   | \$0.0                                  | \$0.0                            | \$0.0      | Immaterial.  |
|        |              | EM&V  | \$13.2                                 | \$8.4                            | -\$4.8     | EM&V budgets are set at 4% and spend typically occurs in future years.   |
|        |              | Facilities  |  |                                  |            | Included in Labor.   |

| Sector | Cost Element                               | Functional Group   | 2019 EE<br>Expenditures<br>(\$Million) | 2021 EE<br>Budget<br>(\$Million) | Difference | Drivers   |
|--------|--|--|--|----------------------------------|------------|---|
|        |  | Incentives(PA-Implemented and Other Contracts Program Implementation) Programs | \$100.8                                | \$25.4                           | -\$75.4    | Reduced existing programs' contracts & incentives spend to make room for new third-party and statewide contracts.   |
|        |  | IncentivesThird Party Program<br>(as defined per D.16-08-019, OP<br>10)        | \$9.6                                  | \$29.1                           | \$19.4     | N/A as these are outsourced costs and the question asks for drivers of in-house costs.  |
|        | Non-Labor Total                            |  | \$241.4                                | \$178.6                          | -\$62.7    |   |
| Total  |  |  | \$287.0                                | \$220.7                          | -\$66.2    |   |
|        | Other<br>(collected<br>through GRC)<br>(2) | Labor Overheads  | \$6.4                                  | \$6.0                            | -\$0.4     | 2021 benefits burden amount represents estimated 2021 benefit burden expenditures. This estimate is calculated based on 2019 expenditures, reduction in 2021 FTEs forecast from 2019 FTEs, and 3% forecast inflation. The actual amount may differ based on the Benefit Burden decision rendered in the GRC proceeding. |

- 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. The 2020-2022 GRC Decision is still pending at the time of this filling.

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

| Functional Group                                      | 2019 EE Portfolio<br>FTE | 2021 EE Portfolio<br>FTE |
|---|--------------------------|--------------------------|
| Policy, Strategy, and Regulatory Reporting Compliance | 35.1                     | 33.1                     |
| Program Management                                    | 68.4                     | 57.7                     |
| Engineering Services                                  | 38.6                     | 37.6                     |
| Customer Application/Rebate/Incentive Processing      | 22.8                     | 15.6                     |
| Customer Project Inspections                          | 5.4                      | 3.9                      |
| Portfolio Analytics                                   | 7.1                      | 5.6                      |
| EM&V  | 7.0                      | 6.1                      |
| ME&O  | 11.1                     | 10.6                     |
| Account Management / Sales                            | 63.6                     | 56.7                     |
| IT  | 41.2                     | 31.2                     |
| Call Center   | 1.6                      | 1.7                      |
| Total   | 301.8                    | 259.7                    |

<sup>(1) 2021</sup> FTEs were calculated based on the change in labor costs between 2019 and 2021 (adjusted for a 3% escalation/year) and applying that change to 2019 FTEs.

## 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<br>Category              | Detailed Definition   |
|---|--|-------------------------------------|---|
| Policy, Strategy, and<br>Regulatory Reporting<br>Compliance | Includes <b>p</b> olicy, strategy, compliance, audits and regulatory support   | Planning &<br>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<br>Regulatory Support       | Case management for EE proceedings  |
|   |  | Program<br>Management &<br>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   |
| Program management  | Includes labor, contracts,<br>admin costs for program<br>design, program<br>implementation, product<br>and channel management<br>for all sectors | Product<br>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<br>Management               | от от <sub>р</sub> то р то  |
|   |  | Contract<br>Management              | Budget forecasting, spend tracking, invoice processing, and contract management with vendors and suppliers; Regulatory support for ME&O activities  |
|   | Includes engineering,<br>project management, and<br>contracts associated with  | Custom project support              | Management of Emerging Products projects; Customized reviews; LCR/RFO support; Ex-  |
| Engineering Services  | workpaper development<br>and pre/post sales project<br>technical reviews and design<br>assistance  | Deemed<br>workpapers                | ante review management; Technical policy support; Technical assessments; Workpapers; Tool development; End use subject matter expertise   |
|   |  | Project<br>management               |   |

| Aggregated Category                                  | Definition   | Functional<br>Category                | Detailed Definition  |
|--|--|---------------------------------------|--|
| Customer Application/Rebate and Incentive Processing | Costs associated with application management and rebate and incentive processing (deemed and custom) | Rebate &<br>Application<br>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 Studies                          | Program and product review; manage evaluation studies  |
| EM&V   | EM&V expenditures  | 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  | Marketing                             | Customer Programs, Products, and Services Marketing; Digital Product Development; Digital Content & Optimization   |
| MEQU   | EE marketing; no statewide; focus on outsourced portion  | 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<br>Management                 |  |
|  |  | IT - project specific                 | Projects and minor enhancements. Includes project management/business integration  |
| IT   | IT project specific costs and regular O&M  | IT – regular operations & maintenance | ("PMO/BID"). Excluded: maintenance (which SCE defines as when something goes down, normal batch processing, verifying interfaces, etc.).   |
| 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   | 2019 EE<br>Portfolio<br>Expenditures<br>(\$Million) | 2021 EE<br>Portfolio<br>Budget<br>(\$Million) |
|----------------|-----------------------------------|--|---|---|
| Residential    | Labor (1)                         | Policy, Strategy, and Regulatory Reporting Compliance                          | \$1.6   | \$1.0   |
|                |                                   | Program Management   | \$2.7   | \$2.3   |
|                |                                   | Engineering services   | \$0.5   | \$0.3   |
|                |                                   | Customer Application/Rebate/Incentive Processing                               | \$0.4   | \$0.2   |
|                |                                   | Customer Project Inspections   | \$0.3   | \$0.1   |
|                |                                   | Portfolio Analytics  | \$0.4   | \$0.2   |
|                |                                   | ME&O (Local)   | \$0.8   | \$1.0   |
|                |                                   | Account Management / Sales   | \$0.0   | \$0.0   |
|                |                                   | IT   | \$1.3   | \$1.1   |
|                |                                   | Call Center  | \$0.4   | \$0.1   |
|                | Labor Total                       |  | \$8.4   | \$6.3   |
|                | Non-Labor                         | Third-Party Implementer (as defined per D.16-08-019, OP 10)                    | \$1.7   | \$26.8  |
|                |                                   | Local/Government Partnerships Contracts  | \$0.0   | \$0.0   |
|                |                                   | Other Contracts  |   |   |
|                |                                   | Program Implementation   | \$15.1  | \$1.9   |
|                |                                   | Policy, Strategy, and Regulatory Reporting Compliance                          | \$0.2   | \$0.3   |
|                |                                   | Program Management   | \$0.8   | \$0.5   |
|                |                                   | Engineering services   | \$0.6   | \$0.2   |
|                |                                   | 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)   | \$2.1   | \$2.2   |
|                |                                   | Account Management / Sales   | \$0.0   | \$0.0   |
|                |                                   | IT   | \$1.6   | \$1.3   |
|                |                                   | Call Center  | \$0.0   | \$0.0   |
|                |                                   | Facilities   | \$0.0   | \$0.0   |
|                |                                   | Incentives(PA-implemented and Other Contracts Program Implementation) Programs | \$48.5  | \$4.8   |
|                |                                   | IncentivesThird Party Program (as defined per D.16-08-019, OP 10)              | \$10.0  | \$5.5   |
|                | Non-Labor Total                   | \$80.7   | \$43.6  |   |
| Residential To |                                   |  | \$89.1  | \$49.9  |
|                | Other (litigated through GRC) (2) | Labor Overheads  | \$1.2   | \$0.9   |

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. The 2020-2022 GRC Decision is still pending at the time of this filling.

| Sector | Cost<br>Element | Functional Group | 2019 EE<br>Portfolio<br>Expenditures<br>(\$Million) | 2021 EE<br>Portfolio<br>Budget<br>(\$Million) |
|--------|-----------------|------------------|---|---|
|--------|-----------------|------------------|---|---|

| Commercial    | Labor(1)                       | Policy, Strategy, and Regulatory Reporting Compliance                          | \$0.7  | \$0.8  |
|---------------|--------------------------------|--|--------|--------|
|               |                                | Program Management   | \$2.4  | \$2.3  |
|               |                                | Engineering services   | \$2.4  | \$2.0  |
|               |                                | Customer Application/Rebate/Incentive Processing                               | \$0.5  | \$0.2  |
|               |                                | Customer Project Inspections   | \$0.4  | \$0.3  |
|               |                                | Portfolio Analytics  | \$0.3  | \$0.2  |
|               |                                | ME&O (Local)   | \$1.2  | \$0.8  |
|               |                                | Account Management / Sales   | \$3.3  | \$2.3  |
|               |                                | IT   | \$1.1  | \$0.7  |
|               |                                | Call Center  | \$0.0  | \$0.1  |
|               | Labor Total                    |  | \$12.2 | \$9.5  |
|               | Non-Labor                      | Third-Party Implementer (as defined per D.16-08-019, OP 10)                    | \$0.3  | \$19.4 |
|               |                                | Local/Government Partnerships Contracts (3)                                    | \$0.0  | \$0.0  |
|               |                                | Other Contracts  |        |        |
|               |                                | Program Implementation   | \$19.3 | \$1.0  |
|               |                                | Policy, Strategy, and Regulatory Reporting Compliance                          | \$0.2  | \$0.3  |
|               |                                | Program Management   | \$0.5  | \$0.4  |
|               |                                | Engineering services   | \$2.6  | \$1.6  |
|               |                                | 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)   | \$2.3  | \$1.1  |
|               |                                | Account Management / Sales   | \$0.1  | \$0.0  |
|               |                                | IT   | \$1.2  | \$0.8  |
|               |                                | Call Center  | \$0.0  | \$0.0  |
|               |                                | Facilities   | \$0.0  | \$0.0  |
|               |                                | Incentives(PA-implemented and Other Contracts Program Implementation) Programs | \$28.6 | \$6.5  |
|               |                                | IncentivesThird Party Program (as defined per D.16-08-019, OP 10)              | \$0.0  | \$15.9 |
|               | Non-Labor T                    |  | \$55.1 | \$47.1 |
| Commercial To | Total                          |  | \$67.3 | \$56.6 |
|               | Other<br>(litigated<br>through |  | \$1.8  | \$1.4  |
|               | GRC) (2)                       | Labor Overheads  |        |        |

| Ī |            |              |   | 2019 EE      | 2021 EE     |
|---|------------|--------------|---|--------------|-------------|
| ١ | Cootor     | Cost Element | Functional Crown                                      | Portfolio    | Portfolio   |
|   | Sector     | Cost Element | Functional Group                                      | Expenditures | Budget      |
|   |            |              |   | (\$Million)  | (\$Million) |
| Ī | Industrial | Labor (1)    | Policy, Strategy, and Regulatory Reporting Compliance | \$0.2        | \$0.6       |
|   |            |              | Program Management                                    | \$1.0        | \$1.1       |

<sup>(1)</sup> Labor costs are already loaded with employee benefits costs.

<sup>(2)</sup> 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. The 2020-2022 GRC Decision is still pending at the time of this filling.

|                  |                                   | Engineering services   | \$1.0  | \$1.7  |
|------------------|-----------------------------------|--|--------|--------|
|                  |                                   | Customer Application/Rebate/Incentive Processing                               | \$0.1  | \$0.1  |
|                  |                                   | Customer Project Inspections   | \$0.0  | \$0.1  |
|                  |                                   | Portfolio Analytics  | \$0.1  | \$0.2  |
|                  |                                   | ME&O (Local)   | \$0.1  | \$0.1  |
|                  |                                   | Account Management / Sales   | \$1.7  | \$3.1  |
|                  |                                   | IT   | \$0.6  | \$0.5  |
|                  |                                   | Call Center  | \$0.0  | \$0.1  |
|                  | Labor Total                       |  | \$4.8  | \$7.5  |
|                  | Non-Labor                         | Third-Party Implementer (as defined per D.16-08-019, OP 10)                    | \$0.2  | \$5.1  |
|                  |                                   | Local/Government Partnerships Contracts (3)                                    | \$0.0  | \$0.0  |
|                  |                                   | Other Contracts  |        |        |
|                  |                                   | Program Implementation   | \$11.9 | \$3.8  |
|                  |                                   | Policy, Strategy, and Regulatory Reporting Compliance                          | \$0.1  | \$0.2  |
|                  |                                   | Program Management   | \$0.2  | \$0.3  |
|                  |                                   | Engineering services   | \$0.7  | \$0.8  |
|                  |                                   | 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  | \$0.1  |
|                  |                                   | Account Management / Sales   | \$0.0  | \$0.1  |
|                  |                                   | IT   | \$0.5  | \$0.6  |
|                  |                                   | Call Center  | \$0.0  | \$0.0  |
|                  |                                   | Facilities   | \$0.0  | \$0.0  |
|                  |                                   | Incentives(PA-implemented and Other Contracts Program Implementation) Programs | \$6.5  | \$6.5  |
|                  |                                   | IncentivesThird Party Program (as defined per D.16-08-019, OP 10) (3)          | -\$0.4 | \$3.9  |
|                  | Non-Labor Total                   |  | \$19.9 | \$21.4 |
| Industrial Total |                                   |  | \$24.7 | \$28.9 |
|                  | Other (litigated through GRC) (2) | Labor Overheads  | \$0.7  | \$1.1  |
|                  | _ \ <i>← J</i>                    | ı  | ψυ.1   | μ ψι.ι |

- (1) Labor costs are already loaded with employee benefits costs.(2) Negative incentives primarily represent a reversal of an accrual from the previous year.
- (3) 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. The 2020-2022 GRC Decision is still pending at the time of this filling.

|                 |                                |  | 2019 EE                   | 2021 EE             |
|-----------------|--------------------------------|--|---------------------------|---------------------|
|                 | Cost                           |  | Portfolio<br>Expenditures | Portfolio<br>Budget |
| Sector          | Element                        | Functional Group   | (\$Million)               | (\$Million)         |
| Agricultural    | Labor(1)                       | Policy, Strategy, and Regulatory Reporting Compliance                          | \$0.1                     | \$0.3               |
|                 |                                | Program Management   | \$0.6                     | \$0.5               |
|                 |                                | Engineering services   | \$0.8                     | \$0.6               |
|                 |                                | Customer Application/Rebate/Incentive Processing                               | \$0.1                     | \$0.1               |
|                 |                                | Customer Project Inspections   | \$0.0                     | \$0.1               |
|                 |                                | Portfolio Analytics  | \$0.1                     | \$0.1               |
|                 |                                | ME&O (Local)   | \$0.1                     | \$0.1               |
|                 |                                | Account Management / Sales   | \$1.1                     | \$1.3               |
|                 |                                | IT   | \$0.4                     | \$0.2               |
|                 |                                | Call Center  | \$0.0                     | \$0.0               |
|                 | Labor Total                    |  | \$3.3                     | \$3.3               |
|                 | Non-Labor                      | Third-Party Implementer (as defined per D.16-08-019, OP 10)                    | \$0.1                     | \$2.5               |
|                 |                                | Local/Government Partnerships Contracts (3)                                    | \$0.0                     | \$0.0               |
|                 |                                | Other Contracts  |                           |                     |
|                 |                                | Program Implementation   | \$1.3                     | \$0.0               |
|                 |                                | Policy, Strategy, and Regulatory Reporting Compliance                          | \$0.1                     | \$0.1               |
|                 |                                | Program Management   | \$0.2                     | \$0.2               |
|                 |                                | Engineering services   | \$0.5                     | \$0.2               |
|                 |                                | 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)   | \$0.3                     | \$0.2               |
|                 |                                | Account Management / Sales   | \$0.0                     | \$0.0               |
|                 |                                | IT   | \$0.3                     | \$0.3               |
|                 |                                | Call Center  | \$0.0                     | \$0.0               |
|                 |                                | Facilities   | \$0.0                     | \$0.0               |
|                 |                                | Incentives(PA-implemented and Other Contracts Program Implementation) Programs | \$4.9                     | \$4.7               |
|                 |                                | IncentivesThird Party Program (as defined per D.16-08-019, OP 10)              | \$0.0                     | \$2.4               |
|                 | Non-Labor 7                    | Total  | \$7.6                     | \$10.6              |
| Agricultural To | tal                            |  | \$10.9                    | \$13.9              |
|                 | Other<br>(litigated<br>through | Labor Overboods  | \$0.5                     | \$0.5               |
|                 | GRC) (2)                       | Labor Overheads  |                           |                     |

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

<sup>(2)</sup> 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. The 2020-2022 GRC Decision is still pending at the time of this filling.

|              |  |  | 2019 EE      | 2021 EE     |
|--------------|--|--|--------------|-------------|
|              |  |  | Portfolio    | Portfolio   |
| _            | Cost                                       |  | Expenditures | Budget      |
| Sector       | Element                                    | Functional Group   | (\$Million)  | (\$Million) |
| Public       | Labor(1)                                   | Policy, Strategy, and Regulatory Reporting Compliance                          | \$0.6        | \$0.3       |
|              |  | Program Management   | \$2.6        | \$1.4       |
|              |  | Engineering services   | \$0.2        | \$0.2       |
|              |  | Customer Application/Rebate/Incentive Processing                               | \$0.1        | \$0.1       |
|              |  | Customer Project Inspections   | \$0.0        | \$0.0       |
|              |  | Portfolio Analytics  | \$0.2        | \$0.1       |
|              |  | ME&O (Local)   | \$0.1        | \$0.0       |
|              |  | Account Management / Sales   | \$2.2        | \$1.5       |
|              |  | IT   | \$0.9        | \$0.3       |
|              |  | Call Center  | \$0.0        | \$0.0       |
|              | Labor Total                                |  | \$6.8        | \$4.0       |
|              | Non-Labor                                  | Third-Party Implementer (as defined per D.16-08-019, OP 10)                    | \$0.0        | \$5.2       |
|              |  | Local/Government Partnerships Contracts  | \$11.6       | \$0.0       |
|              |  | Other Contracts  | ,I           | ·           |
|              |  | Program Implementation   | \$8.6        | \$1.9       |
|              |  | Policy, Strategy, and Regulatory Reporting Compliance                          | \$0.2        | \$0.1       |
|              |  | Program Management   | \$0.3        | \$0.2       |
|              |  | Engineering services   | \$0.3        | \$0.2       |
|              |  | 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        | \$0.0       |
|              |  | Account Management / Sales   | \$0.0        | \$0.0       |
|              |  | IT   | \$0.9        | \$0.3       |
|              |  | Call Center  | \$0.0        | \$0.0       |
|              |  | Facilities   | \$0.0        | \$0.0       |
|              |  | Incentives(PA-implemented and Other Contracts Program Implementation) Programs | \$12.2       | \$2.8       |
|              |  | IncentivesThird Party Program (as defined per D.16-08-019, OP 10)              | \$0.0        | \$1.4       |
|              | Non-Labor To                               |  | \$34.3       | \$12.2      |
| Public Total |  |  | \$41.1       | \$16.1      |
|              | Other<br>(litigated<br>through<br>GRC) (2) | Labor Overheads  | \$0.9        | \$0.6       |

<sup>(1)</sup> Labor costs are already loaded with employee benefits costs.

<sup>(2)</sup> 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. The 2020-2022 GRC Decision is still pending at the time of this filling.

|               |  |  | 2019 EE                  | 2021 EE               |
|---------------|--|--|--------------------------|-----------------------|
|               | Coot                                       |  | Portfolio                | Portfolio             |
| Sector        | Cost<br>Element                            | Functional Group   | Expenditures (\$Million) | Budget<br>(\$Million) |
| Cross-        | Labor (1)                                  | Policy, Strategy, and Regulatory Reporting Compliance                          | \$0.7                    | \$0.9                 |
| cutting       |  | Program Management   | \$4.4                    | \$4.7                 |
|               |  | Engineering services   | \$1.6                    | \$1.9                 |
|               |  | Customer Application/Rebate/Incentive Processing                               | \$0.7                    | \$0.7                 |
|               |  | Customer Project Inspections   | \$0.0                    | \$0.0                 |
|               |  | Portfolio Analytics  | \$0.2                    | \$0.2                 |
|               |  | ME&O (Local)   | \$0.2                    | \$0.5                 |
|               |  | Account Management / Sales   | \$0.9                    | \$0.4                 |
|               |  | IT   | \$0.1                    | \$0.8                 |
|               |  | Call Center  | \$0.0                    | \$0.1                 |
|               | Labor Total                                | - Call Conton  | \$8.8                    | \$10.3                |
|               | Non-Labor                                  | Third-Party Implementer (as defined per D.16-08-019, OP 10)                    | \$12.8                   | \$8.3                 |
|               |  | Local/Government Partnerships Contracts  | \$0.0                    | \$0.0                 |
|               |  | Other Contracts  | ψ0.0                     | Ψ0.0                  |
|               |  | Program Implementation   | \$13.8                   | \$22.4                |
|               |  | Policy, Strategy, and Regulatory Reporting Compliance                          | \$0.1                    | \$0.3                 |
|               |  | Program Management   | \$0.7                    | \$0.6                 |
|               |  | Engineering services   | \$2.1                    | \$1.7                 |
|               |  | Customer Application/Rebate/Incentive Processing                               | \$0.1                    | \$0.1                 |
|               |  | Customer Project Inspections   | \$0.0                    | \$0.0                 |
|               |  | Portfolio Analytics  | \$0.0                    | \$0.0                 |
|               |  | ME&O (Local)   | \$0.7                    | \$1.0                 |
|               |  | Account Management / Sales   | \$0.0                    | \$0.0                 |
|               |  | IT   | \$0.3                    | \$0.9                 |
|               |  | Call Center  | \$0.0                    | \$0.0                 |
|               |  | Facilities   | \$0.0                    | \$0.0                 |
|               |  | Incentives(PA-implemented and Other Contracts Program Implementation) Programs | \$0.0                    | \$0.0                 |
|               |  | IncentivesThird Party Program (as defined per D.16-08-019, OP 10)              | \$0.0                    | \$0.0                 |
|               | Non-Labor                                  | Fotal  | \$30.5                   | \$35.4                |
| Cross-cutting | Total                                      | \$39.3   | \$45.7                   |                       |
|               | Other<br>(litigated<br>through<br>GRC) (2) | Labor Overheads  | \$1.3                    | \$1.5                 |

<sup>(1)</sup> Labor costs are already loaded with employee benefits costs.

<sup>(2)</sup> 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. The 2020-2022 GRC Decision is still pending at the time of this filling.

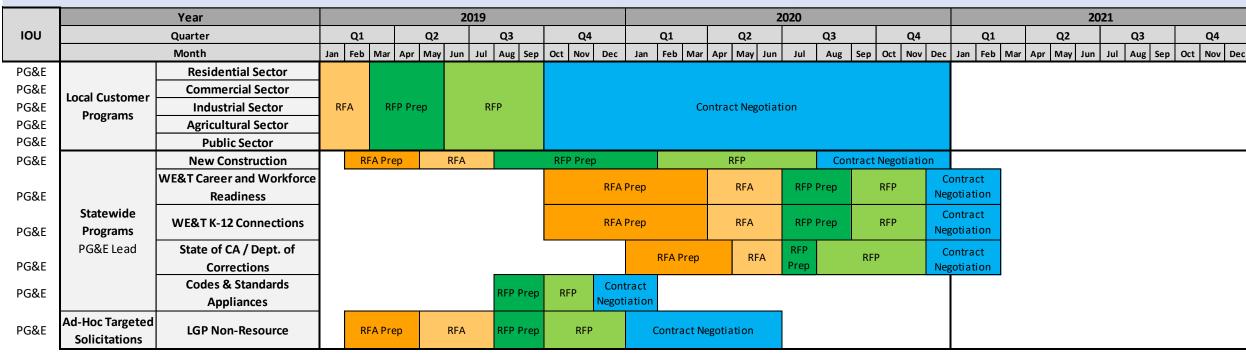
# Appendix II.A. Question C-8: Portfolio Summary

|                        | 2019 EE | Portfolio Expe                     | enditures (\$M | illion) |        | 2021 EE Portfoli                   | o Budget (\$Mi | llion)  | 2019 EE       | Portfolio S | avings  | 2021 EE Portfolio Forecasted Savings |         |         |  |
|------------------------|---------|------------------------------------|----------------|---------|--------|------------------------------------|----------------|---------|---------------|-------------|---------|--------------------------------------|---------|---------|--|
| Sector                 | Labor   | Non-Labor<br>(excl.<br>Incentives) | Incentives     | Total   | Labor  | Non-Labor<br>(excl.<br>Incentives) | Incentives     | Total   | KWH           | KW          | MTHERMS | KWH                                  | KW      | MTHERMS |  |
| Residential            | \$8.4   | \$22.2                             | \$58.5         | \$89.1  | \$6.3  | \$33.3                             | \$10.3         | \$49.9  | 319,006,980   | 53,794      | 4.6     | 178,135,896                          | 44,668  | 6.8     |  |
| Commercial             | \$12.2  | \$26.5                             | \$28.6         | \$67.3  | \$9.5  | \$24.7                             | \$22.4         | \$56.6  | 95,775,512    | 18,860      | 2.0     | 90,210,572                           | 12,868  | 3.7     |  |
| Agricultural           | \$3.3   | \$2.7                              | \$4.9          | \$10.9  | \$3.3  | \$3.5                              | \$7.1          | \$13.9  | 18,135,463    | 6,478       | 0.1     | 17,782,872                           | 3,962   | 0.1     |  |
| Industrial             | \$4.8   | \$13.9                             | \$6.0          | \$24.7  | \$7.5  | \$11.0                             | \$10.4         | \$28.9  | 18,362,190    | 1,325       | 5.4     | 47,017,763                           | 4,031   | 3.4     |  |
| Public (GP)            | \$6.8   | \$22.0                             | \$12.2         | \$41.1  | \$4.0  | \$8.0                              | \$4.2          | \$16.1  | 50,057,650    | 6,837       | 0.0     | 14,775,962                           | 1,701   | 0.2     |  |
| Cross<br>Cutting*      | \$8.8   | \$30.5                             | \$0.0          | \$39.3  | \$10.3 | \$35.4                             | \$0.0          | \$45.7  | 748,297,203   | 165,187     | 15.2    | 1,023,053,958                        | 220,550 | 14.6    |  |
| Total Sector<br>Budget | \$44.3  | \$117.8                            | \$110.4        | \$272.5 | \$40.9 | \$115.9                            | \$54.4         | \$211.2 | 1,249,634,998 | 252,480     | 27.3    | 1,370,977,024                        | 287,780 | 28.8    |  |
| DSM                    | \$0.0   | \$0.0                              | \$0.0          | \$0.0   | \$0.0  | \$0.0                              | \$0.0          | \$0.0   | n/a           | n/a         | n/a     | n/a                                  | n/a     | n/a     |  |
| EM&V-PA                | \$1.2   | \$1.2                              | \$0.0          | \$2.5   | \$1.1  | \$1.9                              | \$0.0          | \$3.0   | n/a           | n/a         | n/a     | n/a                                  | n/a     | n/a     |  |
| EM&V-ED                | \$0.0   | \$11.9                             | \$0.0          | \$11.9  | \$0.0  | \$6.5                              | \$0.0          | \$6.5   | n/a           | n/a         | n/a     | n/a                                  | n/a     | n/a     |  |
| OBF - Loan<br>Pool     | \$0.0   | \$0.0                              | \$31.1         | \$31.1  | \$0.0  | \$0.0                              | \$17.0         | \$17.0  | n/a           | n/a         | n/a     | n/a                                  | n/a     | n/a     |  |
| EE Total               | \$45.6  | \$131.0                            | \$141.4        | \$318.0 | \$42.1 | \$124.2                            | \$71.4         | \$237.7 | n/a           | n/a         | n/a     | n/a                                  | n/a     | n/a     |  |

<sup>\*</sup> Cross Cutting Sector includes Codes & Standards, Emerging Technologies, Workforce Education & Training, Financing.

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

# Joint IOU Energy Efficiency Solicitation Timeline Schedule as of 7/30/2020 (Schedule may be subject to change at IOU's discretion)



## **Attachment 4**

**Appendices** 

# PG&E 2021 ABAL Attachment 4 Appendix Tables

All Attachment 4 Appendix Tables are downloadable on PG&E's 2021 Budget Filing dashboard on CEDARS.

| Appendix Table Number                            | Location in Filing Materials              |  |  |  |  |  |  |
|--|---|--|--|--|--|--|--|
| Tables 1 – 8                                     | Included in this attachment.              |  |  |  |  |  |  |
| Table 9  | Included as Table 1 of the advice letter. |  |  |  |  |  |  |
| Table 10   | Included in this attachment.              |  |  |  |  |  |  |
| Tables 11 – 18 (and Functions Definitions table) | Included in Attachment 3 for Supplemental |  |  |  |  |  |  |
| Tables 11 – 18 (and Functions Delinitions table) | Budget Information.                       |  |  |  |  |  |  |
| Table 19   | Included in this attachment.              |  |  |  |  |  |  |

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

**Budget Year:** 2021

| Table 1 -Bill Payer Impacts - Rates by Customer Class |   |  |  |   |  |  |  |  |  |  |  |
|---|---|--|--|---|--|--|--|--|--|--|--|
|   | Electric Average Rate<br>(Res and Non-Res) \$/kwh | Gas Average Rate<br>(Non-CARE Residential)<br>\$/therm | Total Average Bill<br>Savings by Year (\$) | Total Average<br>Lifecycle Bill<br>Savings (\$) |  |  |  |  |  |  |  |
| Present Rates - System Average                        |   |  |  |   |  |  |  |  |  |  |  |
| 2018  | \$ 0.19545  | \$ 1.53810   | \$ 296,725,167                             | \$ 3,461,239,273                                |  |  |  |  |  |  |  |
| 2019  | \$ 0.20701  | \$ 1.56836   | \$ 301,462,245                             | \$ 3,456,129,207                                |  |  |  |  |  |  |  |
| 2020  | \$ 0.22169  | \$ 1.68169   | \$ 274,428,669                             | \$ 3,129,687,409                                |  |  |  |  |  |  |  |
| 2021*   | \$ 0.22213  | \$ 1.67328   | \$ 352,761,643                             | \$ 3,974,867,028                                |  |  |  |  |  |  |  |

#### \* = Based on current effective rates

- 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 5/1/2020, the bundled average electric rate is \$0.22169
- 8) As of 8/1/2020, the bundled average gas rate is 1.6656 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) 2018 and 2019 estimated bill savings are based on energy savings from program year annual reports, and 2020 and 2021 estimated bill savings are based on the 2020 and 2021 ABAL forecasts.

PA Name: Pacific Gas and Electric

Budget Year: 2021

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

| Table 2a - Electric Bill Payer Impacts - Current and Proposed | Kevenues and | Kates, Total and I | Energy Efficiency, by Custo | mer Class | <b>S</b> | 2019 Energy         |                        | 1               |     |               |                      | 1                        |               |                             |
|---|--------------|--------------------|-----------------------------|-----------|----------|---------------------|------------------------|-----------------|-----|---------------|----------------------|--------------------------|---------------|-----------------------------|
|   | 2010 1       | Energy Efficiency  |                             |           |          | Efficiency Portion  | 2020 Energy Efficiency |                 |     |               | 2021 Proposed Energy |                          |               | 2021 Energy Efficiency      |
|   |              | : Annual Revenue   |                             | 2010      | Electric | of Electric Average |                        | 2020 Percenta   | go. | 2020 Electric |                      | 2021 Proposed Percentage | 2021 Electric | Portion of Electric Average |
|   | Electric     | Change             | 2019 Percentage Change      |           | age Rate | Rate                | Change                 | Change In       | ge  | Average Rate  | Revenue Change       | Change In Electric       | Average Rate  | Rate                        |
| Customer Classes  |              | \$000              | In Electric Revenues        |           | kwh      | \$/kwh              | \$000                  | Electric Revenu | 100 | \$/kwh        | \$000                | Revenues                 | \$/kWh        | \$/kWh                      |
| Customer Classes  |              | \$000              | In Electric Revenues        | φ/        | KWII     | φ/KWII              | \$000                  | Electric Revent | ies | φ/KWII        | φυου                 | Revenues                 | φ/ΚΥΥΠ        | φ/ <b>K</b> VVII            |
| Bundled   |              |                    |                             |           |          |                     |                        |                 |     |               |                      |                          |               |                             |
| Residential   | \$           | 73,572             | 2.3%                        | \$        | 0.21522  | \$ 0.00488          | \$ 35,082              | 1.1%            | \$  | 0.22913       | \$ 7,132             | 0.2%                     | \$ 0.22976    | \$ 0.00304                  |
| Commercial - Small  | \$           | 20,179             | 2.2%                        | \$        | 0.24953  | \$ 0.00532          | \$ 8,713               | 1.1%            | \$  | 0.26618       | \$ 1,771             | 0.2%                     | \$ 0.26627    | \$ 0.00334                  |
| Commercial - Medium   | \$           | 14,730             | 2.0%                        | \$        | 0.22316  | \$ 0.00434          | \$ 6,966               | 1.0%            | \$  | 0.23721       | \$ 1,416             | 0.2%                     | \$ 0.23740    | \$ 0.00271                  |
| Commercial - Large  | \$           | 17,372             | 2.0%                        | \$        | 0.19801  | \$ 0.00383          | \$ 8,377               | 1.0%            | \$  | 0.20694       | \$ 1,703             | 0.2%                     | \$ 0.20726    | \$ 0.00238                  |
| Streetlights  | \$           | 720                | 2.1%                        | \$        | 0.25842  | \$ 0.00522          | \$ 235                 | 0.9%            | \$  | 0.30458       | \$ 48                | 0.2%                     | \$ 0.30463    | \$ 0.00325                  |
| Standby   | \$           | 1,431              | 2.9%                        | \$        | 0.15881  | \$ 0.00454          | \$ 1,033               | 1.2%            | \$  | 0.18482       | \$ 210               | 0.2%                     | \$ 0.18577    | \$ 0.00271                  |
| Agricultural  | \$           | 18,001             | 1.9%                        | \$        | 0.21202  | \$ 0.00388          | \$ 9,005               | 0.8%            | \$  | 0.25109       | \$ 1,831             | 0.2%                     | \$ 0.25146    | \$ 0.00235                  |
| Industrial  | \$           | 17,662             | 1.7%                        | \$        | 0.15858  | \$ 0.00272          | \$ 8,926               | 0.8%            | \$  | 0.16657       | \$ 1,815             | 0.2%                     | \$ 0.16696    | \$ 0.00167                  |
| <u>Direct Access Service</u>                                  |              |                    |                             |           |          |                     |                        |                 |     |               |                      |                          |               |                             |
| Residential   | \$           | 63,999             | 3.2%                        | \$        | 0.15968  | \$ 0.00488          | \$ 35,126              | 1.5%            | \$  | 0.17293       | \$ 7,141             | 0.3%                     | \$ 0.17362    | \$ 0.00304                  |
| Commercial - Small  | \$           | 23,561             | 3.5%                        | \$        | 0.15903  | \$ 0.00532          | \$ 13,309              | 1.6%            | \$  | 0.17919       | \$ 2,706             | 0.3%                     | \$ 0.17929    | \$ 0.00334                  |
| Commercial - Medium   | \$           | 23,919             | 3.5%                        | \$        | 0.12799  | \$ 0.00434          | \$ 11,914              | 1.5%            | \$  | 0.14831       | \$ 2,422             | 0.3%                     | \$ 0.14850    | \$ 0.00271                  |
| Commercial - Large  | \$           | 34,856             | 3.8%                        | \$        | 0.10359  | \$ 0.00383          | \$ 18,340              | 1.7%            | \$  | 0.11757       | \$ 3,728             | 0.3%                     | \$ 0.11788    | \$ 0.00238                  |
| Streetlights  | \$           | 645                | 3.2%                        | \$        | 0.16670  | \$ 0.00522          | \$ 427                 | 1.6%            | \$  | 0.17360       | \$ 87                | 0.3%                     | \$ 0.17365    | \$ 0.00325                  |
| Standby   | \$           | 159                | 3.1%                        | \$        | 0.15321  | \$ 0.00454          | \$ 111                 | 1.4%            | \$  | 0.16453       | \$ 23                | 0.3%                     | \$ 0.16524    | \$ 0.00271                  |
| Agricultural  | \$           | 3,783              | 2.7%                        | \$        | 0.14988  | \$ 0.00388          | \$ 2,021               | 1.2%            | \$  | 0.16531       | \$ 411               | 0.2%                     | \$ 0.16567    | \$ 0.00235                  |
| Industrial  | \$           | 26,304             | 4.1%                        | \$        | 0.06828  | \$ 0.00272          | \$ 13,105              | 1.8%            | \$  | 0.07743       | \$ 2,664             | 0.4%                     | \$ 0.07779    | \$ 0.00168                  |
| Departed Load   | \$           | 6,360              | 25.2%                       |           |          |                     | \$ 4,803               | 10.6%           |     |               | \$ 976               | 2.0%                     |               |                             |

 $<sup>\</sup>ast$  2020 total revenues from May 1, 2020 Rate Change as filed in AL 5661-E

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

| Customer Classes                          | Gas A | Energy Efficiency<br>Annual Revenue<br>Change *<br>\$000 | 2019 Percentage Change<br>In Gas Revenue | 2019 Gas<br>Average Rate<br>\$/therm | 2019 Energy<br>Efficiency Portion<br>of Gas Average<br>Rate<br>\$/therm | 2020 Energy Efficiency Gas<br>Annual Revenue Change<br>\$000 | 2020 Percentage<br>Change In Gas<br>Revenue | e  | 2020 Gas<br>Average Rate<br>\$/therm | 2021 Proposed Energy<br>Efficiency Gas Annual<br>Revenue Change<br>\$000 | 2021 Proposed Percentage<br>Change In Gas Revenue | 2021 Gas<br>Average Rate<br>\$/therm | 2021 Energy Efficiency<br>Portion of Gas Average Rat<br>\$/therm |
|---|-------|--|--|--------------------------------------|---|--|---|----|--------------------------------------|--|---|--------------------------------------|--|
| Core Retail Bundled                       |       | ,  |  |                                      |   |  |   |    |                                      |  | <b>g</b>  |                                      |  |
| Residential - Non-CARE                    | \$    | 16,264   | 0.8%                                     | \$ 1.5684                            | \$ 0.0127   | \$ 3,986   | 0.2%  | \$ | 1.6817                               | \$ (10,833)  | -0.5%   | \$ 1.6733                            | \$ 0.0073  |
| Residential - CARE                        | \$    | 4,245  | 0.8%                                     | \$ 1.2443                            | \$ 0.0127   | \$ 1,040   | 0.2%  | \$ | 1.3247                               | \$ (2,828)   | -0.5%   | \$ 1.3163                            | \$ 0.0073  |
| Commercial - Small                        | \$    | 12,822   | 2.4%                                     | \$ 1.0966                            | \$ 0.0293   | \$ 3,142   | 0.6%  | \$ | 1.2146                               | \$ (8,540)   | -1.5%   | \$ 1.1953                            | \$ 0.0168  |
| Commercial - Large                        | \$    | 704  | 2.1%                                     | \$ 0.7631                            | \$ 0.0197   | \$ 173   | 0.6%  | \$ | 0.8316                               | \$ (469)   | -1.5%   | \$ 0.8187                            | \$ 0.0113  |
| Commercial - Natural Gas Vehicle          | \$    | -  | 0.0%                                     |                                      |   |  |   |    |                                      |  |   |                                      |  |
| Core Retail - Transportation Only         |       |  |  |                                      |   |  |   |    |                                      |  |   |                                      |  |
| Residential - Non-CARE                    | \$    | 1,951  | 1.1%                                     | \$ 1.2533                            | \$ 0.0127   | \$ 478   | 0.3%  | \$ | 1.3501                               | \$ (1,299)   | -0.7%   | \$ 1.3417                            | \$ 0.0073  |
| Residential - CARE                        | \$    | 509  | 1.1%                                     | \$ 0.9292                            | \$ 0.0127   | \$ 125   | 0.3%  | \$ | 0.9932                               | \$ (339)   | -0.7%   | \$ 0.9848                            | \$ 0.0073  |
| Commercial - Small                        | \$    | 9,483  | 3.7%                                     | \$ 0.7979                            | \$ 0.0293   | \$ 2,324   | 0.8%  | \$ | 0.9031                               | \$ (6,316)   | -2.1%   | \$ 0.8838                            | \$ 0.0168  |
| Commercial - Large                        | \$    | 613  | 3.7%                                     | \$ 0.4932                            | \$ 0.0197   | \$ 150   | 0.9%  | \$ | 0.5571                               | \$ (408)   | -2.3%   | \$ 0.5441                            | \$ 0.0113  |
| Commercial - Natural Gas Vehicle          | \$    | -  |  |                                      |   |  |   |    |                                      |  |   |                                      |  |
| Noncore- Transportation Only <sup>2</sup> |       |  |  |                                      |   |  |   |    |                                      |  |   |                                      |  |
| Industrial - Distribution                 | \$    | 7,344  | 8.2%                                     | \$ 0.3761                            | \$ 0.0294   | \$ 1,800   | 1.8%  | \$ | 0.3964                               | \$ (4,892)   | -4.8%   | \$ 0.3770                            | \$ 0.0169  |
| Industrial - Transmission                 | \$    | 13,830   | 5.7%                                     | \$ 0.2011                            | \$ 0.0084   | \$ 3,354   | 1.2%  | \$ | 0.2003                               | \$ (9,193)   | -3.3%   | \$ 0.1947                            |  |
| Industrial - Backbone                     | \$    | 112  | 15.6%                                    | \$ 0.1071                            | \$ 0.0084   | \$ 63  | 8.1%  | \$ | 0.0930                               | \$ (93)  | -11.1%  | \$ 0.0874                            | \$ 0.0049  |
| Electric Generation                       |       |  | 0.0%                                     |                                      |   |  |   |    |                                      |  |   |                                      |  |
| Natural Gas Vehicle                       |       |  | 0.0%                                     |                                      |   |  |   |    |                                      |  |   |                                      |  |
| Wholesale                                 |       |  | 0.0%                                     |                                      |   |  |   |    |                                      |  |   |                                      |  |
| Unbundled Backbone and Storage            |       |  | 0.0%                                     |                                      |   |  |   |    |                                      |  |   |                                      |  |
| Total Annual Revenue Requirement          | \$    | 67,877   | 1.5%                                     |                                      |   | \$ 16,636  |   |    |                                      | \$ (45,210)  |   |                                      |  |

<sup>\*2019</sup> Energy Efficiency Revenues were allocated based on the adopted GCAP volumes (D. 19-10-036) in order to isolate the impacts of the change in Energy Efficiency Revenues only.

\*\* Gas revenue requirements from Appendix Table 3c are reflected in this rate impact table.

<sup>\*\*</sup> Electric revenue requirements from Appendix Table 3c are reflected in this rate impact table.

PA Name: Pacific Gas and Electric Company

Budget Year: 2021

Table 3a - Budget and Cost Recovery by Funding Source

|   | 2021           |
|---|----------------|
| 2021 EE Portfolio Budget                              | \$ 274,557,408 |
| Unspent/Uncommitted Program Carryover Funds from 2020 | \$ 24,074,755  |
| Total Funding Request for 2021 EE Portfolio           | \$ 250,482,654 |

Table 3b - Budget by Funding Source [1]

| 2021 Authorized (Before Carryover) | 2021 Budget    | Allocation |
|------------------------------------|----------------|------------|
| Electric Procurement EE Funds      | \$ 228,031,841 | 83.05%     |
| Gas PPP Surcharge Funds            | \$ 46,525,567  | 16.95%     |
| Total Funds                        | \$ 274,557,408 | 100%       |

Table 3c - Revenue Requirement for Cost Recovery by Funding Source

|  |                | Allocation after |
|--|----------------|------------------|
|  | 2021 Revenue   | Carryover        |
| 2021 Authorized Funding in Rates (including carryover) | Requirement    | adjustment       |
| Electric Procurement EE Funds                          | \$ 211,179,513 | 84.3%            |
| Gas PPP Surcharge Funds                                | \$ 39,303,141  | 15.7%            |
| Total Funds  | \$ 250,482,654 | 100%             |

Table 3d - Unspent/Uncommitted Carryover Funds (in positive \$ amonts)

|                                 |              | Electric         |    |               |                 |                  |
|---------------------------------|--------------|------------------|----|---------------|-----------------|------------------|
| Total Unspent/Uncommitted Funds | Electric PGC | Procurement      | Т  | otal Electric | Gas             | Total            |
| 2020                            | \$ -         | \$<br>16,852,328 | \$ | 16,852,328    | \$<br>7,222,426 | \$<br>24,074,755 |
| 2018-2019                       | \$ -         | \$<br>-          | \$ | -             | \$<br>-         | \$<br>-          |
| Total Pre-2021                  | \$ -         | \$<br>16,852,328 | \$ | 16,852,328    | \$<br>7,222,426 | \$<br>24,074,755 |

|                                    |              | Electric    |                |      |       |
|------------------------------------|--------------|-------------|----------------|------|-------|
| EM&V Unspent/Uncommitted Funds [2] | Electric PGC | Procurement | Total Electric | Gas  | Total |
| 2020                               | \$ -         | \$<br>-     | \$ -           | \$ - | \$ -  |
| 2018-2019                          | \$ -         | \$<br>-     | \$ -           | \$ - | \$ -  |
| Total Pre-2021                     | \$ -         | \$          | \$ -           | \$ - | \$ -  |

|                                       |              | Electric         |    |               |                 |                  |
|---------------------------------------|--------------|------------------|----|---------------|-----------------|------------------|
| Program Unspent/Uncommitted Funds [2] | Electric PGC | Procurement      | T  | otal Electric | Gas             | Total            |
| 2020                                  | \$ -         | \$<br>16,852,328 | \$ | 16,852,328    | \$<br>7,222,426 | \$<br>24,074,755 |
| 2018-2019                             | \$ -         | \$<br>-          | \$ | -             | \$<br>-         | \$<br>-          |
| Total Pre-2021                        | \$ -         | \$<br>16,852,328 | \$ | 16,852,328    | \$<br>7,222,426 | \$<br>24,074,755 |

[1] The electric and gas split for program year 2021 is forecasted to be 83%/17%, applicable to the portion of PG&E's EE portfolio budget that will not be supporting fuel substitution program activities. The portfolio budget that is forecasted to support fuel-substitution activities will be recovered 100% through electric rates only. See advice letter Section III.J.1., Table 15 for more details on the fuel-substitution budget. The resulting electric/gas split for the entire portfolio, including fuel-substitution activities, is 84.3% electric / 15.7% gas.

[2] Carryover for BayREN, 3C-REN, and MCE were taken from their respective 2021 ABAL presentations to CAEECC on August 5, 2020. Carryover from these presentations is assumed to include carryover from both 2019 and 2020, but the carryover estimates were not broken out by year. PG&E assumed the 2020 electric/gas split of 70%/30% for all carryover in the absence of more precise information. Final 2021 cost recovery amounts, including carryover broken out by program year and corresponding electric/gas split, will be filed by PG&E in a Tier 1 advice letter following the issuance of 2021 ABAL dispositions for PG&E, BayREN, 3C-REN, and MCE.

PA Name: Pacific Gas and Electric Company

Table 4 - Budget, Spent, Unspent, Carryover Details [1]

