

**LOW INCOME  
ENERGY EFFICIENCY PROGRAMS  
ANNUAL SUMMARY AND  
TECHNICAL APPENDIX**

**2004 Results  
May 2005**



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# Executive Summary

## Overview

This report on San Diego Gas and Electric's Low Income Energy Efficiency (LIEE) Program provides information on the program accomplishments and expenditures for program year (PY) 2004. SDG&E offers its low-income customer two separate Low Income Energy Efficiency (LIEE) programs: the Direct Assistance Program (DAP) and the Energy Education for Low Income Program (EELI). DAP provides weatherization services, energy efficient lighting, energy efficient appliances, and energy education at no cost to qualified gas and electric customers. EELI offers energy education to customers by providing them with the information needed to reduce their energy use and gain more control over their energy bills.

## Program Results

The PY2004 LIEE program design and funding was approved by the Commission in Decision (D.) 02-12-019. During PY2004, DAP served a total of 14,897 homes and weatherized 11,780 homes. SDG&E also installed 6,247 refrigerators, 56,512 compact fluorescent lamps, and repaired or replaced 1,343 natural gas furnaces. EELI provided energy education to 11,702 SDG&E customers.

Weatherization and appliance installations resulted in first-year energy savings of 6,887 mWh and 263 mTherms. The average per home lifecycle bill savings for the program is \$553. SDG&E used the 2001 load impact evaluation to calculate measure savings for the 2004 DAP program.

SDG&E's authorized budget for PY2004 was \$13,368,093, exclusive of any unspent funds from 2003. LIEE program expenditures during 2004 totaled \$14,405,365. Any unspent 2004 LIEE program funds will be carried over and used in SDG&E's PY2005 program.

# Low Income Energy Efficiency Programs

## Program Summary

SDG&E offers low-income customers two separate LIEE programs: the DAP and the EELI program. SDG&E contracts with an outside consultant to manage the field activities of both of its LIEE programs. Under DAP, the consultant performs outreach to customers, and provides in-home energy education and assessment of the home. The consultant subcontracts the DAP weatherization activity and a portion of the Heating, Ventilation and Air Conditioning (HVAC) work to licensed contractors to the clients of community based organizations and agencies within the low-income community.

DAP is designed to help low-income residential customers control energy costs by providing no-cost weatherization, energy efficient lighting, appliance services, and energy conservation education. Communities targeted for DAP participation by SDG&E are those where a majority of the households are at or below the income guidelines established by the California Public Utilities Commission (Commission) for the utilities' low-income programs. Customers must meet the program's income eligibility guidelines adopted by the Commission and the customer residence structural feasibility criteria in order to receive no cost home weatherization, lighting and appliance services.

SDG&E's EELI program is designed to educate low-income residential customers on how to alter and/or change their energy usage by modifying certain household energy consumption patterns and habits. This program offers education in various languages including English, Spanish, African, Arabic, Asian, Eastern European, Laotian, Middle Eastern languages, Russian, and Vietnamese. Outreach for the EELI program is achieved through a continued presence in the low-income community and through education services that are delivered through a network of local agencies that provide services to SDG&E's culturally diverse low-income population.

As reported in Table 2.1.1 and Table 2.3, SDG&E spent a total of \$14,405,365 on its LIEE programs. Annual energy savings realized from these expenditures are 6,887 mWh and 263 mTherms. Therm savings resulting from the installation of "Big Six" measures totaled 194 mTherms. The total resource cost ratio of the program is 0.73, the utility cost ratio is 0.47, and the modified participant ratio is 1.07.

## PY2004 Low Income Energy Efficiency (LIEE) Program

### Direct Assistance Program

During PY2004, SDG&E treated 14,897 homes and weatherized 11,780 homes. Throughout PY2004, SDG&E combined its LIEE program outreach with its Medical Baseline program, Lighting Turn-In program, Family Electric Rate Assistance (FERA) program, and California Alternate Rates for Energy (CARE) program outreach activities in order to provide customers with knowledge of and access to all customer assistance programs. Other outreach efforts and media activities conducted during the year included the following:

- Updated the DAP enrollment forms to include a CARE and FERA component which enables customers to enroll in all income-eligible programs at one time, and allows customer income documentation for all income-eligible programs to be collected at the same time.
- Identified, qualified, and enrolled customers for LIEE services by SDG&E's primary program field services implementation contractor. Used available marketing research and census track data to conduct direct mail campaigns specifically targeted to potential DAP customers in targeted zip codes.
- Used a research firm to conduct follow-up telephone calls to customers where no response was received to the direct mail campaigns. This proactive approach significantly increased the response rate for the direct mail campaign by approximate 10 percent.
- The CARE participant database information was provided to the implementation contractor for use in conducting LIEE program outreach.
- Referred LIEE customers to the Department of Community Services and Development in order to leverage funds to provide additional energy efficient measures and services to low-income customers.