| New/Existing Program #  | Discontinued<br>Program # | Main Program Name / Sub-Program Name   |  | Main Program Name / Sub-Program Name  |   | Main Program Name / Sub-Program Name   |  | 2020 Budget<br>Spent as of<br>07/31/2020<br>[2]   | 202  | 1 Proposed<br>Budget   | 2021 Budget Offset<br>(Expected 2020<br>Unspent/<br>Uncommitted and<br>Any Remaining Pre-<br>2020 Unspent/<br>Uncommitted<br>Funding) | 2021 Funds<br>Requested | Program Type | New Business<br>Sector |
|---|---------------------------|--|--|---|---|--|--|---|--|--|---|-------------------------|--------------|------------------------|
| Residential - Local   |                           |  |  |   |   |  |  |   |  |  |   |                         |              |                        |
|   | PGE21001                  | Residential Energy Advisor [3]   | \$   | 12,197,688  | \$  | -  | \$ -   | \$ -  | IOU Core/Statewide   | Residential  |   |                         |              |                        |
|   |                           |  | -  |   |   |  | :  |   |  |  |   |                         |              |                        |
|   | PGE21004                  | Energy Upgrade California [4]  | \$   | (73,923)  |   | -  | \$ -   | \$ -  | IOU Core/Statewide   | Residential  |   |                         |              |                        |
|   | PGE21006                  | Residential HVAC [4]   | \$   |   |   | -  | \$ -   | \$ -  | IOU Core/Statewide   | Residential  |   |                         |              |                        |
|   | PGE210010                 | Pay for Performance Pilot [3]  | \$   |   |   | -  | \$ -   | \$ -  | Third/Local Party  | Residential  |   |                         |              |                        |
| PGE_Res_002a  |                           | Residential Energy Advisor - HEC   | \$   |   | \$  | 2,165,909  |  | \$ 2,165,909  | Third/Local Party  | Residential  |   |                         |              |                        |
| PGE_Res_002b  |                           | Residential Energy Advisor - Marketplace   | \$   |   | \$  | 1,484,048  |  | \$ 1,484,048  | Third/Local Party  | Residential  |   |                         |              |                        |
| PGE_Res_002c  |                           | Residential Energy Advisor - Home Energy Reports   | \$   |   | \$  | 8,448,590  |  | \$ 8,448,590  | Third/Local Party  | Residential  |   |                         |              |                        |
| PGE21002  |                           | Residential Energy Efficiency  | \$   | 2,071,758   | \$  | 949,405  |  | \$ 949,405  | IOU Core/Statewide   | Residential  |   |                         |              |                        |
| PGE21005  |                           | Residential New Construction   | \$   |   |   | 3,937,257  |  | \$ 3,937,257  | IOU Core/Statewide   | Residential  |   |                         |              |                        |
| PGE21007  |                           | California New Homes Multifamily   | \$   | 741,063   |   | 2,512,779  |  | \$ 2,512,779  | Third/Local Party  | Residential  |   |                         |              |                        |
| PGE_Res_001a  |                           | Pay for Performance – Comfortable Home Rebates   | \$   | -   | \$  | 3,478,918  |  | \$ 3,478,918  | Third/Local Party  | Residential  |   |                         |              |                        |
| PGE_Res_001b  |                           | Pay for Performance – Home Intel   | \$   |   | \$  | 667,404  |  | \$ 667,404  | Third/Local Party  | Residential  |   |                         |              |                        |
| PGE_Res_001c  |                           | Pay for Performance – Home Energy Rewards  | \$   |   | \$  | 757,322  |  | \$ 757,322  | Third/Local Party  | Residential  |   |                         |              |                        |
| PGE_Res_001d  |                           | Pay for Performance – Home Energy Optimization   | \$   |   | \$  | 2,690,921  |  | \$ 2,690,921  | Third/Local Party  | Residential  |   |                         |              |                        |
| PGE_Res_003   |                           | Multifamily Energy Savings Program   | \$   |   | \$  | 4,168,929  |  | \$ 4,168,929  | Third/Local Party  | Residential  |   |                         |              |                        |
| PGE_3P_Res  |                           | New Local 3P - Residential   | \$   | -   | \$  | 12,282,950   | \$ -   | \$ 12,282,950   | Third/Local Party  | Residential  |   |                         |              |                        |
|   |                           |  |  |   |   |  |  |   |  |  |   |                         |              |                        |
| Residential - Statewide   | 1                         |  |  |   |   |  | _  |   |  |  |   |                         |              |                        |
| PGE_SW_NC_Res   |                           | New Construction Residential   | \$   |   | \$  | 2,413,152  |  | \$ 2,413,152  | IOU Core/Statewide   | Residential  |   |                         |              |                        |
| PGE_SW_PLA  |                           | Plug Load and Appliance  | \$   | -   | \$  | 3,306,000  |  | \$ 3,306,000  | IOU Core/Statewide   | Residential  |   |                         |              |                        |
| PGE_SW_NC_Res_PA  |                           | New Construction Residential PA Costs  | \$   |   | \$  | 501,957  | •  | \$ 501,957  | IOU Core/Statewide   | Residential  |   |                         |              |                        |
| PGE_SW_PLA_PA   |                           | Plug Load and Appliance - PGE Costs  | \$   | -   | \$  | 163,126  | \$ -   | \$ 163,126  | IOU Core/Statewide   | Residential  |   |                         |              |                        |
| Commercial - Local  | <u> </u>                  |  |  |   |   |  |  |   |  |  |   |                         |              |                        |
| PGE21011  |                           | Commercial Calculated Incentives   | \$   | 3,440,061   | \$  | 6,598,323  | \$ -   | \$ 6,598,323  | IOU Core/Statewide   | Commercial   |   |                         |              |                        |
|   |                           | Savings by Design (SBD)  | \$   | 15,183  |   | 1,300,904  |  |   |  |  |   |                         |              |                        |
| PGE211025   |                           |  |  |   | 3   | 1.300.904  | - S  | \$ 1.300.904  | IOU Core/Statewide   | Commercial   |   |                         |              |                        |
| PGE211025<br>PGE21012   |                           |  |  | 4.673.192   |   |  |  | \$ 1,300,904<br>\$ 4.091,291  | IOU Core/Statewide   | Commercial<br>Commercial   |   |                         |              |                        |
| PGE211025<br>PGE21012<br>PGE21014   |                           | Commercial Deemed Incentives   | \$<br>\$   | 4,673,192<br>866,299  | \$  | 4,091,291<br>1,355,344   | \$ -   | \$ 1,300,904<br>\$ 4,091,291<br>\$ 1,355,344  | IOU Core/Statewide IOU Core/Statewide IOU Core/Statewide   | Commercial<br>Commercial<br>Commercial   |   |                         |              |                        |
| PGE21012  |                           |  | \$   |   | \$  | 4,091,291  | \$ -   | \$ 4,091,291  | IOU Core/Statewide   | Commercial   |   |                         |              |                        |
| PGE21012<br>PGE21014<br>PGE210143   |                           | Commercial Deemed Incentives<br>Commercial Energy Advisor<br>Hospitality Program   | \$   | 866,299   | \$  | 4,091,291<br>1,355,344<br>3,059,266  | \$ -<br>\$ -<br>\$   | \$ 4,091,291<br>\$ 1,355,344<br>\$ 3,059,266  | IOU Core/Statewide<br>IOU Core/Statewide<br>Third/Local Party  | Commercial<br>Commercial<br>Commercial   |   |                         |              |                        |
| PGE21012<br>PGE21014<br>PGE210143<br>PGE_3P_Com   |                           | Commercial Deemed Incentives Commercial Energy Advisor Hospitality Program New 3P Placeholder - Commercial   | \$<br>\$<br>\$   | 866,299<br>4,903,608  | \$<br>\$<br>\$  | 4,091,291<br>1,355,344<br>3,059,266<br>19,351,551  | \$ -<br>\$ -<br>\$ -<br>\$   | \$ 4,091,291<br>\$ 1,355,344<br>\$ 3,059,266<br>\$ 19,351,551   | IOU Core/Statewide IOU Core/Statewide Third/Local Party Third/Local Party  | Commercial Commercial Commercial Commercial  |   |                         |              |                        |
| PGE21012<br>PGE21014<br>PGE210143   |                           | Commercial Deemed Incentives<br>Commercial Energy Advisor<br>Hospitality Program   | \$<br>\$<br>\$   | 866,299<br>4,903,608<br>-   | \$  | 4,091,291<br>1,355,344<br>3,059,266  | \$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -   | \$ 4,091,291<br>\$ 1,355,344<br>\$ 3,059,266  | IOU Core/Statewide<br>IOU Core/Statewide<br>Third/Local Party  | Commercial<br>Commercial<br>Commercial   |   |                         |              |                        |
| PGE21012 PGE21014 PGE210143 PGE_3P_Com PGE_Com_001 PGE_Com_002  |                           | Commercial Deemed Incentives Commercial Energy Advisor Hospitality Program New 3P Placeholder - Commercial Grocery Comprehensive Retrofit & Commissioning  | \$<br>\$<br>\$<br>\$                                     | 866,299<br>4,903,608<br>-   | \$<br>\$<br>\$<br>\$  | 4,091,291<br>1,355,344<br>3,059,266<br>19,351,551<br>921,180   | \$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -   | \$ 4,091,291<br>\$ 1,355,344<br>\$ 3,059,266<br>\$ 19,351,551<br>\$ 921,180   | IOU Core/Statewide IOU Core/Statewide Third/Local Party Third/Local Party Third/Local Party  | Commercial Commercial Commercial Commercial Commercial   |   |                         |              |                        |
| PGE21012 PGE21014 PGE210143 PGE_3P_Com PGE_Com_001 PGE_Com_002  Commercial - Statewide PGE_SW_FS  |                           | Commercial Deemed Incentives Commercial Energy Advisor Hospitality Program New 3P Placeholder - Commercial Grocery Comprehensive Retrofit & Commissioning  | \$<br>\$<br>\$<br>\$                                     | 866,299<br>4,903,608<br>-   | \$<br>\$<br>\$<br>\$  | 4,091,291<br>1,355,344<br>3,059,266<br>19,351,551<br>921,180   | \$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -   | \$ 4,091,291<br>\$ 1,355,344<br>\$ 3,059,266<br>\$ 19,351,551<br>\$ 921,180   | IOU Core/Statewide IOU Core/Statewide Third/Local Party Third/Local Party Third/Local Party  | Commercial Commercial Commercial Commercial Commercial   |   |                         |              |                        |
| PGE21012 PGE21014 PGE210143 PGE_3P_Com PGE_Com_001 PGE_Com_002  Commercial - Statewide  |                           | Commercial Deemed Incentives Commercial Energy Advisor Hospitality Program New 3P Placeholder - Commercial Grocery Comprehensive Retrofit & Commissioning Smart Labs   | \$<br>\$<br>\$<br>\$<br>\$                               | 866,299<br>4,903,608<br>-<br>-<br>-   | \$ \$ \$  | 4,091,291<br>1,355,344<br>3,059,266<br>19,351,551<br>921,180<br>731,411  | \$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -                         | \$ 4,091,291<br>\$ 1,355,344<br>\$ 3,059,266<br>\$ 19,351,551<br>\$ 921,180<br>\$ 731,411   | IOU Core/Statewide IOU Core/Statewide IOU Core/Statewide Third/Local Party Third/Local Party Third/Local Party Third/Local Party Third/Local Party   | Commercial Commercial Commercial Commercial Commercial Commercial  |   |                         |              |                        |
| PGE21012 PGE21014 PGE210143 PGE_3P_Com PGE_Com_001 PGE_Com_002  Commercial - Statewide PGE_SW_FS  |                           | Commercial Deemed Incentives Commercial Energy Advisor Hospitality Program New 3P Placeholder - Commercial Grocery Comprehensive Retrofit & Commissioning Smart Labs Food Service POS  | \$<br>\$<br>\$<br>\$<br>\$                               | 866,299<br>4,903,608<br>-<br>-<br>-<br>-  | \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$                            | 4,091,291<br>1,355,344<br>3,059,266<br>19,351,551<br>921,180<br>731,411<br>4,149,033   | \$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -                 | \$ 4,091,291<br>\$ 1,355,344<br>\$ 3,059,266<br>\$ 19,351,551<br>\$ 921,180<br>\$ 731,411<br>\$ 4,149,033   | IOU Core/Statewide IOU Core/Statewide Third/Local Party  | Commercial Commercial Commercial Commercial Commercial Commercial Commercial   |   |                         |              |                        |
| PGE21012 PGE21014 PGE210143 PGE_3P_Com PGE_Com_001 PGE_Com_002  Commercial - Statewide PGE_SW_FS PGE_SW_HVAC_Up   |                           | Commercial Deemed Incentives Commercial Energy Advisor Hospitality Program New 3P Placeholder - Commercial Grocery Comprehensive Retrofit & Commissioning Smart Labs  Food Service POS Upstream HVAC (Comm + Res)  | \$<br>\$<br>\$<br>\$<br>\$                               | 866,299<br>4,903,608<br>-<br>-<br>-<br>-  | \$<br>\$<br>\$<br>\$<br>\$                                  | 4,091,291<br>1,355,344<br>3,059,266<br>19,351,551<br>921,180<br>731,411<br>4,149,033<br>4,715,920  | \$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -                 | \$ 4,091,291<br>\$ 1,355,344<br>\$ 3,059,266<br>\$ 19,351,551<br>\$ 921,180<br>\$ 731,411<br>\$ 4,149,033<br>\$ 4,715,920   | IOU Core/Statewide IOU Core/Statewide Third/Local Party  | Commercial Commercial Commercial Commercial Commercial Commercial Commercial Commercial  |   |                         |              |                        |
| PGE21012 PGE21014 PGE210143 PGE_3P_Com PGE_Com_001 PGE_Com_002  Commercial - Statewide PGE_SW_FS PGE_SW_HVAC_UP PGE_SW_MCWH PGE_SW_NC_NonRes PGE_SW_UL  |                           | Commercial Deemed Incentives Commercial Energy Advisor Hospitality Program New 3P Placeholder - Commercial Grocery Comprehensive Retrofit & Commissioning Smart Labs  Food Service POS Upstream HVAC (Comm + Res) Midstream Comm Water Heating New Construction Non-Residential Lighting (Upstream)  | \$<br>\$<br>\$<br>\$<br>\$<br>\$<br>\$                   | 866,299<br>4,903,608<br>-<br>-<br>-<br>-<br>-   | \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$                            | 4,091,291<br>1,355,344<br>3,059,266<br>19,351,551<br>921,180<br>731,411<br>4,149,033<br>4,715,920<br>3,882,192<br>912,000<br>3,552,000   | \$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ - | \$ 4,091,291<br>\$ 1,355,344<br>\$ 3,059,266<br>\$ 19,351,551<br>\$ 921,180<br>\$ 731,411<br>\$ 4,149,033<br>\$ 4,715,920<br>\$ 3,882,192<br>\$ 912,000<br>\$ 3,552,000   | IOU Core/Statewide IOU Core/Statewide IOU Core/Statewide Third/Local Party Third/Local Party Third/Local Party Third/Local Party Third/Local Party Third/Local Party IOU Core/Statewide IOU Core/Statewide IOU Core/Statewide IOU Core/Statewide IOU Core/Statewide IOU Core/Statewide   | Commercial Commercial Commercial Commercial Commercial Commercial Commercial Commercial  |   |                         |              |                        |
| PGE21012 PGE21014 PGE210143 PGE_3P_Com PGE_Com_001 PGE_Com_002  Commercial - Statewide PGE_SW_FS PGE_SW_HVAC_Up PGE_SW_MCWH PGE_SW_NC_NONRes  |                           | Commercial Deemed Incentives Commercial Energy Advisor Hospitality Program New 3P Placeholder - Commercial Grocery Comprehensive Retrofit & Commissioning Smart Labs  Food Service POS Upstream HVAC (Comm + Res) Midstream Comm Water Heating New Construction Non-Residential  | \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ | 866,299<br>4,903,608<br>-<br>-<br>-<br>-<br>-<br>-<br>-   | \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$                      | 4,091,291<br>1,355,344<br>3,059,266<br>19,351,551<br>921,180<br>731,411<br>4,149,033<br>4,715,920<br>3,882,192<br>912,000  | \$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ - | \$ 4,091,291<br>\$ 1,355,344<br>\$ 3,059,266<br>\$ 19,351,551<br>\$ 921,180<br>\$ 731,411<br>\$ 4,149,033<br>\$ 4,715,920<br>\$ 3,882,192<br>\$ 912,000   | IOU Core/Statewide IOU Core/Statewide IOU Core/Statewide Third/Local Party Third/Local Party Third/Local Party Third/Local Party Third/Local Party IOU Core/Statewide IOU Core/Statewide IOU Core/Statewide IOU Core/Statewide   | Commercial Residential Commercial Commercial  |   |                         |              |                        |
| PGE21012 PGE21014 PGE210143 PGE_3P_Com PGE_Com_001 PGE_Com_002  Commercial - Statewide PGE_SW_FS PGE_SW_HVAC_UP PGE_SW_MCWH PGE_SW_NC_NonRes PGE_SW_UL  |                           | Commercial Deemed Incentives Commercial Energy Advisor Hospitality Program New 3P Placeholder - Commercial Grocery Comprehensive Retrofit & Commissioning Smart Labs  Food Service POS Upstream HVAC (Comm + Res) Midstream Comm Water Heating New Construction Non-Residential Lighting (Upstream)  | \$<br>\$<br>\$<br>\$<br>\$<br>\$<br>\$<br>\$<br>\$<br>\$ | 866,299<br>4,903,608<br>-<br>-<br>-<br>-<br>-<br>-<br>-   | \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$                            | 4,091,291<br>1,355,344<br>3,059,266<br>19,351,551<br>921,180<br>731,411<br>4,149,033<br>4,715,920<br>3,882,192<br>912,000<br>3,552,000   | \$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ - | \$ 4,091,291<br>\$ 1,355,344<br>\$ 3,059,266<br>\$ 19,351,551<br>\$ 921,180<br>\$ 731,411<br>\$ 4,149,033<br>\$ 4,715,920<br>\$ 3,882,192<br>\$ 912,000<br>\$ 3,552,000   | IOU Core/Statewide IOU Core/Statewide IOU Core/Statewide Third/Local Party Third/Local Party Third/Local Party Third/Local Party Third/Local Party Third/Local Party IOU Core/Statewide IOU Core/Statewide IOU Core/Statewide IOU Core/Statewide IOU Core/Statewide IOU Core/Statewide   | Commercial  |   |                         |              |                        |
| PGE21012 PGE21014 PGE210143 PGE3P_Com PGE_Com_001 PGE_Com_002  Commercial - Statewide PGE_SW_FS PGE_SW_HVAC_UP PGE_SW_MCWH PGE_SW_NC_NonRes PGE_SW_UPU_PGE_SW_UPU_PGE_SW_UPU_PGE_SW_UPU_PGE_SW_UPU_PGE_SW_UPU_PGE_SW_UPU_PGE_SW_UPU_PGE_SW_UPU_PGE_SW_UPU_PGE_SW_SP_SP_A  |                           | Commercial Deemed Incentives Commercial Energy Advisor Hospitality Program New 3P Placeholder - Commercial Grocery Comprehensive Retrofit & Commissioning Smart Labs  Food Service POS Upstream HVAC (Comm + Res) Midstream Comm Water Heating New Construction Non-Residential Lighting (Upstream) Food Service POS - PGE Costs   | \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ | 866,299<br>4,903,608<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-  | \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$    | 4,091,291<br>1,355,344<br>3,059,266<br>19,351,551<br>921,180<br>731,411<br>4,149,033<br>4,715,920<br>3,882,192<br>912,000<br>3,552,000<br>449,440  | \$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ - | \$ 4,091,291<br>\$ 1,355,344<br>\$ 3,059,266<br>\$ 19,351,551<br>\$ 921,180<br>\$ 731,411<br>\$ 4,149,033<br>\$ 4,715,920<br>\$ 3,882,192<br>\$ 912,000<br>\$ 3,552,000<br>\$ 449,440   | IOU Core/Statewide IOU Core/Statewide IOU Core/Statewide Third/Local Party Third/Local Party Third/Local Party Third/Local Party Third/Local Party Third/Local Party Tour Core/Statewide IOU Core/Statewide  | Commercial  |   |                         |              |                        |
| PGE21012 PGE21014 PGE210143 PGE_3P_Com PGE_Com_001 PGE_Com_002  Commercial - Statewide PGE_SW_FS PGE_SW_HVAC_UP PGE_SW_MCWH PGE_SW_NC_NonRes PGE_SW_UL PGE_SW_FS_PA PGE_SW_HVAC_UP,PA PGE_SW_HVAC_UP,PA PGE_SW_MCWH_PA  |                           | Commercial Deemed Incentives Commercial Energy Advisor Hospitality Program New 3P Placeholder - Commercial Grocery Comprehensive Retrofit & Commissioning Smart Labs  Food Service POS Upstream HVAC (Comm + Res) Midstream Comm Water Heating New Construction Non-Residential Lighting (Upstream) Food Service POS - PGE Costs Upstream HVAC (Comm + Res) - PGE Costs  | \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ | 866,299<br>4,903,608<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>- | \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$    | 4,091,291<br>1,355,344<br>3,059,266<br>19,351,551<br>921,180<br>731,411<br>4,149,033<br>4,715,920<br>3,882,192<br>912,000<br>3,552,000<br>449,440<br>335,021   | \$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ -<br>\$ - | \$ 4,091,291<br>\$ 1,355,344<br>\$ 3,059,266<br>\$ 19,351,551<br>\$ 921,180<br>\$ 731,411<br>\$ 4,149,033<br>\$ 4,715,920<br>\$ 3,882,192<br>\$ 912,000<br>\$ 3,552,000<br>\$ 449,440<br>\$ 335,021   | IOU Core/Statewide IOU Core/Statewide IOU Core/Statewide Third/Local Party Third/Local Party Third/Local Party Third/Local Party Third/Local Party Third/Local Party  IOU Core/Statewide  | Commercial Commercial Commercial Commercial Commercial Commercial Commercial Commercial Commercial Residential Commercial Commercial Commercial Commercial Residential Residential   |   |                         |              |                        |
| PGE21012 PGE21014 PGE210143 PGE_3P_Com PGE_Com_001 PGE_Com_002  Commercial - Statewide PGE_SW_FS PGE_SW_HVAC_Up PGE_SW_MCWH PGE_SW_NC_NonRes PGE_SW_UL PGE_SW_HS_PA PGE_SW_HVAC_Up_PA   |                           | Commercial Deemed Incentives Commercial Energy Advisor Hospitality Program New 3P Placeholder - Commercial Grocery Comprehensive Retrofit & Commissioning Smart Labs  Food Service POS Upstream HVAC (Comm + Res) Midstream Comm Water Heating New Construction Non-Residential Lighting (Upstream) Food Service POS - PGE Costs Upstream HVAC (Comm + Res) - PGE Costs Midstream Comm Water Heating - PGE Costs   | \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ | 866,299<br>4,903,608<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>- | \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$    | 4,091,291<br>1,355,344<br>3,059,266<br>19,351,551<br>921,180<br>731,411<br>4,149,033<br>4,715,920<br>3,882,192<br>912,000<br>449,440<br>335,021<br>664,561   | \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ -                            | \$ 4,091,291<br>\$ 1,355,344<br>\$ 3,059,266<br>\$ 19,351,551<br>\$ 921,180<br>\$ 731,411<br>\$ 4,149,033<br>\$ 4,715,920<br>\$ 3,882,192<br>\$ 912,000<br>\$ 3,552,000<br>\$ 449,440<br>\$ 335,021<br>\$ 664,561   | IOU Core/Statewide IOU Core/Statewide IOU Core/Statewide Third/Local Party Third/Local Party Third/Local Party Third/Local Party Third/Local Party Third/Local Party  IOU Core/Statewide                    | Commercial Commercial Commercial Commercial Commercial Commercial Commercial Commercial Commercial Residential Commercial |   |                         |              |                        |
| PGE21012 PGE21014 PGE210143 PGE_3P_Com PGE_Com_001 PGE_Com_002  Commercial - Statewide PGE_SW_HVAC_Up PGE_SW_MCWH PGE_SW_NC_NonRes PGE_SW_HVAC_Up_PA PGE_SW_HVAC_Up_PA PGE_SW_MCWH_PA PGE_SW_MCWH_PA PGE_SW_MCWH_PA PGE_SW_MCWH_PA PGE_SW_MC_NonRes_PA PGE_SW_NC_NonRes_PA PGE_SW_UL_PA                           |                           | Commercial Deemed Incentives Commercial Energy Advisor Hospitality Program New 3P Placeholder - Commercial Grocery Comprehensive Retrofit & Commissioning Smart Labs  Food Service POS Upstream HVAC (Comm + Res) Midstream Comm Water Heating New Construction Non-Residential Lighting (Upstream) Food Service POS - PGE Costs Upstream HVAC (Comm + Res) - PGE Costs Midstream Comm Water Heating - PGE Costs New Construction Non-Residential PA Costs   | \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ | 866,299<br>4,903,608<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>- | \$ | 4,091,291<br>1,355,344<br>3,059,266<br>19,351,551<br>921,180<br>731,411<br>4,149,033<br>4,715,920<br>3,882,192<br>912,000<br>449,440<br>335,021<br>664,561<br>283,802                                    | \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ -                            | \$ 4,091,291<br>\$ 1,355,344<br>\$ 3,059,266<br>\$ 19,351,551<br>\$ 921,180<br>\$ 731,411<br>\$ 4,149,033<br>\$ 4,715,920<br>\$ 3,882,192<br>\$ 912,000<br>\$ 3,552,000<br>\$ 449,440<br>\$ 335,021<br>\$ 664,561<br>\$ 283,802                               | IOU Core/Statewide IOU Core/Statewide IOU Core/Statewide Third/Local Party Third/Local Party Third/Local Party Third/Local Party Third/Local Party Third/Local Party  IOU Core/Statewide | Commercial Commercial Commercial Commercial Commercial Commercial Commercial Residential Commercial |   |                         |              |                        |
| PGE21012 PGE21014 PGE210143 PGE210143 PGE_SP_Com PGE_Com_001 PGE_Com_002  Commercial - Statewide PGE_SW_FS PGE_SW_HVAC_UP PGE_SW_NC_NonRes PGE_SW_UVAC_UP_PA PGE_SW_HVAC_UP_PA PGE_SW_HVAC_UP_PA PGE_SW_MC_NONRES_PA PGE_SW_MC_NONRES_PA PGE_SW_NC_NONRES_PA PGE_SW_NC_NONRES_PA PGE_SW_NC_NONRES_PA PGE_SW_UL_PA |                           | Commercial Deemed Incentives Commercial Energy Advisor Hospitality Program New 3P Placeholder - Commercial Grocery Comprehensive Retrofit & Commissioning Smart Labs  Food Service POS Upstream HVAC (Comm + Res) Midstream Comm Water Heating New Construction Non-Residential Lighting (Upstream) Food Service POS - PGE Costs Upstream HVAC (Comm + Res) - PGE Costs Midstream Comm Water Heating - PGE Costs Midstream Comm Water Heating - PGE Costs Midstream Comm Water Heating - PGE Costs Lighting (Upstream) - PGE Costs | \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ | 866,299<br>4,903,608<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>- | \$ | 4,091,291<br>1,355,344<br>3,059,266<br>19,351,551<br>921,180<br>731,411<br>4,149,033<br>4,715,920<br>912,000<br>3,582,192<br>912,000<br>3,552,000<br>449,440<br>335,021<br>664,561<br>283,802<br>272,503 | \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ -                            | \$ 4,091,291<br>\$ 1,355,344<br>\$ 3,059,266<br>\$ 19,351,551<br>\$ 921,180<br>\$ 731,411<br>\$ 4,149,033<br>\$ 4,715,920<br>\$ 3,882,192<br>\$ 912,000<br>\$ 3,552,000<br>\$ 3,552,000<br>\$ 449,440<br>\$ 335,021<br>\$ 664,561<br>\$ 283,802<br>\$ 272,503 | IOU Core/Statewide IOU Core/Statewide IOU Core/Statewide Third/Local Party Third/Local Party Third/Local Party Third/Local Party Third/Local Party Third/Local Party  IOU Core/Statewide | Commercial  |   |                         |              |                        |
| PGE21012 PGE21014 PGE210143 PGE3P Com PGE_COm_001 PGE_COm_002  Commercial - Statewide PGE_SW_FS PGE_SW_HVAC_UP PGE_SW_MCWH PGE_SW_NC_NonRes PGE_SW_UL PGE_SW_FS_PA PGE_SW_HVAC_UP,PA PGE_SW_HVAC_UP,PA PGE_SW_MCWH_PA   |                           | Commercial Deemed Incentives Commercial Energy Advisor Hospitality Program New 3P Placeholder - Commercial Grocery Comprehensive Retrofit & Commissioning Smart Labs  Food Service POS Upstream HVAC (Comm + Res) Midstream Comm Water Heating New Construction Non-Residential Lighting (Upstream) Food Service POS - PGE Costs Upstream HVAC (Comm + Res) - PGE Costs Midstream Comm Water Heating - PGE Costs New Construction Non-Residential PA Costs   | \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ | 866,299<br>4,903,608<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>- | \$ | 4,091,291<br>1,355,344<br>3,059,266<br>19,351,551<br>921,180<br>731,411<br>4,149,033<br>4,715,920<br>3,882,192<br>912,000<br>449,440<br>335,021<br>664,561<br>283,802                                    | \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ -                            | \$ 4,091,291<br>\$ 1,355,344<br>\$ 3,059,266<br>\$ 19,351,551<br>\$ 921,180<br>\$ 731,411<br>\$ 4,149,033<br>\$ 4,715,920<br>\$ 3,882,192<br>\$ 912,000<br>\$ 3,552,000<br>\$ 449,440<br>\$ 335,021<br>\$ 664,561<br>\$ 283,802                               | IOU Core/Statewide IOU Core/Statewide IOU Core/Statewide Third/Local Party Third/Local Party Third/Local Party Third/Local Party Third/Local Party Third/Local Party  IOU Core/Statewide | Commercial Commercial Commercial Commercial Commercial Commercial Commercial Residential Commercial |   |                         |              |                        |

PA Name: Pacific Gas and Electric Company

Table 4 - Budget, Spent, Unspent, Carryover Details [1]

| New/Existing Program #     | Discontinued<br>Program # | m # Main Program Name / Sub-Program Name                 |    | Main Program Name / Sub-Program Name |    | Main Program Name / Sub-Program Name |      |    |                      | 020 Budget<br>pent as of<br>17/31/2020<br>[2]                | 202              | 1 Proposed<br>Budget | (Expected 2020<br>Unspent/<br>Uncommitted and<br>Any Remaining Pre-<br>2020 Unspent/<br>Uncommitted<br>Funding) |  | 021 Funds<br>Requested | Program Type | New Business<br>Sector |
|----------------------------|---------------------------|--|----|--------------------------------------|----|--------------------------------------|------|----|----------------------|--|------------------|----------------------|---|--|------------------------|--------------|------------------------|
| PGE21034                   |                           | Agricultural Energy Advisor                              | \$ | 537,781                              | \$ | 278,369                              | \$ - | \$ | 278,369              | IOU Core/Statewide   | Agricultural     |                      |   |  |                        |              |                        |
| PGE21036                   |                           | Industrial Refrigeration Performance Plus                | \$ | 261                                  | \$ | 25,073                               |      | \$ | 25,073               | Third/Local Party  | Cross-Cutting    |                      |   |  |                        |              |                        |
| Industrial - Local         |                           |  |    |                                      |    |                                      |      |    |                      |  |                  |                      |   |  |                        |              |                        |
| industriai - Locai         | PGE21023                  | Industrial Continuous Energy Improvement [3]             | \$ | (0)                                  | \$ | _                                    | \$ - | \$ |                      | IOU Core/Statewide   | Industrial       |                      |   |  |                        |              |                        |
| ·                          | PGE21030                  | Industrial Strategic Energy Management [3]               | \$ | 734,094                              |    |                                      | \$ - | \$ |                      | Third/Local Party  | Industrial       |                      |   |  |                        |              |                        |
| PGE21021                   | 1 0221000                 | Industrial Calculated Incentives                         | \$ | 194,563                              |    | 6,980,753                            |      | \$ | 6,980,753            | IOU Core/Statewide   | Industrial       |                      |   |  |                        |              |                        |
| PGE21022                   |                           | Industrial Deemed Incentives                             | \$ | 176,797                              |    | 238,153                              |      | \$ | 238,153              | IOU Core/Statewide   | Industrial       |                      |   |  |                        |              |                        |
| PGE21024                   |                           | Industrial Energy Advisor                                | \$ | 186,302                              | \$ | 286,526                              |      | \$ | 286,526              | IOU Core/Statewide   | Industrial       |                      |   |  |                        |              |                        |
| PGE210210                  | i i                       | Industrial Recommissioning Program                       | \$ | 404,379                              | \$ | 1,505,303                            |      | \$ | 1,505,303            | Third/Local Party  | Industrial       |                      |   |  |                        |              |                        |
| PGE210212                  |                           | Compressed Air and Vacuum Optimization Program           | \$ | 138,085                              |    | 795,251                              |      | \$ | 795,251              | Third/Local Party  | Industrial       |                      |   |  |                        |              |                        |
| PGE21027                   |                           | Heavy Industry Energy Efficiency Program                 | \$ | 3,420,945                            | \$ | 2,762,997                            | \$ - | \$ | 2,762,997            | Third/Local Party  | Industrial       |                      |   |  |                        |              |                        |
| PGE_Ind_001a               |                           | Industrial Strategic Energy Management - Food Processing | \$ |                                      | \$ | 2,593,563                            | \$ - | \$ | 2,593,563            | Third/Local Party  | Industrial       |                      |   |  |                        |              |                        |
| PGE_Ind_001b               |                           | Industrial Strategic Energy Management - Manufacturing   | \$ | -                                    | \$ | 3,124,098                            | \$ - | \$ | 3,124,098            | Third/Local Party  | Industrial       |                      |   |  |                        |              |                        |
| PGE_Ind_002                |                           | Business Energy Performance Program                      | \$ | -                                    | \$ | 5,934,442                            |      | \$ | 5,934,442            | Third/Local Party  | Industrial       |                      |   |  |                        |              |                        |
| PGE_Ind_003                |                           | Industrial Systems Optimization Program                  | \$ | -                                    | \$ | 4,720,291                            | \$ - | \$ | 4,720,291            | Third/Local Party  | Industrial       |                      |   |  |                        |              |                        |
|                            |                           |  |    |                                      |    |                                      |      |    |                      |  |                  |                      |   |  |                        |              |                        |
| Public - Local             |                           |  |    |                                      |    |                                      |      |    |                      |  |                  |                      |   |  |                        |              |                        |
| PGE_Pub_009                |                           | Government & K-12 Comprehensive Program                  | \$ | -                                    | \$ | 3,224,434                            |      | \$ | 3,224,434            | Third/Local Party  | Public           |                      |   |  |                        |              |                        |
| PGE_Pub_010                |                           | RAPIDS Wastewater Treatment Optimization Program         | \$ | -                                    | \$ | 629,350                              | *    | \$ | 629,350              | Third/Local Party  | Public           |                      |   |  |                        |              |                        |
| PGE2110011                 |                           | California Community Colleges                            | \$ | 359,447                              |    | 1,234,186                            |      | \$ | 1,234,186            | State Institutional Partnership                              | Public           |                      |   |  |                        |              |                        |
| PGE2110012                 |                           | University of California/California State University     | \$ | (1,800,458)                          |    | 1,883,522                            |      | \$ | 1,883,522            | State Institutional Partnership                              | Public           |                      |   |  |                        |              |                        |
| PGE2110013                 |                           | State of California                                      | \$ | 37,338                               |    | 624,642                              |      | \$ | 624,642              | State Institutional Partnership                              | Public           |                      |   |  |                        |              |                        |
| PGE2110014                 |                           | Department of Corrections and Rehabilitation             | \$ | (250,436)                            | _  | 807,589                              |      | \$ | 807,589              | State Institutional Partnership                              | Public           |                      |   |  |                        |              |                        |
| PGE2110051                 |                           | Local Government Energy Action Resources (LGEAR)         | \$ | 7,476,630                            | \$ | 3,075,395                            | \$ - | \$ | 3,075,395            | Local Government Partnership                                 | Public           |                      |   |  |                        |              |                        |
| Public - Statewide         |                           |  |    |                                      |    |                                      |      |    |                      |  |                  |                      |   |  |                        |              |                        |
| PGE_SW_IP_Gov              |                           | Institutional Partnerships: DGS & DoC                    | \$ | -                                    | \$ | 190,000                              |      | \$ | 190,000              | State Institutional Partnership                              | Public           |                      |   |  |                        |              |                        |
| PGE_SW_IP_Gov_PA           |                           | Institutional Partnerships: DGS & DoC - PGE Costs        | \$ | -                                    | \$ | 66,545                               | -    | \$ | 66,545               | State Institutional Partnership                              | Public           |                      |   |  |                        |              |                        |
| Public LGP - Local         |                           |  |    |                                      |    |                                      |      |    |                      |  |                  |                      |   |  |                        |              |                        |
| PGE_Pub_001                |                           | Central Coast Leaders in Energy Action Program           | \$ | 18,179                               |    | 346,341                              |      | \$ |                      | Local Government Partnership                                 | Public           |                      |   |  |                        |              |                        |
| PGE_Pub_002                |                           | Marin Energy Watch Partnership                           | \$ | 16,119                               |    | 277,907                              |      | \$ | 277,907              | Local Government Partnership                                 | Public           |                      |   |  |                        |              |                        |
| PGE_Pub_003                |                           | Redwood Coast Energy Watch                               | \$ | 19,446                               |    | 374,846                              |      | \$ |                      | Local Government Partnership                                 | Public           |                      |   |  |                        |              |                        |
| PGE_Pub_004                |                           | Central California Energy Watch                          | \$ | 54,781                               |    | 800,802                              |      | \$ | 800,802              | Local Government Partnership                                 | Public           |                      |   |  |                        |              |                        |
| PGE_Pub_005<br>PGE_Pub_006 |                           | San Mateo County Energy Watch Program                    | \$ | 28,554                               |    | 448,606                              |      | \$ | 448,606              | Local Government Partnership                                 | Public           |                      |   |  |                        |              |                        |
| PGE_Pub_006<br>PGE Pub 007 |                           | Energy Access SF Sierra Nevada Energy Watch              | \$ | 39,676<br>52,376                     |    | 1,004,578<br>746,897                 |      | \$ | 1,004,578<br>746,897 | Local Government Partnership<br>Local Government Partnership | Public<br>Public |                      |   |  |                        |              |                        |
| PGE_Pub_008                |                           | Sonoma Public Energy                                     | \$ | 18,948                               |    | 396,496                              |      | \$ | 396,496              | Local Government Partnership                                 | Public           |                      |   |  |                        |              |                        |
|                            |                           |  |    |                                      |    |                                      |      |    |                      |  |                  |                      |   |  |                        |              |                        |
| Financing - Local          |                           |  | 1  |                                      | E  |                                      |      | ╁  |                      |  |                  |                      |   |  |                        |              |                        |
| PGE21092                   |                           | Third-Party Financing [5]                                | \$ | (361)                                |    | -                                    | \$ - | \$ | -                    | IOU Core/Statewide   | Cross-Cutting    |                      |   |  |                        |              |                        |
| PGE21093                   |                           | New Financing Offerings [6]                              | \$ | -                                    | \$ | -                                    | \$ - | \$ | -                    | IOU Core/Statewide   | Cross-Cutting    |                      |   |  |                        |              |                        |
| PGE21091                   |                           | On-Bill Financing (excludes Loan Pool)                   | \$ | 11                                   | \$ | 1,168,076                            |      | \$ | 1,168,076            | IOU Core/Statewide   | Cross-Cutting    |                      |   |  |                        |              |                        |
| PGE210911                  |                           | On-Bill Financing Alternative Pathway                    | \$ | 262,641                              | \$ | 4,030,576                            | \$ - | \$ | 4,030,576            | IOU Core/Statewide   | Cross-Cutting    |                      |   |  |                        |              |                        |
| Financing Loan Pool - Loc  |                           |  |    |                                      |    |                                      |      |    |                      |  |                  |                      |   |  |                        |              |                        |
| PGE21091LP                 |                           | Financing Loan Pool Addition                             | \$ | 14,648,574                           | \$ | 17,000,000                           | \$ - | \$ | 17,000,000           | Non-Program  | Cross-Cutting    |                      |   |  |                        |              |                        |

PA Name: Pacific Gas and Electric Company

Table 4 - Budget, Spent, Unspent, Carryover Details [1]

| New/Existing Program #             | Discontinued<br>Program # | Main Program Name / Sub-Program Name                       | S  | 020 Budget<br>Spent as of<br>07/31/2020<br>[2] | 2021 Proposed<br>Budget |           | 2021 Budget Offset<br>(Expected 2020<br>Unspent/<br>Uncommitted and<br>Any Remaining Pre-<br>2020 Unspent/<br>Uncommitted<br>Funding) |    | 2021 Funds<br>Requested                 | Program Type                 | New Business<br>Sector      |
|------------------------------------|---------------------------|--|----|--|-------------------------|-----------|---|----|---|------------------------------|-----------------------------|
| Codes & Standards - Loca           | il                        |  |    |  |                         |           |   |    |   |                              |                             |
| PGE21053                           |                           | Compliance Improvement                                     | \$ | 3,485,412                                      | \$                      | 5,524,990 | \$ -  | \$ | 5,524,990                               | IOU Core/Statewide           | Cross-Cutting               |
| PGE21054                           |                           | Reach Codes  | \$ | 697,973  | \$                      | 2,043,666 |   | \$ | 2,043,666                               | IOU Core/Statewide           | Cross-Cutting               |
| PGE21055                           |                           | Planning and Coordination                                  | \$ | 917,271  |                         | 740,393   |   | \$ | 740,393                                 | IOU Core/Statewide           | Cross-Cutting               |
| PGE21056                           |                           | Code Readiness   | \$ | 2,517,553                                      | \$                      | 6,950,898 | \$ -  | \$ | 6,950,898                               | IOU Core/Statewide           | Cross-Cutting               |
| Codes & Standards - State          | wide                      |  |    |  |                         |           |   | -  |   |                              |                             |
| PGE SW CSA App                     |                           | State Appliance Standards Advocacy                         | \$ | 779,860  | \$                      | 1,693,770 | \$ -  | \$ | 1,693,770                               | IOU Core/Statewide           | Cross-Cutting               |
| PGE_SW_CSA_App                     |                           | State Building Codes Advocacy                              | \$ | 4,980,348                                      |                         | 2,735,280 |   | \$ | 2,735,280                               | IOU Core/Statewide           | Cross-Cutting               |
| PGE_SW_CSA_Bidg<br>PGE_SW_CSA_Natl |                           | National Codes & Standards Advocacy                        | \$ | 1,821,722                                      |                         | 1,569,630 |   | \$ | 1,569,630                               | IOU Core/Statewide           | Cross-Cutting Cross-Cutting |
| PGE_SW_CSA_App_PA                  |                           | State Appliance Standards Advocacy PA Costs                | \$ | 993,507  |                         | 1,869,301 |   | \$ | 1,869,301                               | IOU Core/Statewide           | Cross-Cutting               |
| PGE_SW_CSA_Bldg_PA                 |                           | State Building Codes Advocacy PA Costs                     | \$ | 576,715  |                         | 1,501,253 |   | \$ | 1,501,253                               | IOU Core/Statewide           | Cross-Cutting               |
| PGE_SW_CSA_Natl_PA                 |                           | National Codes & Standards Advocacy PA Costs               | \$ | 103,581  |                         | 624,637   |   | \$ | 624,637                                 | IOU Core/Statewide           | Cross-Cutting               |
|                                    |                           | <b>,</b>   | Ė  |  | Ė                       |           | •   | Ľ  | , |                              |                             |
| Emerging Technology - Lo           | neal .                    |  |    |  |                         |           |   | -  |   |                              |                             |
| PGE21062                           | Cai                       | Technology Assessments                                     | \$ | 720,193  | \$                      | 1,460,138 | \$ -  | \$ | 1,460,138                               | IOU Core/Statewide           | Cross-Cutting               |
| PGE21063                           |                           | Technology Introduction Support                            | \$ | (16,112)                                       |                         | 3,322,253 |   | \$ | 3,322,253                               | IOU Core/Statewide           | Cross-Cutting               |
| 1 0221000                          |                           | roomiciogy mirodaction capport                             | Ť  | (10,112)                                       | _                       | 0,022,200 | •   | Ť  | 0,022,200                               | 100 coro, ciatomas           | Cross Calling               |
| Emerging Technology - St           | atewide                   |  |    |  |                         |           |   |    |   |                              |                             |
| PGE_SW_ETP_Gas                     |                           | Emerging Technologies Program, Gas                         | \$ | -  | \$                      | 1,512,000 | \$  | \$ | 1,512,000                               | IOU Core/Statewide           | Cross-Cutting               |
| PGE_SW_ETP_Gas_PA                  |                           | Emerging Technologies Program, Gas - PGE Costs             | \$ | -  | \$                      | 25,675    | \$ -  | \$ | 25,675                                  | IOU Core/Statewide           | Cross-Cutting               |
| Workforce Ed. & Traing - L         |                           |  |    |  |                         |           |   |    |   |                              |                             |
| PGE21071                           |                           | Integrated Energy Education and Training                   | \$ | 3,580,830                                      | ¢                       | 7,248,382 | œ.  | \$ | 7,248,382                               | IOU Core/Statewide           | Cross-Cutting               |
| PGE21071<br>PGE21072               |                           | Connections  | \$ | 544,210  |                         | 619,213   |   | \$ | 619,213                                 | IOU Core/Statewide           | Cross-Cutting Cross-Cutting |
| FGLZ1072                           |                           | Connections  | φ  | 344,210  | φ                       | 019,213   | · -   | φ  | 019,213                                 | 100 Core/Statewide           | Cross-Cutting               |
| Workforce Ed. & Traing - S         | Statewide                 |  |    |  |                         |           |   |    |   |                              |                             |
| PGE_SW_WET_CC                      |                           | SW WET Career Connections                                  | \$ | -  | \$                      | 266,000   | \$ -  | \$ | 266,000                                 | IOU Core/Statewide           | Cross-Cutting               |
| PGE_SW_WET_Work                    |                           | WE&T Career and Workforce Readiness                        | \$ | -  | \$                      | 561,943   | \$ -  | \$ | 561,943                                 | IOU Core/Statewide           | Cross-Cutting               |
| PGE_SW_WET_CC_PA                   |                           | SW WET Career Connections – PGE Costs                      | \$ | -  | \$                      | 106,802   | \$ -  | \$ | 106,802                                 | IOU Core/Statewide           | Cross-Cutting               |
| PGE_SW_WET_Work_PA                 |                           | WE&T Career and Workforce Readiness - PGE Costs            | \$ | -  | \$                      | 140,704   | \$ -  | \$ | 140,704                                 | IOU Core/Statewide           | Cross-Cutting               |
| Programs Discontinued in           | 2021 with 2020 St         | nendina  |    |  |                         |           |   |    |   |                              |                             |
|                                    |                           | rg   |    |  |                         |           |   | t  |   |                              |                             |
|                                    | PGE21008                  | Enhance Time Delay Relay                                   | \$ | 1,103,160                                      | \$                      | -         | \$ -  | \$ | -                                       | Third/Local Party            | Residential                 |
|                                    | PGE210011                 | Residential Energy Fitness Program                         | \$ | (1,658,445)                                    |                         | -         | \$ -  | \$ | -                                       | Third/Local Party            | Residential                 |
|                                    | PGE21003                  | Multifamily Energy Efficiency                              | \$ | 536,362  |                         | -         | \$ -  | \$ | -                                       | IOU Core/Statewide           | Residential                 |
|                                    | PGE21009                  | Direct Install for Manufactured and Mobile Homes           | \$ | 1,407,252                                      | \$                      | -         | \$ -  | \$ | -                                       | Third/Local Party            | Residential                 |
|                                    | PGE210112                 | School Energy Efficiency                                   | \$ | 375,118  | \$                      | -         | \$ -  | \$ | -                                       | Third/Local Party            | Commercial                  |
|                                    | PGE210123                 | Healthcare Energy Efficiency Program                       | \$ | 132,339  |                         | -         | \$ -  | \$ | -                                       | Third/Local Party            | Commercial                  |
|                                    | PGE210135                 | Water Infrastructure and System Efficiency                 | \$ | 542,679  |                         | -         | \$ -  | \$ | -                                       | Third/Local Party            | Industrial                  |
|                                    | PGE21015                  | Commercial HVAC  | \$ | 3,670,302                                      |                         | -         | \$ -  | \$ | -                                       | IOU Core/Statewide           | Commercial                  |
|                                    | PGE21018                  | EnergySmart Grocer   | \$ | 2,098,867                                      |                         | -         | \$ -  | \$ | -                                       | Third/Local Party            | Commercial                  |
|                                    | PGE21026                  | Energy Efficiency Services for Oil Production              | \$ | 308,425  |                         | -         | \$  | \$ | -                                       | Third/Local Party            | Industrial                  |
|                                    | PGE210311                 | Process Wastewater Treatment EM Pgm for Ag Food Processing | \$ | 33,998   |                         | -         | \$ -  | \$ | -                                       | Third/Local Party            | Agricultural                |
|                                    | PGE210312                 |  | \$ | 561,639  |                         | -         | \$ -  | \$ | -                                       | Third/Local Party            | Agricultural                |
|                                    | PGE21039                  | Comprehensive Food Process Audit & Resource Efficiency Pgm | \$ | 287,687  |                         | -         | \$ -  | \$ | -                                       | Third/Local Party            | Agricultural                |
|                                    | PGE2110052                | Strategic Energy Resources                                 | \$ | 3,677,383                                      |                         | -         | \$ -<br>\$ -  | \$ | -                                       | Local Government Partnership | Public                      |
|                                    | PGE21061                  | Technology Development Support                             | \$ | 56,813   |                         |           | Ψ   | \$ |   | IOU Core/Statewide           | Cross-Cutting               |
|                                    | PGE21076                  | Career and Workforce Readiness                             | \$ | -  | \$                      | -         | \$ -  | \$ | -                                       | IOU Core/Statewide           | Cross-Cutting               |

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Table 4 - Budget, Spent, Unspent, Carryover Details [1]

| New/Existing Program # | Discontinued<br>Program # | Main Program Name / Sub-Program Name         | 5  | 2020 Budget<br>Spent as of<br>07/31/2020<br>[2] | 20 | 21 Proposed<br>Budget | ι  | 021 Budget Offset (Expected 2020 Unspent/ Jncommitted and ny Remaining Pre- 2020 Unspent/ Uncommitted Funding) |      | 021 Funds<br>Requested | Program Type       | New Business<br>Sector |
|------------------------|---------------------------|--|----|---|----|-----------------------|----|--|------|------------------------|--------------------|------------------------|
|                        | PGE21041                  | Primary Lighting                             | \$ | 136,275   | \$ | -                     | \$ | -  | \$   | -                      | IOU Core/Statewide | Residential            |
|                        | PGE21042                  | Lighting Innovation                          | \$ | 3,857   | \$ | -                     | \$ | -  | \$   | -                      | IOU Core/Statewide | Cross-Cutting          |
|                        | PGE21051                  | Building Codes Advocacy [7]                  | \$ | (503,023)                                       | \$ | -                     | \$ | -  | \$   | -                      | IOU Core/Statewide | Cross-Cutting          |
|                        | PGE21052                  | Appliance Standards Advocacy [7]             | \$ | 68,175  | \$ | -                     | \$ | -  | \$   | -                      | IOU Core/Statewide | Cross-Cutting          |
|                        | PGE21057                  | National Codes & Standards Advocacy [7]      | \$ | 4,590   |    | -                     | \$ |  | \$   | -                      | IOU Core/Statewide | Cross-Cutting          |
|                        | PGE21073                  | Strategic Planning [8]                       | \$ | (4,034)   | \$ | -                     | \$ | -  | \$   | -                      | IOU Core/Statewide | Cross-Cutting          |
|                        |                           |  |    |   |    |                       |    |  |      |                        |                    |                        |
|                        |                           | PA PROGRAM TOTAL                             | \$ | 98,559,792                                      | \$ | 228,215,304           | \$ | -  | \$ : | 228,215,304            |                    |                        |
|                        |                           |  |    |   |    |                       |    |  |      |                        |                    |                        |
|                        |                           | EM&V (PA & CPUC Portions) Total              |    |   |    |                       |    |  |      |                        |                    |                        |
| EM&V CPUC              |                           | PG&E EM&V - CPUC                             | \$ | 2,030,129                                       | \$ | 6,619,004             | \$ | -  | \$   | 6,619,004              | IOU Core/Statewide | Cross-Cutting          |
| EM&V PG&E              |                           | PG&E EM&V - PG&E                             | \$ | 1,114,028                                       | \$ | 2,889,967             | \$ | -  | \$   | 2,889,967              | IOU Core/Statewide | Cross-Cutting          |
|                        |                           | PA TOTAL with EM&V                           | \$ | 101,703,948                                     | \$ | 237,724,275           | \$ | -  | \$ 2 | 237,724,275            |                    |                        |
|                        |                           |  |    |   |    |                       |    |  |      |                        |                    |                        |
|                        |                           | Estimated Funds to be Returned in 2021 Rates |    |   |    |                       | \$ | 10,000,000   | \$   | (10,000,000)           |                    |                        |
|                        |                           |  |    |   |    |                       |    |  |      |                        |                    |                        |
|                        | ,                         | TOTAL PA EE PORTFOLIO                        | \$ | 101,703,948                                     | \$ | 237,724,275           | \$ | 10,000,000   | \$ 2 | 227,724,275            |                    |                        |

|           |           | ME&O & ESA  |                  |                |  |                    |               |
|-----------|-----------|---|------------------|----------------|--|--------------------|---------------|
| PGE_SWMEO | PGE_SWMEO | Statewide Marketing, Education & Outreach (EE portion only) [9] | \$<br>4,733,981  | \$ 6,859,212   |  | IOU Core/Statewide | Cross-Cutting |
| PGE_ESA   | PGE_ESA   | Energy Savings Assistance Program [10]                          | \$<br>71,405,519 | \$ 123,400,000 |  | IOU Core/Statewide | Residential   |
|           |           |   |                  |                |  |                    |               |

<sup>[1]</sup> Details of PG&E's program changes for its 2021 portfolio can be found in Section III.G. of the advice letter.

<sup>[2]</sup> PG&E's 2020 EE budget was approved on December 24, 2019 in Advice Letter 4136-G/5627-E and supplement.

<sup>[3]</sup> The Program IDs for Residential Energy Advisor (PGE21001), Pay for Performance Pilot (PGE210010), and Industrial Strategic Energy Management (PGE21030) are being discontinued in CEDARS in 2021, however program activities from these two programs will continue in 2021 under multiple new Program IDs. Program activities from Residential Energy Advisor (PGE21001) will continue under PGE\_Res\_002a. PGE\_Res\_002a. Program activities from Residential Energy Advisor (PGE210010) will continue under PGE\_Res\_001a. PGE\_RES\_00

<sup>[5]</sup> Third-party financing will be closed upon completion of commitments in 2021 or 2022. This program is forecasted with \$0 budget because no 2021 spend is expected, however a contract is still in place for management of the remaining third-party

<sup>[6]</sup> New Finance Offerings program is exicuded from the EE ABAL budget as funding for this program was approved via D.13-09-044. See advice letter p.5.

<sup>[7]</sup> Minimal expenditures are reported for Q1 2020 for these programs as a result of the transition to new statewide Codes and Standards Advocacy programs. See Section III.G. of the advice letter for more details.

<sup>[8]</sup> Strategic planning was sunset in PG&E's 2019 ABAL (Advice 4011-G/5376-E). Residual portfolio overhead payments are shown in Q1 2020 expenditures.

<sup>[9]</sup> 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 approved in Advice Letter 4098-G/5544-[10] ESA budget reflects the authorized funding per year in D.16-11-022 and approved midcycle request as per approval from AL 3990-G/5329-E and supplements, on January 4, 2019

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Table 5 - Total 2021 Requested and 2017-2020 Revenue Collected (\$000)

| Category (2017-20 Authorized [1] and 2021 Request)       | Res<br>Fun | nand<br>ponse<br>ds | Effic<br>Fund |                   | Pub<br>Pur<br>Fun | pose<br>ids     | Effi<br>Fun |                   |
|--|------------|---------------------|---------------|-------------------|-------------------|-----------------|-------------|-------------------|
| 2017 Program Funds - Utility                             | \$         | 3,264               | \$            | 327,271           | \$                | 62,337          | \$          | 389,609           |
| 2017 Program Funds - REN                                 |            |                     | \$            | 13,891            | \$                | 2,646           | \$          | 16,537            |
| 2017 Program Funds - CCA<br>2017 EM&V                    |            |                     | \$<br>\$      | 1,333             | \$                | 254             | \$          | 1,586             |
| 2017 EM&V  2017 Annualized Total                         | \$         | 3,264               | \$            | 14,271<br>356,766 | \$                | 2,718<br>67,955 | \$          | 16,989<br>424,721 |
|  | \$         |                     | \$            | 307,407           | \$                | 58,554          | \$          | 365,961           |
| 2018 Program Funds - Utility 2018 Program Funds - BayREN | Э          | 3,264               | \$            | 18,787            | \$                | 3,578           | \$          | 22,365            |
| 2018 Program Funds - Bayken<br>2018 Program Funds - MCE  | -          |                     | \$            | 6,891             | \$                | 1,313           | \$          | 8,204             |
| 2018 EM&V  | <u> </u>   |                     | \$            | 13,879            | \$                | 2,644           | \$          | 16,522            |
| 2018 Annualized Total                                    | \$         | 3,264               | \$            | 346,964           | \$                | 66,088          | \$          | 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 Program Funds - Utility                             | \$         | 7,771               | \$            | 159,760           | \$                | 68,469          | \$          | 228,229           |
| 2020 Program Funds - BayREN (including EM&V)             |            |                     | \$            | 16,612            | \$                | 7,119           | \$          | 23,731            |
| 2020 Program Funds - MCE (including EM&V)                |            |                     | \$            | 4,958             | \$                | 2,125           | \$          | 7,083             |
| 2020 Program Funds - 3C-REN (including EM&V)             |            |                     | \$            | 2,082             | \$                | 892             | \$          | 2,975             |
| 2020 EM&V (IOU only)                                     |            |                     | \$            | 6,657             | \$                | 2,853           | \$          | 9,510             |
| 2020 Annualized Total                                    | \$         | 7,771               | \$            | 190,069           | \$                | 81,458          | \$          | 271,527           |
| 2021 Requested Program Funds - Utility [2]               | \$         | 8,000               | \$            | 189,568           | \$                | 38,647          | \$          | 228,215           |
| 2021 Requested Program Funds - BayREN (incl. EM&V)       |            |                     | \$            | 20,674            | \$                | 4,234           | \$          | 24,908            |
| 2021 Requested Program Funds - MCE (incl. EM&V)          |            |                     | \$            | 6,508             | \$                | 1,333           | \$          | 7,841             |
| 2021 Requested Program Funds - 3C-REN (incl. EM&V)       |            |                     | \$            | 3,390             | \$                | 694             | \$          | 4,084             |
| 2021 Requested EM&V (IOU only) [2]                       |            |                     | \$            | 7,892             | \$                | 1,617           | \$          | 9,509             |
| 2021 Total Portfolio Request                             | \$         | 8,000               | \$            | 228,032           | \$                | 46,526          | \$          | 274,557           |

<sup>[1]</sup> The authorized budget excludes reductions from past unspent funds and carryover and is consistent with funding approved in D. 09-09-047, D. 12-11-015, D.14-10-046 and D.15-10-028.

<sup>[2]</sup> The electric and gas split for program year 2021 is forecasted to be 83%/17%, applicable to the portion of PG&E's EE portfolio budget that will not be supporting fuel substitution program activities (including EM&V). The portfolio budget that is forecasted to support fuel-substitution activities will be recovered 100% through electric rates only. See advice letter Section III.J.1., Table 15 for more details on the fuel-substitution budget.

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Table 6 - Committed Energy Efficiency Program Funding - Funds Not Yet Spent as of 7/31/2020

| Accrued funds not yet spent (\$000).  Category | Electric Procurement Funds | Natural Gas<br>Public Purpose<br>Funds | Total    |
|--|----------------------------|--|----------|
| 2013-2015 to date EM&V Funds                   | \$2,598                    |  | \$3,169  |
| 2013-2015 to date Program Funds - Utility [1]  | (\$189)                    | (\$42)                                 | (\$231)  |
| 2013-2015 to date Program Funds - BayREN       | \$3,084                    | ×1 /                                   | \$3,761  |
| 2013-2015 to date Program Funds - MCE          | \$30                       | \$7                                    | \$36     |
| 2016 to date EM&V Funds                        | \$12,852                   | \$2,821                                | \$15,673 |
| 2016 to date Program Funds - Utility [1]       | \$0                        | \$0                                    | \$0      |
| 2016 to date Program Funds - BayREN            | \$0                        | \$0                                    | \$0      |
| 2016 to date Program Funds - MCE               | \$86                       | \$19                                   | \$105    |
| 2017 to date EM&V Funds                        | \$12,162                   | \$2,317                                | \$14,479 |
| 2017 to date Program Funds - Utility [1]       | \$139                      | \$26                                   | \$165    |
| 2017 to date Program Funds - BayREN            | \$36                       | \$7                                    | \$43     |
| 2017 to date Program Funds - MCE               | \$0                        | \$0                                    | \$0      |
| 2018 to date EM&V Funds                        | \$9,661                    | \$1,840                                | \$11,501 |
| 2018 to date Program Funds - Utility [1]       | \$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                        | \$0                        | \$0                                    | \$0      |
| 2019 to date Program Funds - Utility [1]       | \$380                      | \$120                                  | \$500    |
| 2019 to date Program Funds - BayREN            | \$2,272                    | \$718                                  | \$2,990  |
| 2019 to date Program Funds - MCE               | (\$43)                     | (\$14)                                 | (\$57)   |
| 2019 to date Program Funds - 3C REN            | \$1,840                    | \$581                                  | \$2,420  |
| 2020 to date EM&V Funds                        | \$4,456                    | · · · · · · · · · · · · · · · · · · ·  | \$6,365  |
| 2020 to date Program Funds - Utility [1]       | \$350                      | · · ·                                  | \$500    |
| 2020 to date Program Funds - REN               | \$4,387                    | \$1,880                                | \$6,267  |
| 2020 to date Program Funds - CCA               | \$3,759                    | \$1,611                                | \$5,371  |
| 2020 to date Program Funds - 3C REN            | \$1,445                    | \$619                                  | \$2,064  |

<sup>[1]</sup> Utility Funds represent New Financing Pilots funding initially authorized in the 2013-2015 cycle. Additional funding for this program was authorized in AL 3904-G/5175-E, approved effective December 3, 2017. \$500,000 per year for 2017 through 2020 were committed to continuously fund this program.

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Table 7 - 2020 Authorized and Spent/Unspent Detail (Spend as of July 31, 2020)

| Authorized, spent and unspent program funds (Excludes IOU EM&V and OBF Loans) (\$000) |    | Electric<br>ocurement | <br>itural Gas<br>lic Purpose |               |
|---|----|-----------------------|-------------------------------|---------------|
| Category  |    | Funds                 | Funds                         | Total         |
| 2020 Annualized Authorized Program Budget   | \$ | 174,667               | \$<br>73,851                  | \$<br>248,518 |
| 2020 Actual Spent [1]   | \$ | 75,052                | \$<br>30,843                  | \$<br>105,895 |
| 2020 Unspent before deducting committed funds   | \$ | 99,615                | \$<br>43,008                  | \$<br>142,623 |
| 2020 Committed funds [2]  | \$ | 9,941                 | \$<br>4,261                   | \$<br>14,202  |
| 2020 Unspent as of July 31, 2020 [3]  | \$ | 89,674                | \$<br>38,747                  | \$<br>128,421 |
| 2020 Unspent/uncommitted - estimated available for                                    |    |                       |                               |               |
| 2021 [4]  | \$ | 16,852                | \$<br>7,222                   | \$<br>24,075  |

<sup>[1]</sup> Actual spent means funds expensed, including accruals and payments made on previous year commitments as of July 31, 2020.

<sup>[2] 2020</sup> Committed funds as of July 31, 2020. Represents unspent and committed Financing Pilots, BayREN, MCE, and 3C REN funds.

<sup>[3]</sup> Excludes \$533,000 of interest accrued in the balancing account through July 31, 2020 (\$423,000 electric; \$110,000 gas).

<sup>[4]</sup> Funds to be amortized in 2021 rates. Includes estimated unspent & uncommitted from PG&E of \$10,000,000 and carryover funds from Non-IOU entities of \$14,075,000. Carryover for BayREN, 3C-REN, and MCE were taken from their respective 2021 ABAL presentations to CAEECC on August 5, 2020. Carryover from these presentations is assumed to include carryover from both 2019 and 2020, but the carryover estimates were not broken out by year. PG&E assumed the 2020 electric/gas split of 70%/30% for all carryover in the absence of more precise information. Final 2021 cost recovery amounts, including carryover broken out by program year and corresponding electric/gas split, will be filed by PG&E in a Tier 1 advice letter following the issuance of 2021 ABAL dispositions for PG&E, BayREN, 3C-REN, and MCE.

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

|  |          | Col A  | Col B  | Col C  | Col D                        | Col E               | Col F  | Col G  | Col H   | Coll   | Col A * Col F | Col A * Col G  | Col A * Col H  | Col A * Col I | Col B * Col F | Col B * Col G  | Col B * Col H | Col B * Col I | Col C * Col F | Col C * Col G | Col C * Col H    | Col C * Col I |
|--|----------|--|--|--|------------------------------|---------------------|--------|--------|---|--------|---------------|----------------|----------------|---------------|---------------|----------------|---------------|---------------|---------------|---------------|------------------|---------------|
|  |          | 2021 Program                                     | 2022 Program                                     | Maximum Annual   | Expected or<br>Actual Launch |                     |        |        | tional Contribution<br>ding may be within +/- |        | :             | 2021 Progam Fo | ecast by IOU** |               |               | 2022 Progam Bu | dget by IOU** |               | Max           | mum Annual Bu | dget After Laund | ch            |
| Statewide Program*   | Lead IOU | Budget<br>(Total for all<br>contributing IOUs)** | Budget<br>(Total for all<br>contributing IOUs)** | Program Budget<br>(Total for all<br>contributing IOUs)**** | Date<br>(MM/YYYY)***         | Percent<br>Electric | 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<br>and workforce readiness |          | \$ 1,232,332                                     | \$2,112,569                                      | \$ 2,112,569   | Jul-2021                     | 80%                 | 45.60% | 13.96% | 32.08%  | 8.36%  | \$ 561,943    | \$ 172,034     | \$ 395,332     | \$ 103,023    | \$ 963,331    | \$ 294,915     | \$ 677,712    | \$ 176,611    | \$ 963,331    | \$ 294,915    | \$ 677,712       | \$ 176,611    |
| Res New Construction   |          | \$ 5,292,000                                     | \$8,862,000                                      | \$ 12,000,000  | Jun-2021                     | 80%                 | 45.60% | 13.96% | 32.08%  | 8.36%  | \$ 2,413,152  | \$ 738,763     | \$ 1,697,674   | \$ 442,411    | \$ 4,041,072  | \$ 1,237,135   | \$ 2,842,930  | \$ 740,863    | \$ 5,472,000  | \$ 1,675,200  | \$ 3,849,600     | \$ 1,003,200  |
| NonRes New Construction  | PG&E     | \$ 2,000,000                                     | \$14,000,000                                     | \$ 20,000,000  | Jun-2021                     | 80%                 | 45.60% | 13.96% | 32.08%  | 8.36%  | \$ 912,000    | \$ 279,200     | \$ 641,600     | \$ 167,200    | \$ 6,384,000  | \$ 1,954,400   | \$ 4,491,200  | \$ 1,170,400  | \$ 9,120,000  | \$ 2,792,000  | \$ 6,416,000     | \$ 1,672,000  |
| Codes and Standards Advocacy   | PURE     | \$ 13,155,000                                    | \$13,155,000                                     | \$ 13,155,000  | Feb-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<br>Corrections             |          | \$ 416,667                                       | \$2,500,000                                      | \$ 5,000,000   | Aug-2021                     | 80%                 | 45.60% | 13.96% | 32.08%  | 8.36%  | \$ 190,000    | \$ 58,167      | \$ 133,667     | \$ 34,833     | \$ 1,140,000  | \$ 349,000     | \$ 802,000    | \$ 209,000    | \$ 2,280,000  | \$ 698,000    | \$ 1,604,000     | \$ 418,000    |
| WE&T Career Connections  |          | \$ 583,333                                       | \$1,000,000                                      | \$ 1,000,000   | Jul-2021                     | 80%                 | 45.60% | 13.96% | 32.08%  | 8.36%  | \$ 266,000    | \$ 81,433      | \$ 187,133     | \$ 48,767     | \$ 456,000    | \$ 139,600     | \$ 320,800    | \$ 83,600     | \$ 456,000    | \$ 139,600    | \$ 320,800       | \$ 83,600     |
| Water/wastewater pumping   |          | \$ -   | \$1,846,970                                      | \$ 5,300,000   | Sep-2022                     | 80%                 | 45.60% | 13.96% | 32.08%  | 8.36%  | \$ -          | \$ -           | \$ -           | \$ -          | \$ 842,218    | \$ 257,837     | \$ 592,508    | \$ 154,407    | \$ 2,416,800  | \$ 739,880    | \$ 1,700,240     | \$ 443,080    |
| Lighting (Upstream)  | SCE      | \$ 8,000,000                                     | \$12,000,000                                     | \$ 12,000,000  | May-2021                     | 100%                | 44.40% | 15.50% | 40.10%  | 0.00%  | \$ 3,552,000  | \$ 1,240,000   | \$ 3,208,000   | \$ -          | \$ 5,328,000  | \$ 1,860,000   | \$ 4,812,000  | \$ -          | \$ 5,328,000  | \$ 1,860,000  | \$ 4,812,000     | \$ -          |
| ETP, electric  | 3CL      | \$ -   | \$14,032,875                                     | \$ 17,897,000  | Apr-2022                     | 100%                | 44.40% | 15.50% | 40.10%  | 0.00%  | \$ -          | \$ -           | \$ -           | \$ -          | \$ 6,230,597  | \$ 2,175,096   | \$ 5,627,183  | \$ -          | \$ 7,946,268  | \$ 2,774,035  | \$ 7,176,697     | \$ -          |
| Institutional Partnerships, UC/CSU/CCC                               |          | \$ -   | \$1,393,939                                      | \$ 4,000,000   | Sep-2022                     | 80%                 | 45.60% | 13.96% | 32.08%  | 8.36%  | \$ -          | \$ -           | \$ -           | \$ -          | \$ 635,636    | \$ 194,594     | \$ 447,176    | \$ 116,533    | \$ 1,824,000  | \$ 558,400    | \$ 1,283,200     | \$ 334,400    |
| ETP, gas *****   |          | \$3,000,000                                      | \$3,000,000                                      |  | Jul-2021                     | 0%                  | 50.40% | 7.80%  | 0.00%   | 41.80% | \$ 1,512,000  | \$ 234,000     | \$ -           | \$ 1,254,000  | \$ 1,512,000  | \$ 234,000     | \$ -          | \$ 1,254,000  | \$ 1,512,000  | \$ 234,000    | \$ -             | \$ 1,254,000  |
| Food Service POS   | SCG      | \$8,836,824                                      | \$10,877,696                                     | \$ 12,227,068  | Apr-2021                     | 40%                 | 48.00% | 10.88% | 16.04%  | 25.08% | \$ 4,241,676  | \$ 961,446     | \$ 1,417,427   | \$ 2,216,275  | \$ 5,221,294  | \$ 1,183,493   | \$ 1,744,782  | \$ 2,728,126  | \$ 5,868,993  | \$ 1,330,305  | \$ 1,961,222     | \$ 3,066,549  |
| Midstream Comm Water Heating   |          | \$8,087,900                                      | \$9,640,241                                      | \$ 11,192,583  | Apr-2021                     | 40%                 | 48.00% | 10.88% | 16.04%  | 25.08% | \$ 3,882,192  | \$ 879,964     | \$ 1,297,299   | \$ 2,028,445  | \$ 4,627,316  | \$ 1,048,858   | \$ 1,546,295  | \$ 2,417,772  | \$ 5,372,440  | \$ 1,217,753  | \$ 1,795,290     | \$ 2,807,100  |
| Res HVAC QI/QM   |          | \$ -   | \$0  | \$ 6,900,000   | Apr-2023                     | 80%                 | 45.60% | 13.96% | 32.08%  | 8.36%  | \$ -          | \$ -           | \$ -           | \$ -          | \$ -          | \$ -           | \$ -          | \$ -          | \$ 3,146,400  | \$ 963,240    | \$ 2,213,520     | \$ 576,840    |
| Plug Load and Appliance  | SDG&E    | \$ 7,250,000                                     | \$29,356,559                                     | \$29,356,559   | Sep-2021                     | 80%                 | 45.60% | 13.96% | 32.08%  | 8.36%  | \$ 3,306,000  | \$ 1,012,100   | \$ 2,325,800   | \$ 606,100    | \$ 13,386,591 | \$ 4,098,176   | \$ 9,417,584  | \$ 2,454,208  | \$ 13,386,591 | \$ 4,098,176  | \$ 9,417,584     | \$ 2,454,208  |
| Upstream HVAC (Comm + Res)   |          | \$ 10,341,930                                    | \$12,652,339                                     | \$ 12,652,339  | Jan-2021                     | 80%                 | 45.60% | 13.96% | 32.08%  | 8.36%  | \$ 4,715,920  | \$ 1,443,733   | \$ 3,317,691   | \$ 864,585    | \$ 5,769,467  | \$ 1,766,267   | \$ 4,058,870  | \$ 1,057,736  | \$ 5,769,467  | \$ 1,766,267  | \$ 4,058,870     | \$ 1,057,736  |
| Total  |          | \$ 68,195,986                                    | \$ 136,430,188                                   | \$ 167,793,118   |                              |                     |        |        |   |        | \$ 31,551,563 | \$ 8,937,278   | \$ 18,841,747  | \$ 8,865,398  | \$ 62,536,202 | \$ 18,629,808  | \$ 41,601,164 | \$ 13,663,014 | \$ 76,860,970 | \$ 22,978,208 | \$ 51,506,860    | \$ 16,447,081 |

\*The numbers in this table are accurate as of August 14, 2020, and are reflected in all of PG&E's 2021 ABAL materials, including its advice letter and CEDARS filing submission. Any changes made by a SW lead after August 14, 2020 are not reflected in this table.

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

\*\*\*\*Maximum annual program budget subject to change with consensus across IOUs

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 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.

|          |             |                 | Electric     | Gas        |
|----------|-------------|-----------------|--------------|------------|
|          | Percent PPP |                 | Proportional | Proportion |
| IOU      | Electric    | Percent PPP Gas | Share        | al 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%      |

<sup>\*\*</sup>The budget is proportional to the anticipated launch date of the program.

|      | 2021 Energy Efficie  | ency Caps And Target I   | Expenditure Pro  | jections        |                      |               |          |
|------|--|--|--|-----------------|----------------------|---------------|----------|
|      |  | E  | Expenditures   |                 | Cap &                | Target Perfor | mance    |
| Line | Budget Category  | Non-Third- Party Qualifying Costs (including PA costs and old-definition 3P/GP contracts that don't meet the new definition) | Third Party Qualifying Costs <sup>2</sup> (including SW) | Total Portfolio | Percent of<br>Budget | Cap %         | Target % |
| 1    | Administrative Costs   | \$19,147,169   | \$6,352,591  | \$25,499,760    |                      |               |          |
| •    |  |  |  |                 |                      |               |          |
| 2    | IOU <sup>1</sup>   | \$14,284,835   | \$0  | \$14,284,835    | 5.8%                 | 10.0%         |          |
| 3    | Third Party & Partnership <sup>2</sup>                                   | \$1,469,291  | \$5,958,779  | \$7,428,070     |                      |               | 10.0%    |
| 4    | Target Exempt Programs <sup>3</sup>                                      | \$3,393,043  | \$393,812  | \$3,786,855     |                      |               |          |
| 5    | Marketing and Outreach Costs <sup>4</sup>                                | \$13,906,135   | \$3,901,936  | \$17,808,071    |                      |               |          |
| 6    | Marketing & Outreach   | \$7,046,923  | \$3,901,936  | \$10,948,859    | 4.5%                 |               | 6.0%     |
| 7    | Statewide Marketing & Outreach <sup>5</sup>                              | \$6,859,212  | \$0  | \$6,859,212     |                      |               |          |
| 8    | Direct Implementation Costs  | \$105,528,691  | \$86,237,995   | \$191,766,686   |                      |               |          |
| 9    | Direct Implementation (Incentives and Rebates)                           | \$42,370,572   | \$29,057,177   | \$71,427,749    |                      |               |          |
| 10   | Direct Implementation (Non-Incentives and Non-Rebates)                   | \$36,855,064   | \$52,079,626   | \$88,934,690    | 36.4%                |               | 20.0%    |
| 11   | Direct Implementation Target Exempt Programs <sup>3</sup>                | \$26,303,055   | \$5,101,192  | \$31,404,247    |                      |               |          |
| 12   | EM&V Costs (Investor Owned Utilities & Energy Division) 6,7              | \$9,508,971  | \$0  | \$9,508,971     | 4.0%                 | 4.0%          |          |
| 13   | Total <sup>8</sup>   | \$148,090,966  | \$96,492,522   | \$244,583,487   |                      |               |          |
| 14   | 2021 Proposed Budget <sup>9</sup>  | \$141,231,754  | \$96,492,522   | \$237,724,275   |                      |               |          |
| 15   | Third-Party Implementer Contracts (as defined per D.16-08-019, OP 10) 10 | \$0  | \$96,492,522   | \$96,492,522    |                      |               |          |

#### PG&E 2021 EE ABAL Attachment 4

#### Table 10: Caps and Targets

#### Table Notes:

- 1. 10% cap requirement based on D. 09-09-047 is set for IOU only.
- 2. New third-party program definition per D.16-08-019, OP 10. For Row 3 of this table, the "Third Party & Partnership" administrative costs under the "Non-Third Party Qualifying Costs" column are costs for programs that met the old Third-Party definition prior to the transition to 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, Third-Party Public LGPs, and Codes & Standards programs (excluding Building Codes Advocacy, Appliance Standards Advocacy and National Standards Advocacy).
- 4. Statewide Marketing & Outreach (SW ME&O) is excluded from the Marketing and Outreach cost target calculation per D.13-12-038, at p. 82.
- 5. The 2019-2021 Statewide ME&O budget is authorized in D.19-01-005. 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 \$237,724,275, 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 6 April 2020, Appendix C, this total includes SW ME&O and excludes BayREN, MCE, and 3C-REN budgets and is the denominator used to calculate the Admin, Marketing, and Direct Implementation Non-Incentives percentages.
- 9. PG&E's 2021 Proposed Budget of \$237,724,275 excludes SWME&O budget of \$6,859,212 and excludes BayREN, MCE and 3C-REN budgets of \$24,907,863, \$7,840,956 and \$4,084,315 respectively.
- 10. PG&E's Third-Party Implementer Contracts (as defined per D.16-08-019, OP 10) includes third-party contract and incentive budgets and statewide qualifying contract and incentive budgets. This 2021 forecasted total is not used to calculate the third-party outsourcing compliance targets. Rather, outsourcing compliance targets are calculated using annualized total contract amounts for each qualifying third-party contract.

| Atta | chment 4, Table | c 19            |
|------|-----------------|-----------------|
| PA?  | Same: Pacific C | as and Electric |

| PA Name:<br>Budget Yes | t 4, Table 19<br>Pacific Gas and l<br>or: 2021 | Electric     |                                   |                             |  |   |                                    |      | Baseline  |             |                | A              | ctual          |                |                | Short Term Target |                |                |  |  |  |
|------------------------|--|--------------|-----------------------------------|-----------------------------|--|---|------------------------------------|------|-----------|-------------|----------------|----------------|----------------|----------------|----------------|-------------------|----------------|----------------|--|--|--|
| index                  | PA AZAF  | age Order Co | de Measureme                      | t Metric Type               | Metric/<br>Indicator Business Plan Att A. Description  | Metric  | Sector                             | Year | Numerator | Denominator | 2016           | 2017           | 2018           | 2019           | 2018           | 2019              | 2020           | Constitive     | Long Term Target (2020-2020)<br>Cumulative | Methodology  Calculated using CIT, and reported by sector consistent with primary sector grouping in COSM-6 And CASM-6 sector consistent cells and Southerds.  Section COSM-6 on NOT and PRAID on these are not Good equivalents. New Good Section COSM-6 on NOT and PRAID on these are not Good equivalents. New Good Section COSM-6 on NOT and PRAID on these are not Good equivalents. New Good Section COSM-6 on NOT and PRAID on these are not Good equivalents. New Good Section COSM-6 on NOT and PRAID on these are not Good equivalents. New Good Section COSM-6 on NOT and PRAID on these are not Good equivalents. New Good Section COSM-6 on NOT and PRAID on these are not Good equivalents. New Good Section COSM-6 on NOT and PRAID on these are not Good equivalents. New Good Section COSM-6 on NOT and PRAID on these are not Good equivalents. New Good Section COSM-6 on NOT and PRAID on these are not Good equivalents. New Good Section COSM-6 on NOT and PRAID on these are not Good equivalents. New Good Section COSM-6 on NOT and PRAID on these are not Good equivalents. New Good Section COSM-6 on NOT and PRAID on these are not Good equivalents. New Good Section COSM-6 on NOT and PRAID on the Se             | Proxy Explanation FLAG   |
| 0                      | AG   | a PLI 0      | G MTC02eq                         | NEW: Energy Savings         | Metric Greenhouse gasses (MT CO2eq) Net kWh savings, reported on an ann<br>basis   | co2-equivalent of net annual kWh savings                      | Portfolio Level (PL) - All Sectors | 2016 | N/A       | N/A         | 563,033        | 569,554        | 137,822        | 127,572        | 433,280        | 475,653           | 474,409        | 508,341        | 520,442                                    |  |  |
| 1                      | PGBS AO  | 2 PL1 S      | 51 First year annua<br>gross      | ISS: Snergy Savings         | Metric First year annual and filecycle on onto (pre-evaluation) gas, electric, as demand cavings (proce and net)   | d First year annual KW gross                                  | Portfolio Level (PL)—All Sectors   | 2016 | N/A       | N/A         | 292,190        | 320,131        | 258,184        | 270,852        | 224,595        | 244,036           | 255,705        | 203,778        | 320,720                                    | Frontisis George (solicity) metal colors and Contentis, CAL by your legislat<br>George (sevent) (\$40,000,000) and the colors (may (\$100,000,000)) and colored with low<br>portificio solicity are reported in the remain report. 2006 arbitrarement sign with<br>colors are grouped or 2005 colors of the remain report. 2006 arbitrarement sign with<br>Colors are grouped or 2005 colors of the remain report. 2006 arbitrarement sign with<br>Taylors are algorithm of Color Colors of the Color of the 2008 are 1000 arbitrarement sign of the 2008 arbitrarement sign of the 2008 arbitrarement sign of colors of colors of the 2008 arbitrarement sign of colors of colo |  |
| 2                      | PGBS AO  | 2 PL1 S      | First year annual net             | W St: Energy Savings        | Metric First year annual and lifecycle events [pre-evaluation] gas, electric, as demand savings (gross and ret)  | d First year annual kelf net                                  | Portfolio Level (PL)—All Sectors   | 2016 | N/A       | N/A         | 260,502        | 292,712        | 342,670        | 253,848        | 203,694        | 221,115           | 234,078        | 279,688        | 286,884                                    | Frontion Energy and Long contact class and streetings. Ut, they have beginned<br>group bearest published, but come because the profit contact progress of the profit contact progress of the profit contact progress of the second upon. 2012 all showevers the given and contact progress of 2012 decreases the given and contact progress and progress profit profit because the given profit policy because the given profit            |  |
| 2                      | PGBS AO  | 2 PL1 S      | First year and<br>kitch gross     | al SS: Snergy Savings       | Metric First year annual and file-cycle ex-anne (pre-evaluation) gas, electric, as demand savings (gross and net)  | d First year annual kitch gross                               | Portfolio Level (PL) - All Sectors | 2016 | N/A       | N/A         | 1,405,109,178  | 1,486,933,623  | 1,860,921,779  | 1,222,064,221  | 1,098,820,360  | 1,204,324,338     | 1,197,455,793  | 1,285,232,003  | 1,312,081,001                              | Particle Group (coloning colonic Coloning Colonic Colo             |  |
| 4                      | PGBS AO  | 2 PL1 S      | First year ann<br>kWh net         | al SS: Snergy Savings       | Metric First year annual and filecycle evanne (pre-evaluation) gas, electric, as demand cavings (gross and net)  | d Anst year annual kitth net                                  | Portfolio Level (PL)—All Sectors   | 2016 | N/A       | N/A         | 1,277,130,842  | 1,349,224,214  | 1,387,667,663  | 1,356,667,831  | 982,811,096    | 1,078,934,997     | 1,076,104,441  | 1,152,945,111  | 1,180,520,489                              | Freshis Grange (miles of color and of classes), CRI, Nay, years beginned<br>freshis (All Angell, All Angell,           |  |
| s                      | PGBS AO  | 2 PL1 S      | First year ann<br>Therm grou      | al SS: Energy Savings       | Metric First year annual and filecycle ex-site [pre-evaluation] gas, electric, as demand cavings (gross and net)   | d First year annual Therm gross                               | Portfolio Level (PL) - All Sectors | 2016 | N/A       | N/A         | 23,593,224     | 33,340,605     | 22,248,177     | 22,353,288     | 22,745,548     | 35,932,646        | 37,726,503     | 47,690,586     |  | Further Congress (Congress) and Congress (Congress) an             |  |
| 6                      | PGBS AO  | 2 PL1 S      | First year and<br>Therm net       | al SS: Snergy Savings       | Metric First year annual and filecycle ex-stree [pre-evaluation] gas, electric, as demand cavings (gross and net)  | d Ainst year annual Therm net                                 | Portfolio Level (PL)—All Sectors   | 2016 | N/A       | N/A         | 21,221,696     | 28,046,992     | 29,965,470     | 27,708,207     | 30,899,341     | 33,581,873        | 35,787,781     | 41,979,275     | 43,920,087                                 | Frontisch Gering in sinker die der der der der Seine St., das ist in legend gegen beweit de Balloh, ih der   |  |
| 7                      | PGBS AO  | 2 PL1 S      | Lifecycle evant<br>grass          | KW SS: Snergy Savings       | Metric  PLLGS. First year annual and lifecycle on area (pre-evaluation) gas, elsewhere and demand savings (gross and net)==  | COSC, Lifecycle ewante 1000 grass.                            | Portfolio Level (PL)—All Sectors   | 2016 | N/A       | N/A         | 2,914,361      | 4,128,765      | 4,665,515      | 3,362,939      | 2,240,549      | 2,433,967         | 2,550,452      | 3,029,944      | 3,198,918                                  | Further Company and Company an             |  |
| 8                      | PGBS AO  | 2 PLS S      | Lifecycle evant<br>net            | kW SS: Energy Savings       | Metric  First year annual and Mincycle as some (pre-evaluation) gas, electric, as demand caulings (gross and net)  | d Lifecycle awante KW net                                     | Portfolio Level (PL) - All Sectors | 2016 | N/A       | N/A         | 2,620,800      | 3,879,634      | 4,546,856      | 3,092,775      | 1,997,206      | 2,169,995         | 2,273,867      | 2,701,348      | 2,851,997                                  | Frontillo Engrey Lindon on March and extra desired, ILL, they have beguest<br>the properties of playing 3, beguing beautiful properties of the properties of th          |  |
| ۰                      | PGBS AD  | 2 PL1 S      | Lifecycle ex-as<br>kWh gross      | SE: Energy Savings          | Metric First year annual and Miscycle ex-unite (pre-evaluation) gas, electric, as desirand causings (proc. and net)  | d Mecycle an ante XXXII gross                                 | Portfolio Level (PL) - All Sectors | 2016 | N/A       | N/A         | 14,130,908,291 | 16,136,479,779 | 16,109,235,039 | 15,424,505,278 | 11,042,742,599 | 12,103,040,903    | 12,034,014,410 | 12,916,136,707 | 13,185,967,902                             | Annue Traden. The property of the Contract of Tradening A. St., Annue Tradenin             |  |
| 10                     | PGBS AO  | 2 PL1 S      | Lifecycle ex-as<br>kitth net      | 55: Energy Savings          | Metric  First year annual and Minycline we wise (pre-evaluation) gas, electric, as demand swings (press and net)   | d Lifecycle ex-ante XXVh net                                  | Portfolio Level (PL) - All Sectors | 2016 | N/A       | N/A         | 12,720,204,439 | 14,579,998,771 | 15,766,703,696 | 54,718,206,550 | 10)029,841,858 | 10,992,869,893    | 10,930,169,001 | 11,721,275,857 | 11,976,448,041                             | Fresh Europy (and position from a Streem, for ACL by the hyper<br>freed per book (height of ACL book (height of ACL by the hyper<br>freed per book (height of ACL book (he         |  |
| 11                     | PGBS AO  | 2 PL1 S      | Lifecycle ec-a<br>Therm gross     | 26 SS: Snergy Savings       | Metric  First year annual and lifecycle as onto (pre-evaluation) gas, electric, as demand storage (gress and rest)   | d Lifecycle avante Therm gross                                | Portfolio Level (PL) - All Sectors | 2016 | N/A       | N/A         | 275,491,153    | 406,818,446    | 362,416,433    | 224,309,824    | 382,210,364    | 419,436,112       | 440,363,845    | 556,684,689    | 585,146,530                                | Further Congress (Congress) and Congress (Congress) (Co             |  |
| 12                     | PGBS AO  | 2 PL1 S      | Lifecycle ex-as<br>Therm net      | SE: Snergy Savings          | Metric  First year annual and Mitopole so wate (pre-evaluation) gas, electric, as determined swings (gross and net)  | d Lifecycle awante Therm net                                  | Portfolio Level (PL)—All Sectors   | 2016 | N/A       | N/A         | 343,906,851    | 342,579,552    | 321,002,504    | 274,481,549    | 343,785,353    | 277,268,758       | 296,092,554    | 500,719,364    | 526,229,728                                | Fortification participation and confidence of Tricostants, all Regions Regions<br>(processions) publicity, and considerability and consideration of the confidence of the confid           |  |
| 13                     | PGBS AO  | 2 PL2 S      | First year annua<br>gross         | VW S2: DAC Savings          | Metric First year annual and lifecycle ex-ante (pre-evaluation) gas, electric, as demand savings (gross and net) in disadvantaged communities  | d First year annual KW gross in Disadvantaged<br>Communities  | Portfolio Level (PL) - All Sectors | 2016 | N/A       | N/A         | 28,388         | 21,120         | 14,757         | 15,312         | 21,821         | 23,709            | 24,844         | 29,514         | 31,160                                     | Baseline data silgns with underlying savings data reported in the 2006 Annual<br>Report. Targets align with the movement of ownall portfolio savings goals.  DAC definition adopted in D.18-05-041   |  |
| 14                     | PG&S AO  |              |                                   | SR: DAC Savings             | Metric First year annual and lifecycle or onte (pre-evaluation) gas, electric, as demand savings (gross and net) in disadvantaged communities  |   | Portfolia Level (PL) - All Sectors | 2016 | N/A       | N/A         | 19,509         | 13,440         | 10,421         | 10,030         | 15,254         | 96,559            | 17,510         | 20,946         | 22,233                                     | Baseline data aligns with underlying tavings data reported in the 2006 Annual<br>Report. Turgets align with the movement of overall portfolio savings goals.  DAC definition adopted in 0.18 05-041  |  |
| 15                     | PGBS AD  | 2 PL2 S      | First year and<br>kitch gross     | al SR: DAC Savings          | Metric First year annual and lifecycle ex onse (pre-evaluation) gas, electric, as<br>demand savings (gross and net) in disadvantaged communities   | d First year annual KWh gross in Disadvantaged<br>Communities | Portfolio Level (PS)- All Sectors  | 2016 | N/A       | N/A         | 104,888,728    | 93,840,000     | 78,056,148     | 69,622,484     | 81,866,516     | 202,268,98        | 89,324,227     | 95,871,901     | 97,874,696                                 | Baseline data silges with underlying savings data reported in the 2656 Annual<br>Report. Targets align with the movement of owesil portfolio savings goals.  |  |
| 16                     | PG&S AO  | 2 PL2 S      | First year ann<br>KWh net         |                             | Metric First year annual and lifecycle ex-onte (pre-evaluation) gas, electric, as demand savings (gross and net) in disadvantaged communities  | d First year annual KWh net in Disadvantaged<br>Communities   | Portfolia Level (PL) - All Sectors | 2016 | N/A       | N/A         | 72,243,493     | 58,850,000     | 58,813,142     | 49,326,216     | \$5,594,700    | 61,031,574        | 60,872,027     | 65,213,019     |  | Razeline data silgns with underlying cavings data reported in the 2006 Annual<br>Apport. Turgets align with the reoverners of ownels portions ravings goals.   |  |
| 17                     | PGBS AC  | 2 PL2 S      | First year and<br>Them grou       |                             | Metric First year annual and lifecycle evante (pre-evaluation) gas, electric, as demand savings (gross and net) in disadvantaged communities   |   | Portfolio Level (PL) - All Sectors | 2016 | N/A       | N/A         | 1,190,084      | 2,640,000      | 2,914,208      | 5,600,820      | 1,651,635      | 1,812,498         | 1,902,923      | 2,405,597      |  | Baseline data aligns with underlying swings data reported in the 2006 Annual<br>Apport. Targets align with the resveneet of owned portfolio savings goals.   |  |
| 18                     | PG&S AO  | 2 PL2 S      | First year and<br>Therm net       |                             | Metric First year annual and lifecycle ex-onte (pre-evaluation) gas, electric, as<br>demand savings (gross and net) in disadvantaged communities   |   | Portfolio Level (PL) – All Sectors | 2016 | N/A       | N/A         | 833,222        | 1,190,000      | 2,621,066      | 3,312,030      | 1,213,205      | 1,318,534         | 1,405,146      | 1,648,244      |  | Baseline data aligns with underlying savings data reported in the 2006 Annual<br>legont. Targets align with the novement of owned portfolio savings gails.  DAC definition adopted in D.SE-06-041  |  |
| 19                     | PG&S AO  | 2 PL2 S      | Lifecycle ex-anti                 |                             | Metric  First year annual and lifecycle ex-ante (pre-evaluation) gas, electric, as demand savings (gross and net) in disadvantaged communities   |   | Portfolio Level (PL) - All Sectors | 2016 | N/A       | N/A         | 240,674        | 205,010        | 779,291,286    | 123,839        | 184,996        | 201,001           | 210,622        | 250,219        |  | Standard after aligns with underlying savings data reported in the 2006 Annual<br>layout. Targets align with the neverence of owned portfolio savings goals.  DAC definition adopted in 0.18-06-061  |  |
| 20                     | PGBS AO  | 2 PL2 S      | Lifecycle events<br>net           |                             | Metric First year annual and lifecycle ex-one (pre-evaluation) gas, electric, as<br>demand savings (gross and net) in disadvantaged communities  | d Lifecycle avante KW net in Disadvantaged<br>Communities     | Portfolio Level (PL)- All Sectors  | 2016 | N/A       | N/A         | 164,624        | 132,130        | 616,661,200    | 82,857         | 124,976        | 135,789           | 142,288        | 169,038        |  | Associated and a sugar with a moderning control or source processors between greater.  Baseline data sulliges with the necessors of overall portfolio source greate.  DAC definition adopted in 0.18-05-061  Bayort. Targets sligh with the necessors of overall portfolio source gradie.  |  |
| 21                     | PGBS AC  | 2 PL2 S      | Lifecycle ex-as<br>kWh gross      |                             | Metric First year annual and lifecycle ex onto (pre-evaluation) gas, electric, as<br>demand savings (gross and net) in disadvantaged communities   |   | Portfolio Level (PL)- All Sectors  | 2016 | N/A       | N/A         | 970,453,492    | 1,044,750,000  | 140,213        | 693,583,096    | 758,372,161    | 831,187,776       | 826,647,316    | 887,027,830    |  | Standard data siligan with underlying using data apported in the 266 Annual Report Targets and Standard Standar             |  |
| 22                     |  |              | Lifecycle ex-as<br>kitch net      |                             | Metric  First year annual and lifecycle ex-one (pre-evaluation) gas, electric, as demand savings (gross and net) in disadvantaged communities  |   | Portfolio Level (PL) - All Sectors | 2016 | N/A       | N/A         | 657,271,636    | 652,530,000    | 105,151        | 496,721,197    | 518,256,652    | 568,017,414       | 564,777,877    | 606,177,612    |  | resport. Tages asign with non-newment or owness promoses strange galar.  Baseline data saliges with numberilying usuings data apported in their 2666 Annual Report. Tages asign with the newment or downed portrible savinger galar.  Baseline data saliges with the newment or downed portrible savinger galar.  Baseline data saliges with the newment or downed portrible savinger galar.   |  |
| 22                     |  | 2 942 5      |                                   |                             | First year annual and lifecucie or onto (one-evaluation) ass. electric, as   |   | Portfolio Level (PL)- All Sectors  | 2016 | N/A       | N/A         | 13,085,317     | 26,320,000     | 27,512,356     | 52,217,493     | 18,160,209     | 19,928,945        | 20,923,299     | 26,450,128     | 27,802,454                                 | Aspect. Targets along with the necessaries of evental portriols outlook great.  Bestined spits along with the management of evental portriols outlook great and portriols outlook great and portriols outlook great and portriols outlook great great.  Beginst: Targets along with the necessaries of events purchises outlook great.  Bed Add definition adopted in 0.18 65-041  |  |
| 24                     |  | 2 942 5      | rimii pus                         |                             | Metric demand savings (gross and net) in disadvantaged communities  First year annual and lifecycle ex-ente (pre-evaluation) gas, electric, as demand savings (gross and net) in disadvantaged communities | CONTIDUCES  | Portfolio Level (PL) - All Sectors | 2016 | N/A       | N/A         | 8,536,556      | 15,230,000     | 17,966,609     | 30,498,092     | 12,032,229     | 13,204,123        | 13,862,941     | 17,524,798     | 18,420.795                                 | Algor. Target allign with the neverence of ownsk portfolio surving gasts.  Blassine data align with underlying usings data apported in the 266 Annual Agent. Targets align with the neverence of ownsk portfolio survings gasts.  Data definition adopted in 0.18 65-041  Blassine Targets align with the neverence of ownsk portfolio survings gasts.   |  |
| s                      |  |              | Therm net  First year annu- gross |                             |  |   | Portfolio Level (PL)- All Sectors  | 2016 | N/A       | N/A         | 51,180         |                | 2,609          | 2,682          | 29,340         |                   |                |                |  | Indicates the second sec   | not currently collect whether a commercial culturer revert their facility<br>men' y privary plaques in cher than falight. As a result, this metic<br>ageography and business or certain for commercial customers and<br>they and iscome and geography and shouling type orbins for recidential<br>eller all required softermation to track in Placetamers and all update<br>when they could be a visible. Given all ITM contents are not included, PGAE<br>the merics on society and preference will consequence would all chairs.   |
| 36                     | PGBS AO  | 2 93 5       | First year annual net             | WW Sit: Hard to reach marks | First year annual and filescole on anter (per evaluation) gas, electric, with and cavings (gross and red) in hard-on-reach markets.  | d First year annual KW net in Hand-to-Reach<br>Markets        | Portfolio Level (PL) - All Sectors | 2016 | N/A       | N/A         | 35,092         | 22,660         | 2,082          | 2,822          | 27,439         | 29,786            | 31,532         | 27,556         | 39,992                                     | Baseline data slight with underlying using data reported in the 26th Annual<br>Apport. Turgets align with the movement of overall portfolio savings gain.  178 definition adopted in 0.18-05-061  | not comerfly callest whether a consensation contoner nexts their facility<br>ment's prizery incepage is other than Galpin. As a result, this nexts<br>specifying year of the control of the control of the control of the<br>result of the control of the control of the control of the control of<br>rely and income and paginging and failurating type of their for residence<br>relief and inequal entertainty in an analysis of the control of the control of<br>select all required entertaints to stack HTR control on and in applies<br>whether the dear is an interface force and HTR control on an ord controlled, PGER<br>HTR merrics on saving and participation will receive once all data in  |
| 27                     | PGBS AO  | 2 913 5      | First year and kitch groot        | al S4: Hard to reach marks  | First year annual and filescale as a trip (see evaluation) gas, effects, or demand savings (great and reg) in hard-to-reach markets.   | d First year annual KWh gross in Hand-to-Reach<br>Markets     | Portfolio Level (PL)—All Sectors   | 2016 | ngra      | N/A         | 188,154,982    | 164,790,000    | 16,158,316     | 20,784,126     | 147,025,897    | 161,153,648       | 160,234,551    | 171,600,117    | 175,572,896                                | HTR definition adopted in D.18-05-061  | not convertly callect whether a convention content ment their facility<br>early prises by language at other than Egilds, has a result, this metic<br>appropriyed and have seen control for convention accommod and<br>appropriate prises are control for convention and<br>and prises and pengrapy and housing type of child for medicated<br>self-end and prises and pengrapy and housing type of child for medicated<br>self-end and pengraph and housing type of child for medicated<br>self-end and pengraph and the pengraph and the self-end<br>self-end and pengraph and the self-end<br>self-end the self-end and the self-end<br>self-end the self-end self-end<br>self-end self-end self-end<br>self-end self-end<br>self-end self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end<br>self-end |

| Att | achmen | rt 4, Tabb | c 19    |          |
|-----|--------|------------|---------|----------|
| PΑ  | Name   | Parific C  | los sed | Electric |

| ment 4, Table 19<br>me: Pacific Gas and Elec<br>t Year: 2021 | ectric         |                  |                               |                          |                      |  |   |                                    |      |                       |               | ı             |               | ictual      |             |               |                   |               |   |  | 1  |  |  |
|--|----------------|------------------|-------------------------------|--------------------------|----------------------|--|---|------------------------------------|------|-----------------------|---------------|---------------|---------------|-------------|-------------|---------------|-------------------|---------------|---|--|--|--|--|
| PA ANA Page  | AZA<br>p Order | Method<br>Code M | Units of<br>leasurement       | Metric Type              | Metric/<br>Indicator | Business Plan Att A Description  | Metric  | Sector                             | Year | Baseline<br>Numerator | Denominator   | 2016          | 2017          | 2018        | 2019        | 2018          | Short Term Target | 2020          | Mid Term Target (2023-2025)<br>Completion | Long Twen Target (2038-2020)<br>Cumulative | Methodology  | Key Definitions  | Proxy Explanation  |
|  |                |                  |                               |                          |                      |  |   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  |  |  | PG&E does not currently collect whether a commercial customer nexts their facil<br>or if a customer's primary language is other than English. As a result, this metric   |
| PGBS A02   |                | S4 Fir           | st vear annual                |                          |                      | First year annual and lifecucie ex-onte (pre-evaluation) gas, electric, and  | First year annual KWh net in Hard-to-Reach                |                                    | 2016 | N/A                   | N/A           | 129,080,994   | 105,290,000   | 12,638,604  | 18,739,736  | 99,333,780    | 109,048,109       | 108,769,039   | 116,519,301                               | 119,316,482                                | Baseline data aligns with underlying savings data reported in the 2006 Annual  |  | or if a customer's primary language is other than English. As a result, this metric<br>includes the prography and business size otheris for commercial customers and<br>the grography and income and geography and housing type criteria for residenti<br>customers.   |
| PGBS A02   | PLS            | 54               | st year annual<br>kWh net     | S4: Hard to reach market | Metric               | First year annual and lifecycle ex-onse (pre-evaluation) gas, electric, and<br>demand savings (gross and net) in hard-to-reach markets | Markets   | Portfolio Level (PL)- All Sectors  | 2016 | N/A                   | N/A           | 129,090,994   | 105,290,000   | 12,638,604  | 19,729,736  | 99,333,780    | 109,048,309       | 108,763,039   | 116,519,301                               | 119,316,482                                | Baseline data aligns with underlying savings data reported in the 2016 Annual<br>Report. Targets align with the movement of overall portfolio savings goals.   | HTR definition adopted in 0.18-05-041  |  |
|  |                |                  |                               |                          |                      |  |   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  |  |  | PGBE will collect all required information to track HTR customers and will update<br>the metric when this data is available. Since all HTR citeria are not included, PGB<br>anticipates HTR metrics on savingt and participation will increase once all data in<br>available.  |
|  | П              |                  |                               |                          |                      |  |   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  |  |  | mailable.  MGB Gales not currently collect whether a commercial customer neets their facilities or if a customer's primary language is other than forgish. As a result, this mestic include its the geography and business size orthant for commercial customer than the geography and income and geography and housing type criteria for recidential customer.  |
|  |                |                  |                               |                          |                      |  |   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  |  |  | includes the geography and business size criteria for commercial customers and<br>the geography and income and geography and housing type criteria for residenti   |
| PGBS A02   | PL3            | S4 Fir           | st year annual<br>Therm gross | S4: Hard to reach market | Metric               | First year annual and lifecycle evente (pre-evaluation) gas, electric, and<br>demand savings (gross and net) in hard-to-reach markets  | First year annual Therm gross in Hard-to-Reach<br>Markets | Portfolio Level (PL) - All Sectors | 2016 | N/A                   | N/A           | 1,538,151     | 5,570,000     | (4,683)     | (60,085)    | 2,134,694     | 2,342,605         | 2,459,490     | 3,109,157                                 | 3,268,120                                  | Baseline data aligns with underlying savings data reported in the 2016 Annual<br>Report. Targets align with the movement of overall portfolio savings goals.   | HTR definition adopted in 0.18-05-041  |  |
|  |                |                  |                               |                          |                      |  |   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  |  |  | PGBE will collect all required information to track HTR customers and will update<br>the metric when this data is available. Since all HTR criteria are not included, PGB<br>anticipates HTR metrics on savings and participation will increase once all data in   |
|  |                |                  |                               |                          | +                    |  |   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  |  | -  | anticipates HTK metrics on cavings and participation will increase once as each is<br>available.  PGEE does not currently collect whether a commercial customer rents their facility.  |
|  |                |                  |                               |                          |                      |  |   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  |  |  | mailable.  764 days not convertly called whether a commercial customer next their both of 764 days not convertly called whether a commercial customer's primary language is other than English. As a result, this metric value is the geography and business size refrised for commercial customers and the peccapity and solution and geography and housing type critical for residential.  |
| PGBS A02   | PLS            | S4 Fir           | st year annual<br>Therm net   | S4: Hard to reach market | . Metric             | First year annual and lifecycle ex-ante (pre-evaluation) gas, electric, and demand savings (gross and net) in hard-to-reach markets    | First year annual Therm net in Hard-to-Reach              | Portfolio Level (PLI- All Sectors  | 2016 | N/A                   | N/A           | 1,117,271     | 3,260,000     | (6,965)     | (54,742)    | 1,626,793     | 1,768,029         | 1,894,167     | 2,210,139                                 | 2,312,319                                  | Baseline data aligns with underlying savings data reported in the 2016 Annual<br>Report. Targets align with the reoverment of overall portfolio savings goals.   | HTR definition adopted in D.18-05-041  | Castalines.  |
|  |                |                  | Item net                      |                          |                      | demand cavings (gross and net) in hard-to-reach manuels.   | Manes   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  | Report. Largets augn with the movement of overall portions cavings goals.  |  | PG&E will callect all required information to track HTR customers and will update<br>the metric when this data is available. Since all HTR criteria are not included, PG&<br>anticipates HTR metrics on cavings and participation will increase once all data in<br>available.   |
|  |                |                  |                               |                          |                      |  |   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  |  |  | anticipates HTR metrics on savings and participation will increase once all data is available.   |
|  |                |                  |                               |                          |                      |  |   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  |  |  | mailable.  **PG&G does not currently collect whether a commercial customer neets their facilities or if a customer's primary language is other than fosglish. As a result, this mestic includes the geography and business size orthost for commercial customers and peography and income and geography and business size rothost for commercial customers.  |
| PGBS A02   |                | Ster             | uria eu ante kW               |                          |                      | First year annual and lifecycle evante (pre-evaluation) gas, electric, and   | (Manuria ay anta VIV anno in Gantier-Beart)               |                                    | 2016 | N/A                   | N/A           | 410,278       | 568,830       | 135,705,081 | 23,297      | 315,364       | 342,648           | 259,047       | 426,549                                   |  | Breakon data silent with underlying regimes data reported in the 2016 income   |  | the geography and income and geography and housing type criteria for residenti-<br>customers   |
| PGSA AU  | PLI            | 54               | Bloss                         | S4: Hard to reach market | Metric               | demand savings (gross and net) in hard-to-reach markets  | Lifecycle av ante KW gross in Hard-to-Reach<br>Markets    | Portfolio Level (PL)- All Sectors  | 2016 | N/A                   | N/A           | 410,278       | 368,820       | 125,705,081 | 24,897      | 23,264        | 342,648           | 259,047       | 434,549                                   | 450,417                                    | Baseline data aligns with underlying savings data reported in the 2006 Annual<br>Report. Targets align with the movement of overall portfolio savings goals.   | HTR definition adopted in D.18-05-041  | PG&E will collect all required information to track HTR customers and will update<br>the metric when this data is available. Since all HTR criteria are not included, PG&  |
|  |                |                  |                               |                          |                      |  |   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  |  |  |  |
|  |                |                  |                               |                          |                      |  |   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  |  |  | available.  PG&E does not currently collect whether a commercial customer nexts their facili<br>or if a customer's primary language is other than English. As a result, this metric<br>includes the prography and business size otheria for commercial customers and   |
|  |                |                  |                               |                          |                      |  |   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  |  |  | includes the geography and business size criterius for commercial customers and<br>the geography and income and geography and housing type criteria for residenti  |
| PGBS A02   | PLB            | S4 Lifec         | ycle ex-ante kW<br>net        | S4: Hard to reach market | Metric               | First year annual and lifecycle eviante (pre-evaluation) gas, electric, and demand savings (gross and net) in hard-to-reach markets.   | Lifecycle av ante KW net in Hard-to-Reach<br>Markets      | Portfolio Level (PS) - All Sectors | 2016 | N/A                   | N/A           | 273,992       | 419,520       | 104,602,330 | 20,066      | 208,005       | 226,001           | 236,818       | 281,340                                   | 297,090                                    | Baseline data aligns with underlying savings data reported in the 2016 Annual<br>Report. Targets align with the movement of overall portfolio savings goals.   | HTR definition adopted in 0.18-05-041  | customers.   |
|  |                |                  |                               |                          |                      |  |   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  |  |  | PG&E will collect all required information to track HTR customers and will updat<br>the metric when this data is available. Since all HTR criteria are not included, PGI   |
|  |                |                  |                               |                          |                      |  |   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  |  |  | PG&E will callect all required information to track HTR customers and will update metric when this data is available. Since all HTR criteria are not included, PG activates HTR metrics on saving and participation will increase once all data is validable, and the properties of the pr |
|  |                |                  |                               |                          |                      |  |   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  |  |  | or if a customer's primary language is other than English. As a result, this metri<br>includes the geography and business size criteria for commercial customers and   |
| PGBS A02   | PL3            | 54 128           | ecycle ex-ante<br>kWh gross   | S4: Hard to reach market | Metric               | First year annual and lifecycle evente (pre-evaluation) gas, electric, and   | Lifecycle ex-ante KWh gross in Hand-to-Reach              | Portfolio Level (PU- All Sectors   | 2016 | N/A                   | N/A           | 1,684,734,581 | 1,768,050,000 | 20,102      | 202,828,009 | 1,316,555,420 | 1,442,965,377     | 1,434,735,805 | 1,539,905,283                             | 1,572,074,396                              | Baseline data aligns with underlying savings data reported in the 2016 Annual<br>Report. Targets align with the movement of overall portfolio savings goals.   | HTR definition adopted in D.18-05-011  | includes the geography and business size criteria for commercial customers and<br>the geography and income and geography and housing type criteria for resident<br>customers.  |
|  |                |                  | kWh gross                     | react market             | Annual Control       | demand savings (gross and net) in hard-to-reach markets  | Markets   | and the second section             |      |                       | '             |               |               |             |             |               |                   |               |   |  | Report. Targets align with the movement of overall portfolio savings goals.  |  | PGBE will collect all required information to track HTR customers and will updath<br>the metric when this data is available. Since all HTR criteria are not included, PC<br>anticipates HTR metrics on savings and participation will increase once all data   |
|  |                |                  |                               |                          |                      |  | 1   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  |  |  | were results when this data is available. Since all HTR offsels are not included, PC<br>anticipates HTR metrics on savings and participation will increase once all data<br>available.   |
|  |                |                  |                               |                          |                      |  |   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  |  |  | available. PGEs does not currently collect whether a commercial customer neets their fa<br>or if a customer's primary language is other than English. As a result, this meti<br>includes the geography and business size criteria for commercial customers an  |
|  |                |                  |                               |                          |                      |  |   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  |  |  | includes the geography and business size criteria for commercial customers an<br>the geography and income and geography and housing type criteria for residen  |
| PGBS ACC   | PLS            | 54 128           | ecycle ex-ante<br>kitth net   | S4: Hard to reach market | Metric               | First year annual and lifecycle ex-onte (pre-evaluation) gas, electric, and demand savings (gross and net) in hard-to-reach markets    | unecycle av ante kWh net in Hard-to-Reach<br>Markets      | Portfolio Level (PL) - All Sectors | 2016 | N/A                   | N/A           | 1,127,229,250 | 1,110,890,000 | 14,629      | 183,371,201 | 888,816,778   | 974,157,120       | 968,601,273   | 1,039,602,003                             | 1,061,319,621                              | Raceline data aligns with underlying savings data reported in the 2006 Annual<br>Report. Targets align with the movement of overall portfolio savings goals.   | HTR definition adopted in D.18-05-061  | customers.   |
|  |                |                  |                               |                          |                      |  |   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  |  |  | PG&E will collect all required information to track HTR customers and will up<br>the metric when this data is available. Since all HTR criteria are not included, P<br>anticipates HTR metrics on savings and participation will increase once all data  |
|  | +              |                  |                               |                          |                      |  |   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  |  |  | and Copiese in the metrics on using a loss participation will occusive only as data<br>and a country of the country of the country of the country of the<br>order of a country of the country of the country of the country of the<br>country of the country of the country of the country of the country of the<br>country of the country of the country of the country of the country of the<br>country of the country of the<br>customers.  |
|  |                |                  |                               |                          |                      |  |   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  |  |  | or if a customer's primary language is other than English. As a result, this metri<br>includes the geography and business size criteria for commercial customers and   |
| PGBE A02   | PLS            | 54 12            | ecycle ex-ante<br>Therm gross | S4: Hard to reach market | Metric               | First year annual and lifecycle ex-ante (pre-evaluation) gas, electric, and demand savings (gross and net) in hard-to-reach markets    | Lifecycle awante Therm gross in Hard to-Reach<br>Markets  | Portfolio Level (PL) - All Sectors | 2016 | N/A                   | N/A           | 15,797,858    | 62,850,000    | (199,416)   | (444,945)   | 21,924,757    | 24,060,547        | 25,260,626    | 31,933,147                                | 23,545,806                                 | Baseline data aligns with underlying savings data reported in the 2016 Annual<br>Report. Targets align with the movement of overall portfolio savings goals.   | HTR definition adopted in 0.18-05-041  | the geography and income and geography and housing type criteria for resident<br>customers.  |
|  |                |                  | nem gross                     |                          |                      | demand cavings (gross and net) in hard-od-reads manuses  | Makes   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  | Report. Largest stign with the indiversest of overall portions savings goals.  |  | PGSE will collect all required information to track HTR customers and will upd<br>the matrix when this data is waitable. Since all HTP collects are not included. If   |
|  |                |                  |                               |                          |                      |  |   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  |  |  | the metric when this data is available. Since all HTR criteria are not included, Pl<br>anticipates HTR metrics on savings and participation will increase once all data<br>available.  |
|  |                |                  |                               |                          |                      |  |   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  |  |  | manibble PGBE does not currently collect whether a commercial customer neets their far or if a customer's primary language is other than English. As a result, this meet includes the geography and business size criteria for commercial customers an   |
|  |                |                  |                               |                          |                      |  |   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  |  |  | includes the geography and business size criteria for commercial customers an<br>the geography and income and geography and housing type criteria for residen  |
| PGBS A02   | PL3            | 54 LX            | ecycle ex-ante<br>Therm net   | S4: Hard to reach market | Metric               | First year annual and lifecycle evente (pre-evaluation) gas, electric, and demand savings (gross and net) in hard-to-reach markets     | Markets   | Portfolio Level (PL)- All Sectors  | 2016 | N/A                   | N/A           | 10,439,141    | 36,410,000    | (176,715)   | (407,287)   | 14,713,911    | 16,146,991        | 16,952,643    | 21,430,636                                | 22,526,328                                 | Baseline data aligns with underlying savings data reported in the 2006 Annual<br>Report. Targets align with the movement of overall portfolio savings goals.   | HTR definition adopted in 0.18-05-041  | CASTORNAS.  DCSC sall collect all consisted information to track MTR customers and sall und  |
|  |                |                  |                               |                          |                      |  |   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  |  |  | PGBE will collect all required information to track HTR customers and will updi<br>the metric when this data is available. Since all HTR criteria are not included, Pd<br>anticipates HTR metrics on savings and participation will increase once all data   |
|  |                |                  |                               |                          |                      |  |   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  | Levelized costs are reported by sector consistent with primary sector groupings<br>CSDARS PROGRAM specifications.  | in   | malishia   |
|  |                |                  |                               |                          |                      |  |   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  |  |  |  |
|  |                |                  |                               |                          |                      |  |   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  | PAC cost per kWh or per therm or per kW is (PAC Cost x Silestric Benefits) Total<br>Benefits) Villecycle Nes kWh or (PAC Cost x Gas Benefits) Total Benefits), Ullecycle<br>Nestron or (PAC Cost x Silestric Benefits) Total Benefits), Lifecycle Nest kW<br>nesportively.                                       |  |  |
| PGBS A02   | PL4            | LC PAG           | Levelized Cost<br>(S/kW)      | Cost per unit saved      | Metric               | Leveland cost of energy efficiency per kWh, therm and kW (use both TRC and PAC)  | PAC Levelized Cost (\$/kW)                                | Portfolio Level (PL)- All Sectors  | 2016 | \$ 357,466,832        | 801,209       | \$ 446.16     | 132           | \$ 120.64   | \$ 348.41   | \$ 495.01     | \$ 495.01         | \$ 495.01     | \$ 412.70                                 | \$ 401.54                                  |  | Levelized costs do not include codes and standards, per D.18-05-041.   |  |
|  |                |                  |                               |                          |                      |  |   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  | The adopted avoided cost methodology does not provide information to provide<br>meaningful value for TRC or PAC Cost per VW  |  |  |
|  |                |                  |                               |                          |                      |  |   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  | Portfolio TRC and PAC excludes SSA, RayRSN, and MCS benefits and program cost<br>SW ET program costs per 0.12-11-015 (p. 52), and Financing OBF Lean Pool<br>amounts per 0.09-09-047 (p. 288).   | 26,  |  |
|  |                |                  |                               |                          |                      |  |   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  |  |  |  |
|  |                |                  |                               |                          |                      |  |   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  | Levelized costs are reported by sector consistent with primary sector groupings.<br>CEDARG PROGRAM specifications.   |  |  |
| PGBS A02   |                | LC PAG           | Laurence Com                  |                          |                      |  |   |                                    | 2016 | \$ 357,666,832        | 4,248,268,766 | \$ 0.084      |               | \$ 0.055    | \$ 0.062    | \$ 0.042      | 5 0.042           | \$ 0.082      | \$ 0.078                                  |  | PAC cost per kWh or per them or per kW is (PAC Cost x Siectric Benefits/Total<br>Benefits)/Lifecycle Net kWh or (PAC Cost x Gas Benefits/Total Benefits), Lifecycle<br>Net therm or (PAC Cost x Electric Benefits/Total Benefits), Lifecycle Net kW  |  |  |
| PGES AU  | PLA            | EL               | Leveland Cost<br>(S/kWh)      | Cost per unit saved      | Metric               | Levelored cost of energy efficiency per kWh, therm and kW (use both TRC and PAC)   | PAC Levelized Cost (\$/kWh)                               | Portfolio Level (PL)- All Sectors  | 2016 | 3 257/840322          | 4,744,744     | 5 0.084       |               | 5 0.055     | 5 0.062     | 5 0082        | 5 0082            | 5 0.082       | 5 0.078                                   | 5 02%                                      | Net therm or (PAC Cost x Electric Benefits/Total Benefits)/Lifecycle Net kW respectively   | Levelized costs do not include codes and standards, per D.18-05-061.   |  |
|  |                |                  |                               |                          |                      |  |   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  | Partfolio TRC and PAC encludes ESA, BayRSN, and MCE benefits and program on<br>SWCT recommendate part 513,11,1155 (n. 53) and Eleanotes MRE inno Book  | 26,  |  |
|  | +              |                  |                               |                          | +                    | -  | +   | 1                                  |      |                       |               |               |               | -           |             |               |                   |               |   | <b> </b>                                   | Portibilo TEC and PAC evolution ESA, BayREN, and MCE benefits and program on<br>SW IT program come per 0.31-11-035 (p. 03), and Fileanching OBF Lean Pool<br>woments are Dnog McP4Ts. 1888<br>Leavillated Costs are reported by sector consistent with primary sector groupings<br>CEDMAS PROSENM specification. | in .   |  |
|  |                |                  |                               |                          |                      |  | 1   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  | CEDARS PROGRAM specifications.   |  |  |
|  |                | 1.               | Laurellee 1.                  |                          |                      |  | 1   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  | PAC cost per kWh or per them or per kW is (PAC Cost is Slectric Benefit;/Total<br>Benefit;/Lifecycle Net kWh or (PAC Cost is Gas Benefit;/Total Benefit;/Lifecycle<br>Net therm or (PAC Cost is Slectric Benefit;/Total Benefit;)\Lifecycle Net kW<br>osspectively   |  |  |
| PGBS A02   | PL4            | LC PAG           | Leveland Cost<br>(\$/therm)   | Cost per unit saved      | Metric               | Leveland cost of energy efficiency per kWh, therm and kW (use both TRC and PAC)  | PAC Levelized Cost (\$/sherm)                             | Portfolio Level (PL) - All Sectors | 2016 | \$ 45,113,354         | 88,206,891    | \$ 0.51       | 0             | \$ 0.53     | \$ 0.64     | \$ 0.50       | \$ 0.50           | \$ 0.50       | \$ 0.47                                   | \$ 0.46                                    | respectively   | Levelized costs do not include codes and standards, per D.18-05-061.   |  |
|  |                |                  |                               |                          |                      |  | 1   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  | Portfolio TRC and PAC excludes ESA, BaykEN, and MCS benefits and program costs<br>SW ET program costs per 0.12-11-015 (p. 52), and Financing OBF Lean Pool<br>amounts per 0.09-09-087 (p. 288).  | ns,  |  |
|  |                |                  |                               |                          |                      |  |   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  |  |  |  |
|  |                |                  |                               |                          |                      |  | 1   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  | Levelized costs are reported by sector consistent with primary sector groupings<br>CSDARG PROGRAM specifications.  | in   |  |
|  |                |                  |                               |                          |                      |  | 1   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  | TRC cost per kWh or per therm or per kW is ITRC Cost x Electric Benefits/Total   |  |  |
| PGBS A02   | P.4            | LC TRO           | Levelized Cost<br>(S/kW)      | Cost per unit saved      | Metric               | Leveland cost of energy efficiency per kWh, therm and kW (use both TRC   | TRC Levelland Cost (S/VW)                                 | Portfolio Level (PLI- All Sectors  | 2016 | \$ 540,167,726        | 801,209       | \$ 674.19     | 393           | \$ 189.97   | \$ 540.79   | \$ 657.34     | 5 657.34          | 5 657.34      | \$ 62161                                  | \$ 696.77                                  | Benefit;)*Lifecycle Net kWh or (TRC Cost x Gas Benefit;/Total Benefit;/Lifecycle<br>Net therm or (TRC Cost x Dectric Benefit;/Total Benefit;)*Lifecycle Net kW   | Levelized costs do not include codes and standards, ser 0.18-05-041.   |  |
|  |                | -                | (S/kW)                        | cost per unit saied      | AMERIC               | and PAC)   | severates care (4) CM)                                    | some seven [P1] - All Sections     | 224  | . 100,007,726         |               | 474.19        | 244           |             |             | . 100         | war.di            |               |   |  | The adopted avoided cost methodology does not provide information to provide<br>meaningful value for TRC or PRC Cost per NW.   | 13 and 1 and |  |
|  |                |                  |                               |                          |                      |  | 1   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  | Portfolio TRC and PAC excludes ESA, Ray(REN, and MCE benefits and program on   | 26,  |  |
|  |                |                  |                               |                          |                      |  | 1   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  | Portfolio TRC and PAC excludes CSA, RayASN, and MCS benefits and program on<br>SW ST program costs per 0:13-11-015 (p. 52), and Financing Old Lean Pool<br>amounts per 0:09-09-047 (p. 288).   |  |  |
|  | П              |                  |                               |                          |                      |  |   | 1                                  |      |                       | 1             |               |               | 1           |             |               |                   |               | -   |  | Levelized costs are reported by sector consistent with primary sector groupings<br>CSDARS PROGRAM specifications.  | in   |  |
|  |                |                  |                               |                          |                      |  | 1   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  | TRC cost per kWh or per therm or per kW is (TRC Cost x Electric Benefits/Total   |  |  |
| PGBE ACC   | PL4            | LC TRO           | Leveland Cost<br>(S/kWh)      | Cost per unit saved      | Metric               | Leveloed cost of energy efficiency per kWh, therm and kW (use both TRC and PAC)  | TRC Levelized Cost (S/WWh)                                | Portfolio Level (PL)- All Sectors  | 2016 | \$ 540,167,726        | 4,248,268,766 | \$ 0.12       | 0             | \$ 0.09     | \$ 0.10     | \$ 0.12       | \$ 0.12           | \$ 0.12       | \$ 0.12                                   | \$ 0.11                                    | Benefits)/Lifecycle Net kWh or (TRC Cost a Gas Benefits/Total Benefits)/Lifecycle<br>Net therm or (TRC Cost a Sectric Benefits/Total Benefits)/Lifecycle Net kW.   | Levelized costs do not include codes and standards, per 0.18-06-061.   |  |
|  |                |                  |                               |                          |                      |  | 1   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  |  | ms,  |  |
|  |                |                  |                               |                          |                      |  |   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  | Portfolio TRC and PAC excludes ESA, BayRIN, and MCS benefits and program costs<br>SW ET program costs per 0.12-11-015 (p. 52), and Financing OBF Lean Pool<br>amounts per 0.09-09-087 (p. 268).  |  |  |
|  | ΙП             |                  |                               |                          |                      |  | 1   | 1                                  |      |                       |               |               |               |             |             |               |                   |               |   |  | Levelized costs are reported by sector consistent with primary sector groupings<br>CSDARS PROGRAM specifications.  | in .   |  |
| PGBS A02   |                |                  |                               |                          |                      |  | 1   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  | TRC cost per kWh or per therm or per kW is (TRC Cost x Electric Benefits/Total   |  |  |
| PGBE ACC   | PL4            | LC TRO           | Levelized Cost<br>(\$/therm)  | Cost per unit saved      | Metric               | Leveloed cost of energy efficiency per kWh, therm and kW (use both TRC and PAC)  | TRC Levelized Cost (S/therm)                              | Portfolio Level (PL) - All Sectors | 2016 | \$ 68,170,738         | 88,206,891    | \$ 0.77       | 0.75          | \$ 0.83     | \$ 0.99     | \$ 0.75       | \$ 0.25           | \$ 0.75       | \$ 071                                    |  | Benefits) Lifecycle Net kWh or (TRC Cost x Gas Benefits/Total Benefits) Lifecycle<br>Net therm or (TRC Cost x Bectric Benefits/Total Benefits) Lifecycle Net XW  | Levelized costs do not include codes and standards, per D.18-05-061.   |  |
|  |                | 1                |                               |                          |                      |  | 1   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  | Portfolio TRC and PAC encludes ESA, BayREN, and MCE benefits and program on  | m,   |  |
| PGBS A02   | ш              |                  |                               |                          |                      |  |   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  | Portfolio TRC and PAC wadvaler CSA, RayAEN, and MCE benefits and program on<br>SW ET program costs per 0.13-11-015 (p. S2), and Financing OBF Lean Pool<br>amounts per 0.09-09-047 (p. 288).   |  |  |
| PGBE ACC   | RSF1           | Si First         | year annual VW<br>gross       | S1: Energy Savings       | Metric               | First year annual and lifecycle evante (pre-evaluation) gas, electric, and demand savings (gross and net) for Single Family Customers  | First year annual KW gross                                | Residential (RSF)                  | 2016 | N/A                   | N/A           | 39,900        | 19,610        | 28,176      | 29,987      | 32,437        | 44,639            | 42,416        | 45,472                                    | 47,538                                     | Baseline savings tie to 2016 Annual Report. Targets are aligned with CPUC adopt  | ed Single family savings are based on dwelling type, and includes R2N of the savin<br>from Residential Energy Advisor based on the portion of Home Energy Reports<br>years to visible-basily outborners  |  |
| PGBS A02   | RSF1           |                  | year annual VW<br>net         | S1: Energy Savings       |                      | First year annual and lifecycle ex-ante (pre-evaluation) gas, electric, and demand savings (gross and net) for Single Family Customers |   | Residential (RSF)                  | 2016 | N/A                   | N/A           | 34,733        | 13,701        | 24,926      | 38,291      | 30,042        | 41,301            | 29,926        | 42,728                                    | 44.874                                     | Baseline savings tie to 2016 Annual Report. Targets are aligned with CPUC adopt  | and Single family savings are based on dwelling type, and includes 82% of the savings  | e .  |
|  | _              | _                |                               |                          | _                    | demand savings (gross and net) for Single Family Customers   |   |                                    | 2016 |                       |               |               |               |             |             |               |                   |               |   |  | goals in D.17-09-025 and the 2018 Potential and Goals Study.   | from Residental Energy Advisor based on the portion of Home Energy Reports<br>uses to sink-banky outstances.  Single family savings are based on desiling type, and includes SENs of the sub-<br>tion Residental Energy Advisor based on the portion of Home Energy Reports<br>uses to single-family outstances.   | 8  |
|  | RSF1           |                  | st year annual<br>kWh gross   |                          |                      | First year annual and lifecycle ex-ante (pre-evaluation) gas, electric, and demand savings (gross and net) for Single Family Customers |   | Residential (RSF)                  |      | N/A                   | N/A.          | 150,787,255   | 175,929,564   | 194,294,084 |             | 152,753,524   | 213,638,729       | 208,749,714   | 236,369,990                               | 260,973,932                                | goals in D.17-09-025 and the 2018 Potential and Goals Study.   | from Residential Energy Advisor based on the portion of Home Energy Reports<br>sent to single-family outcomers.  |  |
| PGBS A02   | RSF1           | S1 Fir           | st year annual<br>kWh net     | SS: Snergy Savings       | Metric               | First year annual and lifecycle eviente (pre-evaluation) gas, electric, and demand savings (gross and net) for Single Family Customers | First year annual kWh net                                 | Residential (RSF)                  | 2016 | N/A                   | N/A           | 542,699,079   | 157,113,032   | 189,496,811 | 216,718,772 | 143,429,942   | 199,382,064       | 196,891,387   | 217,644,942                               | 236,758,824                                | Baseline savings tie to 2016 Annual Report. Targets are aligned with CPUC adopt goals in 0.17-09-025 and the 2018 Potential and Goals Study.   | and to sink-family outstanding type, and includes \$21% of the saving thomas are too sink-family outstanders.  Single family savings are based on deelling type, and includes \$21% of the saving thom Residential Energy Advisor based on the portion of Home Energy Report seet to sink-family outstanders.  |  |
|  |                |                  |                               |                          |                      |  | 1   |                                    |      |                       |               |               |               |             |             |               |                   |               |   |  |  | sect to unate-tamily customers.  |  |