SDG&E continued to run LIEE program print advertising in multiple languages. Below is a table showing the print media and circulation associated with these publications.

<u>Language</u>	<u>Circulation</u>	<u>Area Served</u>
<b><u>Chinese</u></b>		
American Chinese Times	14,000	San Diego County
We Chinese in America	5,000	San Diego County
Chinese News	10,000	San Diego County
<b><u>Filipino</u></b>		
Asian Journal San Diego	35,000	San Diego County
Filipino Press	25,000	San Diego County
<b><u>Vietnamese</u></b>		
Nguio Viet	6,000	San Diego County
Saigon Nho	6,000	San Diego County
Tieng Viet	6,000	San Diego County and Vicinity

English print ads were placed in the following publications:

- North County Times
- Imperial Beach Eagle Times
- San Diego Voice and Viewpoint
- Alpine Sun
- Chula Vista Star News
- East County Californian
- North Park News
- San Diego Seniors
- Senior Life
- Penny Saver

An in-language Spanish print ad was developed and placed in the following publications:

- Enlace
- La Prensa
- El Latino

For English radio:

- KFMB
- "KOOL" FM
- KOGO-AM
- KPLN
- KPOP-AM
- KPRZ-AM
- KYXY
- XHRM-FM

For Spanish radio:

- KLNV (Viva)
- KLQV (La Nueva)
- XLTN-FM (Radio Latina)

### **Energy Education for Low Income (EELI)**

Energy Education is provided to program participants through two components:

The Energy Practices Survey consists of a simple energy-use checklist that, when completed by the customer, provides immediate feedback on the cost of various energy-use practices. The survey is provided in English and Spanish.

The Energy Conservation Video reviews energy and money saving information and provides cost information on many day-to-day energy uses. The video is in English and Spanish.

During PY2004, the EELI program educated 11,702 low-income residential customers on how to alter and/or change their energy usage by modifying certain household energy consumption patterns and habits with expenditures of \$64,361. EELI group education was provided through a network of local community based organizations (CBOs) that serve low income clientele including agencies serving the "underserved" and "hard-to-reach" population in SDG&E's service territory. EELI workshops were also held at senior centers, school financial workshops, and adult education facilities in an effort to reach seniors and other special interest customers outside of the EELI provider network. EELI is offered in English and Spanish and it informs

customers on how energy is being consumed in their homes and provides them with methods of reducing energy costs through energy conservation. Other SDG&E assistance programs are discussed with EELI participants including DAP, CARE, FERA, Medical Baseline, and Level Pay Plan.

Additionally during PY2004, SDG&E contracted with new community agencies, provided agency training, and monitored agency energy education workshops. SDG&E provided oversight of the activities enumerated in the EELI community agency contracts in order to better serve its customers by increasing efficiencies and leveraging of existing relationships.

### **PY2005 Low- Income Energy Efficiency Program Plans**

In compliance with Commission D.03-11-020, SDG&E filed Application (A.) 04-07-011, dated July 1, 2004, for approval of its 2005 low-income assistance programs and funding.

D.03-11-020 directed the investor-owned utilities (IOUs) in their applications to present estimates of PY2005 program costs based on the measures authorized in D.03-11-020, along with year-to-date LIEE expenditures and estimates of any carryover funds, by budget category. The Decision also directed that the applications include updated program data using the format provided in D.02-12-019. D.02-12-019, an Interim Order, directed the utilities to continue the programs and to provide customers all feasible LIEE measures, including the pilot rapid deployment measures authorized in D.01-05-033, until further Commission order. It also authorized SDG&E to utilize \$13,368,093 for its PY2003 program and beyond, in order to maintain the higher level of services to the limited-income customers provided under its rapid deployment strategy. On April 21, 2005, the Commission issued D.05-04-052 which approved SDG&E's budget proposed in A.04-07-011 with the exception of the dollars disapproved in the decision.<sup>1</sup>

In 2005, SDG&E plans to continue providing LIEE services to as many qualified customers as possible. The program goals for PY2005 include providing in-home energy education to 10,700 homes, weatherizing 10,700 units, replacing 6,000 refrigerators, repairing or replacing 1,730 natural gas furnaces, and installing 36,000 compact fluorescent lamps. SDG&E plans to use the 2001 LIEE load impact evaluation to calculate measure savings for the PY2005 LIEE program.