| Attachment 4, Table 19            |  |
|-----------------------------------|--|
| PA Name: Parille Gos and Electric |  |

| PA Name<br>Reduct V | nt 4, Table 19<br>: Pacific Gas and I<br>ear: 2021 | Electric      |   |  |  |  |   |                 | Raseline        |                 | ı               |                 | ctual           | 1               |                 | Short Term Target | -               |   |  | 1  |  |
|---------------------|--|---------------|---|--|--|--|---|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-------------------|-----------------|---|--|--|--|
| index               | PA AZA P   | age Order Cod |   | Metric Type  | Metric/<br>Indicator Business Plan Att A Description   | Mestic   | Sector                                      | Year            | Numerator       | Denominator     | 2016            | 2017            | 2018            | 2019            | 2010            | 2019              | 2020            | Mid Term Target (2023-2023)<br>Cumulative | Long Term Target (2030-2020)<br>Cumulative | Methodology Key Definitions  | Proxy Explanation FLAG   |
| 47                  | PGBS ACC   | RSF1 S        | 1 First year annual<br>Therm gross      | S1: Energy Savings   | Metric First year annual and lifecycle evante (pre-evaluation) gas, electric, and demand savings (gross and net) for Single Family Customers   | First year annual Therm gross  | Residential (RSF)                           | 2016            | N/A             | N/A             | 4,632,719       | 3,369,150       | 4,886,355       | 3,802,555       | 9,470,631       | 11,898,350        | 10,568,294      | 13,109,479                                | 13,035,818                                 | Baseline savings tie to 2016 Annual Report. Targets are aligned with CPUC adopted<br>goals in 0.117-09-005 and the 2018 Possettal and Goals Study.  Single family savings are based on dwelling type, and includes 82% of the savings<br>thom Residential Energy Advisor based on the portion of Home Energy Reports<br>savings.   |  |
| 48                  |  |               | First year annual<br>Therm net          |  | First year annual and lifecycle evante (pre-evaluation) gas, electric, and   | First year annual Therm net  | Residential (RSF)                           | 2016            | N/A             | N/A             | 4,236,882       | 3,212,904       | 4,641,630       | 3,720,910       | 8,451,068       | 10,539,716        | 9,568,634       | 10,106,555                                |  | Baseline savings tie to 2016 Annual Report. Targets are aligned with CPUC adopted. Single family savings are based on dwelling type, and includes 82% of the savings.  |  |
|                     | PGBS ACC   |               | i lifecycle ex-ante kir                 | S1: Energy Savings   | Metric demand savings (gross and net) for Single Family Customers  Metric First year annual and lifecycle evante (pre-evaluation) gas, electric, and demand replace or produced for the Single Carolin Customers | Lifecycle awante KW gross  | Residential (RSF)                           | 2016            | N/A             | N/A             | 169,455         | 220,606         | 206,084         | 263,276         | 137,759         | 189,581           | 180,141         | 193,118                                   | 201.894                                    | gains in 1179-925 and the 2018 Fermion and Goods Ready.  With Indicational Assign Scholars beard on the purson or in view as every seporate Origin to high years and on the purson or in view as every seporate Origin to high years are beard on selling large, and includes EST ANY the sessing them beneficiated Energy Advisors but the portion of views in Energy Seporate to the Seporate Any Extended Seporate and the purson of views in Energy Seporate and the simple Seporate Seporat   |  |
| -                   |  |               | gross                                   |  |  |  |   |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  | 2016 achievements align with savings reported in 2006 Annual Report.  Single family savings are based on dwelling type, and includes \$2N of the savings.  |  |
| 50                  | PGBS ACC   | RSF1 S        | 1 net                                   | SS: Snergy Savings   | Metric First year annual and lifecycle evente (pre-evaluation) gar, electric, and demand savings (gross and net) for Single Family Customers   | Lifecycle awante KW net  | Residential (RSF)                           | 2016            | N/A             | N/A             | 131,010         | 157,629         | 171,971         | 225,671         | 119,929         | 165,030           | 156,813         | 168,110                                   | 175,749                                    | 2016 is chrowenest sign with saving reported in 2016 Annual Apport.  Single family savings are based on dwelling type, and includes £214 of the savings from bediendated family savings target based on 2016 achievements (baseline) and first ware calculated to protect protect.   |  |
| 51                  | PGBS ACC   | RSF1 S        | 1 Lifecycle ex-ante<br>kWh gross        | S1: Energy Savings   | Metric First year annual and lifecycle ex-anse (pre-evaluation) gas, electric, and demand savings (gross and net) for Single Family Customers  | Lifecycle av ante KWh gross  | Residential (RSF)                           | 2016            | N/A             | N/A             | 412,342,972     | 1,051,475,778   | 1,095,587,656   | 1,616,837,189   | 417,719,834     | 584,216,674       | \$70,830,760    | 646,377,600                               | 713,659,563                                | 2016 achievements align with savings reported in 2016 Annual Report.  Single family savings are based on dwelling type, and includes 2016 of the savings from Residential Energy Advisor based on the portion of Home Energy Reports   |  |
|                     |  |               |   |  |  |  |   |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  | And a contract tecycle caving trapet cause on Jose accessment (passine)  sent to single-family austrance.  Socie family assistances.  Socie family assistances.  Socie family assistances.   |  |
| 52                  | PGBE ACC   | RSF1 S        | 1 Lifecycle ex-ante<br>kWh net          | SS: Energy Savings   | Metric First year annual and Efecycle evante (pre-evaluation) gas, electric, and<br>demand savings (gross and net) for Single Family Customers   | Lifecycle av ante kWh net  | Residential (RSF)                           | 2016            | N/A             | N/A             | 318,969,695     | 803,133,939     | 989,795,041     | 1,591,978,918   | 395,313,582     | \$52,879,494      | 540,211,596     | 611,706,130                               | 675,379,112                                | PGEE estimated lifecycle savings targets based on 2006 achievements (baseline) from Residential Energy Advisor based on the portion of Home Energy Reports   |  |
| Ω                   | PGBS ACC   | t RSF1 S      | 1 Lifecycle ex-ante<br>Therm gross      | S1: Energy Sovings   | Metric First year annual and lifecycle ex-ante (pre-evaluation) gas, electric, and demand savings (gross and net) for Single Family Customers  | Lifecycle awarde Therm gross   | Residential (RSF)                           | 2016            | N/A             | N/A             | 13,933,586      | 9,162,733       | 9,475,125       | (12,793,166)    | 28,484,322      | 35,786,642        | 31,785,705      | 29,425,686                                | 39,207,547                                 | use flor over nations receive:  Self E Google-Renny catteriories.  Self E Google-Renny catteriories.  Songle-Renly cavity care based on dealing type, and includes ESN of the caving that Renny cavity   |  |
|                     |  |               |   |  |  |  |   |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  | AGE estimated likey-de usings targets based on 2006 achievements (baseline) sent to single-family customers.  Society and various treases  2016 achievements align with savings reported in 2006 Annual Report.  Society family savings are based on dwelling type, and includes 62% of the savings  |  |
| 54                  | PGBS ACC   | RSF1 S        | 1 Lifecycle ex-ante<br>Therm net        | SS: Energy Savings   | Metric First year annual and lifecycle ex-ante (pre-evaluation) gas, electric, and demand savings (gross and net) for Single Family Customers  |  | Residential (RSF)                           | 2016            | N/A             | N/A             | 10,744,757      | 4,452,046       | 2,947,893       | (15,975,573)    | 26,665,365      | 23,500,811        | 29,755,928      | 36,908,034                                | 36,703,460                                 | PGES estimated lifecycle savings targets based on 2006 achievements (baseline) to meet to single-family customers.   |  |
| SS                  | PGBS ACC   | I RSF2 G      | MTCCOpq                                 | GHG  | Metric Greenhouse gasses (MT CO2eq) Net Wh savings, reported on an annual basis.   | CO2-equivalent of net annual kWh savings   | Residential (RSF)                           | 2016            | N/A             | N/A             | 66,498          | 75,190          | 22,275          | 25,515          | 66,843          | 92,912            | 91,752          | 101,423                                   | 110,330                                    | And are sent sent sent sent sent sent sent sen   |  |
| 54                  | PGBS ACC   | s RSF3 DS     | -D Lifecycle NET kW                     | 0s: Depth of interventions:<br>Per downstream participant  | Average swings per participant in both opt-in and opt-out programs<br>(broken down by downstream, midstream and upstream, as feasible)   | Average lifecycle ex-ante kW net savings per<br>participant - Opt-in - Downstream    | Residential (RSF)                           | 2016            | 106,110         | 69,408          | 1.53            | 2               | 2.91            | 0.75            | 1.57            | 1.59              | 1.62            | 1.66                                      | 1.72                                       | Numerator: rotal downstream savings cosmic  Denominator: Total number of downstream participants (unique premise and  Per SD: "Energy savings"   lifecycle NET savings.  Increase life()   |  |
| 52                  | PGBE AG  | s RSF3 DS     | -D Lifecycle NET KWh                    | 0s: Depth of interventions:<br>Per downstream participant  | Average taxings per participant in both opt-in and opt-out programs<br>(broken down by downstream, midstream and upstream, as feasible)  | Average lifecycle ex-ante kWh net savings per<br>participant - Opt-in - Downstream   | Residential (RSF)                           | 2016            | 208,538,195     | 69,408          | 3,005           | 3,271           | 6,763           | 2,353           | 3089            | 3132              | 3176            | 3266                                      | 2281                                       | Numerator: Total downstream savings claimed<br>becominator: Total number of downstream participants (unique premise and<br>Per ED: "Energy savings" = lifecycle NET savings.   |  |
| Sit                 | PG&E ACC   | s ssra os     | Uflecycle NET Therm                     | DS: Depth of interventions:  |  | Average lifecycle ex-ante Therm net savings per<br>participant - Opt-in - Downstream | Residential (RSF)                           | 2016            | 7,383,257       | 69,408          | 106.37          | 222             | 616.83          | 168.72          | 109             | 111               | 112             | 116                                       | 120  | Jacopart III-l Manarator: Total downstream savings claimed Decominator: Total number of downstream participants (unique premise and Per ESC: "Energy savings." - lifecycle NET savings.  |  |
| 59                  | PGBE ACC   | s ssra os-    | M Lifecycle NET kW                      | Dt: Depth of interventions:  |  | Average lifecycle ex-ante kW net savings per<br>participant - Opt-in - Midstream     | Residential (RSF)                           | 2016            | 69,100          | N/A               | N/A             | N/A                                       | N/A  | Account (No.)  Middream modeling -400" (FAGSEL*****) waterator: Total midstream savings  chimed **Denominator: (not available) number or sector of midstream  agreed to report only the numeror for this metric in the compliance filing.  |  |
|                     |  |               | M Lifecycle NET KWh                     | Dt: Depth of interventions:  | prosen down by downstream, microvers and upstream, at reasons  Average ravings per participant in both opt-in and opt-out programs  (broken down by downstream, middzeam and upstream, as feasible)              |  | Seridential (SSE)                           | 2016            | 70.830.960      | N/A               | N/A             | N/A                                       | N/A  | matricianum:  agrees to export only the fundament methodology +00° FACABLE****Summarizer: Total middresses menhodology +00° FACABLE****Summarizer: Total middresses makings chaines* "Announcement on the complete on the comp   |  |
| _                   |  | s RSF3 D1-    |   | Per midstream participant  Dt: Depth of interventions: Per midstream participant                                   |  |  | Residential (RSF)                           | 2016            | 2,325,660       | N/A               | N/A             | No  | N/A  |  |  |
| 64                  |  |               |   |  | Metric Average savings per participant in both ope in and opt-out programs<br>(broken down by downstream, midstream and upstream, as feasible)   |  |   |                 |                 |                 |                 | N/A             |                 |                 |                 |                   |                 |   |  | Middeman entrolluling: AND FEAGURE-In-Misseanter That endorsess longing down in a marrially uniform two is cold an uniform and improved that the condition of middleman entrolluling and the condition of middleman entrolluling and the second condition of the cond   |  |
| ω.                  |  |               |   | Dt: Depth of interventions:<br>Per opt out participant   | Metric Average savings per participant in both opt-in and opt-out programs.<br>(Broken down by downstream, midstream and upstream, as feasible)  |  | Residential (RSF)                           | 2016            | 20,000          | 1,500,000       | 0.02            | •               | 0.24            | 0.02            | 0.021           | 0.021             | 0.021           | 0.002                                     | 0.023                                      |  |  |
| ω                   |  | s RSF3 DS     |   | Ds: Depth of interventions:<br>Per opt out participant   |  | Average lifecycle ex-ante kWh net savings per<br>participant - Opt-out               | Residential (RSF)                           | 2016            | 133,050,000     | 1,500,000       | 89              | 92              | 1703            | 87              | 91              | 92                | 94              | 96  | 100  | Numerator: net lifecyde savings from Home Energy Reports Denominator: stall number of  |  |
| 64                  | PG&E ACC   | s RSF3 DS     | <ul> <li>Uflecycle NET Therm</li> </ul> | Dt: Depth of interventions:<br>Per opt out participant   | Metric Average savings per participant in both opt-in and opt-out programs<br>(broken down by downstream, midstream and upstream, as feasible)   | Average lifecycle ex-ante Therm net savings per<br>participant - Opt-out             | Residential (RSF)                           | 2016            | 4,050,000       | 1,500,000       | 2.70            | 3               | 65.90           | 2.77            | 2.8             | 2.8               | 2.9             | 2.9                                       | 3.0  | Decominator stati number of livera George Reports  MCT reviews  MCT re   |  |
| 65                  | PG&E ACC   | s RSF3 DS     | -U Lifecycle NET kW                     | Dt: Depth of interventions:<br>Per upstream participant  | Metric Average savings per participant in both opt in and opt-out programs<br>(broken down by downstream, midstneam and upstneam, as feasible)   | Average lifecycle ex-ante kW net savings per<br>participant - Opt-in - Upstream      | Residential (RSF)                           | 2016            | 1,316           | N/A               | N/A             | N/A                                       | N/A  | Upstream methodology—NOT FEASINES**Numerator: Total upstream savings<br>claimed*-Denominanor: (not available) number or sector of of upstream<br>participants of the numerator for this mercic in the compliance filing.   |  |
| 66                  | PGBS ACC   | s RSF3 DS     | -U Lifecycle NET kWh                    | Ds: Depth of interventions:<br>Per upstream participant  |  |  | Residential (RSF)                           | 2016            | 896,980         | N/A               | N/A             | N/A                                       | N/A  | Upstream methodology- NOT FFASIRS-Numerator: Total upstream savings claimedDenominator: (not available) number or sector of of spatnesm  Since it is unclear how to define upstream "participants," PAs and ED agreed to   |  |
| Θ.                  |  | s sera os     |   | Dt: Depth of interventions:<br>Per upstream participant  | Metric  Average rawings per participant in both ope-in and ope-out programs (broken down by downstream, midstream and upstream, as feasible)   |  | Residential (RSF)                           | 2016            | 124,823         | N/A               | N/A             | N/A                                       | N/A  | participants  Import only the summator of this new form the computation of the computatio   |  |
|                     |  |               |   | Per upstream participant<br>P1: Penetration of energy<br>efficiency programs in the<br>eligible market: Percent of | (broken down by downstream, midstream and upstream, as feasible)   | participant - Opt-in - Upstream  | ,   |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  | the control of the co   |  |
| 68                  | PGBS ACC   | RSF4 P        | 1 Percent                               | Partidoation   |  | Percent of participation relative to eligible<br>population                          | Residential (RSF)                           | 2016            | 69,408          | 4,474,840       | 1.6%            | 0               | 3.29%           | 0.76%           | 1.6%            | 2.3%              | 2.3%            | 2.7%                                      | 3.0%                                       | (Si)  Decominator: total number of unique 5F account and premise this  |  |
| 69                  | PGBS ACC   | BSF4 PS       | 2 Percent                               | P3: Penetration of energy<br>efficiency programs in the<br>eligible market - DAC                                   | Metric Percent of participation in disadvantaged communities   | Percent of participation in disadvantaged<br>communities                             | Residential (RSF)                           | 2016            | 16,226          | 548,892         | 3.0%            | 0               | 3.79%           | 122%            | 3.02%           | 3.02%             | 2.02%           | 3.1%                                      | 3.2%                                       | Numerator: Number of SF participants in DACs (unique account and premise ISN) Denominator: Total number of SF customers in DACs (unique account and premise DAC customers defined in accordance with D.18-0F-061   |  |
|                     |  |               |   |  |  |  |   |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  | (Dit)  Numerator Number of CC VID nontrinears (unique sonues and nomina life)  Circ  | ra 9055 februar met sam sammet lanassama eletta this matric idantificar nacidantial  |
| 70                  | PGBS ACC   | RSF4 P        | 4 Percent                               | Pt: Penetration of energy<br>efficiency programs in the<br>HTR market  | Metric Percent of participation by customers defined as "hand-to-reach"  | Percent of participation by customers defined as<br>"hard-to-reach"                  | Residential (RSF)                           | 2016            | 14,590          | 604,424         | 24%             | 0               | 0.27%           | 0.24%           | 2.5%            | 2.5%              | 2.5%            | 2.5%                                      | 2.7%                                       | Namerators: Number of SF WR participants (unique account and premise Its)  Bosonistators: Total number of SF WR customers (unique account and premise  MR customers defined in accordance with 0.18-05-041.  Col.  Namerators  | ce PG&E does not yet report language data, this metric identifies residential<br>omers as HTR if they meet the geography and income and geography and<br>sing type criteria. |
|                     |  |               |   |  |  |  |   |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  | PAC cost per KWh or per thems or per KW is (PAC Cost s Kinstric Beneflet/Total Beneflet/Ullecyde Net KWh or (PAC Cost s Gas Beneflet/Total Beneflet/Lifecyde  Cost per KWh or per themse or per KWh (Dat s Gas Beneflet/Total Beneflet/Lifecyde)   |  |
| 71                  | PG&E ACC   | RSFS LI       | PAC Levelized Cost<br>(S/kW)            | Cost per unit saved  | Metric Levelized cost of energy efficiency per kWh, therm and kW (use both TRC and PAC)  | PAC Levelized Cost (\$/kW)   | Residential (RSF)                           | 2016            | \$ \$7,896,037  | 131,000         | \$ 641.92       | 337             | \$ 158.76       | \$ 272.23       | \$ 419.83       | \$ 419.83         | S 419.83 S      | 297.72 \$                                 | 375.63                                     | Not therm or IPAC Cost x Electric Benefits (Total Benefits) Lifecyde Not VW Impetchely Inveliand costs are reported by sector consistent with primary sector groupings in CEDAKS PROGRAM specifications.   |  |
|                     |  |               |   |  |  |  |   |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  | The adopted avoided cost methodology does not provide information to provide a<br>meaningful value for TBC or PMC Cost per kW.   |  |
|                     |  |               |   |  |  |  |   |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  | PAC cost per kWh or per them or per kW is (PAC Cost x Siestric Benefity/Total  |  |
| 72                  | PGBS ACC   | RSFS LE       | C PAC Leveland Cost<br>(S/kmh)          | Cost per unit saved  | Metric Leveland cost of energy efficiency per kWh, therm and kW (use both TRC and PAC)   | PAC Levelized Cost (\$/kWh)  | Residential (RSF)                           | 2016            | \$ 57,896,037   | 318,969,695     | \$ 0.18         | ٥               | \$ 0.06         | \$ 0.04         | \$ 0.17         | \$ 0.17           | S 0.17 S        | 0.16 \$                                   | 0.15                                       | ASC cast a per visits or per them or per visit y BAC cast a Security Security and<br>security Security Security or Security Securit   |  |
|                     |  |               |   |  |  |  |   |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  | Inspections of the control of the co   |  |
| 73                  | PGBS ACC   | a RSFS LI     | PAC Levelized Cost<br>(\$/therm)        | Cost per unit saved  | Metric Leveloed cost of energy efficiency per kWh, therm and kW (use both TRC and PAC)   | PAC Levelized Cost (\$/therm)  | Residential (RSF)                           | 2016            | \$ 11,021,211   | 10,744,757      | \$ 1.03         | 0               | \$ 0.41         | \$ 0.30         | 5 0.98          | 5 0.98            | \$ 0.98 S       | 0.92 S                                    | 0.87                                       | Benefits/Ulksyck het kith or PAC Cost x Gas Benefits/Total Benefits/Lifecycle het there or PAC Cost x Electric Benefits/Lifecycle Net VW temper PAC Cost x Electric Benefits/Total Benefits/Lifecycle Net VW tempettively tempettively   |  |
|                     |  |               |   |  |  |  |   |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  | TRC. cost per kinh or per therm or per kink (TRC Cost is Sective inverting Total industries), the cost is section of the cost is section  |  |
| 74                  | PG&E ACC   | RSFS LI       | TRC Leveland Cod<br>(S/kW)              | Cost per unit saved  | Metric Leveloed cost of energy efficiency per kWh, therm and kW (use both TRC and PAC)   | TRC Levelized Cost (S/kW)  | Residential (RSF)                           | 2016            | \$ 86,484,365   | 131,000         | \$ 660.14       | 624             | \$ 601.78       | \$ 348.91       | \$ 627.13       | \$ 627.13         | \$ 627.13 \$    | 594.12 \$                                 | 561.12                                     |  |  |
|                     |  |               |   |  |  |  |   |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  | The adopted avoided cost methodology does not provide information to provide a<br>meaningful value for TBC or PMC Cost per NW.   |  |
| 75                  | PG&E ACC   | s RSFS LI     | TRC Leveland Cod<br>(S/kwh)             | Cost per unit saved  | Metric Leveloed cost of energy efficiency per kWh, therm and kW (use both TRC and PAC)   | TRC Levelined Cost (S/kWh)   | Residential (RSF)                           | 2016            | \$ 86,484,365   | 318,969,695     | \$ 0.27         | 0               | \$ 0.10         | \$ 0.05         | \$ 0.26         | s 0.26            | s 0.26 s        | 0.24 \$                                   | 0.23                                       | TRC cost per With or per therm or per Will (TRC Cost x Discortic Beneflox/Total<br>identifical) bloogles here knish or (TRC cost x Gost Senerlar). The cost is senerlary cost in the cost x persoported by sector consistent with primary sector groupings in<br>CDDASS PROGRAMM specifications.   |  |
|                     |  |               | TRC Level and Cost                      |  | Laudinations of agency efficiency per WAS there and William both TO  |  |   |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  |  |  |
| ж                   | PGBS ACC   | i RSFS LI     | C TRC Levelized Cod<br>(\$/therm)       | Cost per unit saved  | Metric Leveland cost of energy efficiency per kWh, therm and kW (use both TRC and PAC)   |  | Residential (RSF)                           | 2016            | \$ 16,478,432   | 10,744,757      | \$ 153          | 1               | \$ 0.69         | \$ 0.29         | \$ 1.46         | S 1.46            | S 1.66 S        | 138 5                                     |  | Net therm or (TRC Cost x Bectric Benefits/Total Benefits)Uflecycle Net XW  |  |
| 77                  | PGBS ACC   | n RSFGI D     | s Seu                                   | Energy intensity per SF<br>household   | Indicator Average energy use intensity of single family homes (average usage per<br>household – not adjusted)  | Average electric and gas usage per household   | Residential (RSF)                           | N/A - Indicator   | N/A - Indicator | N/A - Indicator                           | N/A - Indicator                            | Numerator: Total SF energy use from PGBS database (gst = electric) Denominator: Number of unique account and premise ID in SF segment  Mousehold refers to a unique account and premise ID in SF segment   |  |
| 78                  | PGBS ACC   | I RMF1 S1-    | First year annual kingross              | S1: Energy Savings   | First year annual and lifecycle ev anne (pre-evaluation) gas, electric, and<br>demand savings (grass and net) for multifamily customers (in-unit,<br>common area, and master metered accounts).                  | First year annual KW gross - In Unit   | Residential Sector – Multi-<br>family (RMF) | 2016            | N/A             | N/A             | 7.949           | 2,817           | 5.465           | 4,273           | 6,826           | 8.700             | 8.902           | 10,153                                    | 11,094                                     | Baseline savings tie to 2016 Annual Report. Targets are aligned with CPUC adopted any building or property with at least two residential housing units. Multi-family goals to 0.117-09-005 and the 2018 Postetial and Goals Study.   |  |
|                     |  |               | gross                                   |  |  |  | tamily (RMF)                                |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  | portfan of Home Energy Reports sent to multi-family customers.   |  |
| 29                  | PGBS ACC   | RMF1 SI       | Rinst year annual kin                   | S1: Energy Savings   | First year annual and lifecycle evente (pre-evaluation) gas, electric, and<br>demand savings (gross and net) for multifamily customers (in-writ,<br>common area, and master metered accounts)                    | First year annual KW net - In Linit  | Residential Sector – Multi-<br>family (RMF) | 2016            | N/A             | N/A             | 7,496           | 2,022           | 5,247           | 4,483           | 5,891           | 7,697             | 7,949           | 9,070                                     | 9,887                                      | baseline scaling the 19 2016 Annual Report. Targets are slighted with CRUZ adopted<br>goals in 0.1179-925 and the 2018 Februarial and Goals Study.<br>parts in 0.1179-925 and the 2018 Februarial and Goals Study.<br>parts in 0.1179-925 and the 2018 Februarial and Goals Study.   |  |
|                     |  |               | -                                       |  |  |  | samely (Masor)                              |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  | portion of Home Energy Reports and the Journal and dode shape.  portion of Home Energy Reports and to multi-family customers.  |  |
| 80                  | PGBS ACC   | RMF1 S1-      | First year annual kitch gross           | S1: Energy Savings   | First year annual and lifecycle evente (pre-evaluation) gas, electric, and<br>Metric demand savings (gross and net) for multifamily customers (in-unit,<br>common area, and master metered accounts)             | First year annual KWh gross - In Unit  | Residential Sector – Multi-<br>family (RMF) | 2016            | N/A             | N/A             | 29,178,051      | 30,672,075      | 27,212,127      | 23,903,587      | 29,962,926      | 28,228,162        | 29,675,125      | 44,810,408                                | 50,095,694                                 | And Early designation and on designation and the second sec   |  |
|                     |  |               |   |  |  |  |   |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  | portion of Home Energy Reports sent to multi-family customers.   |  |
| 81                  | PGBS ACC   | RMF1 SI-      | (U First year annual kWh net            | S1: Energy Sovings   | First year annual and lifecycle evente (pre-evaluation) gas, electric, and<br>demand savings (gross and net) for multifamily customers (in-unit,<br>common area, and master metered accounts)                    | First year annual kWh net - in Linit   | Residential Sector – Multi-<br>family (RMF) | 2016            | N/A             | N/A             | 28,722,283      | 29,643,646      | 27,779,364      | 24,393,013      | 27,008,041      | 34,587,874        | 35,941,953      | 40,044,569                                | 44,301,692                                 | Baseline scalings list to 2016. Annual Report. Targets are aligned with CVX adoption shadow groups and selected strategy and in 0.17-09-05 and the 2018 Presental and Goals Study.  Which lambly designation based on dwelling type in PAEE distables and or felicit to make groups and in the seat to an investment to housing within. Male formity pages in contrast to a PAEE distables and or felicit to make femily within the seat or felicities and investment to a PAEE distables and or felicities and in the SAEE distables and or felicities and or felicities and in the SAEE distables and or felicities and or fel   |  |
|                     |  |               |   |  |  |  |   |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  | partition of Home Energy Reports sent to multi-family customers.  Multi-family declaration based on dwelling true in HGBE database and refers to   |  |
| 82                  | PGBS ACC   | RMF1 S1-      | III First year annual<br>Therm gross    | S1: Energy Savings   | First year annual and lifecycle ex-ante (pre-evaluation) gas, electric, and<br>demand savings (gross and net) for multifamily customers (in-unit,<br>common area, and master metered accounts)                   | First year annual Therm gross - in Unit  | Residential Sector – Multi-<br>family (RMF) | 2016            | N/A             | N/A             | 856,377         | 1,240,264       | 1,222,538       | 1,094,811       | 1,422,317       | 1,783,970         | 1,829,791       | 2,752,920                                 | 3,588,827                                  | Mail: Instity designation has and on desiling type in PGEA Estates and infers to<br>haseline scaling (se to 2016 Annual Report, Targets are alliqued with CRUC salepset<br>gank in 0.17 GH-925 and the 2018 Retential and Goods Study.  Assistance of the 2018 Retential and Goods Study.   |  |
|                     |  |               |   |  |  |  |   |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  | And desired and the second of  |  |
| 83                  | PGBS ACC   | RMF1 SI-      | (U) First year annual<br>Therm net      | S1: Energy Savings   | First year annual and lifecycle ev-ante (pre-evaluation) gas, electric, and<br>Metric demand savings (gross and net) for multifamily customers (in-writ,<br>common area, and master metered accounts)            | First year annual Therm net - in Linit   | Residential Sector – Multi-<br>family (RMF) | 2016            | N/A             | N/A             | 862,779         | 1,304,577       | 1,164,789       | 1,085,260       | 1,198,230       | 1,482,985         | 1,529,949       | 1,897,754                                 | 2,368,433                                  | Baseline scalings to to 2016 Annual Report. Targets are aligned with CPUC adopted<br>grant in 0.117-09-025 and the 2018 Postertail and Goals Study.  See that the prediction of the scaling to the scale scaling to the scale sc   |  |
|                     |  |               |   |  |  |  |   |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  |  |  |
| 84                  | PGBS ACC   | RMF1 SI       | U utecycle ex-ante kt<br>grass          | SS: Energy Savings   | First year annual and lifecycle evente (pre-evaluation) gas, electric, and<br>Metric demand savings (gross and net) for multifamily customers (in-unit,<br>common area, and master metered accounts)             | Lifecycle awante kW gross - in Unit  | Residential Sector – Multi-<br>family (RMF) | 2016            | N/A             | N/A             | 23,058          | 23,507          | 18,609          | 4,822           | 19,801          | 25,236            | 25,824          | 29,452                                    | 32,007                                     | All baseline savings ris no 2016 Annual Report. Targets are aligned with CRUC subgrad goals in D.3.7 69-025 and the 2018 Potential and Goals Study, southern of the savings from Residential license, which the limits of the savings from Residential license, and the control of the savings of the savings of the Residential license, and the savings include 37% of the savings from Residential license, and the savings   |  |
|                     |  |               |   |  | First year annual and lifecucie or onto (pre-evaluation) gas, electric, and  |  |   |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  | Multi-family designation based on dwelling type in PGSE database and refers to   |  |
| 85                  | PGBS ACC   | RMF1 S1-      | net net                                 | S1: Energy Savings   | Metric demand savings (gross and net) for multifamily customers (in-unit, common area, and master metered accounts)  | Lifecycle awante KW net - in Linit   | Residential Sector – Multi-<br>family (RMF) | 2016            | N/A             | N/A             | 18,653          | 24,763          | 16,094          | 4,931           | 18,648          | 23,766            | 24,319          | 27,797                                    | 30,543                                     | All baselines usingst the 30 016 Annual Report. Targets are aligned with CRUC and building or property with at least tree residential busings unknown with a least tree residential busings unknown buildings or property with a least tree residential busings unknown buildings or property with a least tree residential busings unknown buildings or property with a least tree residential busings unknown buildings or property with a least tree residential busings unknown buildings or property with a least tree residential busings unknown buildings or property with a least tree residential busings unknown buildings or property with a least tree residential busings unknown buildings or property with a least tree residential busings unknown buildings or property with a least tree residential busings unknown buildings or property with a least tree residential busings unknown buildings or property with a least tree residential busings unknown buildings or property with a least tree residential busings unknown buildings or property with a least tree residential busings unknown buildings or property with a least tree residential busings unknown buildings or property with a least tree residential busings unknown buildings or property with a least tree residential busings unknown buildings or property with a least tree residential busings unknown buildings or property with a least tree residential busings unknown buildings or property with a least tree residential business. But the residential business unknown buildings or property with a least tree residential business. But the residential business unknown buildings or property with a least tree residential business. But the residential business unknown business unknown business and the residential business unknown business unknown business and the residential business unknown business and the residential  |  |
|                     |  |               |   |  | First year annual and lifecycle or onto (pro-evaluation) gas, electric, and  |  |   |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  | Multi-family designation based on dwelling type in PG&E database and refers to   |  |
| 86                  | PGBS ACC   | RMF1 SI-      | Lifecycle ex-ante<br>kWh gross          | S1: Energy Savings   | First year annual and lifecycle evente (pre-evaluation) gas, electric, and<br>demand savings (gross and net) for multifamily customers (in-unit,<br>common area, and master metered accounts)                    | Lifecycle ex-ante kWh grass - In Unit  | Residential Sector – Multi-<br>family (RMF) | 2016            | N/A             | N/A             | 55,044,962      | 88,869,434      | 55,869,480      | 28,804,777      | 54,525,645      | 72,325,693        | 74,847,917      | 84,535,710                                | 94,506,505                                 | All Sandine scaling sin to 2016 Annual Report. Targets are rigined with CVCL adoption plant in EAST decisions and others to adoption plant in EAST decisions and others to adoption grant in EAST decisions and others to adoption grant in EAST decision from the CVCL adoption grant in EAST 06-025 and the 2018 Protection and East Study, and EAST of the Sandine Study an   |  |
|                     | PGBS ACC   |               | u Lifecycle en moto                     |  | First year annual and lifecycle we onne (pre-evaluation) gas, electric, and<br>demand savings (gross and net) for multifamily customers (in-unit,<br>common area, and meater metered accounts)                   |  | Residential Sector - Mu <sup>(4)</sup>      | 2016            | N/A             | N/A             | 46,230,154      | 71,535,315      | 50,840,793      | 28,475,120      | 55,642,895      | 71,196,197        | 73,679,032      | 83,215,532                                | 49.4***                                    |  |  |
| 82                  | Plata ACC  | 1 HAR-1 SI-   | Lifecycle ex-ante<br>kitch net          | S1: Energy Savings   | Metric demand savings (gross and net) for multitumity customers (in-unit, common area, and master metered accounts)  | Lifecycle av ande KWh net - In Linit   | Residential Sector – Multi-<br>family (RMF) | 2016            | ng/A            | N/A             | 46,330,154      | /1,35,315       | 50,840,793      | 28,475,120      | 55,642,895      | 71,196,197        | 74,679,032      | 10,215,532                                | 93,090,615                                 | All baseline strongs the to 2016 Annual Report. Targets, are aligned with CPUC adopted goals in 0.17 04-025 and the 2018 Patential and Goals Study, and public go property with at least to are relationed broadly about during a property with at least to are relationed broadly about during a property with at least to are relationed broadly about during a solicy and the swings from the Received Energy Advisor based on the particle of latened leasy groups used to such England substantial and control of latened leasy groups used to such England substantial.  |  |
| 66                  | PGBE ACC   | BME1 ~        | Lifecycle en ante                       | SS: Snegy Savings  | First year annual and lifecycle eviante (pre-evaluation) gas, electric, and<br>demand savings (gross and net) for multifamily customers (in-unit,<br>common area, and master metered accounts)                   | Lifecycle awante Therm grass - in Linit  | Residential Sector – Multi-<br>family (RMF) | 2016            | N/A             | N/A             | 2,285,562       | 9,209,274       | 5,848,033       | 2,454,370       | 3,795,985       | 4,761,189         | 4,867,668       | 7,347,195                                 | 6039 473                                   | All baselne surings to to 2016 Annual Report. Targets are sligned with CPUC.  All paselne surings to to 2016 Annual Report. Targets are sligned with CPUC.  All paselne surings to to 2016 Annual Report. Targets are sligned with CPUC.  All paselne surings in the 2014 Persential and Casis Study.  All the control of the CPUC and the 2014 Persential and Casis Study.  |  |
|                     | A0   |               | U Lifecycle ev-ante<br>Therm gross      | as. seedly basings   | common area, and master metered accounts)  |  | family (RMF)                                | 2,548           | -/n             | -for            | 4,440,562       |                 | 2,010,022       | 2,000,070       | V-10,600        | 1,711,209         | -,0007,0000     | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,   | 9,070,252                                  | portfion of Home Energy Reports sent to multi-family customers.  |  |
| 80                  | PGBS ACC   | RMF1 SI       | Lifecycle ex-ante<br>Therm net          | SS: Energy Savings   | First year annual and lifecycle ex once (pre-evaluation) gas, electric, and<br>Metric demand savings (gross and net) for multifamily customers (in-unit,<br>common area, and master metered accounts).           | Lifecycle avante Therm net - in Linit  | Residential Sector – Multi-<br>family (RMF) | 2016            | N/A             | N/A             | 1,815,288       | 6,193,938       | 4,190,606       | 1,847,865       | 3,824,362       | 4,716,783         | 4,903,856       | 7,402,120                                 | 9,649,755                                  | All baseline statings that 2016 Annual Begant. Targets are aligned with COLS<br>adopted goals in 8.17 69-025 and the 2018 Potential and Goals Study,<br>particularly included by the Color of the 2018 Potential and Goals Study,<br>particular of the Color of the 2018 Potential and Goals Study,<br>particular of the Color of the 2018 Potential and Goals Study,<br>particular of the Color of the 2018 Potential and Goals Study,<br>particular of these Color of the 2018 Potential and Goals Study,<br>particular of these Color of the 2018 Potential and Goals Study,<br>particular of these Color of the 2018 Potential and Goals Study,<br>particular of these Color of the 2018 Potential and Goals Study,<br>particular of these Color of the 2018 Potential and Goals Study,<br>particular of these Color of the 2018 Potential and Goals Study,<br>particular of these Color of the 2018 Potential and Goals Study,<br>particular of these Color of the 2018 Potential and Goals Study,<br>particular of the 2018 Potential Color of the 2018 Potential and Goals Study,<br>particular of these Color of the 2018 Potential and Goals Study,<br>particular of these Color of the 2018 Potential and Goals Study,<br>particular of these Color of the 2018 Potential and Goals Study,<br>particular of these Color of the 2018 Potential and Goals Study,<br>particular of these Color of the 2018 Potential and Goals Study,<br>particular of the 2018 Potentia |  |
|                     |  |               | Therm net                               |  | common area, and master metered accounts)  |  | tamey (RMF)                                 |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  | accepted goas in U.1 / OH-U.2 and the JUSE Patential and Goals Study.  usings include 17% of the usings from Residential Energy Advisor based on the portion of Home Energy Reports sent to multi-family customers.  |  |

| Att | achmen | rt 4, Tabb | c 19    |          |
|-----|--------|------------|---------|----------|
| PΑ  | Name   | Parific C  | los sed | Electric |

| Name: Pacific Gas a<br>dget Year: 2021 |                   |                |                                  |                    |                      |   |  |   |      | Baseline  |                    |      | Act  | tual |             |      | Short Term Target |      |   |  | ٦  |   |
|--|-------------------|----------------|----------------------------------|--------------------|----------------------|---|--|---|------|-----------|--------------------|------|------|------|-------------|------|-------------------|------|---|--|--|---|
| PA At                                  | ATA<br>Page Order | Method<br>Code | Units of<br>Measurement          | Metric Type        | Metric/<br>Indicator | Business Plan Att A Description   | Metric   | Sector  | Year | Numerator | Denominator        | 2016 | 2017 | 2018 | 2019        | 2018 | 2019              | 2020 | Mid Term Target (2023-2025)<br>Cumulative | Long Term Target (2038-3026)<br>Cumulative | Methodology Key Defi   | nitions Proxy Explanation 544G  |
| PGBE                                   | AGG RAMF:         | . SS-MM        | First year annual kW<br>gross    | SS: Snegy Savings  | Metric               | First year annual and lifection in storing the evaluationing particular, and determined casing ligens and neight multilatening casements (in-sect., secretice size, and matter mattered sectionis).   | First year annual KMI gross - M asser Mesered    | Sectional Sector – Multi-<br>thenly (RMF)     | 2016 | N/A       | N/GA.              | N/A  | N/A  | N/A  | 360.6611958 | N/A  | N/A               | N/A  | N <sub>c</sub> (0A                        | N/A  | PAGE's under to support this medic of this first frequency PAGE's and in bissocrapy<br>memoric support this thin the last supported at this lowel of strong, and was<br>consist of strong for the files.   | The control of the co    |
| PGEC                                   | AGG RANF:         | . SS-MM        | First year annual kW net         | SS: Snergy Savings | Metric               | First year annual and lifergine as the lips we evaluating gas, electric, and demand causing ligens and neight multilensing catasines (in-east, executions area, and mater meteorial accusate).  | First year annual KW net - Master Metered        | Residential Sector — Multi-<br>turnily (RMS)  | 2016 | N/A       | sejon              | NGA  | N/A  | N/A  | 235.1708686 | N/A  | N/A               | N/A  | N <sub>c</sub> Os.                        | M/A  | Held it would be request the entire of this time because Yeld I be not historical value of the contract of the | high consistent was contained community for some profess shall be the Section of Section (Section Section Sect    |
| PGES                                   | AGG RAME:         | . SS-MM        | First year annual<br>kitch gross | St: Energy Savings | Metric               | Set year small and Blogdie mobile (pre-evilation) gas, electric, and<br>damand casing (gress and notify or multitudins) quatement (or work,<br>connect cases, and mader metered scotsorts).   | First year annual kitch goos - Marter Metwed     | Sectional Sector – Multi-<br>theoly (RMF)     | 2016 | N/A       | N/A.               | N/A  | N/A  | N/A  | 770277.222  | N/A  | N/A               | N/A  | N/OA                                      | N/A  | MSEE a violet to report the order or the fine forward MSEE for not frameway,<br>required represent and the terroid and report and the fine of the final of and and<br>required represent for the EVID.   | And consideration in exercise (consecution from our wife or 1997 INST VISIO for an<br>INST VISIA And VISIA INST V |
| PGEC                                   | AGG RAMF:         | . SS-MM        | First year annual<br>kWb net     | SS: Snergy Savings | Metric               | First pers annual and Brogole exists (pro-exhaution) gas, electric, and<br>common long (gens and ring for multi-lamin) customers (b-seat,<br>common sease, and reader modered account).   | First year annual kitch net - Masser Mistered    | Sectionarial Sector – Multi-<br>family (RMF)  | 2016 | N/A       | Mor                | NGA  | N/A  | N/A  | 600651.6881 | NEA  | MFA               | N/A  | N/OL                                      | M/A  | MALE value to report this order of this stoke locate MALE has not instructive country to the first fir | content allows  The content allows are content and content and any of an    |
| PGES                                   | AGG RAMF:         | . SS-MM        | First year annual<br>Therm gross | S1: Greegy Strings | Metric               | For your annual and lifesylle is not by the evaluation(gar, electric, and execute using great and right or malfamily customers (in-out, customers area, and entail or extend account).  | First year annual Thems gross - Master Methered  | Paraidential Sector – Multi-<br>humby (RMH)   | 2016 | N/A       | Mor                | N/A  | N/A  | N/A  | 70294.58282 | N/A  | N/A               | N/A  | N <sub>C</sub> OX.                        | 86/54                                      | MACE is written to oppose this member of this time Member MACE for not his original value of the contraction | entented riskur.  PAEE consoled the American Community inversy and the 2000-2010 PAEE and LES assistance in Community inversity and the 2000-2010 PAEE and LES assistance in Community inversity and the 2000-2010 PAEE and LES assistance in Community and LES assistance in LES assistance    |
| PGES                                   | AOB RANF:         | . SS-MM        | First year annual<br>Therm net   | SS: Snergy Savings | Metric               | First peer annual and Brogole exactor (pre-exclusion) gas, electric, and<br>control and progole exactor (pre-exclusion) (prior),<br>controls area, and reader indexed accounts  | First year annual Therm net - Master Metered     | Periodential Sector – Multi-<br>family (RMF)  | 2016 | N/A       | sejon              | N/A  | N/A  | N/A  | 45630.14736 | N/A  | MEA               | N/A  | N <sub>c</sub> Ox.                        | M/A  | MALE is within to report the order or this steel because PEAL for and instructive world to define a steel or to the steel or the steel  | consist allow.  Media consiste side for the consistency for low and the 2005 200 DEED and and the consistency for the consiste    |
| PGBS                                   | AGG RANF:         | SI-MM          | Ušecycle eo ante kW<br>gross     | SS: Energy Savings | Metric               | tong per around and Moyade are not per evolutioning as shoots, and<br>demands using green and off or multimosis patients (a-val,<br>contents area, and matter matered accounts).  | Lifetycle ou anto little gross - Moster Meteored | Secidential Sector – Multi-<br>family (RMF)   | 2016 | N/A       | stor               | N/A  | N/A  | N/A  | 1235.230071 | N/A  | M/A               | N/A  | N/A                                       | N/A  | health, and the report the walls of this filter beauth MALT for not believed, where the second of th | received about the contract of contract, and was part of contract and the     |
| PGRE                                   | AGG RAMF:         | . SS-MMM       | Ufecycle ex-ante kW<br>net       | St: Energy Savings | Metric               | tics pair around and filteration are too (are exhibited ago, electric, and<br>demand changing (green and notify or multitudinal systems (a house,<br>countries, area, and mader metered accounts).  | Lifequise are actio kill' nert - Master Metered  | Sectional Sector — Multi-<br>theoly (RMF)     | 2016 | NJA       | N <sub>E</sub> CA. | N/A  | N/A  | N/A  | 805.4823655 | N/A  | N/A               | N/A  | N <sub>c</sub> (a,                        | N/A  | hold it width to appet this action after the final white a final to the final or the thinking<br>required regions do not be to that and and registed at this hould if shall, and and<br>whether the proper for the titing.   | The state of the s    |
| PGRE                                   | AGG RANF:         | . SS-MM        | Lifecycle en ante<br>kWh gross   | SS: Energy Savings | Metric               | tors year around and Mingdo environ jorn-evolutioning as shocks, and demonstrating green seed not for multifensity contenses (o'west, contense area, and reader matered accounts)   | Lifetycle ex-ante litth gross - Master Metered   | Secidential Sector – Multi-<br>turnity (RMF)  | 2016 | N/A       | N/CA.              | N/A  | N/A  | N/A  | 2784164.822 | N/A  | N/A               | N/A  | N/OL                                      | N/A  | redicts and the required the value of the first below and MSAT to not be belowing<br>required program does the treated and reported at the head of shall, and was<br>unable to debuding a prompt for this filling.   | Add consider the American Community (see see that 2002-2000 Feld and<br>(2002-2004) being from Equivalent Property Self (2002-2002) and (2002-2002-2002) and (2002-2002-2002-2002-2002-2002-2002-200  |
| PGES                                   | AGG RANF:         | . SS-MM        | Lifecycle ex-ante<br>kithh net   | SS: Snergy Savings | Menic                | trop per around and through execute plan-enhalodoring as electric, and<br>manufacturing (press series for multituding accounts) (house,<br>common area, and mader matered accounts)   | L'Incycle ex-ante XWh net - Master Meteod        | Sentidential Sector – Multi-<br>turally (RMS) | 2016 | N/A       | SA,CA.             | N/A  | N/A  | N/A  | 2942118.321 | N/A  | M/A               | N/A  | N/OL                                      | N/A  | health, and of the region the walls of this finds all health had been not believed, where the contract of the contract of the level of density, and an available to the contract of the level of density, and are under the density area for the titing.   | moment atoms.  Field consoled that American Community is only and the 2005-2010 Field and a field consoled that American Community is only and the 2005-2010 Field and a field consoled the communities that the price are consoled to soft why and the price of the consoled that the communities that the communities that the communities are communities and communities and communities are communities and communities are communities and communities and communities are communities are communities and communities are communities are communities are communities are communities and communities are communities are communities and communities are communities are communities are communities are communities a    |
| PGRS                                   | AGG RAWF:         | . SS-MM        | Lifecycle ex-ante<br>Therm gross | SS: Snergy Savings | Metric               | First per should and Broycle exists glor-anhabotic gar, electric, and<br>more and allerging services are to glor-anhabotic gar, electric, and<br>contract allerging services are graphic participations of pulsar,<br>contracts area, and maker indexed accounts. | L'Magaile assante Therm gross - Mantier Meterod  | Sentidential Sector – Multi-<br>turally (RMG) | 2016 | N/A       | SA/CA.             | N/A. | N/A  | N/A  | 976587.4129 | N/A  | N/A               | N/A  | N/OL                                      | N <sub>0</sub> (X                          | PAGES, couldn't to report this wall or, after close declared PAGE for not financiare, and the couldn't report or got to the state and resemble at 15% bears of declared, and we would be declared, according to this time.   | moment atoms.  Field consoled that American Community is soney and the 2005-2012 Field and a field control of the 2005-2012 Field and a field     |
| PGRE                                   | AGB RANF:         | . SS-MM        | Lifecycle ex-ante<br>Therm net   | SS: Snergy Sovings | Metric               | First pers around and Brogole exacts (pro-exclusion) gas, electric, and<br>committeeing (pers and risk for walkfallen) customers (b-set),<br>commissions, exclusion reduced account).   | Lifecycle awards Therm rat - Macter Messeed      | Sentidential Sector – Multi-<br>femily (RMG)  | 2016 | N/A       | M/M                | N/A  | N/A  | N/A  | 610272.2323 | N/A  | N/A               | N/A  | N <sub>c</sub> Os.                        | N/A  | MALE value to report the order of the other local MALE to and teatments  MALE value to report the order of the other local MALE to and teatments  and to delivery prompt for the title information of the bar of delivery or   | motived states.  Field consoled the American Continuously is may see this 2000-2000 Field and a field consoled the American Continuously is may see that 2000-2000 Field and a field continuously of american continuously and a management of underly again upon the season belongs as the continuous and underly again upon the continuous and analysis and the continuous and analysis and the continuous and analysis and the continuous analysis and analysis analysis and analysis analysis and analysis and analysis analysis and analysis analysis and analysis and analysis analysis and analysis analysis analysis and analysis analysis and analysis analysis analysis analysis and analysis analys    |

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|-----|--------|------------|---------|----------|
| PΑ  | Name   | Parific C  | los sed | Electric |

| Attachment 4,<br>PA Name: Pac<br>Budget Year: 2 | iable 19<br>lic Gas and<br>121 | Electric          |                |                                |                    |                      |  |   |  |      | Baseline  |             |        | A      | ictual            |              |        | Short Term Target |        |  |  | ٦   |  |
|---|--------------------------------|-------------------|----------------|--------------------------------|--------------------|----------------------|--|---|--|------|-----------|-------------|--------|--------|-------------------|--------------|--------|-------------------|--------|--|--|---|--|
| index   | A AZAI                         | ATA<br>Page Order | Method<br>Code | Units of<br>deasurement        | Metric Type        | Metric/<br>Indicator | /<br>or Business Plan Att A Description  | Metric  | Sector   | Year | Numerator | Decominator | 2016   | 2017   | 2018              | 2019         | 2018   | 2019              | 2020   | Mid Term Target (2003-0028)<br>Consulative | Long Term Target (2038-2020)<br>Cumulative | Methodology Key Definitions   | Proxy Explanation FLAG   |
| 102 F   | SEC AC                         | 03 RMF1           | s-ca Fin       | t year annual VW<br>gross      | SS: Energy Savings | Metric               | First year annual and lifecycle on onto [pro-evaluation] gas, elector, use of demand savings [gross and not] for multifamily catomers (in-unit, cammon avea, and master metered account).  | First year annual KW gross - Common Area      | Recidential Sector – Multi-<br>thenity (SMF)   | 2016 | N/A       | N/A         | N/A    | N/A    | N/A               | 65.55391365  | N/A    | N/A               | N/A    | N/A  | N/A  | Held is not not support this medical at this time because Held is not become held to an able to complete the control of the co  | PASE annexed the American Community Survey and the 2010-2012 PASE and a<br>LOS Additionally large (Solicine) Inteller (2009) and (NICE) Process Scatterin and<br>blook of Caracteristics Society, in a commyst to identify ways to split the made-<br>liance of the control   |
| 102 F   | SAS AG                         | 03 854F1          | SI-CA First    | t year annual KW<br>net        | St: Knergy Savings | Metric               | Fact year annual and iffrequire in with join evaluation) gas, effects, as<br>demand carego (gave and red for multibook) quantum of provide,<br>connects area, and master inversed accounts)  | First year annual kill rest - Common Area     | Portification Sector — Multi-<br>turnity (RMS) | 2016 | N/A       | M/A         | N/A    | N/A    | N/A               | 46,30816061  | N/A    | N/A               | N/A    | N/A  | N <sub>0</sub> /A                          | NASE is under the report this centur of this little because MSAE has not historisely<br>required regions distribute histories and reported at this level of design, and was<br>exactle to according prompt for the thing.   | and all the transport of the control   |
| 104 F   | SEC AC                         | 03 Shafi          | s-ca F         | nt year annual<br>kitih gross  | St: Snergy Savings | Metric               | First year around and lifesycle on one (pre-evaluation) gas, electric, and electric demand saving upon under any fire multitabels; customers (provide, assessment) when contract seets, and muster tracked accounts).  | Eint year annual KWh gooss - Common Area      | Recidential Sector – Multi-<br>tionity (RAST)  | 2016 | N/A       | Mor         | N/A    | N/A    | N/A               | 7040.893188  | N/A    | N,(A              | N/A    | N/St.                                      | N <sub>0</sub> /A                          | MALEs, and with support this model at this time because MALEs and becoming<br>which is a support that model at the time because MALEs and becoming<br>water to execute a prompt for the Eng.  | wement date.  All cannot dell memorary Community Survey and the 2000-2010 PAGE and CASE cannot dell receive Servey and the 2000-2010 PAGE and CASE  |
| 105 8   | SEC AC                         | 03 Shefi          | S-CA F         | rst year annual<br>XMh net     | St. Snergy Savings | Messic               | First year annual and filterprise across jarse evaluation(gap, electric, year<br>demand.coloring (pass and end) for multiformity customers (provide,<br>connects area, and marker instead accounts)  | First year annual ENN net - Common Avea       | Recidential Sector — Multi-<br>formity (RAdS)  | 2016 | N/A       | MA          | N/A    | N/A.   | No.Co.            | 20061.62299  | N/A    | NGA               | N/A    | N/OL                                       | M <sub>2</sub> /A                          | Held is usually to apport this ment or this time because Held fit as only becoming<br>invasive pages about the tracked and specular at this word of best, and usu-<br>ments in control pages for the Taley.   | PAGE constant for American Community Survey and the 2015-2012 PAGE and<br>CSS Matthership (see (Sincer) Patient Page 1012 Players (Sincer) Players (   |
| 106 P   | SEC AC                         | Ol RMF1           | S-CA F         | nt year annual<br>Therm gross  | St: Energy Savings | Metric               | Fact year around and fifting in a settle (on evaluation) gas, effects, as demand carried (gas, and made of the mathetistic quantum or (or with common area, and made or memoral accounts).   | First year annual Thems gross - Common Area   | Bertidential Sector — Multi-<br>benily (BMS)   | 2016 | N/A       | McA         | N/A    | N/A    | N/A               | 45787.37488  | N/A    | N/A               | N/A    | N/A  | N <sub>0</sub> /A                          | NGES is couldn't request this work of this time belower FGES has not historially<br>required program distributed to Market and reported at this hand of admit, and was<br>required to come the property for things.   | Medien as study of the multi-color) agrees we wait to height 4 sprace historical<br>method for the multi-color and process and the multi-color and<br>method for the multi-color and the multi-color and the multi-color and<br>public color and the multi-color and the multi-color and the multi-<br>diat students (see price public color public color and testing and to spit the multi-<br>diated to the multi-color and testing and testing and to spit the multi-<br>section of the multi-color and the multi-color and the multi-<br>diated the purposition and the multi-color and the multi-<br>diated the purposition and the multi-color and the multi-<br>diated the purposition and the multi-color and the multi-color and<br>states the purposition and the multi-color and the multi-color and<br>states the purposition and the multi-color and the multi-color and<br>states the purposition and the multi-color and the multi-<br>diated and the multi-color and the multi-color and the multi-<br>diated and the multi-color and the multi-color and the multi-<br>section and the multi-color and the multi-color and the multi-<br>section and the multi-color and the multi-color and the multi-<br>section and the purposition and the students are multiple and the formation and<br>purposition and the multi-color and the multi-color and the multi-<br>section and the multi-color and the multi-color and the multi-<br>section and the multi-color and the multi-color and the multi-<br>section and the multi-color and the multi-<br>section and the multi-color and the multi-color and the multi-color and the multi-color and the multi-<br>section and the multi-color and the multi-color and the multi-color and the multi-<br>section and the multi-color and the multi-color and the multi-color and the multi-<br>section and the multi-color and the multi-color and the multi-color and the multi-color and the multi-<br>section and the multi-color and the multi-color and the multi-color and the multi-<br>section and the multi-color and the multi-color and the mul   |
| 107 F   | SEC AC                         | OQ Shefi          | s-ca F         | nt year annual<br>Therm net    | St: Energy Savings | Mesic                | Fast per annul and filterple in ante (pre-valuation) gas, electic, per<br>demand saving (gas and red) for multipolity contenue (p-set),<br>concess ann, and matter interest accounts)  | first year annual Therm set - Common Area     | Recidential Sector — Multi-<br>family (RAAF)   | 2016 | N/A       | M/A         | N/A    | N/A    | N/A               | 26806-23864  | N/A    | N/A               | N/A    | N/A  | No.CA                                      | Hild is worth to suggest this works of this form because FREAT to an in hostoring<br>invasive suggests alone to be tracked and supposed all this work of detail, and asso-<br>ments of controls are to the first<br>control of controls are to the first  | where an indight the each develop segment would be depict as growth instead<br>indications can extra section for the develop section and the section of the contract<br>development. The contract the contract community and the contract<br>of the contract the section Community and pure years to this SECO SEC and<br>SEC and section (see part of the contract to the contract the contract<br>these to the contract to the contract to develop we to write the con-<br>tract the contract to the contract to the contract to the contract<br>where the contract to the contract to the contract to the contract<br>where the contract to the contract to the contract to the contract<br>where the contract to the contract to the contract to the contract<br>contract to section. It is also to the contract to the contract<br>and allows the supplies and contract to the contract to the contract<br>and allows the supplies and contract to the contract to the contract<br>and allows the supplies and contract to the contr  |
| 100k F  | ibs as                         | O3 Shafi          | s-ca site      | cycle ex-ante kW               | St: Greegy Savings | Metric               | First year around and lifespine as any lipse evaluation) gas, electric, year<br>demand saving larger and real for mail-banks casesome (a-vall),<br>advanced and gas and and are according to the control of t | Lifecycle ex-assa ISM gross - Common Area     | Residential Sector — Multi-<br>turnity (RMAS)  | 2016 | N/A       | N/A         | N/A.   | N/A    | NA                | 42.92145423  | N/A    | N/CA              | N/A    | N/OL                                       | N <sub>A</sub> /A                          | MALES, would not require this reader of this core fraction MALES and historically<br>would be all the second of this core fraction of MALES and historically<br>would be all develop a years for the Edge.  | Interest state.  **Add canadastic backwards Community favory and the 2010-2010 Folds and folds are controlled to the control of Community favory and the 2010-2010 Folds and other folds communities folds; and a minimply to interest, see part of the multi- state of Communication folds; as a minimply to interest, see particle and an advantage of the multi- state of Folds and control of the contro   |
| 109 F   | SAC AG                         | OB RMF1           | S-CA UN        | cycle eo-onte kW<br>net        | S2: Snergy Savings | Metric               | For the annual and filterals in a rain (pre-solutative) gas, decision, except, except ground end for multituding cultimate (assume present as and mader metered account).  | Lifecycle av anta kill out - Common Area      | Recidential Sector — Multi-<br>family (RAAF)   | 2016 | N/A       | MA          | N/A.   | N/A    | N/A               | 68.15586517  | NGA    | N/SA              | N/A    | N/OL                                       | Notes                                      | which is widen the regard to a make up of this law because FGES to an interest, and interest, and interest of the contract of   | memoral data.  **Call assessed and the American Community Survey and the 2000-2010 PAGE and USE ASSESSED AND ASSESSED AS   |
| 110 F   | SEC AC                         | O3 SheFi          | S-CA E         | fecycle ex-ante<br>kinth gross | St. Energy Savings | Metric               | fort per around and disequirus even light evaluatively productions, electric, as<br>semantic waveg (general first for multitude) contracts around (avails,<br>common area, and mader metered account).   | Lifecycle av anta KRR gross - Common Area     | Rentidential Sector — Multi-<br>formily (RAAF) | 2016 | N/A       | MA          | N/A.   | N/A    | N <sub>0</sub> (A | -1828292.902 | N/A    | N/A               | N/A    | N <sub>i</sub> (sk                         | No.CA                                      | to the second sec  | intensis state.  **Add canalisation to sensistant Community Survey and the 2000-2010 Folds and Folds canalisation to sensistant Community studently state to part of the addition More of Communication Holley due no minimary to site of the property of the multi- field of the Communication Holley due no minimary to site of the property due to self- self-sensistant for the Communication Holley special to self-sensis and expendent of the communication   |
| 111 F   | SEC AC                         | 03 Shafi          | so.            | flecycle on acte<br>kitch net  | St: Snergy Savings | Metric               | First year around and lifesycle on one (pre-evaluation) gas, electric, and electric plant along (green and regifter multitaries) continues (provide, asserted and, and exacter inclined accounts).   | Lifecycle ew ante With net - Common Avea      | Recidential Sector – Multi-<br>tionally (RAGT) | 2016 | N/A       | McA         | N/A    | N/A    | N/A               | -867969.6053 | N/A    | N/A               | N/A    | N/St.                                      | N <sub>0</sub> /A                          | MALES, and the support this modes at this close because MALEs and becoming<br>the support that modes at the composition of the support and the support of the | released area.  Field cannick and extension Community Survey and the 2005-2013 CMSC and and community of the   |
| 112 8   | SEC AG                         | 03 SheF1          | 90A F          | fecycle ex-ante<br>Therm gross | St: Energy Savings | Metric               | Fast year annual and filterplie no some (pro-evaluativity) gas, effects, as demand cavego (green and red) for multitability customers (po-solt, customers area, and master memoral accounts).  | Lifecycle awards Therm grass - Common Avad    | Rentidential Sector — Multi-<br>tumby (RAAT)   | 2016 | N/A       | SQ.CA.      | N/A    | N/A    | n <sub>0</sub> (A | 827216.4813  | N/A    | N/A               | N/A    | N/OL                                       | NA   | Add it would be suggest this work of all this lone below PASA for an Institution<br>(maked pumping this first this trade and ampointed at this load of adds, and we<br>where to work to provide the Dag.  | with middle of the same general extension to a solid, catenate, was, as in terms of<br>CAS, catenated in the catenate, in foreign a solid, catenate, and catenate<br>CAS solid catenate (and catenate catenates) and catenates and<br>shared Casan-solitonic of the catenates (and catenates and<br>shared Casan-solitonic of the catenates (and catenates of the catenates and<br>shared Casan-solitonic of the catenates (and catenates of the catenates of<br>shared Casan-solitonic of the catenates of the catenates of<br>shared catenates (and catenates of the catenates of the catenates of<br>shared catenates of the catenates of the catenates of<br>shared catenates of the catenates of the catenates of<br>shared catenates of<br>shared catenates of the catenates of<br>shared catenates of<br>sh |
| 112 6   | SEC AC                         | 03 RMF1           | SCA E          | flecycle so ante<br>Therm net  | St: Knergy Savings | Metric               | Fort per annual and Mergine was the per-evaluative/gap, electric, and electric demand casing ligits and red; for multifolish; customer (newest, sam, and matter interest accounts).  | Ulecycle as ante Therm set - Common Ansa      | Recidential Sector — Multi-<br>family (RAAT)   | 2016 | N/A       | M/A         | N/A    | N/A    | N/A               | 472557.1262  | N/A    | N/A               | N/A    | N <sub>i</sub> (sk                         | Nota                                       | MALEs and a transport this medical artists care because MALEs and transmitty  MALEs and a transport this medical artists care because MALEs and transmitty  and transport to the management of the best of dearly and are  under to whethy a proper for the life.   | memoral state.  PAGE Constanted this American Community Survey and the 2010-2012 PAGE and CCS Mathematic Navige (Tellinon) Selected Program (MISTER) Process Calculation and About AC Standardisco Socialy is a mattern of selecting ways to self for enail- bility saving data by to visit Common seas, and makes creamed. Movemen, the selection of the  |
| 114 F   | ides Ac                        | 03 RMF2           | 6              | MTC02eq                        | GHS                | Metric               | Greenhouse gasses (MT COZinq) Net With savings, reported on an annu-<br>basis  | of CO2-equivalent of net annual kitch savings | Residential Sector – Multi-<br>Senily (RME)    | 2016 | N/A       | N/A         | 13,452 | 11,957 | 3,194             | 2,836        | 12,649 | 16,199            | 16,822 | 18,755                                     | 20,741                                     | Calculated using CCT, and reported in the MF segment by dwelling type. Includes CCD but not MCE and RM100 as these are not GME equivalents.   | madition to requiring various to order the internation receiving forward, PGEC<br>believes a standy of the madi-finally regioner wand to the high to provide interiorizal<br>information on the usings attributable to in-unit, common, area, and matter-<br>mentered stan.  |

|   | and a section. | c           |                            |   |                              |                            |  |                        |  |   |      |              |               |           | Ac         |           | 1           |           |                   |           | 1   |  | 1   |   |  |
|---|----------------|-------------|----------------------------|---|------------------------------|----------------------------|--|------------------------|--|---|------|--------------|---------------|-----------|------------|-----------|-------------|-----------|-------------------|-----------|---|--|---|---|--|
| ent 4, Table 19<br>e: Pacific Gas a<br>Year: 2021<br>PA A | EA Page Or     | NEA Metho   | od Units of<br>a Measureme | t Metric Type   | Met<br>Indic                 | ric/<br>ator               | Business Plan Att A Description                    |                        | Metric   | Sector  | Year | Baseline     | Denominator   | 2016      | Ac<br>2017 | 2018      | 2019        | 2018      | Short Term Target | 2020      | Mid Term Target (2003-0028)<br>Consultative | Long Term Target (2036-2020)<br>Cumulative | Methodology   | Key Definitions   | Proxy Explanation  |
| PGES  | AOI RI         | MAF2 032    | a Lifecycle NET            | Di: Depth of interve<br>per building  |                              | oric Energy raving         | gs (kitch, low, therms) per project (building)     | Lifec                  | cycle as anna KW net per project (building)                                    | Residential Sector – Multi-<br>family (RMF)       | 2016 | 14,491       | 123,307       | 1.83      | 0          | 0.26      | 0.02        | 0.12      | 0.12              | 0.12      | 0.13  | 0.18                                       | Numerator: Total savings claimed for MF retrofit projects.<br>Denominator: Number of buildings that have been retrofited  | Nay befoldons  Sovings do not include scaling artificial season and change cannot be sent include scaling artificial season for pagistat.  "Seeings variety" is filled scaling.  Resid on conversations with CD and the other PAR, PGEE agrees to assume that project a property for this filling.  | Since PGES does not require building information to be collected and reported from vendors, PGES used as estimate of 6.02 buildings per property from the 2010-2012 PGES and SCS Nutritionary Energy Efficiency belows Program (MSTES) PROCES Evaluation and Market Chrametonics Subuly for the STES PROCES Evaluation and Market Chrametonics Subuly for the STES PROCES Evaluation and Market Chrametonics Subuly for the STES PROCES (Wilding Moving Envested PGES will collect and report project data per building.   |
| PGES  | AOL BS         | inera Dau   | a Lifecycle NET is         | Ol: Depth of interve<br>per building  | ntions Me                    | oic Snergy raving          | gs (KMA, low, therms) per project (building)       | Lifec                  | sycle ex-ante kitch net per project (building)                                 | Residential Sector – Multi-<br>family (RMF)       | 2016 | 20,426,499   | 123,807       | 1.84      | 764        | 405.17    | 136.36      | 170       | 173               | 175       | 180   | 186  | Numerator: Total soviegs claimed for MF nerolls projects<br>Decontrador: Number of haddings that have been renolitied   | MORE were continue to the control of            | Size PGES does not require building information to be collected and reported from weekers, PGES used as estimate of GEI buildings per properly from the 2010-2018 PGES and GEI buildings per properly from the 2010-2018 PGES and GEI buildings from Size per properly from the 2010-2018 PGES and GEI buildings from Size per per per per per per per per per pe  |
| PGRE  | AOI RS         | MAFE DSU    | a Effecycle NET To         | Oil: Depth of interventions.  per building  | ntions Me                    | oric Energy raving         | gs (KWh, kw, therms) per project (building)        | Lifec                  | cycle av ante Therm net per project (building                                  | Residential Sector – Multi-<br>temby (RMF)        | 2016 | 1,100,217    | 123,307       | 1.58      | 95         | 60.00     | иΩ          | 92        | 9.3               | 9.4       | 9.7   | 10.0                                       | Numerator: Total savings claimed for MF retrofit projects<br>Decominator: Number of buildings that have been reprofitsed  | Middle ameniate seasons, our creates the interessable J. 6.4 was not one seasoning discount coloring control and consider performed for seasoning the coloring control and coloring theory for the col            | Cloca PGEE does nor require building information to be collected and reported<br>from verdices, PGEE used an extranse of GEE buildings per property from the<br>2005-0021 PGEE and CEE Multimary largest priferings release types (MESSE)<br>Process Sufvisations and Market Characterisation Study for this filling.<br>Moving Enrusist, PGEE will collect and report project data per building.  |
| PGRE  | AOI RS         | issera D4   | Lifecycle NET              | W Dt: Depth of interve<br>per property  | ntions Me                    | stic Average savis         | ngs per partidpaet Savings per project (propert    | Ty) Lifec              | cycle av ante KW net per project (property)                                    | Residential Sector – Multi-<br>family (RMF)       | 2016 | 14,491       | 20,517        | 1.84      | a          | 1.42      | 0.10        | 0.73      | 0.74              | 0.75      | 0.77  | 0.79                                       | Numerator - Total savings claimed for MF retrolls projects<br>Denominator - Number of participating properties  | Middle process to select one resisted to increase by a first service reservation of the selection of the sel            |  |
| PGBS  | AGA PA         | iseF2 D4    | Lifecycle NET is           | Wh. Depth of intervention per property  | ntions Me                    | stic Average savis         | ngs per partidpaet Savings per project (propert    | Ty) Lifec              | cycle se-ante KWh net per project (property)                                   | Residential Sector – Multi-<br>family (RMF)       | 2016 | 20,426,699   | 20,517        | 1.84      | 4,474      | 2425.07   | 759.43      | 1924      | 2038              | 1053      | 1082  | 1121                                       | Numerator - Total savings claimed for MF restrict projects<br>Genominator - Number of participating properties  | ACM construction control or motive to increase but 1 for motive one one con-<br>temple diese included configurational data of configurations receiving<br>states. Design players, as the metric in bissued on projects.  **Evergus varies** of short-players for construction of the<br>Parties varies** of short-players for contemple on the contemple of the<br>bissued on conventions with 100 and the other PAs, PSGS agreet to assume that<br>applies a requesty for the lifety.  **Every contemple of the lifety of the contemple of the parties of the contemple of the contemple of the contemple of the lifety of the contemple of the cont |  |
| PGRE  | AOI RI         | MAF2 D4     | i ušecycie NET Th          | Dit: Depth of interve<br>per property   | ntions Me                    | tric Average savir         | ngs per partisipant Savings per project (propert   | Tyl) Lifec<br>(proj    | cycle awante Therm net per project<br>oppeny)                                  | Residential Sector – Multi-<br>family (RMF)       | 2016 | 1,100,217    | 20,517        | 1.58      | 568        | 82.038    | 129.96      | 55        | 54                | 57        | 58  | 60   | Numerator: Total savings claimed for MF netrolit projects.<br>Denominator: Number of participating properties   | looking the first Holder knowing strike the seal of denily customers mensing<br>known Energy Regular this martic is floraced on projects.  "Energy savings" is Chlocycle NET casings found to communification with CD and the other Pala, PGER agrees to assume that<br>empired is properly for this Elling.  MEER marties insulance are original to increase his 1 AM uses more causes.  |  |
| PGBS  | AO4 RES        | issF2 DS    | Lifecycle NST              | DS: Depth of Interve<br>Per square foo  | ations: Me                   | nic Energy swing           | go (ANA), low, theoresi, per equane foce           | Lifec                  | nycle en ante XIII rest, per square foot                                       | Residential Sector — Multi-<br>family (RMF)       | 2016 | 18,653       | 9,419,740     | 112568    | ۰          | 0.0004    | dades       | 0.0020    | 0.0025            | 0.0026    | 0.0029                                      | 0.0032                                     | namemore. Task left universelves to the previous and assured the of periodical and assured the origin   | her Ex-"Contrg salong" + libeyde NET taxings. Nodes salveg mithoded NET salones for insine Cong Squarts, as the<br>nexts offers to exercif let' average per quart fact, healed all proposi-   | AGE date on comments guident square freching dated from multi-ficiolity program<br>protriogent, and entitles the evalence quarent freching per articipant in the USA<br>square files. Specificity, CASS and the 2010-202 MISTS Process Securities and<br>the plant of LASSEA and the comment of the comme |
| PGBS  | AOI RI         | MAF2 DS     | Lifecycle NST is           | 05: Depth of interve<br>Per square foo  | ntions: Mel                  | olic - Energy saving       | go (NIM), lea, thermal) per aquarer foot           | Lifec                  | sycle en ante KWh net per oquare foot  | Particle retail Sector — Multi-<br>form by (SMAG) | 2016 | 45,220,154   | 9,419,740     | 10.28     | 12         | Ω         | 22          | 5.0       | 7.6               | 7.8       | 8.0   | 9.9  | Somework field Mit solegy.  Somework field with solegy of Mit period and assure the of periodoses independing by the energy upon being of MI sounds.  | he Ell "Sweg saling" i Blopde MT saling.  Notice saling mithed bit MT salings.  Notice saling mithed bit of salinem for insist Energy Reports, as this melic salins to sental leff oursign per square fluid, historial of proprise.   | ASS, to see "Lower plants" quark beings for the main being as provided to the control of the property and th       |
| PGBS  | AOI RI         | 94F2 05     | idecycle NET Th            | OS: Depth of interve<br>Per square for  | ntions: Me                   | olic Snergy swing          | ge (Fath), Ive., themself per aquare face          | Lifec                  | cycle en ante Therm net per square foot  | Ansidential Sector – Multi-<br>formity (RAAT)     | 2016 | 1,815,288    | 9,419,740     | 11.05     |            | 0.10      | 024         | 0.4       | 0.5               | 0.5       | 0.8   | 10   | Numeror: Total Mit solege.  Concentrator: Total market of single Mit precise and except the of perforgant inheritals by the average upon burget of Mit assured.   | For CD "Cong casing" i Blocket NT contigs.  Notice coding mithod to MF continent for insere Georgi Reports, at this motic offers to control MF observe Georgian Stad, motest of projects.   | ACL flow out worsely, allowing special being region from model fielding purpose<br>entireation, and entire flow to every equivalent legal participants (see Editional Section 1997), and the same equivalent legal settlement of the section of the sect     |
| PGBS  | AOI BI         | isafa Ps 4  | Percent.                   | P1: Penetration of<br>efficiency programs<br>eligible market: Pen<br>Participation                                | energy<br>in the Met         | Percent of pa<br>property) | rticipation relative to eligible population (by un | init, and Pero<br>pop. | cent of participation whatler to eligible<br>nalizion by property              | Residential Sector – Multi-<br>family (RMS)       | 2016 | 20,517       | 2,195,272     | 0.94%     | 0          | 0.276     | 0.28%       | 0.95%     | 095N              | 0.95%     | 0.98%                                       | 1.02%                                      | numeration Number of Assessment MF projects. December of State Australia of Assessment and promise Bib in the MF segment  | Persignals is defined as the first instance of participation. MSLE assumes project<br>reparticipating property for this completion titing.  | AGEA has not interestable visible and requested the centre of orders progress,<br>recently disrupally progress. First Section 1992, 19     |
| PGBE  | AOI RS         | isefe Ps-L  | U Percent                  | P1: Penetration of<br>efficiency programs<br>eligible market: Pen<br>Participation                                | nergy<br>in the<br>ent of Me | Percent of pa<br>property) | eticipation relative to eligible population (by un | anit, and Pero<br>popu | cent of participation relative to eligible<br>sulation by unit                 | Residential Sector – Multi-<br>family (RMF)       | 2016 | 10,340       | 2,191,372     | 0.47%     | 0          | 2.07%     | 0.19%       | 0.48%     | 0.48%             | 0.48%     | 0.50%                                       | 0.52%                                      | Numerator: Number of downstream participating MF units (unique account and<br>premise ibn)  Denominator: Total number of unique account and premise Ds in the MF segment  |   | PGET has not historically tradiced and reported the number of unique units treated<br>through programs that work with MC customers. PGEE will track this information<br>moving forward to report on this restrict, for each, we believe the number of<br>unique premise and account the provides the closest estimate of the number of<br>units.   |
| PGBE  | AOI RI         | italf4 P2   | . Percent                  | P2: Penetration of efficiency programs of square fiet of el-<br>graphic field of square fiet of el-<br>population | nergy<br>terms Mel           | oic Percent of sq          | ywre feet of eligible pagulation participating (br | Py property) Parsi     | rcent of square fixed of eligible population<br>Scisparing (by property)       | Particleratial Sector — Multi-<br>formity (RMAF)  | 2016 | 9,415,257    | 1,447,565,200 | 13.996    | a          | 2.07%     | 0.29%       | 0.66%     | 0.66%             | 0.66%     | 0.68%                                       | 0.72%                                      | Numerator Square Mostage of participating left customers junique account and<br>juniciae SQL<br>Beautomator Square Nutages of all slightle accounts.  |   | Addition on convert policy to see the stops of the convertibility        |
| PGRE  | AGI RI         | IMF4 P3: DI | MC Percent                 | P3: Penetration of a<br>efficiency programs<br>eligible market -  | nergy<br>in the Me           | tric Percent of pa         | rticipation in disadvantaged communities           | Pero                   | oent of participation in disadvantaged   | Residential Sector – Multi-<br>family (RMF)       | 2016 | 3,527        | 268,284       | 131%      | 0          | 0.00%     | 0.00%       | 134%      | 134%              | 1.34%     | 1.38%                                       | 1.45%                                      | Numerator: Number of participants in disadvantaged communities (unique<br>account and premine IDs)<br>Decominator: Total number of unique account and premine IDs in disadvantaged  | DAC customers defined in accordance with 0.18-05-041  |  |
| -   | _              | isera pa    |                            | eligible market -  Pit: Penetration of efficiency programs  HTR market  | nergy<br>in the Me           | tric Percent of pa         | rticipation by customers defined as "hand-to-re    | reach" Pers            | cent of participation by customers defined :                                   | Residential Sector – Multi-<br>family (RMF)       | 2016 | 1,875        | 172,021       | 1.09%     | 0          | 0.00%     | 0.00%       | 1.11%     | 111%              | 1.11%     | 1.54%                                       | 1.20%                                      | Numerator: Number of HTR MF participants (unique account and premise (Ds.) Denominator: Total number of MF HTR customers (unique account and premise (Ds.)  | HTR customers defined in accordance with 0.18-05-041.   | Since PG&E does not collect language data, this metric identifies residential<br>customers as HTRI of they meet the geography and income and geography and<br>housing type-criteria.   |
|   |                | mars es     |                            | MS Benchmarki<br>Penetrasion  |                              |                            | end-marked multi-family properties relative to t   |                        | overt of benchmarked multi-family propertie<br>eive to the eligible population | Sentidential Sector – Multi-<br>family (BMF)      | 2016 | 503          | 2,195,272     | 12.70%    | 0          | 0.16%     | 0.25%       | 0.02%     | coex              | 0.05%     | 0.07%                                       | 0.12%                                      | Disj.  Name your Total number of multibenity properties benchmarked on Furthio-Monager using PASET yourst.  Doministers: Total number of usings account and generals Dis in PASET service sees.   |   | FAST consequent to sportly the southern forth of properties from the American<br>consequence of the Section of th     |
| PGES  | AOI RI         | merc ac     | Percent                    | Benchmarking of<br>Properties   | NTR Med                      | tric Percent of be         | enchmarking by properties defined as "hard-to-     | -reach" Peno           | cent of benchmarking by properties defined<br>hard-to-reach"                   | Residential Sector – Multi-<br>family (RMF)       | 2016 | Ω            | 172,021       | 49.21N    | 0          | 0.06%     | 0.28%       | 0.04%     | 0.09%             | 0.06%     | 0.06%                                       | 0.08%                                      | Numerator-Total number of multitamily WTR properties benchmarked via<br>Portfall obstager using PGER's portal.<br>Decominators Total number of unique WTR AFF account and premise IDs in PGER's<br>service area.  | This metric captures properties benchmarked within the calendar year  | participating in salicitations.  Illicone PAGE does not collect language data, this metric identifies multifamily customer that herchanshed as ARIE if they meet the geography and olicitate and geography and olicitate and properties of the sumber of multi-family units, buildings, and properties in this service ware send enable more consistent and accurate reporting within energy, as with provides units of terms for the olicity and other services.  |
| PGBS  | AOI R          | isere uc    | PAC Levelized<br>(S/kW)    | Out per unit say  | ed Me                        | Leveland cos<br>and PAC)   | t of energy efficiency per kWh, therm and kW (a    | Juse both TRC PAC      | Curvelland Cost (\$/kW)  | Residential Sector – Multi-<br>family (RMF)       | 2016 | \$ 8,729,541 | 18,653        | \$ 468.00 | 271        | \$ 237.18 | \$ 1,124.99 | \$ 468.00 | \$ 469.00         | \$ 468.00 | \$ 468.00                                   | \$ 468.00                                  | PAC cast per WWh or per thems or per KW is (PAC Cast x Sinstric Sametts/Total<br>Benefits) Whockset Net With or IPAC Cast x Cast Sendits/Total Benefits). Unknown<br>bent thems or IPAC Cast x Sinstric Benefits/Total Benefits). Unknown<br>respectively.  The sendits of the Cast x Sinstric Benefits/Total Benefits (Villegude Net WW<br>respectively).  The sendits of the Cast x sinstrict Benefits (Villegude Net Williams) in a provide in<br>manifolds vivules for TBC or IPAC Cast par WW. | Levelland costs are reported by sector consistent with polmary sector groupings in<br>CDAKS PROGRAMA specifications.  |  |

| Att | achmen | rt 4, Tabb | c 19    |          |
|-----|--------|------------|---------|----------|
| PΑ  | Name   | Parific C  | los sed | Electric |

| The color of the   | Attachment 4, Table 19<br>PA Name: Pacific Gas and Elec<br>Budget Year: 2021 | ketric          |                  |                               |                     |                               |                      |   |   |   |                 | Baseline        |                    |                                 | Actual          |                 |                  | Short Term Target |                 |  |   | ¬  |  |   |
|--|--|-----------------|------------------|-------------------------------|---------------------|-------------------------------|----------------------|---|---|---|-----------------|-----------------|--------------------|---------------------------------|-----------------|-----------------|------------------|-------------------|-----------------|--|---|--|--|---|
|  | ndex PA ATA Page   | ATA<br>pe Order | Method<br>r Code | Units of<br>Measuremen        | t Met               | ric Type                      | Metric/<br>Indicator | Business Plan Att A Description   | Metric  | Sector                                      | Year            |                 | Denominator        |                                 |                 | 2019            |                  |                   | 2020            | Mid Term Target (2023-2023) Li<br>Cumulative | ing Term Target (2036-2026)<br>Cumulative | Methodology  | Key Definitions  | Proxy Explanation   |
|  | PGES AN  | RMF             | 6 LC             | PAC Levelized (<br>(S/kwh)    | Cost pe             | runit saved                   | Metric               | Levelbed cost of energy efficiency per kWh, therm and kW (use both TRC and PAC)   | PAC Levelized Cost (\$/kWh)                   | Residential Sector – Multi-<br>family (RMF) | 2016            | \$ 8,729,541    | 46,330,154         | \$ 0.19                         | 0 \$ 0.11       | \$ 0.21         | \$ 0.19          | \$ 0.29           | \$ 0.19         | S 019 S                                      | 0:  | PM. Cost par kinn – par thems to per kin ir pNr. Cost a salestic sweetly lottal<br>Benefits/Ullkeycje Net kiln or (PMC Cost a Salestic) Kamelfat/Stal Benefits/Ullkeycje<br>Net therm or (PMC Cost a Electric Benefits/Total Benefits/Ullecycle Net kW<br>respectively   | Levelland costs are reported by sector consistent with primary sector groupings in CEDARS PROGRAM specifications.    |   |
| Marcha   | PGES ADS   | RMFI            | 6 LC             | PAC Levelized (<br>(\$/therm) | Cost pe             | runit saved                   | Metric               | Levelland cost of energy efficiency per kWh, therm and kW (use both TRC and PAC)  | PAC Levelized Cost (\$/therm)                 | Recidential Sector – Multi-<br>family (RMF) | 2016            | \$ 1,896,893    | 1,815,288          | \$ 1.06                         | 0 5 0.68        | \$ 1.48         | \$ 104           | \$ 1.04           | \$ 1.06         | S 104 S                                      | 11  | PAC cost per kWh or per them or per kW is (PAC Cost is Shechic Benefits) Total 38 Benefits(S) killing de Net kWh or (PAC Cost is Gos Benefits) Total Benefits) Lilling de Net them or (PAC Cost is Cost Benefits) Lilling de Net them or (PAC Cost is Electric Benefits) Lilling de Benefits) Lilling de Net two respectively  | Levilland costs are reported by sector consistent with primary sector groupings in<br>CEDMS PROGRAM specifications.  |   |
|  | PGBS ADM   | RMFI            | 6 LC             | TRC Leveland C<br>(S/kW)      | Out pe              | runk saved                    | Metric               | Levelized cost of energy efficiency per kWh, therm and kW (use both TRC and PAC)  | TRC Levelized Cost (S/KW)                     | Residential Sector – Multi-<br>tumily (RMF) | 2016            | \$ 8,922,425    | 18,653             | \$ 478.34 65                    | 6 S S44.44      | \$ 1,369.19     | \$ 478.34        | \$ 478.34         | \$ 478.34       | \$ 47834 \$                                  | 478.                                      |  | Levelland costs are reported by sector consistent with primary sector groupings in<br>CEDARS PROGRAM specifications. |   |
| Market   M   | PGBS ADI   | RMF             | 6 LC             | TRC Leveland C<br>(S/kmh)     | out Cost pe         | runit saved                   | Metric               | Levelized cost of energy efficiency per kWh, therm and kW (use both TRC and PAC)  | TRC Levelized Cost (5/kWh)                    |   | 2016            | \$ 8,922,425    | 46,330,154         | \$ 0.19                         | 0 \$ 0.17       | \$ 0.26         | \$ 0.29          | \$ 0.29           | \$ 0.19         | \$ 0.19 \$                                   | ů:  |  | Levelized costs are reported by sector consistent with primary sector groupings in<br>CEDAKS PROGRAM specifications. |   |
| Image  | PGES ADS   | RMF             | 6 LC             | TRC Leveland C                | out Cost pe         | runit saved                   | Metric               | Leveland cost of energy efficiency per kWh, therm and kW (use both TRC and PAC)   | TRC Levelized Cost (S/therm)                  | Residential Sector – Multi-<br>family (RMF) | 2016            | \$ 1,938,805    | 1,815,288          | \$ 1.07                         | 1 \$ 1.10       | \$ 1.00         | \$ 1.07          | \$ 1.07           | \$ 1.07         | S 107 S                                      | 11  | TRC cost per kWh or per therm or per kW is (TRC Cost x Electric Benefits/Total<br>27 Benefits/YcTecycle Net kWh or (TRC Cost x Gas Benefits/Total Benefits/Elecycle  | Levelized costs are reported by sector consistent with primary sector groupings in<br>CCDARS PROGRAM specifications. |   |
|  | PGBS ADI   | RMF             | N 60             | Stu                           | Energy inter        | sity per MF unit              | Indicator            |   | Average electric and gas usage per unit       |   | N/A - Indicator | N/A - Indicator | N/A - Indicator    | N/A - Indicator N/A - Indicator | N/A - Indicator | N/A - Indicator | N/A - Indicator  | N/A - Indicator   | N/A - Indicator | N/A - Indicator                              |   |  |  | PG&E will use unique premise and account IDs as a proxy for total units in the MF<br>segment until a study provides more accurate information about the MF building   |
|  | PGES ADI   | RMF?            | 71 60            | Stu                           | Energy loter<br>squ | sity per MF unit<br>are float | Indicator            | wang ang sa itimah) of salibirity halding jumpy angs per<br>sawa har-nal diploted   | Average electric and gas usage per square for |   | N/A - Indicator | N/A - indicator | N/A - Indicator    | N/A - Indicator N/A - Indicator | N/A - Indicator | N/A - Indicator | N/IX - Indicator | N/A - Indicator   | N/A - Indicator | N/A - Indicator                              | N/A - Indicator                           |  |  | And an Additional Americana.  Additional and an additional americana and a second a  |
| Market   M   | PGES AGS   | а               | 51               | kw                            | SS: Sine            | ngy Savings                   | Metric               | Ent year aroual and lifecycle on one (pre-evaluation) gas, electric, and demand studings (gross and net)  | First year annual low gross                   | Commercial Sector (C)                       | 2016            | N/A             | N <sub>E</sub> (A. | 34,271 29,943                   | 27,167          | 34,090          | 29,466           | 21,347            | 29,985          | 27,436                                       | 41,6                                      | Baseline data is reported conditions with primary vector groups in CCDAS<br>52 PROCEASY specification and align with arthresment reported in 2016 Annual<br>52 Report. Tragets were set using the 2018 Potential and Goals Study, conditions wit<br>CPUC-adopted goals in 0.17 CH-025.   | g None   | Since the Presential Study does not distinguish guidlic sentor energy saving<br>paterial from commercial entor energy saving potential, PAEE analysed the<br>ratio of availing schowment in the public cort or sinals to the seminoid sector<br>and applied that a ratio to the Potential Souly data to distinguish between the teach<br>This opposets, PAEE that estimates of these energy saving potential, Saving<br>stages will be updated based on the seat evention of the Potential Savily which<br>distinguished between commercial and public sector energy saving potential.  |
|  | PGES AGS   | α               | 51               | kW                            | SS: Ene             | ngy Savings                   | Metric               | Exit year aroual and lifecycle on one (pre-evaluation) gas, electric, and demand stavings (gross and net)   | First year annual low set                     | Commercial Sector (C)                       | 2016            | N/A             | N/A                | 25,531 20,389                   | 20,048          | 27,010          | 20,467           | 21,913            | 20,022          | 36,180                                       | 29,5                                      | Baseline data is reported conditions with primary sector groups in CCDAS  Data Section of the Condition of t | g None   | Exon the Protectial Study does not distinguish public sentor energy saving<br>patential from commercial entor energy saving potential, PAGE analysed the<br>rots of energy savinement in the public cort rainles to the energial energial<br>and public that crois to the Foliaterial Study data to distinguish between the two.<br>The supersets PAGE that extrained Study data to distinguish between the two.<br>The supersets PAGE that extrained Study data to distinguish between the two.<br>The supersets PAGE that extrained Study data to distinguish between the two<br>targets will be updated and commercial saving extrained and the recognision of<br>study page that the supersets of the saving extrained and the supersets<br>distinguish the texture commercial saving extrained and the recognision of<br>study and the superset of the saving extrained and the saving extrained<br>study and the superset of the saving extrained and the saving and the saving and<br>study and the saving and the saving and the saving and the saving and<br>saving and the saving and the saving and<br>saving and saving and<br>saving and saving and<br>saving and saving and<br>saving and<br>saving and<br>saving and<br>saving and<br>saving and<br>saving and<br>saving and<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving<br>saving |
|  | PGES AGS   | а               | \$1              | kwh                           | SS: Sine            | ngy Savings                   | Metric               | First year annual and lifecycle en-annie (pre-evaluation) gas, electric, and demand stavings (gross and net)  | First year annual liabh gross                 | Commercial Sector (C)                       | 2016            | N/A             | N/A                | 190,599,356 164,943,583         | 149,196,886     | 163,651,543     | 153,423,209      | 162,781,870       | 156,207,078     | 192,712,022                                  | 213,174,6                                 | Baseline dras is reported conditioner with primary sector groups in CCDARS 18 PGCGMAN specification and siliges with achievements reported in 2016 Annual Report. Tragets were set using the 2018 Potential and Gasia Study, consistent wit CPUC-adopted gask in 0.57-09-025.  | g None   | Since the Peterstal is study does not distinguish public sector emergy savings<br>paterallal from commercial sector energy savings potential, PGEE analysed the<br>sector of uniting salariments in the public controllers to the commercial sector<br>and applied that croid to the information found data to distinguish between the teach<br>and applied that croid to the information found material schape<br>from separation public that estimated filters energy savings potential. Lavings<br>stages will be updated based on the sace version of the Postential Study with<br>distinguishes between commercial are public sector energy section potential.   |
| Record   First   Fir   | PGBS AGS   | а               | 51               | kWh                           | SS: Sine            | ngy Savings                   | Metric               | First year annual and lifecycle en-orde (pre-evaluation) gas, electric, and demand savings (gress and net)  | First year annual kitth net                   | Commercial Sector (C)                       | 2016            | N/A             | N/A                | 544,622,910 110,281,086         | 110,948,791     | 129,596,796     | 108,633,838      | 116,126,360       | 111,005,104     | 138,279,541                                  | 152,668,9                                 | Baseline data in reported condisisent with primary sector groups in CEDASS 100 PROCESSAN specification and siliges with achievements reported in 2016 Annual Report. Targets were set using the 2018 Retential and Goals Study, consistent will CPUC adoptined goals in D. 37-09-025.  | <sub>th</sub> None   | Since the Peteretail Study does not distinguish public sector energy savings<br>paterailar born commercial sector energy savings potential. PAEA analysed the<br>sector of unique, public servers on the public sector relative to the cemencial sector<br>and applied that ratio to the Potential Study data to distinguish between the tour<br>seed applied that ratio to the Potential Study data to distinguish between the tour<br>regards will be updated based on the new section of the Potential Study which<br>distinguishes between commercial and public sector energy savings potential.   |
| Image  | PGBS A05   | cı              | \$1              | Them                          | SS: Gne             | ngy Savings                   | Metric               | First year annual and lifecycle ex-enter (pre-evaluation) gas, electric, and demand stavings (gress and net)  | First year annual Them gross                  | Commercial Sector (C)                       | 2016            | N/A             | N/A                | 4,145,597 6,356,167             | 4,649,260       | 2,278,050       | 2,576,502        | 2,967,266         | 2,769,529       | 3,664,601                                    | 4,045,1                                   | Baseline data is reported condisent with primary sector groups in CCDASS<br>202 PROCEMAN specification and silges with achievements reported in 2016 Annual<br>Report. Turgets were set using the 2018 Retential and Goals Study, condistent wit<br>CPUC-adopted goals in 0.17-09-025.   | the Name   | Since the Peteretial Study does not distinguish public sector emergy savings<br>paterallal from commercial sector emergy savings potential, PAEA analysed the<br>ratio of unique public servers on it has public sector analyse to the emercial sector<br>and applied that ratio is the Potential Study disto to distinguish between the two-<br>less approach PAEA that estimates of these emergy saving potential. Savings<br>saving the sector of the PAEA sector of the PAEA sector of the PAEA<br>Sector of the Sector of the PAEA sector of the PAEA sector of the PAEA<br>Sector of the PAEA sector of the PAEA sector of the PAEA sector of the PAEA sector of the PAEA<br>Sector of the PAEA sector of the PAE   |
| The column   The   | PGBS A0S   | а               | \$1              | Them                          | SS: line            | ngy Savings                   | Metric               | First year annual and lifecycle en-wate (pre-evaluation) gas, electric, and demand savings (gress and net)  | First year annual Therm set                   | Commercial Sector (C)                       | 2016            | N/A             | N/A                | 2,012,194 4,008,276             | 3,065,209       | 2,194,589       | 2,128,205        | 2,417,300         | 2,309,665       | 2,043,824                                    | 2,401,4                                   | Baseline drais in reported conditioner with primary sector groups in CCDARS 106 PROCEMAN specification not sliger with achievements reported in 2016 Annual 107 Progress were set using the 2018 Potential and Goals Study, consistent wit CPUC-adopted goals in 0.17 OH-025.  | to None  | Since the Peterbial Study does not distinguish public sector energy savings<br>paterbial from commercial sector energy savings potential, PAEE analysed the<br>sector of uniting achievement in the public cost markers to the expension of the public sector districts of the expension of the public sector districts of the expension of the public sector  |
| The column   The   | PGBS AGS   | cı              | \$1              | kW                            | SS: Sine            | ngy Savings                   | Metric               | First year annual and lifecycle en-write (pre-evaluation) gas, electric, and demand stavings (gress and net)  | Lifecycle awante KW gross                     | Commercial Sector (C)                       | 2016            | N/A             | N/A                | 368,217 307,924                 | 298,180         | 377,692         | 315,604          | 225,750           | 310,446         | 400,969                                      | 44 <u>6,</u> X                            | Baseline data is reported condisent with primary sector groups in CCDASS<br>202 PROCEMAN specification not sliges with achievements reported in 2016 Annual<br>Report. Togets were set using the 2018 Retential and Goals Study, consistent wit<br>CPUC-adopted goals in 0.17-09-025.  | to None  | Since the Peteretaid Study does not distinguish public sector energy savings<br>paterailal from commercial sector energy savings paterails (PAEE analysed the<br>ratio of analyse paterails or the policy sector ratiolars to the commercial sector<br>and applied that ratio to the Potential Study data to distinguish between the teach<br>for superaster PAEE that estimates of these energy savings pateralls. Savings<br>target with the quitared based on the sack version of the Protection Study which<br>distinguishes between commercial and pater least teaching with granted<br>statistical between commercial and pater least teaching with granted<br>statistical between commercial and pater least teaching with granted<br>statistical between commercial and pater least teaching with granted<br>statistics.  |
| A  | PGBS A0S   | ď               | \$1              | kW                            | SS: Gne             | ngy Savings                   | Metric               | First year zoncust and lifecycle en-orde (pre-evaluation) gas, electric, and demand cavings (gress and net)   | Lifecycle awante KW net                       | Commercial Sector (C)                       | 2016            | N/A             | N/A                | 277,525 211,185                 | 225,052         | 303,287         | 235,117          | 250,125           | 231,276         | 280,711                                      | 222,2                                     | Baseline data is reported condisent with primary sector groups in CDARS  Sel PROCEMAN specification not sliges with achievement reported in 2016 Annual  Apport. Trugets were set using the 2018 Potential and Goals Study, consistent wit  CPUC-adopted goals in 0.57-09-025.   | to None  | Since the Peterbial Study does not distinguish public sector energy savings<br>paterbial from commercial sector energy savings potential. PAEA analysed the<br>state of unique, paterbian energy teaching paterbial. PAEA analysed the<br>sector of unique, paterbian energy teaching paterbial energy analyse paterbial energy<br>and application of the Peterbial Souly date to distinguish between the teach<br>for supersext PAEA but activated faither energy savings paterbial. Soulge<br>stages with the updated based on the sack version of the Peterbial Soulge<br>stages with the updated based on the sack version of the Peterbial Soulge<br>stages with the updated based on the sack version of the Peterbial Soulge<br>stages with the updated based on the sack version of the Peterbial Soulge<br>stages with the paterbial soulge stages and the paterbial<br>distinguishes between commercial and paterbial<br>distinguishes between commercial and paterbial<br>stages and the paterbial soulge stages<br>and the paterbial soulge st  |
| La L   | PGBS AGS   | а               | \$1              | kWb                           | SS: Sine            | ngy Savings                   | Metric               | Exit year aroual and lifecycle on onto [pro-evaluation] gas, electric, and demand stavings [gross and not]  | Lifecycle awards known grous                  | Commercial Sector (C)                       | 2016            | N/A             | N/A                | 1,995,793,417 1,698,780,486     | 1,571,861,994   | 1,723,001,735   | 1,597,065,392    | 1,694,482,665     | 1,626,042,175   | 2,006,041,463                                | 2,219,647,6                               | Baselin dra is reported conditions with primary sector groups in CDAMS<br>52 PROCEASY specification and signs with arthresement reported in 2016 Annual<br>Report. Tragets were set using the 2018 Potential and Goals Study, consistent wit<br>CPUC-adopted goals in 0.17 CM-025.   | go Nicone  | Except the Presential Study does not distinguish public sector energy savings<br>pateration from commercial extor energy savings potential. PAEE analysed the<br>sack of unifuge satisfacement in the public cost notificity to the commercial sector<br>and applied that ratio to the Printerial Study data to distinguish between the two-<br>lars appressed PAEE between sector and public sector sector sector and<br>public sector sector sector sector sector sector sector sector sector sector<br>stargets will be updated based on the new version of the Printerial Study which<br>distinguishes between commercial and public sector energy using patertail.   |
| And the property of the proper | PGBS AGS   | а               | 51               | kWh                           | SS: Ene             | ngy Savings                   | Metric               | Exit year aroual and lifecycle on one (pre-evaluation) gas, electric, and demand stavings (gross and net)   | Lifecycle aw antie 1000 h met                 | Commercial Sector (C)                       | 2016            | N/A             | N/A                | 1,514,448,518 1,120,115,279     | 1,192,740,528   | 1,294,579,281   | 1,211,904,489    | 1,285,827,843     | 1,233,893,002   | 1,522,348,661                                | 1,682,884,6                               | Baseline dra is reported conditions with primary sector groups in CDARS  54 PROCEASY application and signs with achievement reported in 2016 Annual  54 Application and signs with achievement reported in 2016 Annual  55 Applications of the Condition of the Condition of Conditions of CONDITION OF CONDITIO | g) Notice  | Except the Protectial Study does not distinguish public sector energy savings<br>patential from commercial sector energy savings patential. PAEE analysed the<br>collect of unique patential in the public controllects to the connection sector<br>and applied that ratio to the Interest Study data to distinguish between the teach<br>public public public between the public public sector and public sector sector sector sector sector<br>Study sector sector sector sector sector sector sector sector sector<br>study sector sector sector sector sector sector sector sector sector sector<br>sector sector sector<br>sector sector secto  |
| Paid   AB   C   C   D   Payer   C   Proceduce of the part of the   | PGBS ASS   | а               | \$1              | Them                          | SS: Gne             | ngy Savings                   | Metric               | First year zonual and lifecycle en-orde (pre-evaluation) gas, electric, and demand stavings (gress and net)   | Lifecycle awante Therm grass                  | Commercial Sector (C)                       | 2016            | N/A             | N/A.               | 48,791,669 73,699,683           | 61,335,086      | 46,131,660      | 30,334,061       | 34,805,324        | 32,595,892      | 43,136,396                                   | 47,608,9                                  | Baseline data is reported modificer with primary sector group in CDSMS<br>102 PROGRAM specification and aligns with achievements reported in 2016 Annual<br>Begot. Turget were set sales the 2018 Petertial and Goals Study, consistent will<br>CRUC adopting goals in 0.17-09-025.  | g Nove   | Since the Peterolial Study does not distinguish public sector energy savings<br>potential from commercial sector energy savings potential. PACE analysed the<br>saving of the saving sector of the saving saving saving saving saving<br>and guided that cross to the Protected Study data to distinguish between the least<br>saving wall have placed beautiful saving data to distinguish between the least<br>savings wall have placed based on the reserve saving or the Protected Study<br>dataset savings and the saving saving saving potential,<br>dataset savings saving savings potential.  |
| PAGE   AB   C   D   Prepared   D     | PGBS AGS   | а               | 51               | Them                          | S2: line            | ngy Savings                   | Metric               | First year annual and lifecycle ex-onte (pre-evaluation) gas, electric, and demand studies (gross and next)   | Lifecycle awante Therm net                    | Commercial Sector (C)                       | 2016            | N/A             | NGA                | 34,617,563 45,436,120           | 29,440,876      | 29,203,871      | 22,033,413       | 25,289,492        | 23,684,115      | 21,228,476                                   | 34,512,5                                  | 27 PROGRAM operfication and aligns with achievements reported in 2016 Annual<br>Report. Targets were set using the 2018 Potential and Goals Study, consistent wit<br>CPUC-adopted goals in 0.17-09-025.  | No. No.  | Since the Peterstial Study does not distinguish public sector energy savings<br>pateration from commercial sector energy savings paterating. PAES available of the<br>satisfact of using public sector energy tasking paterating. PAES available of<br>the saving sector of the saving sector energy savings and<br>the saving sector energy sector energy savings pateration. Savings<br>savings will be spektra about on the sector energy savings pateration.<br>distinguishes between commercial and public sector energy savings pateration.   |
| PAGE   AB   C  C  D    Present   Different internal following (a)   Different intern   | PGBE ADS   | CI              | 52               | Percent                       | S2: Percent<br>Si   | Overall Sectoral<br>evings    | Metric               | First year annual and lifecycle ex-anse (pre-evaluation) gas, electric, and demand savings (gross and net) as a percentage of overall sectional usage | Percent first year annual kW gross            | Commercial Sector (C)                       | 2016            | 34,271          | 13,673,625         | 106.60%                         | 0 021%          | 0.29%           | 021%             | 022%              | 0.21%           | 0.27%  | 0.30%                                     | Projected sectoral usage derived by analyzing the forecasted annual percent<br>change in energy use from CSS sales data (as presented in the "Mid" scenario from<br>the Mid Sector (as the Mid Sector).  | None<br>os   |   |
|  | PGBE A05   | СІ              | 52               | Percent                       | S2: Percent<br>Si   | Overall Sectoral<br>ovings    | Metric               | First year annual and lifecycle ex-ante (pre-evaluation) gas, electric, and demand savings (gross and net) as a percentage of overall sectoral usage  | Percent first year annual kW net              | Commercial Sector (C)                       | 2016            | 26,53:1         | 13,673,625         | 98.28%                          | 0 0.15%         | 0.23%           | 0.15%            | 0.16%             | 0.15%           | 0.29%  | 0.21%                                     | Numerator in Metric C1 Decominator in Total commercial usage from PG&E database Projected sectoral usage derived by analyzing the forecasted annual percent  | None<br>rs   |   |
| Policy   Company   Policy   Company   Policy   Company   Policy   Company   Policy   Company   Policy   Policy   Company   Policy   Poli   | PGES A05   | cı              | Ω                | Percent                       | S2: Percent<br>Si   | Overall Sectoral<br>rvings    | Metric               | First year annual and lifecycle ex-onte (pre-evaluation) gas, electric, and demand savings (gross and net) as a percentage of overall extronal usage  | Percent first year annual kWh gross           | Commercial Sector (C)                       | 2016            | 190,599,356     | 34,292,560,394     | 101.82%                         | 0 0.48%         | 052%            | 0.64%            | 0.47%             | 0.45%           | 0.56%  | 0.62%                                     | using the Branchia and Caulifornia of the Section o | None<br>m  |   |

| Attachmer | t 4, Table 19            |  |
|-----------|--------------------------|--|
| PA Name   | Parific Gas and Electric |  |