### **Regulatory Compliance and Oversight, Measurement and Evaluation (M&E) Activities**

#### **Regulatory Compliance and Oversight**

SDG&E complied with Public Utilities Code (PU Code) Sections 327 and 381.5. Section 327 (1) directs that utility program funds are to be leveraged with state and federal funds while 381.5 states the intent of the Legislature is to strengthen the network of local community service providers. The local CBOs participating in SDG&E's program leveraged their LIEE program funding with funding they received under the State of California Department of Community Services and Development (CSD)'s Low Income Home Energy Assistance Program (LIHEAP)

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<sup>1</sup> The 2005 authorized budget numbers are based on the best available information SDG&E has to date. These numbers are subject to modification, however, based on the ultimate outcome of D.05-04-052 "Interim Opinion Approving 2005 Low Income Energy Efficiency (LIEE) and California Alternative Rates for Energy (CARE) Programs for Pacific Gas and Electric Company, Southern California Edison Company, Southern California Gas Company, and San Diego Gas & Electric Company", issued on April 21, 2005.

weatherization program. Local CBOs and other community organizations also provided LIEE program energy education to customers in conjunction with their other community services offerings.

Section 2790 of the PU Code mandates that the LIEE programs provide as many program energy efficiency measures as feasible to eligible customers served in the program. Consistent with this legislation and Commission statewide policy, SDG&E's program installed all feasible LIEE program measures to all the homes served by DAP during PY2004. Additionally, SDG&E continued to revisit customers who received DAP weatherization services prior to 2001, to provide the new program measures authorized by the Commission in D.01-05-033.

During PY2004, SDG&E also worked consistently with the other California investor-owned utilities (IOUs) and the Energy Division on several Commission-directed activities. In the low income Rulemaking (R.) 04-01-006, the Commission directed the utilities to develop standardized statewide measure installation, policy and procedures standardization manuals, update program reporting requirements, develop updated cost-effectiveness tests for LIEE programs, provide comparable bill savings documentation, and recommend methods of comparing programs (including program costs and benefits) across the utilities. In response to the Commission's direction, several inter-utility teams, with guidance from the Energy Division and input from the Office of Ratepayer Advocates and the interested public, achieved the following results during PY2004:

- Pacific Gas and Electric Company, Southern California Edison Company, Southern California Gas Company, and SDG&E filed the "Joint Utility Low Income Energy Efficiency 2004 Costs and Bill Savings Standardization Report" by May 2, 2005, as directed in R.04-01-006. The report calculates, compares and explains differences in the annual bill savings achieved by each utility for 2002, 2003, and 2004. In compliance with Ordering Paragraph 4 of D.01-12-020, the Joint Utility Report is incorporated by reference in this Annual Report. Monthly bill savings are reported by the utilities in their Monthly Rapid Deployment Reports.
- During 2004, SDG&E filed its Monthly Rapid Deployment Reports and the 2004 Year-End Report which detailed the LIEE rapid deployment program activities, impacts, and expenditures as directed in D.01-05-033.
- On October 22, 2004, the Commission issued a Ruling which approved the Joint Utility LIEE program Standardization Team (Team) Phase 5 work plan, schedule, and budget filed on October 15, 2004. The Phase 5 work plan, schedule, and budget includes specific tasks for the LIEE Policy and Procedures (P&P) Manual, the Weatherization Installation Standards (WIS) Manual, and an assessment of new measures for inclusion in the 2006 LIEE program.
- Specific tasks adopted in the Phase 5 work plan and schedule included submittal of recommended changes to the P&P and WIS Manuals by December 15, 2004. The Team worked diligently on reviewing and revising the Manuals to adhere to the schedule as adopted by the Commission, however, the Team requested and the Commission granted a one-month extension of time to file the recommended revisions to the Manuals.
- On December 17, 2004, the Team submitted a solicitation for new measures for inclusion in the 2006 LIEE program. The solicitation was provided to all interested parties in

R.04-01-006 and it was posted to the Low-Income Oversight Board (LIOB) website. Four respondents submitted proposals for the new measure assessment.