| Attachmen<br>PA Name:<br>Reduct Ver | t 4, Table 19<br>Pacific Gas as<br>ar: 2021 | nd Electric |                  |                                  |   |                      |  |  |                       |                 | Baseline        | -               |                 | Act             |                 |                 |                 | Short Term Target |                 | 1   |  | 1  |   |  |
|-------------------------------------|---|-------------|------------------|----------------------------------|---|----------------------|--|--|-----------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-------------------|-----------------|---|--|--|---|--|
| index                               | PA A1                                       | AttA        | Method<br>r Code | Units of<br>Measurement          | Metric Type   | Metric/<br>Indicator | Business Plan Att A Description  | Metric   | Sector                | Year            | Numerator       | Denominator     | 2016            | 2017            | 2018            | 2019            | 2018            | 2019              | 2020            | Mid Term Target (2023-0025)<br>Cumulative | Long Term Target (2030-2020)<br>Cumulative | Methodology  | Key Definitions   | Proxy Saplanation FLAG   |
| 154                                 | PG&E  | A05 C1      | 52               | Percent                          | S2: Percent Overall Sectoral  | Metric               | First year annual and lifecycle ou ante (pre-evaluation) gas, electric, and demand savings (gross and net) as a percentage of overall sectoral usage   | Percent first year annual kWh net  | Commercial Sector (C) | 2016            | 144,632,910     | 24,292,560,394  | 89.42%          | 0               | 0.36%           | 0.42%           | 0.31%           | 0.34%             | 0.32%           | 0.40%                                     | 0.44%                                      | Numerator + Metric C1 Decominator + Total commercial usage from PG&E database Note Note  |   |  |
|                                     |   |             |                  |                                  | Savings   |                      | demand savings (gross and net) as a percentage of overall sectoral usage   |  |                       |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  | Projected sectoral usage derived by analyzing the forecasted annual percent<br>change in energy use from CSS sales data (as presented in the "Mid" scenario from<br>the 3019 Binnantial and Chalc Gradui   |   |  |
| 155                                 | PGBS  | A05 C1      | 52               | Percent                          | S2: Percent Overall Sectoral<br>Savings   | Metric               | First year annual and lifecycle on onte (pre-evaluation) gas, electric, and demand savings (gross and net) as a percentage of overall sectoral usage   | Secret first was around Therm error  | Commercial Sector (C) | 2016            | 4,145,597       | 1,109,845,444   | 11816%          |                 | 0.49%           | 0.32%           | 0.23%           | 0276              | 0.25%           | 0.32%                                     | 0.37%                                      | Numerator = Metric C1 Denominator = Total commercial usage from PG&E database  |   |  |
|                                     |   |             |                  |                                  | Savings   |                      | demand savings (gross and net) as a percentage of overall sectoral usage   |  |                       |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  | Projected sectoral usage derived by analyzing the forecasted annual percent<br>change in energy use from CSS takes data jos presented in the "Mid" scenario from<br>who 3618 Binnardial soci-Cooks Crudus  |   |  |
| 156                                 | PGBS  | A05 C1      | 52               | Percent                          | S2: Percent Overall Sectoral  | Metric               | First year annual and lifecycle evente (pre-evaluation) gas, electric, and demand savings (gross and net) as a percentage of overall sectional usage   | Command State on control Vision and  | Commenced Control Co. | 2016            | 2.012.184       | 1,103,845,444   | 111.24%         |                 | 0.32%           | 021%            | 0.19%           | 0.22%             | 0.21%           | 0.27%                                     | 0.21%                                      | Sample memory services Las services as juspensives in the root services and the beautiful services and County County Namerosco in Metric CS Decominator in Total commercial usage from PG&E database   |   |  |
|                                     |   |             | _                | Pacas                            | S2: Percent Overall Sectoral<br>Savings   | Metal.               | demand savings (gross and net) as a percentage of overall sectoral usage   | Prioritina par annua mannina   | Commercial sector (C) |                 | 1,441,441       |                 |                 |                 |                 |                 |                 |                   |                 |   |  | Projected sectoral usage derived by analyzing the forecasted annual percent<br>change in energy use from CSS sales data (as presented in the "Mid" scenario from<br>who 2014 8 Immedial and Grade Grunds   |   |  |
|                                     | PG&E  | A05 C1      | 52               | Percent                          | S2: Percent Overall Sectoral<br>Savings   | Metric               | First year annual and lifecycle ex-onte (pre-evaluation) gas, electric, and demand savings (gross and net) as a percentage of overall sectional usage. |  |                       | 2016            | 368,217         | 13,672,625      | 99.12%          |                 | 2.27%           | 3.18%           | 2.28%           | 2.42%             | 2.25%           | 2.97%                                     | 2.22%                                      | the 1616 Emercial and Great Greats' Numerator = Metric C1 Decominator = Total commercial usage from PG&E database  |   |  |
| 25.7                                | Plake                                       | A05 C1      | 32               | Percent                          | Savings   | Metric               | demand savings (gross and net) as a percentage of overall sectoral usage   | Percent lifecycle ex-ante kW gross   | Commercial Sector (C) | 2016            | 860,217         | 12,672,625      | 99.12%          |                 | 22%             | 218%            | 2.28%           | 2446              | 2298            | 2.87%                                     | 228  | Projected sectoral usage derived by analyzing the forecasted annual percent<br>change in energy use from CSS sales data (as presented in the "Mid" scenario from<br>the 2016 Binnardial and Grain Study.   | ie .  |  |
|                                     | PGBS  |             | 52               | Percent                          | S2: Percent Overall Sectoral  |                      | First year annual and lifecucie so onto (pro-evaluation) ass. electric, and  | Percent lifecycle ex-ante kW net   | Commercial Sector (C) | 2016            | 277,525         | 13,673,625      | 89.88N          |                 | 1.71%           | 2.56%           | 170%            | 1.82%             | 1.68%           | 2.16%                                     | 2.41%                                      | she 1915 Bitmantial sort Goals Grustul Namerator + Metric C1 Denominator + Total commercial usage from PG&E database   |   |  |
| 158                                 | Plake                                       | A05 C1      | 32               | Percent                          | S2: Percent Overall Sectoral<br>Savings   | Metric               | First year annual and lifecycle or onte (pre-evaluation) gas, electric, and demand savings (gross and net) as a percentage of overall sectional usage  | Percent lifecycle ex-ante kW net   | Commercial Sector (C) | 2016            | 277,525         | 12,672,625      | 89.88%          |                 | 1.71%           | 234%            | 1.0%            | 1828              | 148%            | 2.36%                                     | 241%                                       | Projected sectoral usage derived by analyzing the forecasted annual percent<br>change in energy use from CSS sales data (as presented in the "Mid" scenario from<br>the 2018 Protectial and Goals Study)   | ie .  |  |
|                                     | PGBS  |             | 52               |                                  | S2: Bernert Duardi Semoni   | Metric               | Circl was served and Manufa as area (non-positive) and alterial and  |  |                       | 2016            | 1,995,793,417   | 34,292,560,394  | 99.63%          |                 | 5.07%           | S.62%           | 4.62%           | 4.90%             | 4.71%           | 5.81%                                     | 6.6%                                       | Numerator = Metric C1 Denominator = Total commercial usage from PG&E database  |   |  |
| 239                                 | Pula  |             |                  | Percent                          | S2: Percent Overall Sectoral<br>Savings   | Metric               | First year annual and lifecycle or onte (pre-evaluation) gas, electric, and demand savings (gross and net) as a percentage of overall sectional usage  | Percent lifecycle ex-ante kWh gross  | Commercial Sector (C) | 2028            | 2,000,700,017   | ACAD, MICH      | ******          |                 | 2072            | 1411            | 4424            |                   | 4.714           | ****                                      | Lux  | Projected sectoral usage derived by analyzing the forecasted annual percent<br>change in energy use from CGS sales data (as presented in the "Mid" scenario from<br>the 2018 Peterbal and Goals (Study)  | ie .  |  |
| 400                                 | PG&E  |             | 52               | Percent                          | S2: Percent Overall Sectoral  | Metric               | First year annual and lifecucie so onto (pro-evaluation) ass. electric, and  |  | Commercial Sector (C) | 2016            | 1,514,448,618   | 24,292,560,394  | 85.79%          |                 | 3.85%           | 452%            | 3.51%           | 3.72%             | 2.58%           | 4.41%                                     | 4.89%                                      | Numerator = Metric C1 Denominator = Total commercial usage from PG&E database  |   |  |
| 160                                 | Plake                                       | A05 C1      | 32               | Percent                          | S2: Percent Overall Sectoral<br>Savings   | Metric               | First year annual and lifecycle or onto (pre-evaluation) gas, electric, and demand savings (gross and net) as a percentage of overall sectional usage  | Percent lifecycle ex-antie kWh net   | Commercial Sector (C) | 2016            | 1,514,649,618   | 24,362,560,294  | 85.785          |                 | 285             | esa.            | 231%            | 2.72%             | 1780            | 4.6%                                      | 6.895                                      | Projected sectoral usage derived by analycing the forecasted annual percent change in energy use from CSC sales data (as presented in the "Musif" scenario from the 2018 Persent and Grash Sharife.  Nonvariors - Medic CL.  December - Total commercial usage from PG&E disobase.   | ie .  |  |
|                                     | PGEE  | A05 C1      |                  |                                  | S2: Bernert Duardi Semoni   |                      | Circl was served and Manufa asserts (non-policytion) and alientic and  | Percent lifecycle ex-ante Therm gross  |                       |                 | 48,791,469      | 1,109,845,444   | 102.47%         |                 | 6.48%           | 432%            | 2.72%           | 3.12%             | 2.95%           | 3.90%                                     | 4.31%                                      | Numerone = Metric C1<br>Denominator = Total commercial usage from PG&E database  |   |  |
| 161                                 | Plates                                      | AU5 C1      | 52               | Percent                          | S2: Percent Overall Sectoral<br>Savings   | Metric               | First year annual and lifecycle ex-ense (pre-evaluation) gas, electric, and demand savings (gross and net) as a percentage of overall sectoral usage   | Percent lifecycle ex-ante Therm gross  | Commercial Sector (C) | 2016            | 46,701,669      | 1,102,865,666   | 102476          | ٠               | 6.685           | LIIN            | 278%            | 41th              | 2368            | 2.90%                                     | 6.435                                      | Projected sectoral usage derived by analyzing the forecasted annual percent<br>change in energy use from CSS sales data (as presented in the "Mid" scenario from<br>the SM in the state of sector (and the sale).  | e .   |  |
|                                     | PGRE  | A05 C1      |                  |                                  | S2: Bernert Duardi Semoni   |                      | Circl was served and Manufa as area (non-positive) and alientic and  |  |                       | 2016            |                 |                 | 99.18%          |                 | 416%            | 2.72%           |                 | 2.28%             |                 | 2.62%                                     | 2.12%                                      | eha Tifri Birmaniai soni Craili Crusiuli<br>Numerator - Metric C1<br>Denominator - Total commercial usage from PG&E database   |   |  |
| 162                                 | PGES  | A05 C1      | 52               | Percent                          | Savings   |                      | First year annual and lifecycle or ante (pre-evaluation) gas, electric, and demand savings (gross and net) as a percentage of overall sectional usage  | Percent lifecycle ex-ante Therm net  | Commercial Sector (C) | 2016            | 34,617,563      | 1,109,845,444   | 99.18%          | 0               | 4.16%           | 2.72%           | 198%            | 2.28%             | 2.14%           | 2.82%                                     | 2.12%                                      | Projected sectoral usage derived by analyzing the forecasted annual percent<br>change in energy use from CSS sales data (as presented in the "Mid" scenario from<br>the Mid State of the Committee of       | •   |  |
| 163                                 | PG&E  |             |                  |                                  | GHG   | Metric               | Greenhouse gasses (MT CCZreq) Net EWh savings, reported on an annual basis   | CO2-equivalent of net annual kitth savings   | Commercial Sector (C) | 2016            | N/A             | N/A             | 69,681          |                 | 12,098          |                 | \$2,187         | 55,787            | \$3,326         |   | 73,534                                     | Projected sectoral scange derived by analyzing the fornicated acrossil percent change in energy use from CSS size data jus presented in the "Mod" consort form in the 18th and           | udes COD (in metric tons) but not NOX and PMSD as these are not GHG<br>isolants.  |  |
| 164                                 | PG&E  | AGS CE      | 02               | Percent                          | 02: Depth of interventions by<br>project  | _                    | Energy savings (gross KWh, therms) as a fraction of total project consumption  | Percent lifecycle gross kW   | Commercial Sector (C) | 2016            | N/A               | N/A             | N/OL                                      | N/A  | that not calculate as Affactment A cases: "sheigy lawings gloss kinn, themse as a fraction of satal project consumption. Does not include gloss kW. None Name  |   |  |
| 165                                 | PGES  | AGS CS      | 02               | Percent                          | 02: Depth of interventions by project   | Metric               | Energy savings (gross kWh, therms) as a fraction of total project consumption  | Percent lifecycle gross kitth  | Commercial Sector (C) | 2016            | 1,995,793,417   | 6,573,147,090   | 70.8%           | 0               | 44.4%           | 13.6%           | 30.4%           | 30.4%             | 21.0%           | 31.4%                                     | 31.9%                                      |  | sject" is defined as "per application"  |  |
| 166                                 | PG&E  | A05 C2      | 02               | Percent                          | 03: Depth of interventions by project   | Metric               | Energy savings (gross kilkh, therms) as a fraction of total project consumption  | Percent Mecycle grass Therms   | Commercial Sector (C) | 2016            | 48,791,469      | 38,172,471      | 67%             | 2               | 262%            | 115%            | 128%            | 128%              | 130%            | 132%                                      | 134%                                       | Numerator: Energy savings claimed for commercial projects, consistent with   | oject" is defined as "per application"  |  |
| -                                   |   | AGG CA      | -                |                                  | P1: Penetration of energy<br>efficiency programs in the<br>eligible market: Percent of                  |                      |  |  |                       |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  | is coloristed  | Scipation is defined as the first instance of participation. Large customers are<br>ned as those using greater than or equal to 500,000 kWh or 250,000 therms   |  |
| 167                                 | PGES  | AGS CE      | P1L              | Percent                          | Participation   | Metric               | Percent of participation relative to eligible population for small, medium, and large customers  | Percent of participation relative to eligible population for large outstanters                             | Commercial Sector (C) | 2016            | 2,058           | 11,768          | 17.49%          | 0               | 90.11%          | 8.50%           | 17.49%          | 17.49%            | 18.36%          | 18.36N                                    | 19.24%                                     | combination of account and premise IDI<br>define<br>denominator: Total number of large customers in the sector (defined by unique<br>combination of account and organics Ibi.  | ually.  |  |
| 168                                 | PGES  | AGS CA      | PSM              | Percent                          | P1: Penetration of energy<br>efficiency programs in the<br>eligible market: Percent of                  | Metric               | Percent of participation relative to eligible population for small, medium, and large customers  | Percent of participation relative to eligible<br>population for medium outcomers                           | Commercial Sector (C) | 2016            | 8,267           | 114,023         | 7.24%           | 0               | 4.29%           | 145%            | 7.24%           | 7.24%             | 7.60%           | 7.60%                                     | 7.97%                                      | combination of accessor and reaction the<br>Submerstorn - Newton's provided or participating medium customers (defined by unique<br>combination of account and premise (s)<br>perconsinators: Total number of medium customers in the sector (defined by unique<br>contribution or description of the provided by the<br>contribution of the provided of the contribution of the contrib | scipation is defined as the first instance of participation. Medium customers<br>defined as those who use between 40,000-500,000WM or 10,000-250,000<br>ms annually.  |  |
|                                     |   |             |                  |                                  | P1: Penetration of energy   |                      | Percent of participation relative to eligible occupation for small, medium.  |  |                       |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  | nombiostion of account and number of participating small customers (defined by unique combination of account and premier (b)   | occursion is defined as the first instance of participation. Neclaum customers<br>defined as those who use between 60,000-500,0000WM or 10,000-350,000<br>ms annually.  Scippison is defined as the first instance of participation. Small customers are<br>need as those who use less than 60,000 kWh or 10,000 therms annually. |  |
| 169                                 | PGEE  | AGS CA      | P15              | Percent                          | P1: Penetration of energy<br>efficiency programs in the<br>eligible market: Percent of<br>Participation | Metric               | Percent of participation relative to eligible population for small, medium,<br>and large customers   | Percent of participation relative to eligible<br>population for small customers                            | Commercial Sector (C) | 2016            | 6,685           | 679,282         | 139%            | 0               | 0.69%           | 0.18%           | 5.00%           | 5.00%             | 5.00%           | 5.00%                                     | 5.00%                                      | combination of account and premise (b)  Benominator: Total number of small customers in the sector (defined by unique combination of account and premise (b)   | gets are set at SN in compliance with 0.19-05-041. The methodology for  |  |
|                                     |   |             |                  |                                  |   |                      |  |  |                       |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  | PGE  | Lift does not currently collect square footage data from participants. The<br>nector for this metric multiplies the number of commercial sector participants.   |  |
|                                     |   |             |                  |                                  | P2: Penetration of energy   |                      |  |  |                       |                 | 55,345,434      | 1,969,884,000   | 151.91%         |                 |                 |                 |                 |                   |                 | 5.75%                                     |  | by the   | the average square footage of commercial buildings in PG&C's service territory,<br>was derived by dividing the total commercial square footage in PG&C's service<br>is from CSUS by PG&C's best current estimate for the number of buildings in its   | GBE also considered using data from the Commercial Saturation Survey to<br>betermine square footage, but decided on CRUS based on Commission direction.  |
| 170                                 | PGBS  | AGS CA      | P2               | Percent                          | P2: Penetration of energy<br>efficiency programs in terms<br>of square feet of eligible<br>population   | Metric               | Percent of square feet of eligible population  | Percent of square feet of eligible population  | Commercial Sector (C) | 2016            | 55,345,434      | 1,969,884,000   | 151.91%         | 0               | 1.55%           | 0.57%           | 5.67%           | 5.67%             | 5.75%           | 5.75%                                     | 5.86%                                      | Numerator: square flootage of participating service commercial customers area 5<br>Denominator: square flootage of the commercial sector<br>the 50<br>cover  | sice area (unique account and premise ID). This numerator was then disided by<br>total square footage of commercial buildings in PG&C's service area from   | G&S will require this information to be collected to track this metric moving<br>present.  |
|                                     |   |             |                  |                                  |   |                      |  |  |                       |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  | Tanget   | ets increase in accordance with participation targets.  |  |
|                                     | PGEE  | AGS CI      | PH               |                                  | Pt: Penetration of energy   |                      |  |  |                       |                 | 6.747           | 258.834         | 26%             |                 | 0.5%            | 0.0%            | 27%             | 2.8%              | 2.0%            | 13%                                       | 2.5%                                       | Numerator: Number of commercial HTR participants (unique account and premise   | r currenters defined in serverdence with D 18/JS/dd 1   | G&E does not currently collect whether a commercial customer neets their facility<br>or the customer's primary language is other than English. As a result, this metric<br>includes the geography and business size criteria.  |
| 171                                 | PGES  | ADS CE      | Pé               | Percent                          | Pit: Penetration of energy<br>efficiency programs in the<br>HTR market                                  | Metric               | Percent of participation by customers defined as "hand-to-reach"   | Percent of participation by outcomers defined as<br>"hard-to-reach"  | Commercial Sector (C) | 2016            | 6,747           | 258,934         | 2.6%            | 0               | 0.5%            | 0.0%            | 2.7%            | 2.8%              | 2.0%            | 3.2%                                      | 3.5%                                       | Denominator: Total number of HTR commercial customers (unique account and premise ID)  | customers defined in accordance with D.18-Q5-041.   | G&E will collect all required information to track HTR customers and will update<br>the metric when this data is available.  |
| 172                                 | PG&E  | A05 CS      | 82               | Percent                          | Square Footage of<br>Commercial Benchmarking  | Metric               | Percent of benchmarked square feet of eliable occulation   | Percent of benchmarked square feet of eligible   | Commercial Sector (C) | 2016            | 91,209,156      | 1,969,884,000   | 13.08%          |                 | 91.08%          | 109.11%         | 6.67%           | 8.00%             | 9.60%           | 9.71%                                     | 11.65%                                     | Numerator: Total square footage of benchmarked commercial buildings in<br>Portfolio Manager using MGBS portal<br>Denominator: Total square footage of commercial sector  | metric includes buildings benchmarked within the calendar war   | G&E estimated the total square footage of the commercial sector using data from  |
|                                     |   |             | -                | PROBE                            | Penetration   | Metal.               | Persons of descriptions of the same set of suggest population  | population   | Commercia sector (C)  |                 |                 |                 |                 | -               |                 |                 |                 |                   |                 |   |  | Denominator: Total square footage of commercial sector   | HEALTHON GOODS OF DESIGNATION OF THE LEGISLAND POR  | SUS.   |
|                                     |   |             |                  |                                  |   |                      |  |  |                       |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  | Large Numerator: Number of large commercial customers that benchmarked on Plan. 1  | e customers are defined consistent with criteria approved in PG&E's Business.<br>Is Specifically, large customers use more than SOO,000 kWh or 250,000 therms   | MGEC considered using data on covered commercial buildings from the AB 802<br>searchmanking presentation, but decided to use the unique combination of<br>sensite D and account ID because the AB 802 data could not easily be broken<br>lown to distinguish between small, medium, and large customers. |
| 173                                 | PG&E  | AGS CS      | BSL              | Percent                          | Benchmarking Penetration for<br>Commercial Sector   | Metric               | Percent of benchmarked outcomers relative to eligible population for large<br>outcomers  | Percent of benchmarked customers relative to<br>eligible population for large customers                    | Commercial Sector (C) | 2016            | 415             | 11,768          | 16.80%          | ٥               | 20.36%          | 14.83%          | SORN            | 6.10%             | 7.32%           | 7.40%                                     | 8.88%                                      | Numerator: Number of large commercial customers that benchmarked on Plan. 1 Portfolio Manager using PGES partal Denominator: Total number of large commercial customers (unique account and premise IO) This m   | year.  metric includes customers benchmarked within the calendar year.  | VGES will emplore apportunities to better report this metric using data from<br>assures such as Cottar, but believes a study on the commencial building stock in<br>to sender area would provide more accurate data that would also add value to the   |
|                                     |   |             |                  |                                  |   |                      |  |  |                       |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  |  |   | alicitation process.   |
|                                     |   |             |                  |                                  |   |                      |  |  |                       |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  |  |   | MGEC considered using data on covered commercial buildings from the AB 802<br>senchmarking preventation, but decided to use the unique combination of<br>remains D and account D'because the AB 802 data could not easily be broken<br>lown to distinguish between small, medium, and large customers.   |
| 174                                 | PG&E  | AGS CS      | SSM              | Percent                          | Benchmarking Penetration for<br>Commercial Sector   | Metric               | Percent of benchmarked outtomers relative to eligible population for medium customers  | Percent of benchmarked customers relative to<br>eligible population for medium customers                   | Commercial Sector (C) | 2016            | 642             | 114,023         | 12.99%          | 0               | 423%            | 359%            | 0.81%           | 0.97%             | 1.16%           | 1.18N                                     | 1.41%                                      | Numerator: Number of medium commercial customers that benchmarked on<br>Portfolio Manager using PGES portal<br>Decominator: Total number of medium commercial customers (unique account<br>or 30)  | dium customers are defined consistent with criteria approved in PG&E's<br>iness Plan. Specifically, medium customers use between 60,000-500,000 kitth<br>0,000-250,000 therms per year.   | nemise ID and account ID because the AB 802 data could not easily be broken<br>lown to distinguish between small, medium, and large customers.   |
|                                     |   |             |                  |                                  |   |                      |  |  |                       |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  | and premise (0) This m   | metric includes customers benchmarked within the calendar year.   | CSLS will explore opportunities to better report this metric using data from<br>owners such as Colitas, but believes a study on the commencial building stock in<br>is service area would provide more accurate data that would also add value to the  |
|                                     |   |             |                  |                                  |   |                      |  |  |                       |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  |  |   | olicitation process.  456 considered using data on covered commercial buildings from the AB 802  |
|                                     | PGBS  | AGS CS      | 855              | Percent                          | Search-marking Senatration for  | Metric               | Survey of banches what outcomes saled us to eliable non-sisting for small  | Because of hearthmarked customers relative to  | Commercial Sector ICI | 2016            |                 | 479,282         | 10.32%          |                 | 0.87%           | 136%            | 0.14%           | 0.17%             | 0.21%           | 0.21%                                     | 0.25%                                      | Numerator: Number of small commercial customers that benchmarked on Particlio Manager using PGES portal Denominator: Total number of small commercial outcomers (unique account and permitted (in the permitted outcomers) in the permitted outcomers (in the permitted outcomers) and permitted outcomers (in the permitted outcomers) are permitted outcomers (in the permitted outcomers).   | ill customers are defined consistent with criteria approved in PG&C's Business<br>s. Specifically, small customers use less than 40,000 kWh or 10,000 therms per  | IGEC considered using data on covered commercial buildings from the AB 802<br>electhranking presentation, but decided to use the unique combination of<br>remains D and account Disheause the AB 802 data colds not easily be broken<br>fown to distinguish between small, medium, and large customers.  |
| 1/9                                 | Plake                                       | AUS CS      | 855              | Percent                          | Benchmarking Penetration for<br>Commercial Sector   | Metric               | cutomers   | Il Percent of benchmarked customers relative to<br>eligible population for small customers                 | Commercial Sector (C) | 2016            | 661             | 679,282         | 10.42%          | ٠               | 0.87%           | 1.44%           | 0.14%           | 01/8              | 0.21%           | 0.21%                                     | 0.25%                                      | Denominator: Total number of small commercial customers (unique account and premise (D)  This m  | r.<br>I metric includes customers benchmarked within the calendar year.   | G&E will explore opportunities to better report this metric using data from<br>aurons such as Colitar, but believes a study on the commencial building stock in<br>its service area would provide more accurate data that would also add value to the  |
|                                     |   |             |                  |                                  |   |                      |  |  |                       |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  |  |   | plicitation process.   |
| 176                                 | PGES  | AGS CS      | 86               | Percent                          | Benchmarking of HTR<br>Properties   | Metric               | Percent of benchmarking by outtomers defined as "hard-to-reach"  | Percent of benchmarking by customers defined   | Commercial Sector (C) | 2016            | 457             | 258,934         | 16.72%          | 0               | 1.02%           | 1.11%           | 0.25%           | 0.30%             | 0.37%           | 0.37%                                     | 0.44%                                      | Numerator: number of commercial HTR customers that benchammed on Portfolio<br>Manager using PGAE portal  Decominator: sotal number of commercial HTR customers (unique account and<br>premise III)  This is  | customers defined based on 0.18-65-041.   | G&E does not currently collect whether a commercial customer neets their facility<br>or the customer's primary language is other than English. As a result, this metric<br>includes the geography and business size criteria.  |
|                                     |   |             |                  |                                  | Properties  |                      | and a second second second   | Percent or benchmarking by customers denised<br>as "hard-to-reach"   |                       |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  |  | metric captures customers benchmarked within the calendar year.   | MGEE will collect all required information to track HTR customers and will update<br>the metric when this data is available.   |
|                                     |   |             |                  |                                  |   |                      |  |  |                       |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  | PAC cost per kWh or per them or per kW is (PAC Cost x Kinctric Benefits/Total Baseling)/Lifecycle Net kWh or (PAC Cost x Gas Benefits/Total Baseling)/Lifecycle Net kWh or (PAC Cost x Electric Benefits/Total Baseling)/Lifecycle Net kW expectably  Leveli.  |   |  |
| 177                                 | PG&E  | AGS CG      | LC               | PAC Levelized Cost<br>(S/kW)     | Cost per unit saved   | Metric               | Leveland cost of energy efficiency per kWh, therm and kW (use both TRC and PAC)  | PAC Levelized Cost (\$/kW)   | Commercial Sector (C) | 2016            | \$ 105,993,527  | 277,525 \$      | 381.90          | 297             | \$ 255.79       | \$ 190.60       | \$ 381.92       | 5 381.92 5        | 381.92          | \$ 343.73                                 | \$ 343.73                                  |  | elized costs are reported by sector consistent with primary sector groupings in<br>ARS PROGRAM specifications.  |  |
|                                     |   |             |                  |                                  |   |                      |  |  |                       |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  | The adopted avoided cost methodology does not provide information to provide a<br>meaningful value for TRC or PAC Cost per WW.  BMC method little on one thans on per IMM in IRAC Cost v Clarics Baseline Const.   |   |  |
| 178                                 | PG&E  | AGS CE      | uc               | PAC Leveland Cost<br>(S/kWh)     | Cost per unit saved   | Metric               | Leveloed cost of energy efficiency per kWh, therm and kW (use both TRC and PAC)  | PAC Levelized Cost (\$/kWh)  | Commercial Sector (C) | 2016            | \$ 105,993,527  | 1,514,448,618 5 | 0.07            | 0               | s 0.05          | \$ 0.04         | s 0.07          | \$ 0.07 1         | 0.07            | s 0.06                                    | s 0.06                                     | PAC cost per kWh or per thems or per kW is (PAC Cost x Siectric Benefits/Total<br>Benefits/Lifecycle Net kWh or (PAC Cost x Gas Benefits/Total Benefits), Lifecycle<br>Net therm or (PAC Cost x Siectric Benefits/Total Benefits), Lifecycle Net kW<br>CCDA  | elized costs are reported by sector consistent with primary sector groupings in<br>ARS PROGRAM specifications.  |  |
|                                     |   |             |                  |                                  |   |                      |  |  |                       |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  |  |   |  |
| 179                                 | PGEE  | AGS CG      | uc               | PAC Levelized Cost<br>(5/therm)  | Cost per unit saved   | Metric               | Levelland cost of energy efficiency per kWh, therm and kW (use both TRC and PAC)   | PAC Levelized Cost (S/therm)   | Commercial Sector (C) | 2016            | \$ 16,294,214   | 34,617,563 \$   | 0.47            | 0               | \$ 0.51         | \$ 0.42         | \$ 0.47         | \$ 0.47 \$        | 0.47            | 5 0.42                                    | \$ 0.42                                    | PAC cost per kWh or per them or per kW is (PAC Cost x Kinetric Benefits/Total Benefits/Utics/sie Net kWh or (PAC Cost x Kina Benefits/Total Benefits/Utics/sie Net kWh or (PAC Cost x Kina Benefits/Total Benefits/Utics/sie Net kWh or (PAC Cost x Electric Benefits/Total Benefits/Utics/sie Net kW cospectively.  | elized costs are reported by sector consistent with primary sector groupings in<br>ARS PROGRAM specifications.  |  |
|                                     |   | 1           |                  |                                  |   |                      |  |  |                       |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  | TRC cost per kitth or per therm or per kitt is (TRC Cost x Sectric Security/Total<br>Security/Lifecycle Net kitth or (TRC Cost x Gas Security/Total Security/Lifecycle   |   |  |
| 180                                 | PGES  | AGS CG      | uc               | TRC Leveland Cost<br>(S/kW)      | Cost per unit saved   | Metric               | Leveloed cost of energy efficiency per kWh, therm and kW (use both TRC and PAC)  | TRC sevelized Cost (S/KW)  | Commercial Sector (C) | 2016            | \$ 189,406,526  | 277,525 \$      | 682.46          | 568             | \$ 461.94       | \$ 426.09       | \$ 682.49       | \$ 682.49 \$      | 682.49          | \$ 65424                                  |  | Net therm or (TRC Cost x Electric Benefits/Total Benefits), Ulfscycle Net XW Leveli. CDAI The selected sucked out mathodology from nor populate information to populate.   | elized costs are reported by sector consistent with primary sector groupings in<br>ARS PROGRAM specifications.  |  |
| $\vdash$                            |   | _           | -                | -                                |   |                      |  |  |                       |                 |                 |                 |                 |                 |                 |                 |                 |                   |                 |   |  | meaningful value for TRC or PAC Cost per kW.  TRC cost per kWh or per therm or per kW is (TRC Cost x Electric Benefits/Total)  |   |  |
| 181                                 | PGES  | AGS CG      | LC.              | TRC Leveland Cost<br>(S/kWh)     | Cost per unit saved   |                      | Levelland cost of energy efficiency per kWh, therm and kW (use both TRC and PAC)   | TRC sevelized Cost (S/kWh)   | Commercial Sector (C) | 2016            | \$ 189,406,526  | 1,514,648,618 5 | 0.13            | 0               | \$ 0.09         | \$ 0.09         | \$ 0.13         | \$ 0.13           | 0.13            | S 0.11                                    | S 0.11                                     | Benefits) Lifecycle Net kith or (TRC Cost x Gas Benefits/Total Benefits) Lifecycle Net kW CSDAI<br>Net therm or (TRC Cost x Sectric Benefits/Total Benefits) Lifecycle Net kW CSDAI<br>nerowniaelu   | slized costs are reported by sector consistent with primary sector groupings in<br>ARS PROGRAM specifications.  |  |
| 182                                 | PG&E  | AGS CG      | uc               | TRC Levelized Cost<br>(\$/therm) | Cost per unit saved   | Metric               | Leveland cost of energy efficiency per kWh, therm and kW (use both TRC and PAC)  | TRC Levelized Cost (S/therm)   | Commercial Sector (C) | 2016            | \$ 29,117,161   | 34,617,563 \$   | 0.84            |                 | \$ 0.92         | \$ 0.93         | S 0.84          | \$ 0.84 \$        | 0.84            | \$ 0.76                                   | \$ 0.76                                    | THC cost per kinth or per therm or per kill is (TEC Gost x Blectric Benefits/Total Benefits/Sulfecycle Net kilth or (TEC Cost x Gas Benefits/Total Benefits)/Lifecycle Net therm or (TEC Cost x Blectric Benefits/Total Benefits/Lifecycle Net kilV COSAI  | elized costs are reported by sector consistent with primary sector groupings in<br>ARS PROGRAM specifications.  |  |
| -                                   | PGES  |             | N1               |                                  |   |                      |  | Percent of total projects utilizing Normalized   |                       |                 | N/A - Indicator | N/A - Indicator | HO. 1           | ma /            | N/A - Indicator |                 | W0 / T :        | MR 1-7            | ma              | PO  |  | respectively   |   |  |
| 193                                 | PGEE  | A06 C7      | N1               | Percent                          | NMEC  | Indicator            | Fraction of total projects utilizing Normalized Metered Energy<br>Consumption (NMSC) to estimate savings   | Percent of total projects utilizing Normalized<br>Metered Energy Consumption (MMEC) to<br>estimate savings | Commercial Sector (C) | N/A - Indicator   | N/A - Indicator | N/A - Indicator                           | N/A - Indicator                            | Per CASECC meeting: "Fraction of total custom projects utilizing NMSC to<br>estimate savings".***Class from CMPA (Custom Measure and Project Archive)  |   |  |

| Att | achmen | et 4, Table | : 19     |          |
|-----|--------|-------------|----------|----------|
| PΑ  | Name   | Parific G   | bee seed | Electric |

| Attachment 4, Table 19 PA Name: Pacific Gas Budget Year: 2021 index PA : 184 PGEC | and Electric | c                          |                                  |   |  |   |  |                                    | Baseline                        |                                    | 1                                  | Ac                                 | nual .                             |                                    |                                    | Short Term Target                  |                                    |                                    |  |   |  |   |
|---|--------------|----------------------------|----------------------------------|---|--|---|--|------------------------------------|---------------------------------|------------------------------------|------------------------------------|------------------------------------|------------------------------------|------------------------------------|------------------------------------|------------------------------------|------------------------------------|------------------------------------|--|---|--|---|
| 184 PG&E  | AZA Page Or  | Inder Code                 | Units of<br>Measurement          | Metric Type   | Metric/<br>Indicator Susiness Plan Att A Description   | Metric  | Sector                                       | Year                               | Numerator                       | Denominator                        | 2016                               | 2017                               | 2018                               | 2019                               | 2018                               | 2019                               | 2020                               | Constitive                         | Long Term Target (2036-2020)<br>Cumulative | Methodology   | Key Definitions  | Proxy Explanation   |
| 185 PG&5  | AGE 0        | C71 N2                     | Percent<br>Percent               | NWSC<br>Satisfaction  | Indicator  Fraction of total savings (gross kitth and therm) derived from NMSC  analysis  Indicator  Ingrovement in customer satisfaction  | revent of total savings (gross With and therm) derived from NMSC analysis Percent improvement in customer satisfication   | Commercial Sector (C)  Commercial Sector (C) | N/A - Indicator<br>N/A - Indicator |                                 | N/A - Indicator<br>N/A - Indicator         | Per CASSCC Meeting: "Fraction of total custom savings derived from NMSC<br>molaris" ****Franchism (*ABA**)  Per CASSCC Meeting: M&S will develop and field a consistent survey instrument.  |  |   |
| 186 PG&6  |              | CBI TS                     | Percent                          | Satisfaction  | Indicator Improvement in trade ally satisfaction   | Percent improvement in trade ally satisfaction  | Commercial Sector (C)                        | N/A - Indicator                    | N/A - Indicator                 | N/A - Indicator                    | 439%                               | N/A - Indicator                    | 1.50%                              | 452%                               | N/X - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                            | annually.  Per CASSCC Meeting: M&S will develop and field a consistent survey instrument  | Numerator : Current Year Percentage - Baseline Year Percentage. Denominator :<br>Baseline Year Percentage.   | informal Survey of Trade Prox found for each of the previous target years. Scale is<br>5-5, where 5 is high satisfaction. PG&E is indicating increase percentage in   |
| 187 PG&6  |              | CN F1                      | Percent                          | Investment in EE  | Indicator Fraction of total investments made by ratepayers and private capital   | Percent of total investments made by ratepayers<br>and private capital  | Commercial Sector (C)                        | N/A - Indicator                    | N/A - Indicator                 | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                            | Per CASECC meeting: and ED: Numerator: Total incentive amounts Denominator: Total project cost  | asseme Year Percentage.  | satisfaction over the previous year recorded.   |
| 188 PGEE  | A06          | 91 51                      |                                  | S1: Snegy Savings   | Metric  First year annual and lifecycle en-orde (pre-evaluation) gas, electic, and demand cavings (proc. and net) across Public Sector programs.   | and private capital  First year annual KNV gross  | Public Sector (P)                            | 2016                               | N/A                             | N/A                                | 11,291                             | 13,656                             | 6,208                              | 7,836                              | 9,600                              | 20,329                             | 9,541                              | 13,223                             |  | Secondaries Total analest cost  Baseline data is reported condisent with primary sector groups in CCDMS  Baseline data is reported condisent with primary sector groups in CCDMS  Report Torgets were or using the 2018 Petertail and Goals Study, consistent will  CNC-adapted goals in 0.17-04-028.   | None   | Inter the Peternial Study does not distinguish public sector energy surings<br>potential from commercial sector energy suring potential, PGAE analysed the<br>ratio of single achievement in the public sector nations as to entermetal sector<br>sector public sector of the sector of the sector sector of the<br>low experient. Calcular bear existence of the foundation Sector<br>targets will be updated based on the new version of the Foundati Study which<br>distinguish to between commercial and public sector energy using potential<br>sectors.   |
| 189 PGEC  | AGE I        | P1 S1                      | First year annual KW net         | S1: Georgy Savings  | Metric  First year annual and Blecche as one (pre-evaluation) gas, electic, and demand usings (gross and net) arous Politic Soctor programs.   | First year annual KW net  | Public Sector (P)                            | 2016                               | N/A                             | N/A                                | 8,450                              | 10,231                             | 4,509                              | 6,827                              | 6,802                              | 2,304                              | 6,674                              | 8,727                              | ω  | Basiline data is regional condinent with primary sector groups in CEDAS-<br>20 PROGRAM specification and signs with achievements reported in 2014 Annual<br>Algorit Tragers were visualize the 2014 Annual and Grant Study, consistent will<br>CROC-shapping grant in 0.17-08-025.  | None   | Once the Fearmful Study does not distinguish public sector energy univer-<br>cement of two contents and the energy university patterns (ASEA subjection<br>in the original sector of the public sector original to the sector of the<br>solid of setting additionate in the public sector original to the seminated sector<br>and applied that make to the Protection Study data to distinguish between the two.<br>This represents PAEA has estimated future comparison grounding patterns (see<br>target, with the updated based on the new written of the Potential Study which<br>striginals to between commercial study policies care energy university presents.)   |
| 190 PG&4  | A06          | 91 51                      | First year annual<br>kitch gross | St: Energy Savings  | Metric  First year annual and bleggin so once jorn-evaluation) gas, electic, and demand usings (great and set) process Polic Sector programs  and set of set     | First year annual 1889 groce  | Public Sector (P)                            | 2016                               | N/A                             | N/A                                | 62,027,732                         | 98,781,680                         | \$7,477,474                        | 55,972,596                         | 49,937,418                         | 52,962,484                         | 50,849,471                         | 62,725,278                         | 69,285,7                                   | Baseline data is reported consistent with primary sector groups in CDAKS  BECOMM quartication and signs with achievement reported in 2014 Annual  CHUC-adopted gasks in 0.17 CH-025.  | None   | tions the Peternital Study does not distinguish public vector energy surings<br>paternial from commercial vector energy surings paternial. PACE analyses the<br>reside of during administer in the public vector entire to the commercial sector<br>and applied that ratio to the Peternial Study data to distinguish between the two.<br>The peternial sector is to the Peternial Study data to distinguish between the two.<br>The peternial sector is the Peternial Study data to distinguish between the two.<br>The peternial sector is the Peternial Study data to distinguish between commercial and public vector energy savings paternial.                       |
| 191 PGBS  | AGE          | P1 S1                      | First year annual<br>kWb net     | St: Energy Savings  | Metric  First year annual and Blacycle e-wate (pre-evaluation) gas, electric, and demand savings (gress and net) across Public Sector programs.  | First year annual little net  | Public Sector (P)                            | 2016                               | N/A                             | N/A                                | 46,860,705                         | 73,258,568                         | 45,054,858                         | 50,057,650                         | 36,211,279                         | 38,708,820                         | 37,001,701                         | 46,126,514                         | \$1,022,6                                  | Baseline data is reported condissent with grin any sector groups in CEDARS PROCEASE specification and sliges with achievements reported in 2016 Annual Report. Targets were set using the 2018 Potential and Gasta Study, consistent will CPUC-adopted gasta in 0.17-09-015.  | None   | locus the Peterolal Study does not distinguish public sector energy savings<br>paternial from commercial socior energy savings paternial. PACE analysed from<br>sociol of using advantagement in the public socior ordiner to the cameracial socior<br>and qualitative ordinaries. The public socior ordiner to the cameracial socior<br>and qualitative ordinaries to the Potential Study data to distinguish between the tou-<br>tion sequence (PACE) which extended efforts oring savings paternial between<br>the commercial socior ordinaries oring the public sector energy savings<br>distinguishes between commercial and public sector energy savings paternial. |
| 192 PGB6  | A06 1        | P1 S1                      | First year annual<br>Therm gross | St: Snergy Savings  | Medic First year annual and tifecole en onthe (pre-evaluation) gas, electic, and demand univings (gross and net) across Public Sector programs.  | First year annual Them gross  | Public Sector (P)                            | 2016                               | N/A                             | N/A                                | (72,273)                           | 135,020                            | 42,096                             | 27,660                             | (50,530)                           | (\$7,985)                          | (54,304)                           | (71,650)                           | (79,3                                      | Baseline data is regarded condisient with primary sector groups in CEDMS<br>569 PROCEMMS specification and signs with adherements reported in 2016 Annual<br>Report. Torgets were set using the 2018 Patential and Goals Study, consistent will<br>CPUC-adopted goals in 0.17-09-025.   | Noise  | Since the Potential Study does not distinguish public sector energy savings<br>patential between commercial sector energy savings patential. PGEE analysed the<br>ratio of savings publishment in the public south relatives the semi-energies sector<br>facilities of the sector of the sector of the sector of the sector of the<br>this operated. PGEE is set trained of floar energy saving patential. Saving<br>rangem, will be updated based on the new serving of the Potential Saving with<br>distinguishes between commercial and public sector energy savings patential.  |
| 193 PG&6  | A06 1        | P1 S1                      | First year annual<br>There net   | St: Snergy Savings  | Medic  First year annual and Blocycle on onto (pro-evaluation) gas, electric, and demand savings (gross and net) across Public Sector programs.  | First year annual Therm net   | Public Sector (P)                            | 2016                               | N/A                             | N/A                                | (25,127)                           | 90,485                             | 47,098                             | 5,932                              | (41,730)                           | (47,280)                           | (45,278)                           | (69,683)                           | (66,6                                      | Baseline data is reported condinent with primary sector groups in CCDMS<br>96) PROCEMM specification and sliges with achievements reposted in 2016 Annual<br>Report. Torgets were set using the 2018 Potential and Goals Study, consistent will<br>CPUC-adopted goals in 0.17-09-025.   | Noise  | Since the Potential Study does not distinguish public sector energy savings<br>patential from commercial sector energy savings potential. PGES analysed the<br>sack of unique, softwared in the public court relative to the commercial sector<br>and applied that make to the Potential Study data to distinguish between the two.<br>The separates PGES trans estimate of Herman energy saving purpose. Serving<br>the separates PGES trans estimate of Herman energy saving sector. Serving<br>distinguishes between commercial and public sector energy savings potential.  |
| 194 PGEE  | A06          | P1 S1                      | Effecycle ex-ante kW<br>gross    | S1: Snergy Savings  | Netic:  First year annual and fillecycle on onto (pro-evaluation) gas, electric, and demand savings (gross and net) across Public Sector programs.   | Lifecycle awante XXV gross  | Public Sector (P)                            | 2016                               | N/A                             | N/A                                | 92,915                             | 145,446                            | 62,460                             | 69,911                             | 105,301                            | 111,917                            | 102,492                            | 123,656                            | 148,7                                      | Baseline data is reported condiseset with primary sector groups in CEDMS<br>PROCEMM specification and signs with achievements reposted in 2016 Annual<br>Begort. Targets were set using the 2018 Potential and Goals Study, consistent will<br>CPUC-adopted goals in 0.17-09-025.   | h Nove   | Since the Peterbial Study does not distinguish public sector ewergy savings<br>paterbial from commercial sector ewergy savings paterbial. PGES analysed the<br>ratio of usulage schowwise in the public cost or relative to the commercial sector<br>and applied that ratio to the Periodical Study data to distinguish between the such<br>first apprecial PGES to the extraord Sector energy saving sourced. Surings<br>and the supersection of the commercial and public sector energy savings paterbial.<br>Obtainguishes between commercial and public sector energy savings paterbial.  |
| 19G PGEE  | A06          | P1 S1                      | Effecycle ex-ante kW<br>net      | St: Energy Savings  | Metric  First year annual and lifecycle re-sorte (pre-evaluation) gas, electric, and demand savings (gress and net) across Public Sector programs.   | Lifecycle ex-ante list net  | Public Sector (P)                            | 2016                               | N/A                             | N/A                                | 69,239                             | 108,992                            | 48,627                             | 62,227                             | 78,372                             | 83,275                             | 77,091                             | 99,530                             | 190,7                                      | Baseline data is reported condiseset with primary sector groups in CEDMS<br>85-85. PROCEMM specification and sliges with achievements reported in 2016 Annual<br>Report. Torgets were set using the 2018 Potential and Gasla Study, consistent will<br>CPUC-adopted gasks in 0.17-09-025.   | h None   | Since the Potential Study does not distinguish public sector energy savings<br>patential from commercial sector energy savings potential. PGES analysed the<br>color of unique, advantment in the public cost relative to the convenience<br>and applied that ratio to the Potential Study data to distinguish between the such<br>and applied that ratio to the Potential Study data to distinguish between the such<br>for impressers PGES that estimate of Petron energy saving sectorist. Surings<br>the represent PGES that estimates of Petron energy saving sectorist. Surings<br>distinguishes between commercial and public sector energy causing posential.     |
| 196 PGBE  | A06          | P1 S1                      | Lifecycle en-ante<br>kWh gross   | S1: Snergy Savings  | Metric  First year annual and Blocycle on onto (pro-evaluation) gas, electric, and demand savings (gress and net) across Public Sector programs.   | Lifecycle awante XXXIII gross   | Public Sector (P)                            | 2016                               | N/A                             | N/A                                | 594,051,250                        | 1,015,686,578                      | 515,229,350                        | \$77,270,541                       | 532,355,131                        | 564,827,555                        | 542,014,058                        | 668,680,488                        | 729,682,4                                  | Baseline data is reported condiseset with primary sector groups in CEDMS<br>PDGCMAN specification and signs with achievements reported in 2016 Annual<br>Report. Turgets were set using the 2018 Potential and Gasla Study, consistent with<br>CPUC-adopted gasla in 0.17-09-025.   | None   | Since the Pistential Study does not distinguish public sector empty savings<br>potential from commercial sector empty saving potential, Pick Savajuet this<br>could visuage advisores in the public sector relatives to the same section<br>sector of saving advisores in the public sector relatives to the same section<br>that the present pick of the sector of the sector of the sector of the<br>savent potential sector of the sector of the sector of the sector of the<br>storing value by adjacent commercial and public sector emergy savings patiental.   |
| 197 PGBE  | A06 I        | P1 S1                      | Lifecycle se-ante<br>kWh net     | S1: Snergy Savings  | Medic  First year annual and lifecycle on othe (pre-evaluation) gas, electic, and demand savings (gross and net) across Public Sector programs.  | Lifecycle ex-ante KWh net   | Public Sector (P)                            | 2016                               | N/A                             | N/A                                | 451,512,594                        | 751,674,551                        | 403,263,696                        | \$20,561,406                       | 403,668,363                        | 428,609,281                        | 411,297,667                        | 507,416,220                        | 561,294,8                                  | Baseline data is reported condisent with primary sector groups in CEDMS<br>PAGGMAN specification and sliges with achievements reported in 2016 Annual<br>Report. Torgets were set using the 2018 Potential and Gasla Study, consistent will<br>CPUC-adopted gasla in 0.17-09-025.   | , Nove   | Since the Peterstial Study does not distinguish public sector energy savings<br>pateration too commercial sector energy savings pateration, PGES analysed the<br>ratio of unsigns Johnswerler in the public controllers that commercial sector<br>and applied that prior in the Personal Study data to distinguish between the loss,<br>and applied that prior in the Personal Study data to distinguish between the loss,<br>targets will be updated about of the new service of the Peterstial Study Wich<br>distinguishes between commercial and public sector energy savings posential.   |
| 198 PGES  | A06          | P1 S1                      | Lifecycle en anne<br>Therm gross | S1: Snergy Savings  | Medic  First year annual and lifecycle re-sorte (pre-evaluation) gas, electric, and demand savings (gress and net) across Public Sector programs.  | Lifecycle ex-ante Therm gross   | Public Sector (P)                            | 2016                               | N/A                             | N/A                                | (216,569)                          | 1,217,961                          | 115,545                            | 231,355                            | (504,589)                          | (682,457)                          | (639,136)                          | (945,694)                          | (922,5                                     | Baseline data is reported condiseset with primary sector groups in CEDMS<br>999 PROCEMM specification and sliges with achievement reported in 2016 Annual<br>Report. Tragets were set using the 2018 Patential and Gasla Study, consistent will<br>CPUC-adopted gasks in 0.17-09-025.   | h Nove   | Since the Potential Study does not distinguish public sector energy savings<br>patential from commercial sector energy savings potential. PGES analysed the<br>sack of usulage schowwise in the public court oriests to the commercial sector<br>and applied that make to the Potential Study data to distinguish between the two.<br>The supersent PGES trans estimate of Horse energy saving superior. Savings<br>the superior PGES trans estimate of Horse energy saving superior. Savings<br>distinguishes between commercial and public sector energy savings posterial.   |
| 199 PGEE  | AGE          | P1 S1                      | Lifecycle ex-ance<br>Therm net   | S1: Snergy Savings  | Metric  Exist year annual and lifecycle re-write (pre-evaluation) gas, electric, and demand savings (gross and net) across Public Sector programs  | Lifecycle awante Therm net  | Public Sector (P)                            | 2016                               | N/A                             | N/A                                | (125,588)                          | 821,677                            | 204,929                            | 70,688                             | (432,038)                          | (495,872)                          | (454,294)                          | (654,480)                          | (678,2)                                    | Baseline data is reported conditisent with primary sector groups in CEDARS.  89/SOCIAMA specification and sliges with arbinements reported in 2016 Annual Sept. Turgets were set using the 2018 Potential and Gasla Study, consistent with CPUC-adopted gasla in 0.17 c9 425.   | None   | Since the Peterstial Study does not distinguish guild's octor energy savings<br>patential from commercial sector energy savings potential. PGEE subject the<br>saction of uselings achievement in the public cort relative that section resistance<br>and applied that ratio to the Potential Study data to distinguish between the two<br>This appresses PGEE is the extension of their energy saving potential. Savings<br>targets will be updated based on the near version of the Potential Study which<br>distinguishes between commercial and gold sector energy saving potential.  |
| 200 PG&E  | A06          | 92 G                       | MTCCOpq                          | GHG   | Greenhouse gasses (MT CO2eq) based on net lifecycle kith and Thems<br>Metric savings, reported on an annual basis, incorporating average<br>fael-fachopiony mix  | CO2-equivalent of net annual kWh savings  | Public Sector (P)                            | 2016                               | N/A                             | N/A                                | 20,726                             | 21,811                             | 4,160                              | 5,247                              | 15,962                             | 17,053                             | 16,301                             | 20,309                             | 22,4                                       | Calculated using CST, and reported by sector consistent with primary sector grouping in CSDA66 FRECEARM specification.     Numerator - Total savings claimed for MF retrafit projects.  | includes CCQ but not NOX and PM10 as these are not GHGs.   |   |
| 201 PGES  |              |                            |                                  | Dir Depth of interventions<br>ner huilding  | Earl/Inchepiper mis Average percent energy savings (Why, kw, therms) per project building or facility.   | Percent annual net kW per project building or<br>facility   | Public Sector (P)                            | N/A - Indicator                    |                                 | N/A - Indicator                    |  | Numerator - Total savings claimed for MF retrofit projects Decominator - Navahar of numericontina anomanias Numerator - Total savings claimed for MF retrofit projects Decominator - Number of contributation properties  |  |   |
| 202 PG&E<br>203 PG&E  | AGE I        |                            |                                  | per building  Di: Depth of interventions  | Indicator  Average percent energy savings (Wth, low, therms) per project building or facility  Indicator  Average percent energy savings (Wth, low, therms) per project building or facility  facility.  | Percent annual net kitth per project building or<br>facility<br>Percent annual net Therms per project building  | Public Sector (P) Public Sector (P)          | N/A - Indicator                    |                                 | N/A - Indicator                    | N/A - Indicator<br>N/A - Indicator | N/A - Indicator<br>N/A - Indicator | N/A - Indicator<br>N/A - Indicator | N/A - Indicator<br>N/A - Indicator | N/A - Indicator<br>N/A - Indicator | N/A - Indicator<br>N/A - Indicator | N/A - Indicator<br>N/A - Indicator | N/A - Indicator                    | N/A - Indicator<br>N/A - Indicator         | Denominator - Number of participating properties  Numerator - Total savings claimed for MF retrofit projects  |  |   |
| e PGES  | AGE I        | P0 05                      | Annual NET kW                    | per building<br>DS: Depth of interventions:<br>Per square foot  | Indicator Section  Average annual energy savings (kWh, kw, therms) per project building floor plan area  | or facility  Average annual net low savings per project building floor plan area  | Public Sector (P)                            | N/A - Indicator                    | N/A - Indicator                 | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                            | perconstant - Number or coloropation processes: Numeror - Test savings and for MF representation Decominator - Number of participating properties Numerator: Total downstream savings Decominator - Test number of reprise accounts participation, x average source Decominator - Test number of reprise accounts participation, x average source   |  |   |
| s PG&S  | AGE I        | P0 05                      | Annual NET KWh                   |   | plan area  Average annual energy savings (kWh, kw, therms) per project building floo plan area   |   | Public Sector (P)                            | N/A - Indicator                    | N/A - Indicator                 | N/A- indicator                     | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                            | Numerator: Total downstrains savings<br>Denominator Total number of entire accounts participating, x average square<br>locates of processy.<br>Numerator: Total downstrains savings<br>Denominator: Total mumber of service accounts participating, x average equare<br>locates of processy.  |  |   |
|   | -+           | PA D5                      | 1                                | DS: Depth of interventions:<br>Per square foot  | pan area   | Average annual net liw savings per project<br>building floor plan area  |  |                                    |                                 |                                    |                                    |                                    |                                    |                                    |                                    |                                    |                                    |                                    | -  | Denominator: Total number of service accounts participating, x average square<br>footage of property.  Numerator: Total downstream savings.  Denominator: Total number of service accounts participating, x average square.   | +  |   |
|   | AGE I        |                            | Annual NET Therms                | DS: Depth of interventions:<br>Per square foot  | indicator Average annual energy savings (kWh, kw, therms) per project building floor<br>plan area  | r Average annual net Therm savings per project building floor plan area   | Public Sector (P)                            | N/A - Indicator                    | N/A - Indicator                 | N/A - indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                            | footune of occounts   | -  |   |
| 7 PGES  | A06 I        | PSi W1                     | Annual NET kW                    | Water   | Indicator Average annual energy savings (KWh, kW therms) per annual flow through project water/wastevater facilities   | through project water/wastewater facilities   | Public Sector (P)                            | N/A - Indicator                    | N/A - Indicator                 | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                            | Numerator: claimed savings from water/wastewater customers<br>Denominator: Baseline energy usage as reported on project applications  | <u> </u>   |   |
| PGES  | A06 I        | P3: W1                     | Annual NET kWh                   | Water   | Indicator Average annual energy savings (KWh, KW therms) per annual flow through project water/asstewater facilities   | Average annual Net kWh savings per annual flow<br>through project water/wastewater facilities   | Public Sector (P)                            | N/A - Indicator                    | N/A - Indicator                 | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                            | Numerator: claimed savings from water/wastewater customers<br>Denominator: Baseline energy usage as reported on project applications  |  |   |
| · Pull  | AGE I        | PSi W1                     | Annual NET Therms                | Water   | Indicator Average annual energy savings (KWh, kW therms) per annual flow through project water/wastewater facilities   | Average annual Net Therms savings per annual<br>fine through project water humanauter facilities  | Public Sector (P)                            | N/A - Indicator                    | N/A - Indicator                 | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                            | Numerator: claimed savings from water/wattrwater outtomers<br>Denominator: Baseline energy usage as reported on project applications  |  |   |
|   | 1            |                            | 1                                |   |  | Decrease of Bubble Sector accounts on minimum in  |  |                                    |                                 | 36,419                             | 0.82%                              |                                    |                                    |                                    |                                    |                                    |                                    |                                    |  |   | Purificienties is defined as the first instance of participation P-**  |   |
| PGES  |              |                            |                                  |   | Metric Percent of Public Sector accounts participating in programs   | programs  | Public Sector (P)                            | 2016                               | 628                             | 76,418                             | 0.82%                              | 0                                  | 2.54%                              | 4.02%                              | 0.84%                              | 0.8ex                              | 0.84%                              | 0.86%                              | 0.90%                                      | Numerator: Number of public sector unique account and premise IDs that<br>participated in an IE program<br>Denominator: total number of unique account and premise IDs in the public sector   | Participation is defined as the first instance of participation. Public sector customers are defined by NAICS codes.   |   |
|   | A07          | P6 P1                      | Percent                          | efficiency programs in the<br>eligible market. Percent of<br>Participation  |  |   |  | 1 -                                |                                 | N/A - Indicator                            | Numerator: square footage of participating unique account and premise tibo<br>Denominator: Square footage of all unique public sector premise and account tibu<br>times average number of buildings per account.  |  |   |
| 209 PGES  | A07 I        | P6 P1                      |                                  | Participation   |  | Percent of estimated floorplan area (i.e., ft2) of<br>all Public Sector buildings participating in  | Public Sector (P)                            | N/A - Indicator                    | N/A - Indicator                 | N/A - Indicator                    | N/N - BIBILIDA                     |                                    |                                    |                                    |                                    |                                    |                                    |                                    |  | times average number of buildings per account   |  |   |
| 209 PGBE 210 PGBE   | A00 I        | P6 P1 P2 P6I W2            |                                  | efficiency programs in the<br>eligible smaker: Procent of<br>Participation.<br>P3: Preventation of energy<br>efficiency programs in sense<br>of square feet of eligible<br>population.<br>Water | Surrough of antimated Spormion was E.e. 973 of all Stublic Control buildings   | Precises of estimated floorplan area [i.e., #2] of all Public Sector buildings participating in building projects.  Precises of Public Sector water/wastewater flow encolled in non-building water/wastewater programs. | Public Sector (P)  Public Sector (P)         | N/A - Indicator N/A - Indicator    | N/A - Indicator N/A - Indicator | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    | N/A - indicator                    | N/A - Indicator                    | N/OK - Indicator                   | N/A - Indicator                    | N/A - Indicator                    | N/A - indicator                    | N/A - Indicator                            | As reported by water/waterwater treatment facilities' pumping stations that<br>respond to survey.   |  |   |
| 209 PGEE 210 PGEE 211 PGEE  | AGD 1        | P6 P1 P2 P6 W2 P5 LC       | Percent                          | Participation P2: Penetration of energy efficiency programs in terms of square feet of eligible accoulation   | Percent of estimated floorplan axes (i.e., ft.2) of all Public Sector buildings<br>Indicates partidipating to building project—estimate within +1-5% of sector-wide<br>building axes, +1-5% of project building axes<br>sector of building axes.   |   |  |                                    |                                 |                                    | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator  S 965 AB          | N/A - Indicator                    | N/A - Indicator  \$ 906.05         |                                    |                                    |                                    | N/A - Indicator<br>770.                    | Act cast per With or per thems or per Wil (PAC Cost is District Benefits) Total<br>Benefits) theyofe that talls or (PAC Cost is Got Benefits) Total Benefits) Chicyde<br>Bet them or (PAC Cost is Got is Revent, Total Benefits) Chicyde that Will<br>respectively.  The abopted avoidad on the Mithodology does not provide information to provide<br>manifolds visual for TEC or PAC Cost per WV. | variable costs an expended by some consistent with priceary works groupings in COSAS PROCESS specifications.   |   |
| 200 PGRE 210 PGRE 211 PGRE 221 PGRE 222 PGRE                                      | AGO :        | P4 P1 P2 P6 P2 P6 V2 P6 VC | Percent '                        | Parkisation Parkisation of energy efficiency programs in terms of square feet of eligible appointment Water   | Security of estimated floorpiles are \$1.70 of all Public Sector buildings self-depth on helder general period and the sector wide self-depth on helder general period period of the sector wide self-depth of the public Sector wide requirements from \$1.80. Fector of Public Sector wide requirements from \$1.80. sector of the public Sector wide representations from \$1.80. sector of the public Sector wide representations from \$1.80. sector of the public Sector wide representations and sector wide sector wide of the sector wide of the public Sector wide sector | Percent of Public Sector water/wastewater flow<br>enrolled in non-building water/wastewater<br>programs   | Public Sector (P)                            | N/A - Indicator                    | N/A - Indicator                 | N/A - Indicator                    | N/A - Indicator                    | N/A - Indicator                    |                                    |                                    |                                    |                                    |                                    |                                    |  | PAC cast per With or per thems or per WW's (PAC Cast s Sindric Benefits)/Data/<br>Benefits)/Ullecycle her With or PAC Cast s Gas i Benefits)/Data/ Benefits)/Ullecycle<br>hart them or (PAC Cast s Electric Benefits)/Data Benefits)/Ullecycle Her WW<br>15 respectively  | underst com an experted by softer consistent with placing softer grouping in a CASA STATE of CASA STATE CASA S |   |

| Attachment 4, Table 1 | 19             |
|-----------------------|----------------|
| PA Name: Pacific Ga   | s and Electric |

| PA Nam<br>Budget 1 | ent 4, Table 19<br>r: Pacific Gas an<br>Tear: 2021 | d Electric          |                  |                                    |  |   |   |   |                 | Baseline           |                 |                 |                 | ctual           |                 |                 | Short Term Target |                 |   |  |  |   |
|--------------------|--|---------------------|------------------|------------------------------------|--|---|---|---|-----------------|--------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-------------------|-----------------|---|--|--|---|
| index              |  | AZA<br>A Page Order | Method<br>Code M | Units of<br>deasurement            | Metric Type  | Metric/<br>Indicator Business Plan Att A Description  | Metric  | Sector                                  | Year            | Numerator          | Denominator     | 2016            | 2017            | 2018            | 2019            | 2018            | 2019              | 2020            | Mid Term Target (2023-2025)<br>Cumulative | Long Term Target (2030-2020)<br>Cumulative | Methodology Key Definitions  | Proxy Explanation FLAG  |
|                    | PGES .   |                     | LC TRO           | Clausiant Core                     |  | Laudined cost of energy efficiency new Wilth therm and Williams both TSC  |   | Public Sector (P)                       | 2016            | 5 81.844.862       | 69.229          | 5 1180.36       |                 | 5 1,402,16      | 5 993.96        | 5 1,190,36      | 5 1,180,36        | S 1.180.36 S    | 106232 5                                  | 1,003,30                                   | TRC cost per kilth or per therm or per kill kij (TRC Cost is Sactivic Benefits/Total<br>Benefits/Likhinych het sith or (TRC Cost is Sac Benefits/Total Benefits/Likhinych<br>Benefits (Trushinych benefits and Sactivic Benefits/Sactivic Benefits/Benefit         |   |
| 216                | PGES .   | A07 96              | uc               | C Leveliand Cost<br>(S/kW)         | Cost per unit saved  | Metric  Levelized cost of energy efficiency per kWh, therm and kW (use both TRC and PAC)  | TRC Levelized Cost (S/KW)   | Public Sector (P)                       | 2016            | \$ 81,844,862      | 69,339          | \$ 1,180.36     | 928             | S 1,403.16      | \$ 991.96       | 5 1,190.36      | 5 1,190.36        | 5 1,180.36 5    | 1,062.32 \$                               |  | CEDASS PROGRAM specifications.  The adopted avoided cost methodology-does not provide information to provide a reasonability shall be TMC or the Core naview.  |   |
|                    |  |                     |                  |                                    |  |   |   |   |                 |                    |                 |                 |                 |                 |                 |                 |                   |                 |   |  | FRC cost per kWh or per therm or per kW is (TRC Cost x Siectric SeneSts/Total  |   |
| 217                | PGES .   | A07 95              | uc TRC           | C Leveland Cost<br>(S/kWh)         | Cost per unit saved  | Metric Levellaed cost of energy efficiency per kWh, therm and kW (use both TRC and PAC)   | TRC Levelized Cost (S/kWh)  | Public Sector (P)                       | 2016            | \$ 81,844,862      | 451,512,594     | \$ 0.18         | 0               | \$ 0.17         | \$ 0.12         | \$ 0.18         | \$ 0.18           | S 0.18 S        | 0.16 \$                                   | 0.15                                       | Amending/United with the OFTEC Cost is Gas Innerfally Testal Innerfally Lifesquite there on OFTEC Cost is Sucrain Enterfally Testal Innerfally Lifesquite there on OFTEC Cost is Sucrain Enterfally Testal Innerfally Lifesquite New EVM CEDIAGN PROCERANT TESTAL OFTE COST SUCRESSION SETTING TESTAL OFTE COST SETTING TESTAL OFTE COST SUCRESSION SETTING TESTAL             |   |
| 218                | PGES .   | A07 95              | uc TRO           | C Levelized Cost<br>(\$/therm)     | Cost per unit saved  | Metric Levelland cost of energy efficiency per kWh, therm and kW (use both TRC and PAC)   | TRC Levelized Cost (S/therm)  | Public Sector (P)                       | 2016            | \$ (41,849)        | 125,588         | \$ (0.33)       |                 | 5 0.37          | \$ (2.93)       | \$ (0.33)       | 0 5 10.33         | 5 (0.32) 5      | (0.33) \$                                 | (0.33)                                     | Consider With an per therm or per War (TIC Cost is Discuss developing float)  alternative before the text on CIC Cost is a line interful from a line or line interful float interful from a line or line interful float interful from a line or line interful float i             |   |
|                    |  |                     |                  |                                    |  |   |   |   |                 |                    |                 |                 |                 |                 |                 |                 |                   |                 |   |  |  |   |
| 219                | PG&E .   | AD7 PGI             | F2               | s                                  | Investment in EE   | Indicator Total program-backed financing distributed to Public Sector customers requiring repayment (i.e., loans, CBF)  | Total program-backed financing distributed to<br>Public Sector outcomers requiring repayment                                  | Public Sector (P)                       | N/A - Indicator | N/A - Indicator    | N/A - Indicator | \$ 6,410,202.00 | \$9,067,807.00  | N/A - Indicator | 17170856        | N/A - Indicator | N/A - Indicator   | N/A - Indicator | N/A - Indicator                           | N/A - Indicator                            | Total arrower loaned through PA programs "Total program backed financingrequiring repayment" = total loan arrowet  |   |
| 220                | PG&E   | A07 97              | 83               | Percent                            | Public Sector Benchmarking<br>Fenetration Calendar Year  | Metric Percent of Public Sector buildings with current benchmark  | Percent of Public Sector buildings with current<br>benchmark  | Public Sector (P)                       | 2016            | 472                | 76,418          | 12.42%          | 0               | 4.77%           | 4.07%           | 0.89%           | 1.07%             | 1.28%           | 1.30%                                     | 1.55%                                      | Numerior: Number of public sector buildings benchmarked on Portifici Manager sing PAES potal This metric includes buildings benchmarked within the calendar year sector buildings. As the public sector unique account and premise lib sector mainte would be sector mainte would be   | or of unique account and premise libs as a proxy for public<br>dy that sheds some light on the building stock and public<br>se helpful to report this metric. |
| 221                | PGES .   | AQ7 97              | E14              | Str.                               | Energy intensity per public sector building  | Metric Average energy use intensity of all Public Sector buildings  | Average energy use intensity of all Public Sector<br>buildings  | Public Sector (P)                       | 2016            | 41,824,173,748,958 | 76,418          | 2               | 483,536,404     | 223,052,888     | 195,331,421     | \$47,307,882    | 547,307,882       | 547,307,882     | 536,361,724.65                            | 519,942,488.18                             | Numerator: Total sector-level energy use from PGGE distributes (gps + electric)<br>Decominator: Number of unique public sector account and premise Dit   |   |
|                    |  |                     |                  |                                    | sector building  Public Sector Square Foot   |   |   | , |                 |                    |                 |                 |                 |                 |                 |                 |                   |                 |   |  |  |   |
| 222                | PGEE   | A07 P71             | 84               | Percent                            | Benchmarking Penetration in<br>Calendar Year   | Indicator Percent of floorplan area of all Public Sector buildings with current<br>benchmark  | Percent of floorpian area of all Public Sector<br>buildings with current benchmark  | Public Sector (P)                       | N/A - Indicator | N/A - Indicator    | N/A - Indicator | N/A - Indicator | N/A - Indicator | N/A - Indicator | N/A - Indicator | N/A - Indicator | N/A - Indicator   | N/A - Indicator | N/A - Indicator                           | N/A - Indicator                            | Numerator: Total square Scotage of public buildings benchmarked within calendar<br>rest; in Fertilo Manager<br>This metric includes buildings benchmarked public sector buildings<br>demonstrator. Total square florage of all benchmarked public sector buildings   |   |
| 223                | PGEE .   | AGR Ins             | S1               | kW                                 | S1: Energy Savings   | First year annualised and lifecycle or ante (pre-evaluation) gas, electric, and demand savings (gross and net) in industrial sector                                       | First year annual KW gross  | Industrial (I)                          | 2016            | N/A                | N/A             | 10,546          | 7,998           | 2,508           | 1,955           | 15,760          | 16,113            | 16,284          | 14,422                                    | 11,046                                     | Baseline dara is regorded consistent with primary sector groups in CEDASS PROCESSAN genification and aligns with schewersets regorate in 2016 Annual Report. Targets were resident to 2016 Participation and Gradul Schape, Consistent with   |   |
|                    |  | $\perp$             |                  |                                    |  | essenie resoulle libere was said is american nerve  |   |   |                 |                    |                 |                 |                 |                 |                 |                 |                   |                 |   |  | CPUC-adopted goals in 0.17-09-025.   |   |
| 224                | PGEE   | AGR Ins             | 51               | kW                                 | S1: Energy Savings   | Metric First year annualized and lifecycle ex-ante [pre-evaluation] gas, electric, and demand savings (gross and net) is industrial sector                                | First year annual kW net  | industrial (I)                          | 2016            | N/A                | N/A             | 7,653           | 5,199           | 2,889           | 1,325           | 11,675          | 11,891            | 12,021          | 11,071                                    | 9,357                                      | Basedom Erin in regrented consistent with priviley scenar groups in CSDAMS<br>MCDAMO and proficion and large with an advancement on 2016 Annual<br>Register. Toggive verw were said up the 2016 Provention and Gains Scane, consistent with<br>Annual Conference and the 2016 Provention and Gains Scane, consistent with<br>MCDAMO and Conference and the 2016 Provention and Gains Scane, consistent with<br>MCDAMO and MCDAMO    |   |
|                    |  | +                   |                  |                                    |  |   |   |   |                 |                    |                 |                 |                 |                 |                 |                 |                   |                 |   |  | CPUC adapted goals in 0.17-08-025.  Baseline data is reported consistent with primary sector groups in CEDARS  |   |
| 225                | PGEE   | AGR Ins             | 51               | kWh                                | S1: Energy Savings   | Metric  First year annualized and lifecycle ex-anse (pre-evaluation) gas, electric, and demand cavings (gross and net) in industrial sector                               | First year annual kitth gross   | Industrial (I)                          | 2016            | N/A                | N/A             | 48,200,588      | 44,751,047      | 29,970,444      | 22,553,180      | 113,151,759     | 110,069,014       | 107,052,877     | 89,234,286                                | 66,704,019                                 | Basedow Earls Inspired consistent with Privacy screen property INCESED.  Basedow Earls Inspired consistent with Privacy INCESED AND ADMINISTRATION OF THE PRIVACY AND ADMINISTRATION OF THE PRIVACY ADMINISTRATION OF TH             |   |
|                    | PGES .   | AGR Ins             | 51               | kWh                                | SS: Energy Savings   | Metric First year annualized and lifecycle evanne (pre-evaluation) gas, electric, and   | First year annual KWh net   | Industrial III                          | 2016            | N/A                | N/A             | 37,054,341      | 29,086,751      | 22,940,384      | 18,362,190      | 81,640,261      | 79,450,954        | 77,541,577      | 67,209,198                                |  | Baseline data is reported consistent with primary sector groups in CSDAS<br>PADGRAMS association and aliens with achievements recorded in 2016 Annual  |   |
| 226                | Plates .   | AGE INS             | 31               | kWh                                | S1: Snergy Savings   | Metric demand cavings (gross and net) in industrial sector  | First year annual kitth net   | Industrial (I)                          | 2016            | N/A                | NA              | 87/254,841      | 29(386,751      | 22,040,484      | 18,362,190      | 81,640,361      | 76,450,054        | 77,541,577      | 67,009,398                                | 55,591,764                                 | Basedon et als in segond consistent with primary senter princip in CASIANS<br>MODIFICATION of CASIANS AND  |   |
| 227                | PGEE .   | AGR Ins             | 51               | Them                               | S1: Energy Savings   | First year annualized and lifecycle evance (pre-evaluation) gas, electric, and demand savings (gross and net) in industrial sector  | First year annual Therm gross   | Industrial (I)                          | 2016            | N/A                | N/A             | 3,028,179       | 5,810,077       | 4,446,419       | 8,219,935       | 4,536,265       | 4,680,459         | 4,911,927       | 7,000,364                                 | 1,266,394                                  | Baseline data in segonda consistent with primary senter princip in COSDAN<br>MCOMMON profession and significant sentence of the            |   |
|                    |  |                     |                  |                                    |  | dentand causing (groce and net) in industrial elector   |   |   |                 |                    |                 |                 |                 |                 |                 |                 |                   |                 |   |  | report targets were set using the 2018 vocential and usual Shaby, constants with<br>EPPUC adopted goals in 0.17-09-025.  |   |
| 228                | PGEE   | AGR Ins             | Si               | Them                               | S1: Energy Savings   | Metric First year annualized and lifecycle ex-ante [pre-evaluation] gas, electric, and demand savings (gross and net) is industrial sector                                | First year annual Therm net   | Industrial (I)                          | 2016            | N/A                | N/A             | 2,127,794       | 3,673,616       | 3,360,101       | 5,425,296       | 4,317,835       | 4,449,805         | 4,647,312       | 6,708,125                                 | 7,701,714                                  | Basedon et als in segond consistent with primary senter princip in COSDAM<br>POROMAN quantification and legisla with antiferentier in 2016 Annual<br>Report. Trapper server set using the 2018 Presental and Goals Study, consistent with<br>March Conference and Costant and Costant Study, consistent with<br>Annual Costant Study and Costant Study, consistent with  |   |
|                    |  |                     |                  |                                    |  |   |   |   |                 |                    |                 |                 |                 |                 |                 |                 |                   |                 |   |  | CPUC-adopted gatals in 0.17-08-025.  Baseline-data is reported consistent with primary sector groups in CEDARS   |   |
| 229                | PGES .   | AGR Ins             | Si               | kW                                 | S1: Energy Savings   | First year annualised and lifecycle evante (pre-evaluation) gas, electric, and demand savings (gross and net) in industrial sector  | Lifecycle aw-ante kW gross  | Industrial (I)                          | 2016            | N/A                | N/A             | 75,129          | 90,576          | 64,122          | 25,149          | 112,273         | 114,790           | 116,006         | 102,739                                   | 78,689                                     | Bussides data in imported consistent with printary senter groups in GOMAS<br>POROCANNA specification and single with purchaverses (responsed in 2015 Armall<br>Report. Targets wave not unique the 2018 Persental and Goals Study, consistent with<br>POROCA object goals in 10-17 AG GOS.   |   |
|                    | PGES .   |                     |                  |                                    |  | First year annualised and lifecycle on onto (one-evaluation) ass. electric and  |   |   | 2016            | N/A                | N/A             | 53,710          |                 | 36,811          | 16,999          | 81,474          | 83,300            | 84,193          | 74,555                                    |  |  |   |
| 240                | Plates .   | AGE INS             | 31               | kW                                 | S1: Energy Savings   | Metric  First year annualized and lifecycle ex-ante (pre-evaluation) gas, electric, and demand savings (gross and net) in industrial sector                               | Lifecycle ex-ante XXV net   | industrial (I)                          | 2016            | N/A                | NA              | 54,710          | 58,880          | 26,811          | 16,999          | 82,474          | 82,200            | 84,182          | 74,565                                    | 57,008                                     | Basedon et als in segond consistent with primary senter princip in CASIANS<br>MODIFICATION of CASIANS AND  |   |
| 291                | PGES .   | AGR Ins             | 51               | kWh                                | S1: Energy Savings   | Metric First year annualized and lifecycle ex-anne (pre-evaluation) gas, electric, and demand savings (gross and net) in industrial sector                                | Lifecycle ex-ante KWh gross   | Industrial (I)                          | 2016            | N/A                | N/A             | 429,138,678     | 575,639,648     | 359,744,550     | 218,201,027     | 1,007,410,869   | 979,964,629       | 953,111,406     | 794,469,219                               | 592,878,118                                | Baseline data is regional consistent with primary sector groups in CSDASS PACCAGANA specification and aligns with schewersest regional in 2516 Annual Region. They the wave resident by 2016 Annual Region. They the wave resident by 2016 Annual and Casta Change, consistent with They consistent with the Casta Casta Change of the Casta Change of the Casta Change Region. They consistent with the Casta Change of the Casta Change Region of the Casta Change of the Casta Change Region              |   |
|                    |  | $\perp$             |                  |                                    |  |   |   |   |                 |                    |                 |                 |                 |                 |                 |                 |                   |                 |   |  | CPUC-adopted goals in 0.17-09-025.   |   |
| 292                | PG&E   | AGR Ins             | 51               | kWh                                | S1: Energy Savings   | Metric First year annualised and lifecycle or annualised gas, electric, and demand savings (gross and net) in industrial sector   | Lifecycle av ante XXVh net  | Industrial (I)                          | 2016            | N/A                | N/A             | 317,604,109     | 373,991,178     | 301,762,062     | 163,089,411     | 774,450,010     | 753,350,634       | 732,707,641     | 610,750,503                               | 456,545,516                                | Buscles d'azi i inported consistent est les princis y restre gracquis CCDAMS  ROCCOMO des proficions d'angle une la roblementaria d'argi une la roblementaria d'argi une la roblementaria d'argi une la roblementaria del proficio d'argini d             |   |
|                    |  |                     |                  |                                    |  |   |   |   |                 |                    |                 |                 |                 |                 |                 |                 |                   |                 |   |  | CPUC-adopted goals in 0.37-09-025.  Baseline data is reported consistent with primary sector groups in CSDASS  |   |
| 233                | PGBS   | AOR Ins             | 51               | Them                               | S1: Energy Savings   | Metric First year annualized and lifecycle ex-ante (pre-evaluation) gas, electric, and demand savings (gross and net) in industrial sector                                | Lifecycle as ante Therm gross   | Industrial (I)                          | 2016            | N/A                | N/A             | 42,101,250      | 63,496,533      | 27,274,929      | 66,254,250      | 62,859,441      | 64,858,972        | 68,066,515      | 110,850,361                               | 128,408,096                                | Baseline data in segonda consistent with primary senter princip in CASIANS<br>MORANDA segundarism and significant sentence and sentence and sentence and sentence<br>Report. Trapper serve mer service the 2018 Protection and Gasin Scade, consistent with<br>Moranda sentence and sentence and sentence and sentence and sentence and sentence<br>Moranda sentence and sen     |   |
| 224                | PGES .   | 400 Int             | 51               | Them                               | S1: Energy Savings   | Metric  First year annualized and lifecycle ex-anne (pre-evaluation) gas, electric, and demand savings (gross and set) in industrial sector                               | Lifecucie av ante Therm net   | nd-mid (0)                              | 2016            | N/A                | N/A             | 29,338,609      | 40,115,565      | 29,355,687      | 43,322,786      | 44,023,720      | 45,424,095        | 47,670,503      | 77,634,245                                | 89,930,829                                 | Baseline (also in segment consistent was in parties yetter proque in CSDAS in<br>COMONAN unadiration and significant hardwarenest register in 2016 Annual<br>depart. Turget versus set sized pits 2018 First Institute and Gaste Study, consistent with<br>100 Companing paids in 2018 of 2018 (First Institute and Code Study, consistent with<br>100 Code Study paids in 2018 of 2018).  |   |
|                    |  |                     |                  |                                    |  |   |   | **************************************  |                 |                    |                 |                 |                 |                 |                 |                 |                   |                 |   |  | Report. Targets were set using the 2018 Potential and Goals Study, consistent with<br>CPUC-adopted goals in 0.17-08-025.   |   |
| 235                |  | AGE In2             | _                | MT CODeq                           | GHG<br>P1: Penetration of energy   | Essix   |   | Industrial (I)                          | 2016            | N/A                | N/A             | 17,163          | 13,391          | 2,582           | 1,818           | 37,815          |                   | _               | 31,130                                    |  | Consider of any CST, we required by write consistence with primary writer  which consistence of CSCAS (CSCAS) to reduce the operation of the consistence of the consi             |   |
| 236                | PG&E .   | AOS Ini             | P1L              | Percent                            | efficiency programs in the<br>eligible market: Percent of<br>Bertification                     | Metric Percent of participation relative to eligible population for small, medium and large customers   | Percent of participation relative to eligible<br>population for large outsamers   | Industrial (I)                          | 2016            | 170                | 2,478           | 6.86%           | 0               | 5.72%           | 3.07%           | 7.55%           | 7.55N             | 7.55%           | 7.20%                                     | 7.07%                                      | combination of account and premise D) defined as those using greater than or equal to 500,000 kWh or 250,000 kWh or 260,000 kW             |   |
| 237                | PGEE   | AGE Init            | PIM              | Percent                            | P1: Penetration of energy<br>efficiency programs in the<br>eligible market: Percent of         | Metric Percent of participation relative to eligible population for small, medium and large-customers   | Percent of participation relative to eligible<br>population for medium customers  | industrial (I)                          | 2016            | 299                | 11,628          | 2.57%           | 0               | 2.42%           | 0.36%           | 2.82%           | 2.82%             | 2.82%           | 2.70%                                     | 2.65%                                      | annually.               |   |
| 220                | PGES .   | AGE Init            | P15              | Percent                            | Partidisation P1: Penetration of energy efficiency programs in the eligible market: Percent of | Metric  Percent of participation relative to eligible population for small, medium and large customers  | Percent of participation relative to eligible<br>oppulation for small customers   | had a solut 10                          | 2016            | 302                | 49,281          | 85.82%          | 0               | 0.44%           | 002%            | 0.67%           | 0.67%             | 0.67%           | 0.64%                                     | 0.63%                                      | information in the principle of             |   |
| -                  |  |                     |                  | Pecas                              | eligible market: Percent of<br>Participation   |   |   | **************************************  |                 |                    |                 |                 |                 |                 |                 |                 |                   |                 |   |  | becominator: Total number of small customers in the sector (defined by unique<br>orehination of account and cremine DI<br>Numerator: Annual number of large industrial participants (by service account)   |   |
| 239                | PG&E   | ACR Inti            | PSL              | Percent                            | New participation  | Precent of customers participating that have not received an incensive for<br>the past three years, annually, by small, medium and large customer<br>categories           | Percent of large customers participating in<br>reporting year that have not received an<br>incentive for the past three years | Industrial (I)                          | N/A - Indicator | N/A - Indicator    | N/A - Indicator | N/A - Indicator | N/A - Indicator | N/A - Indicator | N/A - Indicator | N/A - Indicator | N/A - Indicator   | N/A - Indicator | N/A - Indicator                           | N/A - Indicator                            | contributions of annual and security and in production (an extension of the production) performs concerning that there are removed on incorder by the part of years.  In the two are removed on incorder by the part of years.  In the part of the part of the part of years of years of years.  In the part of the part of the part of years of             |   |
| 240                | PG&E .   | AGR Inti            | PSM              | Percent                            | New participation  | Percent of customers participating that have not received an incentive for<br>indicator the past three years, annually, by small, medium and large customer<br>coegonies  | Percent of medium customers participating in<br>reporting year that have not received an                                      | Industrial (II)                         | N/A - Indicator | N/A - Indicator    | N/A - Indicator | N/A - Indicator | N/A - Indicator | N/A - Indicator | N/A - Indicator | N/A - Indicator | N/A - Indicator   | N/A - Indicator | N/A - Indicator                           | N/A - Indicator                            | Numerator: Annual number of medium industrial participants (by service account)<br>that have not received an incensive for the past 3 years. Medium customers are defined as those who use between 40,000-500,000Wh or   |   |
|                    |  |                     |                  |                                    |  |   |   |   |                 |                    |                 |                 |                 |                 |                 |                 |                   |                 |   |  | Decominator: Total number of unique imedium industrial account and premius IDs. 30,000-350,000 thems; annually, to the sector in the control of the control              |   |
| 241                | PGBE   | ACR Inti            | PSS              | Percent                            | New participation  | Precent of customers participating that have not received an incentive for<br>indicator the past three years, annually, by small, medium and large customer<br>categories | Percent of small customers participating in<br>reporting year that have not received an<br>incentive for the past three years | Industrial (I)                          | N/A - Indicator | N/A - Indicator    | N/A - Indicator | N/A - Indicator | N/A - Indicator | N/A - Indicator | N/A - Indicator | N/A - Indicator | N/A - Indicator   | N/A - Indicator | N/A - Indicator                           | N/A - Indicator                            | Numerator: Annual number of small industrial participants by service account) Into these are received an increased an increase and increase an increase an increase an increase an increase and increase an increase and increase an incr             |   |
|                    |  |                     |                  |                                    |  |   |   |   |                 |                    |                 |                 |                 |                 |                 |                 |                   |                 |   |  | MC cast per VWh or per thems or per VW is IPAC Cost a Silvatric Benefits ("Statil<br>Benefits) (Which yell has the Nor IPAC Cost a Silvatric Benefits) ("Statil<br>Benefits) (Which Silvatric Benefits) ("Statil Benefits) (Which yell<br>White Person IPAC Cost Silvatric Benefits) (White) (Benefits) (White) (Benefits)<br>(Benefits) ("Benefits) (Benefits) (White) (Benefits) (White) (Benefits) (White) (Benefits) |   |
| 242                | PGEE   | AGR INS             | LC .             | \$/kW                              | Cost per unit saved  | Metric Leveland cost of energy efficiency per kWh, therm and KW (use both TRC and PAC)  | PAC Levelized Cost (\$/kW)  | Industrial (I)                          | 2016            | \$ 15,943,141      | \$3,710         | 5 296.84        | 227             | \$ 262.65       | \$ 341.33       | \$ 296.84       | \$ 296.84         | S 296.84 S      | 281.99 \$                                 | 281.99                                     | respectively Levelized costs are reported by sector consistent with primary sector groupings in<br>GCDAS PROGRAM specifications.   |   |
|                    |  |                     |                  |                                    |  |   |   |   |                 |                    |                 |                 |                 |                 |                 |                 |                   |                 |   |  | The adopted avoided out methodology does out provide information to provide a<br>meaningful value for TRC or PAC Cost per WV.  |   |
| 243                | PG&E   | AGR Ins             | uc               | S/kWh                              | Cost per unit saved  | Metric Leveloed cost of energy efficiency per kWh, therm and KW Juse both TRC and PAC)  | PAC Levelized Cost (\$/kWh)   | Industrial (I)                          | 2016            | \$ 15,943,141      | 317,604,109     | \$ 0.05         | 0               | \$ 0.03         | \$ 0.04         | \$ 0.05         | \$ 0.05           | s 0.05 S        | 0.048 S                                   | 0.048                                      | ACC cast par with or per them or per to Wile (IAC Cast schools desenting float) which can be with the per them or per to Wile (IAC Cast schools desenting float) which can be supported by sector consistent with primary senter grouping in Class of Sector schools floated and senting floated and sentential floated sente             |   |
| -                  | $\vdash$   | +                   |                  |                                    |  |   | <u> </u>  |   |                 |                    |                 |                 |                 |                 |                 |                 | -                 |                 |   |  | PAC cost per kWh or per therm or per kW is IPAC Cost x Silvetric Benefits/Total  |   |
| 264                | PGBE   | AGR Ins             | uc.              | S/therm                            | Cost per unit saved  | Metric Leveland cost of energy efficiency per kWh, therm and kW (use both TRC and PAC)  | PAC Levelized Cost (S/therm)  | Industrial (I)                          | 2016            | \$ 10,797,104      | 29,338,609      | \$ 0.37         | 0               | 5 0.39          | \$ 0.43         | \$ 0.37         | \$ 0.37           | \$ 0.37 \$      | 0.35 \$                                   | 0.35                                       | TACK cost per fills on yet them to yet that I SPE Cost a Clinicit's Constitution of the Cost of Cost o             |   |
|                    |  |                     |                  |                                    |  |   |   |   |                 |                    |                 |                 |                 |                 |                 |                 |                   |                 |   |  | TIK cost par kiloh or par therm or par kilo in (TIK Cost s Gentric kendina/Tasal<br>kending/likupis het kiloh or (TIK Cost s cal se kending/Tasal kending/likupis het kiloh or (TIK Cost s cal se kending/Tasal kending/likupis het kiloh or term or (TIK Cost s calce kending/Tasal kending/likupis het kiloh or term or (TIK Cost s sick kending/likupis het kiloh or term or (TIK Cost s sick kending/likupis het kiloh or term or (TIK Cost s sick kending/likupis het kiloh or term or term or term kending kendin            |   |
| 245                | PGEE   | AGR Ins             | LC .             | S/kW                               | Cost per unit saved  | Metric Leveland cost of energy efficiency per KWh, therm and KW Juse both TRC and PAC)  | TRC Levelized Cost (S/kW)   | industrial (I)                          | 2016            | \$ 25,401,923      | \$3,710         | \$ 472.94       | 362             | \$ 279.55       | \$ 451.77       | \$ 472.94       | \$ 472.94         | \$ 472.94 \$    | 449.30 \$                                 | 449.30                                     | Allerefor() Unknycke het inht or (TPC cost s'Gus innerfort) (Fatal inherefort) (Fatal inh             |   |
|                    |  | $\perp$             |                  |                                    |  |   |   |   |                 |                    |                 |                 |                 |                 |                 |                 | 1                 |                 |   |  |  |   |
| 246                | PG&E .   | AGB Ins             | LC               | S/kwh                              | Cost per unit saved  | Metric Leveland cost of energy efficiency per kWh, therm and KW (use both TRC and PAC)  | TRC Levelized Cost (\$/kWh)   | Industrial (I)                          | 2016            | \$ 25,401,923      | 317,604,109     | \$ 0.08         | 0               | \$ 0.05         | \$ 0.05         | s 0.00          | s 0.00            | S 0.08 S        | 0.076 \$                                  | 0.076                                      | Recognition was to the contracting plant of the Costs Secretic Remodel/Textual<br>Secretic Recognition for the Cost Secretic Recognition (Secretic Remodel/Textual<br>Secretic Recognition for the Cost Secretic Residential Processing Secretic Residential<br>Secretic Residential Secretic Residential Residential Residential<br>Secretic Residential Residential Residential Residential<br>COSMAS RECOGNITION SECRETIC RESIDENTIAL RESIDENTIAL RESIDENTIAL<br>COSMAS RECOGNITION SECRETIC RESIDENTIAL RESIDE |   |
| -                  |  | +                   |                  |                                    |  |   | 1   |   |                 |                    |                 |                 |                 |                 |                 |                 | 1                 |                 |   |  |  |   |
| 247                | PG&E   | AGE INS             | LC.              | S/therm                            | Cost per unit saved  | Metric Leveland cost of energy efficiency per kWh, therm and KW (use both TRC and PAC)  | TRC Levelized Cost (S/therm)  | industrial (I)                          | 2016            | \$ 17,202,834      | 29,338,609      | \$ 0.59         | 0               | \$ 0.56         | \$ 0.57         | \$ 0.59         | \$ 0.59           | S 0.59 S        | 056 \$                                    | 0.56                                       | TRC cost per Visit or per there or per let visit (TRC cost is described for per let visit or per there or per per visit (TRC cost is described for per let visit or per let visi             |   |
|                    |  | +                   |                  |                                    |  |   |   |   |                 |                    |                 |                 |                 |                 |                 |                 |                   |                 |   |  | Numerator + Meric (N. 1.)  Benominator = Total sectoral using a from PGES database  Fullment is switched as a swit             |   |
| 248                | PG&E   | AGR Ind             | S2 Per<br>an     | vicent first year<br>mual kW gross | S2: Percent Overall Sectoral<br>Savings  | Metric Reduction in consumption (proposed by SCE and SDGBE)   | Percent first year annual kW gross  | Industrial (I)                          | 2016            | 10,546             | 6,916,777       | 0.15%           | 0               | 0.07%           | 0.04%           | 0.23%           | 0.23%             | 0.24%           | 0.21%                                     | 0.16%                                      | Defined a savings area percentage of sectoral urage, based on conversations.  Defined as savings as a percentage of sectoral urage, based on conversations brown  EXC called class presented in the 2018 Forestial and Gools Study "Mel" case.   |   |
| $\vdash$           |  | +                   | -                |                                    |  |   | 1   |   |                 |                    |                 |                 |                 |                 |                 |                 | 1                 |                 |   |  | Numerator + Metric IN 1  |   |
| 249                | PG&E .   | ACR In6             | S2 Per           | voert first year<br>noual kW net   | S2: Percent Overall Sectoral<br>Savings  | Metric Reduction in consumption (proposed by SCE and SDG&E)   | Percent first, year annual kW net   | Industrial (I)                          | 2016            | 7,653              | 6,916,777       | 0.11%           | 0               | 0.06%           | 0.03%           | 0.17%           | 0.17%             | 0.17%           | 0.96%                                     | 0.54%                                      | Demonstrator Topics section (sugge from PAES database  Demonstrator Topics section (sugge from PAES database)  Defined as capings as a percentage of sectoral usage, based on conservations  Defined as capings as a percentage of sectoral usage, based on conservations  Defined as capings as a percentage of sectoral usage, based on conservations  Defined as capings as a percentage of sectoral usage, based on conservations  Defined as capings as a percentage of sectoral usage, based on conservations  Defined as capings as a percentage of sectoral usage, based on conservations  Defined as capings as a percentage of sectoral usage, based on conservations  Defined as capings as a percentage of sectoral usage, based on conservations  Defined as capings as a percentage of sectoral usage, based on conservations  Defined as capings as a percentage of sectoral usage, based on conservations  Defined as capings as a percentage of sectoral usage, based on conservations  Defined as capings as a percentage of sectoral usage, based on conservations  Defined as capings as a percentage of sectoral usage, based on conservations  Defined as capings as a percentage of sectoral usage, based on conservations  Defined as capings as a percentage of sectoral usage, based on conservations  Defined as capings as a percentage of sectoral usage, based on conservations  Defined as capings as a percentage of sectoral usage, based on conservations  Defined as capings as a percentage of sectoral usage, based on conservations  Defined as capings as a percentage of sectoral usage, based on conservations  Defined as capings as a percentage of sectoral usage, based on conservations  Defined as capings as a percentage of sectoral usage, based on conservations  Defined as capings as a percentage of sectoral usage, based on conservations  Defined as capings as a percentage of sectoral usage, based on conservations  Defined as capings as a percentage of sectoral usage, based on conservations  Defined as capings as a percentage of sectoral usage, based on              |   |
| -                  | +  | ++                  |                  |                                    |  |   | <del> </del>  |   |                 |                    |                 |                 |                 |                 |                 |                 |                   |                 |   |  | Lic. Gales casts previous in the Jose Potential and Goals Schoy Mind" Chie.  |   |
| 250                | PGEE   | AGR In6             | S2 Per<br>and    | rcent first year<br>nual kWh gross | S2: Percent Overall Sectoral<br>Savings  | Metric Reduction in consumption (proposed by SCE and SDG&E)   | Percent first year annual kWh gross   | industrial (I)                          | 2016            | 49,200,588         | 9,748,274,838   | 0.49%           | 0               | 0.30%           | 025%            | 1.16%           | 1.13%             | 1.10%           | 0.92%                                     | 0.68%                                      | Continuous found on the Continuous form PGAS database  Projected stage mension residy through 2005 is accordance with projections from  Continuous foundations for the Continuous foundations from the Continuous foundations for the Continuous foundation for th             |   |
|                    |  |                     |                  |                                    |  |   | 1   |   | <u> </u>        |                    |                 |                 | 1               | 1               |                 |                 | 1                 |                 |   |  | CSC sales data presented in the 2018 Potential and Goals Study "Mid" case.   |   |

| Attachmer | t 4, Table 19            |  |
|-----------|--------------------------|--|
| PA Name   | Parille Gas and Electric |  |

| Attachms<br>PA Name<br>Budget Y | nt 4, Table 19<br>: Pacific Gas and I<br>rar: 2021 | lectric               |  |   |  |  |                        |      | Baseline      |               |             | A           | ctual          |               |             | Short Term Target |             |   |  | 1   |
|---------------------------------|--|-----------------------|--|---|--|--|------------------------|------|---------------|---------------|-------------|-------------|----------------|---------------|-------------|-------------------|-------------|---|--|---|
| Index                           | PA AZAP  | AZA Me<br>ge Order Co | thod Units of<br>ide Measurement       | Metric Type   | Metric/<br>Indicator Business Plan Att A Description   | Metric   | Sector                 | Year | Numerator     | Denominator   | 2016        | 2017        | 2018           | 2019          | 2018        | 2010              | 2020        | Mid Term Target (2023-2023)<br>Cumulative | Long Term Target (2036-2025)<br>Cumulative | Methodology Key Defeations Proxy Explanation FLEG   |
| 261                             | PGBE AD  | iné :                 | Percent first year<br>annual kWh net   | S2: Percent Overall Sectoral<br>Savings   | Metric Reduction in consumption (proposed by SCE and SDG&E)  | Percent first year annual kWh net  | Industrial (I)         | 2016 | 37,054,341    | 9,748,274,828 | 0.28%       | a           | 0.25%          | 0.20%         | 0.84%       | 0.82%             | 0.80%       | 0.69%                                     | 0.57%                                      | Secretary United Install Security Secretary Secre   |
| 262                             | PGBE ADI   | toli :                | Percent first year<br>annual Therm gro | S2: Percent Overall Sectoral<br>Savings   | Metric Reduction in consumption (proposed by SCE and SDG&E)  | Percent first year annual Therm gross  | Industrial (I)         | 2016 | 2,028,179     | 4,144,958,996 | 0.07%       | ٥           | 0.09%          | 0.17%         | 0.11%       | 0.11%             | 0.12%       | 0.19%                                     | 0.22%                                      | Momentum from IR 1  Month of IR 1  Month of IR 2  M  |
| 253                             | PGBS AD  | Ind.                  | Percent first year annual Therm ne     | S2: Percent Overall Sectoral<br>Savings   | Metric Reduction in consumption (proposed by SCS and SDG&G)  | Percent first year annual Therm net  | Industrial (I)         | 2016 | 2,127,794     | 4,144,958,996 | 0.05%       | 0           | 0.07%          | 0.11%         | 0.10%       | 0.11%             | 0.11%       | 0.16%                                     | 0.19%                                      | Consideration of the considera  |
| 254                             | PGBS AD  | ins.                  | Percent lifecycle e<br>anne kW gross   | - S2: Percent Overall Sectoral<br>Savings   | Metric Reduction in consumption (proposed by SCS and SDG&C)  | Percent lifecycle as ante kW gross   | Industrial (I)         | 2016 | 76,129        | 6,916,777     | 1.0%        | 0           | 0.84%          | 0.48%         | 162%        | 1.66%             | 1.68%       | 1.49%                                     | 1.14%                                      | Sumerator i Mario III 1 Secondator i Tabal estatul usage from PAAS database   |
|                                 | PGBS AD  |                       |  | Co brown Constitution   |  |  |                        |      |               |               | 0.78%       |             |                |               |             |                   |             |   |  | Assert of agents and through 2016 in contrast with projection for good to the property of the contrast and projection for good to the property of the contrast and projection for good to the contrast and the con  |
| 265                             |  | trafi :               | Percent lifecycle e<br>ante kW net     | Savings   | Metric Reduction in consumption (proposed by SCS and SDG&S)  | Percent lifecycle as ante kW net   | Industrial (I)         | 2016 | 53,710        | 6,916,777     |             | ٥           | 0.70%          | 0.32%         | 118%        | 1.20%             | 122%        | 1.08%                                     | 0.82%                                      | Production agreements made through (2015 in the production with programs to the<br>form date present the Statement and Conf. Conf. Conf. (1914 of con.<br>Consideration and Conf. Conf. Conf. (1914 of con.<br>Conf. Conf. Conf. Conf. Conf. Conf. Conf. (1914 of con.<br>Conf. Conf. Conf. Conf. Conf. Conf. Conf. Conf. (1914 of con.<br>Conf. Conf. Conf. Conf. Conf. Conf. Conf. Conf. (1914 of con.<br>Conf. Conf. Conf. Conf. Conf. Conf. Conf. Conf. (1914 of con.<br>Conf. Conf. Conf. Conf. Conf. Conf. Conf. Conf. (1914 of con.<br>Conf. Conf. Conf. Conf. Conf. Conf. Conf. Conf. (1914 of con.<br>Conf. Conf. Conf. Conf. Conf. Conf. Conf. (1914 of con.<br>Conf. Conf. Conf. Conf. Conf. Conf. (1914 of con.<br>Conf. Conf. Conf. Conf. Conf. Conf. (1914 of con.<br>Conf. Conf. Conf. Conf. (1914 of con.<br>Conf. Conf. Conf. Conf. Conf. (1914 of con.<br>Conf. (1914 of   |
| 256                             | PGBE AD  | iné :                 | Percent lifecycle e<br>ante kWh gross  | S2: Percent Overall Sectoral<br>Savings   | Metric Reduction in consumption (proposed by SCS and SDG&E)  | Percent lifecycle ex-ante kWh grass  | Industrial (I)         | 2016 | 429,138,678   | 9,748,274,828 | 4.60%       | 0           | 3.79%          | 2.42%         | 10.32%      | 10.05%            | 9.78%       | 8.15%                                     | 6.09%                                      | Figure 1 angle main cough through 2015 in accurate with prefiction has been storage, as yearning of started storage, based on conventions.  Location 1 and 1  |
| 257                             | PGBS AD  | tod.                  | Percent lifecycle e<br>antie kWh net   | S2: Percent Overall Sectoral<br>Savings   | Metric Reduction in consumption (proposed by SCE and SDG&E)  | Percent lifecycle ex-ante kWh net  | Industrial (I)         | 2016 | 317,604,109   | 9,748,274,828 | 2.26%       | ٥           | 2.18%          | 181N          | 7.94%       | 7.72%             | 7.52%       | 6.27%                                     | 4.68%                                      | Defined as savings as a preventage of sectoral usage, based on conversations Projected usage remains clearly through 2005 in scoordance with projections to be severed in the 2018 Prevential and Goals Study "Mid" case.  CSC calso data prevented in the 2018 Prevential and Goals Study "Mid" case.  |
| 258                             | PGBE AD  | iné :                 | Percent lifecycle e<br>ante Therm gros | S2: Percent Overall Sectoral<br>Savings   | Metric Reduction in consumption (proposed by SCE and SDG&E)  | Percent lifecycle ex-ante Therm gross  | Industrial (I)         | 2016 | 42,101,250    | 4,144,958,996 | 1.02%       | a           | 0.77%          | 1.40%         | 152%        | 150%              | 1.64N       | 2.67%                                     | 3.10%                                      | Security 19 The Control Wild Security 19 The Control Will Security 19 The   |
| 259                             | PGBE AD  | iné :                 | Percent lifecycle e<br>ante Therm net  | S2: Percent Overall Sectoral<br>Savings   | Metric Reduction in consumption (proposed by SCE and SDGRE)  | Percent lifecycle as ante Therm net  | Industrial (I)         | 2016 | 29,238,609    | 4,144,958,996 | 0.71%       | 0           | 0.60%          | 0.92%         | 106%        | 1.10%             | 1.15%       | 1.87%                                     | 2.17%                                      | Secretary to the RES   Administration from the RES   Administration of the RES   Admin  |
| 260                             | PGBS AC  | AL :                  | 51 kW                                  | SS: Snegy Savings   | Metric  First year and lifecycle ex ante (pre-evaluation) annualized gas, electric, and demand savings in agriculture sector, gross and net  | First year annual kW gross   | Agricultural (A)       | 2016 | N/A           | N/A           | 23,551      | 18,457      | 12,302         | 10,526        | 20,350      | 11,373            | 12,090      | 12,290                                    | 12,556                                     | Basedie data in reprint deraptions with printry vector groups or CDASS.  The print of the printry vector groups or CDASS.  Takes Trapper vector and print 2011 Protest and Grant Trapper vector and print Trapper vector and   |
| 261                             | PGBE AD  | AS :                  | is kw                                  | SS: Snergy Savings  | Metric First year and lifecycle or ante (pre-evaluation) annualized gas, electric, an demand savings in agriculture sector, gross and not  | First year annual KW net   | Agricultural (A)       | 2016 | N/A           | N/A           | 17,191      | 12,128      | 8,088          | 6,550         | 8,720       | 9,474             | 9,998       | 10,221                                    | 10,754                                     | Seation data in regarded consistent with princip vacture grouppie CEAMS  SECONDAN quantification and angle with Architements proposed in 2016 A format  Appart. Target sown set using the 2018 Potential and Gasti Study, consistent with  Note  To consistent with the consistency of   |
| 262                             | PGBE AD  | As :                  | is kwh                                 | SS: Snegy Savings   | Metric First year and lifecycle or ante (pre-evaluation) annualized gas, electric, an demand savings in agriculture sector, gross and net  | First year annual kee'n groos  | Agricultural (A)       | 2016 | N/A           | N/A           | 76,257,393  | 59,866,742  | 27,224,725     | 28,261,055    | 64,751,466  | 71,595,603        | 75,954,461  | 73,886,455                                | 67,750,780                                 | Seader data Livergreat accelerate with prince year great or GGMAS  GGGGGGGGGGGGGGGGGGGGGGGGGGGGGGGGG  |
| 263                             | PGBE AD  | AL :                  | is kwb                                 | SS: Greegy Savings  | Metric First year and lifecycle on ante (pre-evaluation) annualized gas, electric, and demand swings in agriculture sector, gross and net  | First year annual kWh net  | Agricultural (A)       | 2016 | N/A           | N/A           | 54,914,559  | 28,994,228  | 25,206,111     | 18,712,794    | 51,037,868  | 55,750,891        | 58,743,662  | 57,946,784                                | 56,179,829                                 | Searche data in Internet carcinotes with privacy secure groups in CEDAS.  Proceedings of the CEDAS of the CED  |
| 264                             | PGBS AD  | AS :                  | ii Them                                | SS: Sinergy Savings   | Metric First year and lifecycle or ante (pre-evaluation) annualized gas, electric, an demand savings in agriculture sector, gross and net  | First year annual Them gross   | Agricultural (A)       | 2016 | N/A           | N/A           | 1,113,179   | 1,170,630   | 406,662        | 129,686       | 360,106     | 341,380           | 339,186     | 436,144                                   | \$70,658                                   | Baseline data in imported consistent with privacy secure groups in COSMS.  Proceedings of the Control of the Cost   |
| 265                             | PGBS AD  | AS :                  | ii Them                                | SS: Snergy Savings  | Metric  First year and lifecycle or ante (pre-evaluation) annualized gas, electric, an denand cavings in agriculture sector, gross and not   | First year annual Therm net  | Agricultural (A)       | 2016 | N/A           | N/A           | 871,717     | 705,032     | 246,683        | 85,943        | 417,288     | 450,246           | 411,919     | 481,756                                   | \$80,000                                   | Sealer for 20 improved accinition with property and SEASE 1000000000000000000000000000000000000   |
| 266                             | PGBE AD  | AL :                  | is kw                                  | SS: Sinergy Savings   | Metric First year and lifecycle or ante (pre-evaluation) annualized gas, electric, and demand savings in agriculture sector, gross and net   | Lifecycle av ante kW grass.  | Agricultural (A)       | 2016 | N/A           | N/A           | 178,362     | 127,016     | 81,667         | 110,071       | 79,342      | 86,085            | 91,509      | 92,949                                    | 95,039                                     | Sealing of the company of existing or the price of COMES.  A COMES of COMES  |
| 267                             | PGBS AD  | AS :                  | is kw                                  | SS: Sinergy Savings   | Metric  First year and lifecycle or ante-(pre-evaluation) annualized gas, electric, and demand savings in agriculture sector, gross and net  | Lifecycle aw ante kW net   | Agricultural (A)       | 2016 | N/A           | N/A           | 120,201     | 89,341      | 54,360         | 65,094        | \$7,152     | 62,801            | 66,758      | 67,808                                    | 69,222                                     | Sealed on the composed existation with primary purpose COMMS.  Address agent for an existant primary COMMS and the composed of  |
| 268                             | PGBE AD  | AL :                  | 51 kWh                                 | SS: Snergy Savings  | Metric First year and lifecycle or ante (pre-evaluation) annualized gas, electric, anderson demand savings in agriculture sector, gross and net  | Lifecycle av ante kWh gross  | Agricultural (A)       | 2016 | N/A           | N/A           | 698,948,565 | 570,126,093 | 251,386,871    | 302,852,673   | 592,712,016 | 655,360,826       | 695,260,269 | 676,290,475                               | 620,166,676                                | Sealer data in proposal and displants with proposal of CEARS of CE  |
| 269                             | PGBE AD  |                       | 51 kWh                                 | St: Snergy Savings  | Metric First year and illecycle or ante (pre-evaluation) annualized gas, electric, an demand cavings in agriculture sector, gross and net  |  | Agricultural (A)       | 2016 | N/A           | N/A           | 481,725,607 | 369,145,011 | 174,700,778    | 198,957,261   | 426,280,981 | 471,338,369       | 500,034,117 | 486,419,730                               |  | Sealer of the Compressed evaluation with private year page of COSIAN AND AND AND AND AND AND AND AND AND A  |
| 270                             | PGBE AD  | AS :                  | ii Them                                | SS: Energy Savings  | Metric First year and illecycle or ante-(pre-evaluation) annualized gas, electric, an<br>demand savings in agriculture sector, goes and net  |  | Agricultural (A)       | 2016 | N/A           | N/A           | 10,127,212  | 16,053,724  | 4,557,496      | 1,725,341     | 3,279,356   | 3,108,819         | 3,088,961   | 3,971,902                                 | 5,196,771                                  | Sealed of this registed an identified with primary property GODMS   (SOUTH OF ADMS ADMS ADMS ADMS ADMS ADMS ADMS ADMS   |
| 271                             | PGBS ADI   | AL :                  | ii Them                                | St: Energy Savings  | Metric First year and lifecycle or ante (pre-evaluation) annualized gas, electric, an<br>demand savings in agriculture sector, gross and net  Metric Greenhouse gasses (MT CCDeg) Net Wth savings, reported on an annual |  | Agricultural (A)       | 2016 | N/A           | N/A           | 7,013,911   | 9,695,419   | 2,729,233      | 1,063,153     | 2,568,024   | 2,434,478         | 2,418,824   | 3,110,270                                 | 4,069,529                                  | PAGGAMA specification and siliges with achievement reprotect in 2014 Annual<br>Highorn Tragents were registed the 2014 Presential and Grash Shady, consistent with<br>COUC-edopand grash in 0.12 GH-0015.   |
| 272                             | PGBS AD  |                       | G MTCCOMQ                              | GHG P1: Penetration of energy efficiency programs in the eligible market: Percent of                    | Metric basis of the Current set was causing, reported on an annual basis.  Metric Percent of participation relative to eligible population for small, medium and large customers.  |  | Agricultural (A)       | 2016 | N/A           | N/A<br>2,581  | 24,977      | 17,490      | 2,659<br>5.40% | 1,968<br>175% | 23,213      | 25,356            | 26,718      | 26,855                                    | 25,552<br>7.9%                             | Heart Turper were sin origin to 2014 Prost and and don't help, construent to March College and an 2014 Col  |
| 278                             |  |                       |  | Participation   |  | Percent of participation relative to eligible<br>population for large customers  |                        |      | 262           |               |             |             |                |               |             |                   |             |   |  | Section literative fluid recursive of large outcomers in the section (defined by unique section for section of  |
| 274                             | PGBS AD  | A3 P1: Par            | ticpant Percent                        | P1: Penetration of energy<br>efficiency programs in the<br>eligible market: Percent of<br>Ratticipation | Metric  Percent of participation relative to eligible population for small, medium and large customers   | Percent of participation relative to eligible<br>population for medium customers | Agricultural (A)       | 2016 | 930           | 30,859        | 2.0%        | ٥           | 160%           | 073N          | 3.0%        | 3.0%              | 2.0%        | 3.0%                                      | 3.0%                                       | Numerators. Numerator of participating making microscopic inflanced by virilipse  Professionation of numerator granticipating making microscopic inflanced by virilipse  Professionation of numerator of making microscopic inflanced by virilipse  and which is those and was believed in the participation. Making microscopic inflanced in the professionation of numerators and for numerators and fo  |
| 275                             | PGBS AD  | All PE Par            | ticpant Percent                        | P1: Penetration of energy<br>efficiency programs in the<br>eligible market: Percent of<br>distribution  | Metric Percent of participation relative to eligible population for small, medium and large customers  | Percent of participation relative to eligible<br>population for small customers  | Agricultural (A)       | 2016 | 581           | 81,290        | 0.72%       | 0           | 0.42%          | 017%          | 0.72%       | 0.72%             | 0.72%       | 0.72%                                     | 0.72%                                      | Secretaries Medical and and ordinary designations on the state plotted in colors and state and s  |
| 276                             | PGBS AD  | Ad                    | s/kw                                   | Cost per unit saved   | Metric  Levelized cost of energy efficiency per kWh, therm and kW (use both TRC and PAC)   | PAC Levelized Cost (\$/KW)   | Agricultural (A)       | 2016 | \$ 21,039,789 | 120,201       | \$ 175.04   | 178         | \$ 191.04      | \$ 155.32     | \$ 175.04   | \$ 175.04         | S 175.04 S  | 166.29 \$                                 | 166.29                                     | The adopted avoided cost methodology does not provide information to provide a<br>manniorally value for TWC or PAC Cost on VW.  |
| 277                             | PGBE AD  | A4                    | ic syon                                | Cost per unit saved   | Metric Levelland cost of energy efficiency per kWh, therm and kW (use both TRC and PAC)  | PAC Levelized Cost (\$/kWh)  | Agricultural (A)       | 2016 | \$ 21,039,789 | 481,735,607   | \$ 0.044    | 0           | S 0.059        | \$ 0.051      | \$ 0.044    | \$ 0.044          | S 0.066 S   | 0.041 5                                   | 0.041                                      | No. can per With any per them or per view it (IPAC Cost is Simonic Senting Tradi-<br>sounding Mempy have the thrift IPAC Cost is Simonic Senting Tradition and Cost is Senting Tradition (IPAC Cost is Simonic Senting Tradition (IPAC Cost is Senting Tradition  |
| 278                             | PGBS AD  | Ad                    | iC S/therm                             | Cost per unit saved   | Metric Levelized cost of energy efficiency per kWh, therm and kW (use both TRC and PAC)  | PAC Levelized Cost (§/therm)   | Agricultural (A)       | 2016 | \$ 2,281,443  | 7,013,911     | \$ 0.32     | 0           | 5 0.68         | \$ 0.60       | s 0.125     | \$ 0.325          | s 0.325 s   | 0.309 \$                                  | 0.309                                      | No. data per la finit per primera per la maria (C. Lat., Gineck Lander) Paria.  Medicologico de la maria per la considera del la maria   |
| 279                             | PGBE AD  | AL I                  | LC S/kW                                | Cost per unit saved   | Metric  Leveland cost of energy efficiency per kWb, therm and kW (see both TSC and MC)   | TRC Levelized Cost (S/KW)  | Agricultural (A)       | 2016 | \$ 40,771,778 | 120,201       | s 339.20    | 296         | \$ 448.54      | \$ 333.27     | \$ 239.20   | \$ 229.20         | s 339.20 s  | 322.24 \$                                 | 222.24                                     | This cost per With or per therm or per Will in This Cost a Secret's benefit (Trial<br>learnet); (Mayco) that With or (TRIS Cost a Secret's benefit (Trial learnet)); (Mayco)<br>the three or (TRIS Cost a Secular learnet); (Trial learnet); (Mayco) the Will<br>the three or (TRIS Cost a Secular learnet); (Trial learnet); (Mayco) the Will<br>have a secular secret and the secular learnet (Trial learnet); (Mayco) the Will<br>have a secular secu  |
| 280                             | PGBS AD  | Ad I                  | s speed                                | Cost per unit saved   | Metric Levelized cost of energy efficiency per kWh, therm and kW (use both TRC and PAC)  | TRC Levelized Cost (S/KWh)   | Agricultural (A)       | 2016 | \$ 40,771,778 | 481,735,607   | s 0.085     | 0           | S 0.140        | \$ 0.109      | 5 0.085     | s 0.085           | s 0.085 s   | 0.000 \$                                  | 0.000                                      | The design of account of the control  |
| 281                             | PGBE AD  | A4                    | LC S/therm                             | Cost per unit saved   | Metric Levelland cost of energy efficiency per kWh, therm and kW (use both TRC and PAC)  | TRC Levelized Cost (5/therm)   | Agricultural (A)       | 2016 | \$ 4,421,075  | 7,013,911     | \$ 0.44     | 1           | \$ 1.59        | \$ 129        | \$ 0.69     | s 0.00            | s 0.62 s    | 040 S                                     |  | Constitution and we have deep than a part to the Constitution and the co  |
| 282                             | SW Ass   | CSa :                 | ii Net GWb                             | SS: Snergy Savings  | Metric Net Googy Savings: GWH  | Net GWh savings  | Codes & Standards (CS) | 2016 | N/A           | N/A           | 1,402       | 1,889       | 1,450          | 1,327         | 1212        | 1257              | 1267        | 1327                                      | 1923                                       | 2008-2025 consistent with adapted grain from 0.17-09-025, Tables 1, 2, and 3, p. 13-09-2056 from CGDASE (pollower on chanded). Values summed across all fluor DOS "Shough" and Global Nor Fire year schedule.  The Shough of Code Shoug  |
| 283                             | 9W A1  | CSE :                 | 51 Not MM Theorem                      | SS: Snergy Savings  | Metric Net Congy Savings: MM Therms  | Not MMTherms savings   | Codes & Standards (CS) | 2016 | N/A           | N/A           | 29          | 42          | 45             | 45            | 42          | 42                | 49          | 56  | 55   | 2864-2055 considere with adapted gains from 0.12-06-005, Tables 1, 2, and 3, p. 33-05/2065 from Classifs (politeum one included), Valent summend across all floar (OLI. "Stalling" of differed and first year scaling.  (OLI. "Stalling" of differed and first year scaling.  |
| 284                             | 9W A10   | csa                   | S1 Net MW                              | S1: Energy Savings  | Metric Net Greegy Savings: MW  | Net MW savings   | Codes & Standards (CS) | 2016 | N/A           | N/A           | 272         | 346         | 333            | 298           | 272         | 275               | 311         | 289                                       | 415  | DBS 2015 connect with eating and profit from \$1.2 MeV. \$1.5 meV. \$ |
| 285                             | SW Asi   | CS2                   | 1 Count                                | Advocacy-liuilding  | Number of measures supported by CASS studies in rulemaking cycle   | Number of measures supported by CASS studies<br>in miamaking curie inspent works | Codes & Standards (CS) | 2016 | N/A           | N/A           | 12          | 23          | 64             | 0             | N/A         | N/A               | 12          | 12  | 12   | Measures supported by CASS Security Sec   |

| nent 4, 1200e 19<br>ne: Pacific Gas :<br>Year: 2021 | and Electric                  |                     |  |                          |                      |   |  |  |                 | Baseline        |                 | T   | Ar  | ctual   |  |  | Short Term Target                                |  | T  |   | 7   |  |
|---|-------------------------------|---------------------|--|--------------------------|----------------------|---|--|--|-----------------|-----------------|-----------------|---|---|---|--|--|--|--|--|---|---|--|
| PA /  | AZA<br>NZA Page Ord           | A Method<br>er Code | Units of<br>Measurement  | Metric Type              | Metric/<br>Indicator | Business Plan Att A Description   | Metric   | Sector   | Year            | Numerator       | Denominator     | 2016  | 2017  | 2018  | 2019   | 2018   | 2019   | 2020   | Mid Term Target (2023-2025)<br>Cumulative    | Long Term Target (2030-2020)<br>Cumulative  | Methodology   | Key Deficiolons  Float  Basiline and targets for measure supported are for 2 year cycle rather than  |
| SW  | A10 CS                        | 2 2                 | Count  | Advocacy-livilding       | Metric               | warrant of measures adopted by CaC in rulemaking cycle (indicator of par-<br>anoth)  Number of T-20 measures supported by CASS modes in volume them and   | Number of measures adopted by CEC in<br>mismakine ruris firefirator of ment sends!     Number of 1-20 measures supported by CASE<br>studies in rulemaking cycle (current work)   | Codes & Standards (CS)                                 | 2016            | N/A             | N/A.            | 12  | -   | 5   |  | N/A  | N/A  | 12   | 12   | 12  | Measures adopted by CSC   |  |
| SW  | Aso CS                        | a 1                 | Court  | Advocacy-Appliance       | Metric               | jan-an-army   | studies in rulemaking cycle (current work)   | Codes & Standards (CS)                                 | 2017            | N/A             | N/A             | 5   | s   |   | 4 0  | N/A  | N/A  | s  | 10   | 10  | T-30 measures supported by CASE   | Standard is amount. Target for measures supported over the 2 year cycle center.  Man annual 2010 Center in translation and 2014 miles are the 2 year cycle center.  Manual annual Target for measures adoption alone. I year cycle center than   |
| SW  | A10 CS                        | a 2                 | Count  | Advocacy-Appliance       | _                    | Number of measures adopted by CSC in current year   | Number of measures adopted by CSC in current<br>year.  | Codes & Standards (CS)                                 | 2016            | N/A             | N/A             | 4   |   |   | 3  | N/A  | N/A  | 10   | 10   | 10  | Measures adopted by CEC   |  |
| SW  | A10 CS                        | 4 1                 | Count  | Advocacy-Federal         | Metric               | IV III JANUARU ALINENĮ  | a utility advocated (ICUs to list advocated activities)  | Codes & Standards (CS)                                 | 2016            | N/A             | N/A             | 22  | 7   | ۰   | 1  | 21   | 21   | 21   | 20   | 20  | Standards adopted   | Busilines and targets are annual. Any federal standards based upon Title 20 that<br>were adopted will still be included in the federal count.  |
| sw  | A10 CS                        | 8 2                 | Count  | Advocacy-Federal         | Metric               | Percent of federal standards adopted for which a utility advocated (MOU supported / # DOG adopted)  | Percent of federal standards adopted for which<br>utility advocated (MOU supported / # DOG   | a<br>Codes & Standards (CS)                            | 2016            | N/A             | N/A             | 100%  | 100%  | N/A   | 4%   | 100%   | 100%   | 100%   | 100%   | 100%  | #ICUs supported + # DOG adopted   | Baselines and targets are annual.  |
|   |                               |                     |  |                          |                      |   |  |  |                 |                 |                 |   |   |   |  |  |  |  |  |   |   | Targets are stated for a three-year Tride 24 code cycle. Justifications having multiple<br>reach codes will be counted by reach code nother than by jurisdiction.<br>Accomplishments will be expected from the CE deach Codes website<br>Accomplishments will be expected from the CE deach Codes website  |
| sw  | Aso CS                        | 5 1                 | Court  | Reach Codes              | Metric               | The number of local government Reach Codes implemented (this is a joint ICU and RSN effort)   | The number of local government Reach Codes<br>implemented (this is a joint IOU and REN effort)   | Codes & Standards (CS)                                 | 2016            | N/A             | N/A             | -   | 12  |   | 5 10   | N/A  | N/A  | 25   | 25   | 25  | Reach Code andinances implemented   | main cook will be counted by most code nature than by jurisdiction.  Accomplishments will be reported from the CCE leand clode website  [http://www.mnetgy.cu.gou/title/A/Dillatandards/ordinances/].  |
|   |                               |                     |  |                          |                      |   | Number of training activities (classes, webinans)  |  |                 |                 |                 |   |   |   |  |  |  |  |  |   |   | and a second and a second a se       |
| sw  | A11 CS                        | 6 1                 | Count  | Compliance Improvement   | Metric               | Number of training activities (classes, webinary) held, number of market attos participants by segment (e.g. building officials, builden, arthhets, etc.) and the the stati live journber of the target audience) by sector. (M) Number of training activities.   | held, number of market actors participants by<br>segment (e.g. building officials, builders,   | Codes & Standards (CS)                                 | 2017            | N/A             | N/A             | 138   | 118   | 19  | 1 190  | 138  | 138  | 138  | 138  | 138   | Number of training activities   | 118 live training sessions and 20 webinars in 2017; short, mid, and long-term targets are annual   |
|   |                               |                     |  |                          |                      | esc.) and the the total size (number of the target audience) by sector. (M)<br>Number of training activities  | Number of training activities (classes, webinan;<br>held, number of market actors participants by<br>segment (e.g. building official), builders,<br>architects, etc.) and the the total size (number of<br>the target audience) by sector. (M) Number of<br>training activities                    | er .   |                 |                 |                 |   |   |   |  |  |  |  |  |   |   | targets are annual   |
|   |                               |                     |  |                          |                      |   |  |  |                 |                 |                 |   |   |   |  |  |  |  |  |   |   |  |
| SW  | A11 CS                        | 6 2                 | Count  | Compliance in consumers  | Metric               | Number of training activities (classes, webinard) held, number of market attons participants by segment (e.g. building officials, building, arthhets, wct.] and the the total size (number of the target audience) by sector. [M] Number of participants  | Number of training activities (classes, webinan)<br>held, number of market actors participants by<br>segment (e.g. building officials, builders,<br>architects, etc.) and the hetatil kine (number of<br>the target audience) by sector. (M) Number of   | Codes & Standards (CS)                                 | 2017            | N/A             | N/A             | 3,600   | 3,000   | 4,970   | 3,610  | 3600   | 3600   | 3600   | 3600   | 3600  | Number of participants  | 2000 procedure for the mixing and 600 procedure for well-tonic in 2017; short,<br>red, and long deem mixing are around. Armondors will be drown by many originary originary<br>if an, building efficial, builders, procedures, MISS showely and trappet size of each<br>suggress will be provided drong feet mixed reaching<br>general will be provided drong feet mixed reaching<br>general will be provided drong feet mixed reaching<br>provided to the provided of the procedure procedure.  |
|   |                               |                     |  | ,                        |                      | etc.] and the the total size (number of the target audience) by sector. (M)<br>Number of participants   | architects, etc.) and the the total size (number of<br>the target audience) by sector. (M) Number of   | of   |                 |                 |                 |   |   |   |  |  |  |  |  |   |   | (i.e., building officials, builders, architects, HERS raters) and target size of each<br>segment will be provided during first metrics reporting.  |
|   |                               |                     |  |                          |                      |   | paracipana   |  |                 |                 |                 |   |   |   |  |  |  |  |  |   |   | Code compliance inqueledes increase will be tested via one and post staining   |
| SW  | A11 CS                        | 6 3                 | Score  | Compliance improvement   | Metric               | Increase in code compliance knowledge pre/post training   | Increase in code compliance knowledge pre/pos-<br>training   | Codes & Standards (CS)                                 | 2017            | N/A             | N/A             | 20%   | 20%   | 18%   | 18%  | 20%  | 20%  | 20%  | 20%  | 20%   | Knowledge score   | Code compliance knowledge increase will be sexted via yor and point training<br>questionates. Surveys will be conducted for raining that bears toner<br>hower (in order to provise rolls for in increase training execution).  |
|   |                               |                     |  |                          |                      |   | The negretage increase in circuit negative for   |  |                 |                 |                 |   |   |   | -  |  |  |  |  |   |   | Questionaires will be made available during the first metrics reporting.   |
| REN   | Ass CS                        | iR 1                | Percent  | Compliance Improvement   | Metric               |   |  | Codes & Standards (CS)                                 | 2018            | N/A             | N/A             | N/A   | N/A   | N/A   | N/A  | N/A  | N/A  | N/A  | N/A  | N/A   |   |  |
| REN   | A11 CSi                       |                     | Court  | Compliance Improvement   | Indicator            | Number and percent of jurisdictions with staff participating in an Energy<br>Brilly Energy  | Number and percent of jurisdictions with staff   | Codes & Standards (CS)                                 | N/A - Indicator | N/A - Indicator | N/A - Indicator | N/A - Indicator   | N/A - Indicator   | N/A - Indicator   | N/A - Indicator  | N/A - Indicator                              | N/A - Indicator                                  | N/A - Indicator                              | N/A - Indicator                              | N/A - Indicator                             |   |  |
|   |                               | a 1                 |  |                          | _                    | - majorana  | beautiful and a second and a second  |  | N/A - Indicator |                 |                 |   |   |   |  |  | _  |  |  |   |   |  |
|   | A11 CS                        |                     | Percent  | Compliance improvement   |                      | Number and percent of jurisdictions with staff participating in an Energy<br>Policy Forum   |  |  |                 | N/A - Indicator | N/A - Indicator | N/A - Indicator   | N/A - Indicator   | N/A - Indicator   | N/A - Indicator  | N/A - Indicator                              | N/A - Indicator                                  | N/A - Indicator                              | N/A - Indicator                              | N/A - Indicator                             |   |  |
| REN   | A11 CS                        | 2 a                 | Count  | Compliance improvement   | Indicator            |   | Number and percent of jurisdictions receiving<br>Snergy Policy technical assistance.   | Codes & Standards (CS)                                 | N/A - Indicator | N/A - Indicator | N/A - Indicator | N/A - Indicator   | N/A - Indicator   | N/A - Indicator   | N/A - Indicator  | N/A - Indicator                              | N/A - Indicator                                  | N/A - Indicator                              | N/A - Indicator                              | N/A - Indicator                             |   |  |
| REN   | A11 CSI                       | 2                   | Percent  | Compliance improvement   | Indicator            | Number and percent of jurisdictions receiving Energy Policy technical assistance.   | Number and percent of jurisdictions receiving<br>Energy Policy technical assistance.   | Codes & Standards (CS)                                 | N/A - Indicator | N/A - Indicator | N/A - Indicator | N/A - Indicator   | N/A - Indicator   | N/A - Indicator   | my/A   | N/A - Indicator                              | N/A - Indicator                                  | N/A - Indicator                              | N/A - Indicator                              | N/A - Indicator                             |   |  |
| REN   | A11 CSI                       |                     |  |                          | +                    | Buildings receiving enhanced code compliance support and delivering   |  |  | 1               |                 | N/A - Indicator |   |   |   |  |  |  |  |  |   | 1   |  |
| REN   | A11 CS                        | e 3                 | Court  | Compliance improvement   | Indicator            | Buildings receiving enhanced code compliance support and delivering<br>compliance data to program evaluators  | support and delivering compliance data to<br>occurrant evaluation  | Codes & Standards (CS)                                 | N/A - Indicator | N/A - Indicator | N/A - Indicator | N/A - Indicator   | N/A - Indicator   | N/A - Indicator   | MV/A   | N/A - Indicator                              | N/A - Indicator                                  | N/A - Indicator                              | N/A - Indicator                              | N/A - Indicator                             |   |  |
|   |                               |                     |  |                          |                      |   |  |  |                 |                 |                 |   |   |   |  |  |  |  |  |   |   | "Collaborations" mean sharing mutually-beneficial necourses such as training<br>materials, expertise, and marketing/outreach tactics that help achieve WEET goals.   |
|   |                               |                     |  |                          |                      |   |  |  |                 |                 |                 |   |   |   |  |  |  |  |  |   |   | and outcomes and that support the collaborating organizations' goals and objectives.   |
| PG&E  | A12 WET                       | -1 1                | Count  | Collaborations           | Metric               | Number of collaborations by Business Plan sector to jointly develop or<br>share training materials or resources.  | Number of collaborations by Business Plan<br>sector to jointly develop or share training<br>materials or resources.  | Workforce Education and<br>Training (WET)              | N/A             | N/A             | N/A             | N/A-PG&E did not execute<br>collaboration agreements in<br>2016   | N/A   | N/A   | s  | N/A  | s  | 4  |  |   | Staff inout.  | The targets are based on interviews with Milds staff. Mild does not anticipate a<br>steep increases in the number of collaborations, but nother tempore within our<br>number of collaborations as solvithe because silvastating without the need for<br>making the collaboration of the collabor |
|   |                               | 1                   |  |                          |                      | share training materials or resources.  | materials or resources.  | Training (WET)   |                 |                 |                 | 2016  |   |   |  | -  |  | -  |  | _   |   | using that she fail is set formation of the contraction of the contrac       |
|   |                               |                     |  |                          |                      |   |  |  |                 |                 |                 |   |   |   |  |  |  |  |  |   |   |  |
|   |                               |                     |  |                          |                      |   |  |  |                 |                 |                 |   |   |   |  |  |  |  |  |   |   | Targets reflect number of agreements currently in place as of the referred time period.  |
|   |                               |                     |  |                          |                      |   |  |  |                 |                 |                 |   | aj Residential: 3,680                                   |   | a)   |  |  |  |  |   |   |  |
|   |                               |                     |  |                          |                      |   |  |  |                 |                 |                 | a) Residential: 2,457<br>Non-Rec: 3,056<br>TOTAL: 6,513   | aj Residential: 3,680<br>Non-res: 3,574<br>101AL: 7,254 | n/ 2.463 flow   | Residential: 3,866<br>Non-residential: 9,596   |  |  |  |  |   |   |  |
|   |                               |                     |  |                          |                      |   |  |  |                 |                 |                 |   | N Architecture 1709                                     | a) 2,463 Res<br>9,259 Non-res.<br>TOTAL: 12,992   | Total 12.462   |  |  |  |  |   |   |  |
|   |                               |                     |  |                          |                      |   |  |  |                 |                 |                 | b) in order of popularity:<br>HVAC 3,377  | Benchmarking 756  | b) in order of  | b)   |  |  |  |  |   |   |  |
|   |                               |                     |  |                          |                      |   |  |  |                 |                 |                 | BuildingPerformance 3,272<br>Commissioning(Cs) 2,669  | Building Performance                                    | popularity: HVAC - 6919;<br>Building Performance - 2742   | Building Envelope: 3,252   |  |  |  |  |   |   | "Nexts" refers 12: a Backenstal sersus ono-enddettid b Tolong efficiency trating topic area (e.g., Lighting, NVAC, Agriculture) b Tolong efficiency trating topic area (e.g., Lighting, NVAC, Agriculture)   |
|   |                               |                     |  |                          |                      |   |  |  |                 |                 |                 | Zeroketinergy 1,725   | Climate and<br>Environment 957                          | Controls - 2379;  | Agricultural: 306<br>Building Envelope: 3,252<br>Climate and<br>Sustainability:2,540<br>Commercial Food  |  |  |  |  |   |   |  |
|   |                               |                     |  |                          |                      |   |  |  |                 |                 |                 | Controls 1,451<br>BuildosCoustons 1 244   | Commissioning(Cs) 2722<br>Controls 2198                 | integrated Building Design ,<br>2NG - 2201: Sparry Code   | Commiscion 1-003 Servicot 1,617 Commissioning: 2,096 Energy Auditing: 2,167 Senegy Code (Title 34): 2,162 Finance: 221 Home Performance: 1,285 NNAC: 5,142 Industrial: 366 department of the Table 1,716 Commission 2,716  Industrial: 366 |  |  |  |  |   |   | "Puricipants" means aggregate class attendance, meaning that one person<br>attending two classes throughout the year would qualify as two participants. This<br>is a non-most amountment of working inference for activity of feature.   |
| PG&E  | A12 WET                       | -2 1                | Count  | Penetration              | Metric               | Number of participants by sector  | Number of participants by sector   | Workforce Education and<br>Training (WET)              | 2016            | N/A             | N/A             | StePlanning 1,295<br>Audits 1,125   | Daylighting 528<br>Food Service 540                     | (Tide 24) - 2255; Lighting -<br>1704; Architecture - 1529;  | Energy Auditing: 1,857<br>Energy Code (Title 24): 3,352  | 6,500 Total (2,450 res<br>and 2,050 non-res) | 6,500 Total (2,450 res<br>and 2,050 non-res)     | 6,500 Total (2,450 res<br>and 2,050 non-res) | 6,500 Total (3,450 res and<br>3,050 non-res) | 6,500 Total (2,450 rec and 3,050 no<br>red) | Report from class registration database.  | PG&S analyzed attendance rates since 2012 and discovered a high positive   |
|   |                               |                     |  |                          |                      |   |  |  |                 |                 |                 | Architecture 1,013<br>Renewables 956  | Lighting 1125   | Renewable Energy - 1232;<br>Climate and Sustainability  | Home Performance: 1,285  |  |  |  |  |   |   | The distribution of the control of t       |
|   |                               |                     |  |                          |                      |   |  |  |                 |                 |                 | Refrigeration 876<br>Motors 860   | Motors 456<br>Encess (Manufacturing                     | 1092; Energy Auditing -<br>1040; Solar - 784; Water an  | industrial: 366<br>d innerved Stricturies / 756  |  |  |  |  |   |   | the existing industry. In other words, when the worldorce is bury, they do not have<br>time to attend as many classes. The unemployment rate has fallen since 2016,  |
|   |                               |                     |  |                          |                      |   |  |  |                 |                 |                 | Process/Manufacturing 901<br>Solar 792  | 296<br>Refrigeration 562                                | Energy - S24; Daylighting -<br>SQR; Bendhmarking - 4SS;   | 4,131<br>Lighting:2,919  |  |  |  |  |   |   | which means that streedome may fall as well PGEE will adjust the training formet<br>(e.g., Offer colline classes) and time (e.g., Offer night classes) in order to maintain  |
|   |                               |                     |  |                          |                      |   |  |  |                 |                 |                 | Sendmarking 648<br>Declaration 644  | Renewables 800<br>Site Planning 997                     | 448; Refrigeration - 640;<br>Errores (Manufacturine -   | Rates, Rebate & Incentive<br>Progs: 964  |  |  |  |  |   |   | Cur Junis attendance rigure.   |
|   |                               |                     |  |                          |                      |   |  |  |                 |                 |                 | WaterandEnergy S29<br>Software 426  | Software 175<br>Solar 781                               | 369; Software (Analysis,<br>Modeling) - 240; Motors -   | Renewable Energy: 1,787<br>Software (Analysis,   |  |  |  |  |   |   |  |
|   |                               |                     |  |                          |                      |   |  |  |                 |                 |                 | 18 in Callar of popularies, 18 in Callar of popularies, 18 in Callar of popularies, 18 in Callar of the Callar of | Water and Energy 794                                    | DOTAL: 12,002  b) in under of popularity, 1976. C-180 popularity, 1976. Contentioning [Col2002, 1976. C-180 popularity, 197 | d integrand (displaying / 296: 4,121 Lighting 2,019 Rate, Robate & Incentive Frogr. G64 Senesable Energy: 2,787 Software (Analysis, Modeling): 4259 Other: 25  |  |  |  |  |   |   |  |
|   |                               |                     |  |                          |                      |   |  |  |                 |                 |                 |   | anouncing sus   |   | Gam. as  |  |  |  |  |   |   |  |
|   |                               |                     |  |                          |                      |   |  |  |                 |                 |                 |   |   |   |  |  |  |  |  |   |   |  |
|   |                               |                     | 1  |                          |                      |   |  |  |                 |                 | 1               |   |   |   |  |  |  |  |  |   |   | "Puricipation" means unique participants, meaning that one person attending two<br>classes throughout the year would be counted as one participant.  |
|   |                               |                     |  |                          |                      |   |  |  |                 |                 |                 |   |   |   |  |  |  |  |  |   | Numerator: trom class registration database.  Decominator: PG&E's share of 221,000 jobs is approximately 122,380. Advanced from the propose instribute (ASD) approximately 122,380. Advanced.   | "Curriculum" refers to the portfolio of training programs and training materials offered by WE&T.  |
| PG&E  | A12 WET                       | 1-2                 | Percentage   | Penetration              | Metric               | Percent of participation relative to eligible target population for curriculus  | Percent of participation relative to eligible targe<br>population for curriculum   | e Workforce Education and<br>Training (WET)            | 2016            | 2450            | 132380          | 2.6% (3,450 unique<br>participants)   | 2.70%   | 2.50%   | 3.10%  | 2.60%  | 2.60%  | 2.60%  | 2.60%  | 2.60%                                       | Numerator: from class registration database.<br>Denominator: PGER's share of 221,000 jobs in approximately 122,280 Advanced<br>Foreign Concorn; sinterest yGER in your finding: "Greegy Efficiency account for the<br>largest than of advanced energy jobs in Culifornia. About this 10 advanced<br>energy southers are energlated in the Foreign Cifficency security meeting and<br>over 220,000 jobs." Assume advanced Energy Efficiency jobs are commissions with<br>population for early foreign Foreign Signature jobs are commissions with<br>population for early foreign Signature Signature 1000 constant. | "Sligible target population" refers to the energy efficiency labor workforce within  |
|   |                               |                     |  |                          |                      |   |  |  |                 |                 |                 |   |   |   |  |  |  |  |  |   | over 221,000 jobs." Assume advanced Energy Efficiency jobs are commissents wit<br>population for each PA territory. Population figure obtained from 2000 census.  | each PK's service tentrony based on the proportion of the ICU's tentrony<br>population compared to that of California's population.  |
|   |                               |                     | 1  |                          |                      |   |  |  |                 |                 | 1               |   |   |   |  |  |  |  |  |   |   | austification for targets is consistent with justification provided for metric above.  |
|   |                               |                     | 1  |                          | 1                    |   | 1  |  | $\perp$         |                 |                 |   |   |   |  |  |  |  |  |   |   |  |
| PG&E  | A12 WET                       | ·a 1                | Percentage   | Diversity                | Metric               | Percent of total WS&T training program participants that meet the<br>definition of disadvantaged worker.  | Percent of total WE&T training program<br>participants that meet the definition of<br>disadvantaged worker.  | Workforce Education and<br>Training (WET)              | N/A             | N/A             | N/A             | N/A   | N/A   | 50.29%  | 47.30%   | 60%  | 60%  | 60%  | 62%  | 60%   | The zip codes available in PG&E's database are a mix of home and workplace zip codes. Starting in 2018, PG&E will request home zip codes specifically.  | Calculation based on insudents with valid CA (piot just PGES) silp codes. Numeranter<br>includes undester with may Crity gorden Cut-2011 recents also do not include<br>people who benefited from WESET through consultations, cut   |
|   | -+                            | +                   | 1  |                          | +                    |   | disadvantaged worker.  | 1  | +               | <b> </b>        | -               | l   |   | <b> </b>  | 1  |  | <del>                                     </del> |  | l  |   |   |  |
|   |                               |                     |  |                          |                      |   |  |  |                 |                 |                 |   |   |   | 1  |  |  |  |  |   |   | **signific only to program the install, made, or making the supplement where the incoming in signific as energy deep first the supplement and the incoming install, and a energy deep first than another indicated in adaptive from the language the residue of imprisent. This applicability incoming and incoming another incoming and another incoming and another incoming another incom       |
|   |                               |                     |  |                          |                      |   |  |  |                 |                 |                 |   |   |   |  |  |  |  |  |   |   | remains in repairments, man approximately subdistrict a displace that the transplace the<br>July 9th nulling on workforce standards, it excludes contracts such as those for<br>substream incombine. Codes and Standards, and mini-stream distributor provisions.  |
|   |                               |                     | 1  |                          |                      |   |  |  |                 |                 | 1               |   |   |   |  |  |  |  |  |   |   | "Demonstrated commitment" means that the vendor submits a plan describing  |
| PG&E  | A12 WEI                       | ·a 1                | Percentage   | Diversity                | Metric               | Percent of incentive dollars spent on contracts* with a demonstrated<br>commitment to provide career pathways to disadvantaged workers  | Percent of incentive dollars spent on contracts*<br>with a demonstrated commitment to provide<br>career pathways to disadvantaged workers  | Workforce Education and<br>Training (WET)              | N/A             | N/A             | N/A             | N/A   | N/A   | N/A   | N/A  | 2%   | 2%   | 3%   | SN   | 10%   | Disadvantaged worker tracking is currently not required by PA contract terms and profitions   | Sections and controllers of mass for the hondows a which is pain densiting<br>the section of the s     |
|   | - 1                           |                     |  |                          |                      | The top promote career pure ways to disadvantaged workers   | career pathways to disadvantaged workers   |  |                 |                 |                 |   |   | · ·   |  |  |  |  |  |   |   | the percentage of their workforce qualifying as "disadvantaged", and that they<br>have long-term targets for the percentage of their workforce qualifying as   |
|   |                               |                     | 1  |                          |                      |   |  |  |                 |                 | 1               |   |   |   |  |  |  |  |  |   |   |  |
|   |                               |                     |  |                          |                      |   |  |  |                 |                 |                 |   |   |   | 1  |  |  |  |  |   |   | See "Olizadvantaged worker" above.  Data to support this matrix will be required by one third-name program.  |
|   |                               |                     |  |                          | Щ.                   |   |  |  |                 |                 |                 |   |   |   |  |  |  |  |  |   |   | Implementers as part of the upcoming solicitations.  |
|   | A12 WET                       | -36 1               | Court  | Diversity                | Indicator            | Number Career & Workforce Readiness (CWR) participants who have been<br>employed for 12 months after receiving the training   | Number Career & Workforce Readiness (CWR)<br>participants who have have remined for 12   | Workforce Education and<br>Training (WET)              | N/A             | N/A             | N/A             | N/A   | N/A - Indicator   | N/A   | N/A  | N/A  | N/A  | N/A  | Na   | N/A   | CWR program does not yet exist. CWR RFA/RFP will be issued Q3 2019 with explicited launch mid-2020.   | Sea to a Space TSC methic will be required by an event due at hyp program  planementors as part of the operating exhibitions or  The more applies only the technological policitations.  The more applies only the technological policitations or  administration of the company of        |
| PG&E  |                               | +-                  |  | ,                        | 1                    | ensywyru für 1.1 months after receiving the training  | months after receiving the training  | -arting (MA-1)   | 1               |                 |                 |   |   |   |  |  |  |  |  | ļ   | Improvens districts mid-2020.   |  |
| PGES  | -+                            | 1                   | Count  | Research Prioritization  | Metric               | Number of TPMs initiated (gas and electric combined), including one technology-focused pilot (TPF) TPM "This number will be updated once a third party contrasts have been awarded.   | Number of TPMs initiated (gas and electric<br>combined), including one technology-focused<br>pilot (TP) TPM  | Emerging Technologies (ET)                             | N/A             | N/A             | N/A             | N/A   | N/A   | N/A   | 6 Electric and gas TPMs<br>where initially developed in  |  | 0  | 4  | tod TPMs*                                    | thd TPMs*                                   | Data for this metric will be gathered from 3P TPM implementers annually.  | 1) Technology priority maps (TPMs) are defined in the Business Plan 2) Technology-<br>focused pilot: Fee STP-M2  |
| PGBS<br>SW  | A13 ETP-                      | W1 1                |  | Research Prioritization  | Metric               | third party contracts have been awarded.  Number of TPMs updated "This number will be updated once all third  | pliot (TFP) TPM  Number of TPMs updated  | Emerging Technologies (ET)                             | N/A             | N/A             | N/A             | N/A   | N/A   | N/A   | 2017 and 2018 respectively.<br>N/A—Electric TPMs will be   |  |  | 3  | that TPM s*                                  | thd TPMs*                                   | Data for this metric will be gathered from 3P TPM implementers annually.  | 1) Technology priority maps (TPMs) are defined in the Business Plan  |
| SW  |                               | M1 1<br>M2 1        | Court of TPAA  |                          | Metric               | party contracts have been awarded.  Number of projects initiated "This number will be updated once all third.   | Number of projects initiated   | Emerging Technologies (ET)                             | 2016            | N/A             | N/A             |   | Ω   | 47  | undated in 2020.   |  |  | 61   | thd projects*                                | tbd projects*                               | Data for this metric will be gathered from 3P TPM implementers annually.  | As I missing pricing year only respect (remy or the mission or an extensive Final ).  Il Technology priority maps (TPMs) are defined in the Business Plan 2] Projects are considered "foliation" when project to diget has been approved and funding   |
| sw  | A13 ETP-                      | _                   | Count of TPMs  | Australia                | Metric               |   |  |  | +               | -               |                 |   | -   | 4/  | - 41   |  |  | 60   | tod projects*                                | tod projects*                               |   | allogated.   |
| SW  |                               | _                   | Count of TPMs Count of Projects                                    | Projects                 |                      | Number of outmach events with technology developers with products <1<br>year from commercialization, including new technology vendors,  | Number of outreach events with sechnology<br>developers with products <1 year from<br>commercialization, including new technology<br>wendors, manufacturiers, and entrepreneurs.   | Emerging Technologies (ET)                             | 2016            | N/A             | N/A             | 5   | s   | 6   | s  |  | 2  | 3  | tbd events*                                  | tbd events*                                 | Each ETP event will provide data for ETP-M4 and ETP-M5 simultaneously.**Oata<br>for this metric will be gathered from TPM Implementers annually based on<br>methodology to be determined.   | Technology developent" – Any organization or company that develops energy efficiency and demand response exthnology suitable for inclusion in PA incentive   |
| SW SW   | ALI ETH                       | _                   |  | Projects<br>Outreach     | Metric               |   | www.nercarastion, including new technology   | 1  | 1               |                 |                 |   |   |   |  |  |  |  |  |   |   | 11 "Technology developme" — Any organization or company that develops emerge<br>definitions and demand consumer bedouling united in reclusion in No contine<br>paging mile 37 "Event" — IT Surrest, welcome, and in-person meeting, as proposed<br>by 27 to implementation.  |
| SW<br>SW  | ALI ETH                       | M3 1                | Count of Projects  |                          | Metric               | manufacturers, and entrepreceurs. "This number will be updated once all<br>third party contracts have been awarded.   | vendors, manufacturers, and entrepreneurs  |  |                 |                 | _               | 1   | 1 -   | See ETP-MM  | See ETP-M4   | See ETP-M4                                   | See ETP-M4                                       | See STP-M4                                   | See ETP-M4                                   | See ETP-MM                                  | Each ETP event will provide data for ETP-M4 and ETP-M5 simultaneously.**Cata for this metric will be gathered from 3P TPM implementers annually based on methodology to be determined.  | 1s "Suchrounge developers" - Any organization or company that develope energy efficiency and demonstrating process sectioning undertake for circulate in its Procession programs. If "Seventi" — TI Seventia, welcome, and in-person meetings, as appropriet by TI "Procession" or TI Seventia, welcome, and in-person meetings, as propriet by TI "Procession" or TI Seventia, welcome, and in-person meetings, as  |
| SW<br>SW<br>SW                                      | A13 ETP1 A13 ETP1             | M3 1                | Count of Projects  Count of Sweets                                 | Outreach                 |                      | Number of outmach events with technology developers with products of<br>year from commendativation, including new technology vendors,<br>manufacturers, and entrapressure. This number will be updated once all<br>third party contracts have been awarded.  Number of outmach events with technology developers with products of<br>warms from commendativation including one with products.   | wendors, manufacturiers, and entrepreneurs.  Number of outreach events with technology developers with products of wears from  |  |                 |                 |                 | And Processing  |   |   |  | See STP-M4                                   | See £19-664                                      | See ETP-M4                                   | See ETP-M4                                   | See ETP-M4                                  | for this metric will be gathered from 3P TPM implementers annually based on<br>methodology to be determined.  | programs, 21 "Syents" - ET Summit, webiggs, and in-person meetings, as   |
| SW<br>SW  | ALI ETH                       | M3 1                | Count of Projects  Count of Sweets                                 |                          | Metric               | manufacturers, and enterpreseurs. This number will be updated once all third party contrast have been awarded.  Number of outrasch events with technology developers with products < years from commercialization, including new technology vendors, manufacturers, and enterpreseurs. This number will be updated once all third party contrast have been awarded.   | wenders, manufacturiers, and entrepreneurs.  Number of outreach events with technology developers with products of years from commercialization, including new technology wenders, manufacturiers, and entrepreneurs.  | Emerging Technologies (ET)                             | 2016            | N/A             | N/A             | See ETP-M4  | See ETP-M4  | See ETP-M4  |  |  |  |  |  |   |   | proposed by ETP implementers.  |
| SW SW SW  | A13 E1A<br>A13 E1A<br>A13 E1A | M3 1 1 M4 1 1 M5 1  | Count of Projects  Count of Events  Count of Events                | Outreach<br>Outreach     | Metric               | Number of outreach events with technology developers with products of<br>years from commercialization, including new technology vendors,<br>manufacturers, and extrapreseurs. This number will be updated once all<br>third party contracts have been awarded.  | Number of outreach events with technology<br>developers with products G years from<br>commercialization, including new technology<br>sendors, manufacturers, and entrepreneurs   | Emerging Technologies (ET)                             |                 |                 |                 |   |   |   | N/A-TFPs will begin once 3P  |  |  |  |  |   |   |  |
| SW<br>SW<br>SW                                      | A13 E1A<br>A13 E1A<br>A13 E1A | M3 1                | Count of Projects  Count of Sweets                                 | Outreach                 |                      | mandicative, and detrapreneurs. "This number will be updated once all<br>fively appropriates have been beautiful." A support of the product of<br>surface of conseals next with technology developes with product of<br>surface for destands not finding see a contrology weeker,<br>mandicatives, and detrapreneurs. "This number will be updated once all<br>this play control not be been assured on<br>the property of the product of the progress associated with only face including<br>larger associated with only face includes from the control<br>of the updated once in this play greatest in between beat weeker. | Number of outreach events with technology<br>developers with products G years from<br>commercialization, including new technology<br>sendors, manufacturers, and entrepreneurs   | Emerging Technologies (ET)  Emerging Technologies (ET) | 2016<br>N/A     | N/A<br>N/A      | N/A             | See ETP-M4<br>N/A   | See STP-M4  | See CTP-M6  | N <sub>c</sub> (X.—TFPs will begin once 2P<br>implentation contracts have<br>been awarded.   |  | 0  | 2  | tbd*   | thd*  | ETP-MG metric is a subset of ETP-MF2 and counted towards ETP-MF2 targets. All targets will be determined by 3P TPM implementars.  | 1] "Cooperation" is defined as a process by which all parties work towards a<br>mutual objective.  |
| SW<br>SW<br>SW                                      | A13 E1A<br>A13 E1A<br>A13 E1A | M3 1 1 M4 1 1 M5 1  | Count of Projects  Count of Events  Count of Events                | Outreach<br>Outreach     | Metric               | Number of activation-vessels with producing developmen with products of<br>years from commercialisation, validing the extracting vessels or<br>produced to the product of the product of the product of the<br>spirit products the level been awarded.<br>When they contract have been awarded.<br>When they operate has been to be a produced to the product of<br>programs associated with earth Tactorology focused Plot Tho number<br>will be updated or on all third party contracts have been awarded.  | Number of outreach weres with schoology developers with products of years from commercialization, including new schoology weedors, manufaturers, and enterpreneurs.  Number of projects instituted with cooperation from other internal ICID programs associated with each Technology-focused Plot | Emerging Technologies (ET)                             |                 |                 |                 |   |   |   | been awarded.  | 0  | 0  | 2  | tbd*   | thd*  |   | 1] "Cooperation" is defined as a process by which all pasties work towards a<br>mustual objective.   |
| SW<br>SW<br>SW                                      | A13 E1A<br>A13 E1A<br>A13 E1A | M3 1 1 M4 1 1 M5 1  | Count of Projects  Count of Events  Count of Events  Count of TiPs | Outreach<br>Outreach     | Metric               | Number of activation-vessels with producing developmen with products of<br>years from commercialisation, validing the extracting vessels or<br>produced to the product of the product of the product of the<br>spirit products the level been awarded.<br>When they contract have been awarded.<br>When they operate has been to be a produced to the product of<br>programs associated with earth Tactorology focused Plot Tho number<br>will be updated or on all third party contracts have been awarded.  | Number of outreach weres with schoology developers with products of years from commercialization, including new schoology weedors, manufaturers, and enterpreneurs.  Number of projects instituted with cooperation from other internal ICID programs associated with each Technology-focused Plot | Emerging Technologies (ET)                             |                 |                 |                 |   |   |   | been awarded.  N/A—TFPs will begin once 3P   | 0  | 0  | 2  | tbd"<br>tbd"                                 | the"  |   | 1] "Cooperation" is defined as a process by which all pasties work towards a<br>mustual objective.   |
| SW<br>SW<br>SW<br>SW                                | A13 E1A<br>A13 E1A<br>A13 E1A | M4 1 1 M5 1 1 M6 1  | Count of Projects  Count of Events  Count of Events  Count of TiPs | Outreach Outreach Pilots | Metric<br>Metric     | Number of colorated neets with technology developes with product of<br>years from commerciation, clusted gene exchange versions, and<br>manufacture, and entrepresent. "This number will be updated once all<br>study agray control and where here asserted.<br>Manufact or prijects in clinical with cooperation from other insenses."<br>Surprise asserted where here Technology control from other insenses<br>will be updated once all third party contracts have been awarded.   | Number of outreach weres with schoology developers with products of years from commercialization, including new schoology weedors, manufaturers, and enterpreneurs.  Number of projects instituted with cooperation from other internal ICID programs associated with each Technology-focused Plot | Emerging Technologies (ET)  Emerging Technologies (ET) | N/A             | N/A             | N/A             | N/A   | N/A   | N/A   | been awarded.  |  |  |  |  |   | CTP-MS metric is a subset of CTP-M7 and courted towards CTP-M7 targets. All targets will be determined by 2P TPM implementers.  |  |

Attachment 4, Table 19
PA Name: Pacific Gas and Electric

| PA No | ment 4, Table 1<br>me: Pacific Gas<br>Year: 2021 | and Electri |                          |   |                          |        |  |  |                            |      | Baseline  |             | 1  | A                        | ctual  |   |   | Short Term Target                             |   | 1   |  | 1   |
|-------|--|-------------|--------------------------|---|--------------------------|--------|--|--|----------------------------|------|-----------|-------------|--|--------------------------|--|---|---|---|---|---|--|---|
| Index | PA   | AZA Page C  | NEA Method<br>Inder Code | Units of<br>Measurement                       | Metric Type              | Me     | intic/<br>Sicator Business Plan Att A. Description   | Metric   | Sector                     | Year | Numerator | Denominator | 2016                                     | 2017                     | 2018   | 2019  | 2018                                      | 2019  | 2020  | Mid Term Target (2023-2025)<br>Cumulative | Long Term Target (2036-2026)<br>Cumulative | Methodology Key befolions Proxy Suplanation FAMS  |
| 314   | SW   | A1S E       | IP-T1 1                  | Percent of New<br>Measures                    | Measure Tracing          | Me     | Prior year: N of new measures added to the portfolio that were previously<br>TP technologies "The PAs believe this is not suited for a metric with<br>targets because ITP does not make decisions about new measures.  | Prior year: % of new measures added to the<br>portfolio that were previously STP technologies  | Emerging Technologies (ET) | N/A. | N/A       | N/A         | For ED, to be determined by an ED study* | to be determined by an E | a e  | Per ED, to be determined by<br>an ED study*   | Per ED, to be determine<br>by an ED study | Per 60, to be<br>determined by an 60<br>study | Per ED, to be<br>determined by an EI<br>study | Per ED, to be determined by an ED study*  | Fer ED, to be determined by an EE study*   | The Collection controlled participates and the information participates and controlled  |
| 315   | SW   | A1S E       | IP-T2 1                  | Count of New<br>Measures                      | Measure Tracing          | Me     | Prior fear: 8 of new measures added to the portfolio that were previously<br>ITP technologies. "The PAs believe this is not suited for a metric with<br>targets because ITP does not make decisions about new measures.  | Prior Year: # of new measures, added to the<br>portfolio that were previously ETP technologies.  | Emerging Technologies (ET) | N/A  | N/A       | N/A         | Per ED, to be determined by an ED study* | to be determined by an E |  | Per ED, to be determined by<br>an ED study*   | Per ED, to be determine<br>by an ED study | Per ED, to be<br>determined by an ED<br>study | Fer ED, to be<br>determined by an El<br>study | Per ED, to be determined by an ED study*  | Per ED, to be determined by an ED study*   | The District Americanian part of pages and the page and t  |
| 316   | SW   | A1S E       | 1 ET-41                  | Percent                                       | Measure Tracing          | Me     | Prior year: N of new codes or standards that were previously ETP<br>technologies. "The PAs believe this is not suited for a metric with targets<br>because ETP does not make decisions about new codes or standards.   | Prior year: % of new codes or standards that were previously ETP technologies.   | Emerging Technologies (ET) | N/A  | N/A       | N/A         | Per ED, to be determined by an ED study* | to be determined by an E |  | Per ED, to be determined by<br>an ED study*   | Per ED, to be determine<br>by an ED study | Per ED, to be<br>determined by an ED<br>study | Fer ED, to be<br>determined by an El<br>study | Per ED, to be determined by an ED study*  | Per ED, to be determined by an ED study*   | to Distance, and training, and target need to be determined by Distance, and the control training to the control training training to the control training training training training training trainin  |
| 317   | SW   | A1S E       | TP-T6 1                  | Court   | Measure Toxing           | Me     | Prior Year: 8 of new codes and standards that were previously ETP sechoologies. "The PAs believe this is not sales for a mestic with targets because ETP does not make decisions about new codes or standards.   | Prior Year: # of new codes and standards that were previously ETP technologies.  | Emerging Technologies (ET) | N/A  | N/A       | N/A         | For ED, to be determined by an ED study* | to be determined by an E |  | Per ED, to be determined by an ED study*  | Per ED, to be determine<br>by an ED study | Per 60, to be<br>determined by an 60<br>study | Per ED, to be<br>determined by an El<br>study | Per ED, to be determined by an ED study*  | For ED, to be determined by an EE study*   | A Dis Manier, microslating, and we give control and an extraction of the control and an extraction control and an extraction control and an extraction control and an extraction of the control and an extraction control and an extraction of the control and an extraction control and an extraction of the control and an extraction of  |
| 318   | SW   | ASS ET      | P-TSa 1                  | Lifecycle net kW                              | Savings Tracing          | Me     | Savings of measures currently in the portfolio that were supported by CTP,<br>added since 2009. Ex exter with gross and set for all measures, with ex-port<br>sets of the set of the<br>tangets because CTP is a non-resource program and does not claim any<br>solvings.  | Savings of measures currently in the portfolio<br>that were supported by ETP, added since 2009.<br>So acts with gross and net for all measures, with<br>ex-gost where available  | Emerging Technologies (ET) | N/A  | N/A       | N/A         | For ED, to be determined by an ED study* | to be determined by an E |  | Per ED, to be determined by an ED study*  | Per ED, to be determine<br>by an ED study | Per ED, to be<br>determined by an ED<br>study | Per ED, to be<br>determined by an EI<br>study | For ED, to be determined by an ED study*  | Per ED, to be determined by an EE study*   | In St. Bendam, embedding, and registrated in a decentional is all continuous and in the   |
| 319   | SW   | ASS ET      | P-750 1                  | Lifecycle net kWh                             | Savings Tracing          | Me     | Savings of measures currently in the portfolio that were supported by VTP,<br>added since 2000. So enter with gross and set for all measures, with expose<br>where available. The PAs believe this is not saled for a metric with<br>targets because ETP is a non-resource program and does not claim any<br>savings.  | Savings of measures currently in the portfolio<br>that were supported by CTP, added since 2009.<br>So ante with gross and net for all measures, with<br>ex-post where available  | Emerging Technologies (ET) | N/A  | N/A       | N/A         | For ED, to be determined by an ED study* | to be determined by an E |  | Per EE, to be determined by an ED study*  | Per ED, to be determine<br>by an ED study | Per 60, to be<br>determined by an 60<br>study | Per ED, to be<br>determined by an EI<br>study | For ED, to be determined by an ED study*  | Fer ED, to be determined by an EE study*   | No. 20 and combinating, and specific and the accounting of the complete of the  |
| 320   | SW   | ASS ES      | P-TSc 1                  | Lifecycle net Therms                          | Savings Tracing          | Me     | Savings of measures currently in the partfalls that were supported by ETP,<br>added since 2006. So anter with gross and see the all measures, with sepond<br>where available. The PAs believe this is not suited for a metric with<br>targets because ETP is a non-resource program and does not claim any<br>savings.   | Savings of measures currently in the portfolio<br>that were supported by ETP, added since 2009.<br>Six ante with gross and net for all measures, with<br>ex-post where available | Emerging Technologies (ET) | N/A  | N/A       | N/A         | For ED, to be determined by an ED study* | to be determined by an E |  | Per CD, to be determined by an CD study*  | Per ED, to be determine<br>by an ED study | Per ED, to be<br>determined by an ED<br>study | Per ED, to be<br>determined by an El<br>study | ED study*                                 | Per ED, to be determined by an EE study*   | The Banker amountaining and the principle of the intermediate to the control of t  |
| 321   | SW   | ALS FI      | P-Téa 1                  | Count of project ideas by PA                  | Project idea Trading     | Me     | whether and course for present ally admitted of present claim authorized<br>COSTEGG CF as about TMP times reproduce growner, let the<br>crespons of tenorize. Por attributed late, resolution, recreptions, etc.,<br>"The PAS talkers both is not used that or not rice that present because TDP<br>related."  In the contraction of the contraction of the chance Contraction of the contract | Number and source (as reported by submitter) of project deas submitted OUTSDS OF the annual TPM research planning process by PA.   | Emerging Technologies (ET) | N/A  | N/A       | MA          | NGA                                      | N/A                      | nya.   | N/A— TPMs will be used once 39 implentation contracts have been awarded.  |   | 2   | ž   | thd*                                      | thd*                                       | Data for this service and the galacted from \$20.00 to proposed to service \$1.00 to \$ |
| 322   | sw   | AIS ET      | 9-760 1                  | Count of project<br>ideas by national<br>labs | Project Idea Trading     | Me     | humber and usured jor reported by submitted of project ideas submitted<br>OUTSG GG the annual TPM research justicing prosens, for these<br>OUTSG GG the annual TPM research justicing prosens, for these<br>17-bits Assistant bits is not useful for a north cash trapped because CTP-<br>ferridge and conscious this is not useful for a north cash trapped because CTP-<br>ferridge and conscious the number of submitted one con-the insource. Together<br>sent in very to not feel register that is not conscious progresses in<br>sent out access may be updated in collaboration with CD after all 2PP contracts<br>are accessed.  | Number and source (as seported by submitter) of project ideas submitted OUTSON OF the assual TFM research planning process by National Lab                                       | Emerging Technologies (ET) | N/A  | N/A       | Nor         | N/A                                      | N/A                      | N/A  | N/A—TPMs will initiated<br>ance 3P implentation<br>contracts have been<br>awarded.  | 0   | 1   | 1   | thơ*                                      | thd*                                       | Sea To Conseq. 10 This property of the galacted from \$2.75 Managements conseq. Fig. (2017). It is not a solar total "Company Exhibitions The Administration Design Exhibitions   |
| 222   | SW   | A15 EI      | P-Téc 1                  | Count of project<br>ideas by<br>manufacturers | Project Idea Trading     | Me     | Number and usuard jax reparted by submitted of project ideas submitted of project ideas submitted confidence of the project in the second judgment project in the project of the project in the project i         | Number and source (as reported by submitter) of project ideas submitted CUTEDE OF the annual THM research planning process by Manufacturer                                       | Emerging Technologies (ET) | N/A  | N/A       | SĄ (A.      | NGA                                      | N/A                      | N/A  | N/A— TPMs will be used<br>once 39 implentation<br>contracts have been<br>awarded.   | ۰   | i   | s   | tbd*                                      | thd*                                       | Seat to find a more all to galacted than \$2.00 May proposed a more of the control   |
| 224   | SW   | ALS ET      | 9-76d 1                  | Count of project<br>ideas by<br>entrepreneurs | Project Idea Trading     | Me     | where and source for respectably admitted by applications absoluted of 1976 COV (1976). The source of 1976 COV (1976) COV         | Number and source (as reported by submitter) of project ideas submitted OUTEDS OF the annual TPM research planning process by Cotsepeneau:                                       | Emerging Technologies (ST) | N/A  | N/A       | N/A         | NA                                       | N/A                      | N/A  | N/A— TPMs will be used<br>once 39 implentation<br>contracts have been<br>awarded.   | 0   | 0   | i   | thd*                                      | the*                                       | last for for carrie and bug description of The Highesterium control, if the<br>process of the second control of the Highesterium control, if the<br>process, it can be reported on the Third and Third of the High<br>process, it can be reported on the Third and Third of the High<br>process of the High Control of the High Control of the High<br>process of the High Control of th  |
| 225   | SW   | A15 E1      | P-T7a i                  | Count of project<br>ideas by PA               | Project Idea Trading     | Me     | whether and source for respectably admittagle of president authorized<br>6.2 84 GO C shared DRM researce principal granules, the time<br>cregionic of sources. Ph. or principal lay, resoluted and president and<br>credit principal granules. The principal lay resoluted are president as<br>principal granules. The principal granules are shared under source largest and<br>section and control the incubate of subdivisions for the source. Targets a<br>section of the principal granules are described as<br>a way that may respirately report the section execution of the principal<br>and sources may be supdirectly as subdivisions with 50 after all 20 controls<br>are as exactly.   | STP-T7a Number and source las reported by submitteely of project ideas submitted AS FAST Of the annual TPM research planning process by PA                                       | Emerging Technologies (ET) | N/A  | N/A       | N/A         | N/A                                      | N/A                      | n/a  | h/A— TPMs will be used<br>once 39 implentation<br>contracts have been<br>awarded.   | 0   | 3   | a   | thd*                                      | the*                                       | Date for this series will be global from 2 this series of the global from 2 through global from 2 through global from 3 through glob  |
| 226   | SW   | ALS ET      | 9-776 1                  | Count of project<br>ideas by national<br>labs | Project Idea Trading     | Me     | whether and course for respectably admitted for project claim authorized<br>6.2 FM CO C season (DN courses principle); and course course<br>crange(sine of sources: Ph. or principal lay, resolubles, respectables, courses (P).<br>"The PA bulles laws to bit, not usual for a restrict with trapper bocases (P).<br>Here's consist countries for including the shadowing on the forest courses (Taylor and<br>course). The part of the course of the course of the principle course of the course of the principal<br>as with that may reported virginant the achievement of the principal<br>and sources may be updated in collaboration with 50 sher all 30 connects<br>so awarded.  | Number and source (as reported by submitter) of project ideas submitted AS FART OF the annual TPM research planning process by National Lab                                      | Emerging Technologies (ET) | N/A  | N/A       | N/A         | N/A                                      | N/A                      | n/a  | h/A— TPMs will be used<br>once 39 implentation<br>contracts have been<br>awarded.   | 0   | i   | s   | thd*                                      | the*                                       | Date for this series will be global from 2 this series of the global from 2 through global from 2 through global from 3 through glob  |
| 227   | SW   | A15 E1      | P-T7c s                  | Count of project<br>ideas by<br>manufacturers | Project Idea Trading     | Me     | whether and source for respectably admitted for project claim authorized<br>6.2 FM CO C shared DNP inseres principles grantes, the time<br>crangeline of autorize. Ph. a prisonal file, insered principles grantes, the time<br>crangeline of autorize. Ph. a prisonal file, insered principles corresponded principles<br>for the control cannot the insertable file. In anticolate the principles of the<br>file of the control cannot the insertable of subdivisions for the first autoria. Target at<br>a way that may regularly inprinciple sufficiences conflict principles<br>as with that may regularly inprinciple from the Conference of the principle<br>and success may be updated in sulfaboration with 50 sher all 30 controls<br>so awarded.  | Number and source (as reported by submitter) of project ideas submitted AS FART OF the annual TFM research planning process by Manufacturer                                      | Emerging Technologies (ET) | N/A  | N/A       | N/A         | N/A                                      | N/A                      | n/a  | h/A— TPMs will be used<br>once 39 implentation<br>contracts have been<br>awarded.   | 0   | i   | s   | thd*                                      | the*                                       | Date for this series will be global from 2 this series of the global from 2 through global from 2 through global from 3 through glob  |
| 228   | SW   | ALS ET      | P-774 s                  | Count of project<br>ideas by<br>entrepreneurs | Project idea Trading     | Me     | header and doubted jet registered by eucliderial of project dates understand the left of the project dates understand the left of the left         | Number and source (ix reported by submitter) of project ideas submitted AS FART OF the annual TPM research planning process by interpreneur                                      | Emerging Technologies (ET) | N/A  | N/A       | N/A         | N/A                                      | N/A                      | nga.   | h/A— TPMs will be used<br>once 39 implentation<br>contracts have been<br>awarded.   |   | 0   | ś   | thd*                                      | the*                                       | Date to the same and any police of the or 20 MV improvement. Figure as a<br>Control Trough 1 Control Trough 1   |
| 329   | SW   | A16 E       | TP-TR 1                  | Number of lists                               | Statewide Goal Alignment | ect Me | Let of ETP projects signed with casevaled great that were included in the<br>reporting year with specificity as to what supect of each goal? In it difficie,<br>Goals, will also be looked in the ETP detabase. A for of eligible goals will be<br>developed collaboratively with EQ.  | List of ETP projects aligned with statewide goals that were initiated in the reporting year with specificity as so what aspect of each goal it is sufficient                     | Emerging Technologies (ET) | N/A  | N/A       | N/A         | N/A                                      | N/A                      | The statewide goals to be tracked are still under collaborative discussion will £0 and not yet available; hence, no data will be reported for 2018 | N/A - The statewide goals to<br>be tracked are still under<br>callaborative discussion with<br>6D and not yet available;<br>hence, no data will be<br>reported for 2019 | N/A                                       | N/A   | N/A   | 3 lists cumulative                        | 2 lists cumulative                         | Description of the property of  |

#### 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.
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

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 Downey & Brand
East Bay Community Energy
Ellison Schneider & Harris LLP
Energy Management Service
Engineers and Scientists of California

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

ICF IGS Energy

International Power Technology 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

Modesto Irrigation District NLine Energy, Inc. NRG Solar

McKenzie & Associates

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

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

SCE SDG&E and SoCalGas

Tiger Natural Gas, Inc.

**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

TransCanada
Troutman Sanders LLP
Utility Cost Management
Utility Power Solutions
Water and Energy Consulting Wellhead
Electric Company
Western Manufactured Housing
Communities Association (WMA)
Yep Energy