### Measurement and Evaluation (M&E) Activities

- In D.03-11-020, the Commission adopted a new LIEE program standard measure mix effective January 1, 2004.
- In accordance with D.01-06-082, the utilities filed a Notice of Availability of the Process Evaluation and First Year Impact Evaluation of the 2001 Statewide Low Income Energy Efficiency Program.<sup>2</sup> The results of the 2001 LIEE programs load impact study was utilized by SDG&E to calculate measure savings and performance incentive qualification related to its PY2004 LIEE program.
- The Statewide First Year Load Impact Study of the PY2002 LIEE Programs was completed by West Hills Energy and Computing in November 2004. At the time of the 2005 AEAP filing, this study has not been finalized or filed with the Commission.
- The next LIEE program load impact evaluation is scheduled to occur in 2006 for the PY2004 program, which is consistent with the bi-annual schedule authorized by D.02-12-019. The Commission, however, granted the utilities request to conduct the next impact evaluation on the 2005 LIEE program, rather than on the 2004 LIEE program.<sup>3</sup> While conducting the impact evaluation on the 2002 program, which occurred in 2003 and 2004, the Utilities, Energy Division, and Office of Ratepayer Advocates determined that the collection of additional measure data and improved sampling techniques would enhance the quality of subsequent impact evaluations and that the next evaluation should be conducted when these additional data are available. This determination was made in the fall of 2004, which was too late to collect new data for PY2004. PY2005 will be the first year that the new data will be available.

### Bill Savings

Table TA 3.7 reports lifecycle bill savings by measure, by fuel type, and combined for PY2004; Table TA 3.8 reports the energy rates used for calculating the bill savings; and Table TA 3.9 reports the bill savings and the cost ratio for SDG&E's LIEE programs over the last three years.

### Other Program-Related Survey

In 2004, SDG&E surveyed approximately 1,200 customers to assess their satisfaction with the program. The purpose of this survey is to evaluate customer satisfaction with various aspects of their experience with DAP. Additionally, the survey was designed to provide program management with insight into the effectiveness of the program and to identify potential areas for improvement. Portions of that survey devoted questions to deliverables, customer service, increased comfort and safety.

<sup>2</sup> On April 18, 2003, the Notice of Availability was filed with the Commission by Southern California Edison Company on behalf of itself, Pacific Gas and Electric Company, Southern California Gas Company, and San Diego Gas and Electric Company.

<sup>3</sup> On February 7, 2005, Southern California Edison Company on behalf of itself, Pacific Gas and Electric Company, Southern California Gas Company, and SDG&E filed a letter to request Commission authorization. On March 17, 2005, the Executive Director of the Commission granted the utilities' request.

The DAP program continues to receive high rating with the following results:

- Survey findings showed that 90% of DAP customers are very satisfied overall, with 67% giving the DAP the highest rating of “Completely Satisfied”.
- An overwhelming 95% are very satisfied with the measures installed in their home.
- Customers continue to rate the sign-up process as high with a 96% rate between 8-10 points on a 10-point scale.
- Historically, DAP participants became aware of the program via door-to-door solicitation, relatives, or neighbors. They continue to be the top three vehicles for program awareness, but for the first time a large number of customers responded that program awareness was attributed to the direct mail campaign.

### **Community Based Organizations (CBO), Leveraging and Access to Community Services**

#### **CBO Participation**

SDG&E contracted LIEE program field services coordination with an outside contractor, to market and manage field services under its PY2004 DAP. An outside contractor subcontracted for weatherization services with two CBOs: (1) Campesinos Unidos, Inc. (CUI) and, (2) Metropolitan Area Advisory Committee (MAAC); and three private companies: (3) Capital State Construction, (4) Rancho Energy Services Co. (RESCO), and (5) Western Insulation. RHA also subcontracted with four licensed HVAC companies to provide the gas furnace repair and replacement services offered through the DAP. The furnace subcontractors participating in PY2004 included: (1) Ameri-Mex, (2) Jade Mechanical, (3) Jerry's Heating and Air Conditioning, and (4) South Bay Mechanical. Tables TA 3.5 and TA 3.6 report on the level of participation by contractor types.

#### **Leveraging**

California’s LIHEAP Block Grant weatherization and bill assistance efforts are funded by the Federal Department of Health and Human Services (DHHS) and provides two basic types of service through CSD:

- Financial assistance to offset the costs of heating and/or cooling dwellings
- Weatherization work to make the dwelling more energy efficient

Community based organizations are eligible to apply for federal leveraged dollars for installed weatherization measures under the LIHEAP Block Grant program. In SDG&E’s service territory, CUI and MAAC participated in the LIHEAP Leveraging Incentive Program. These two agencies reported \$1,549,310 in leveraged resources to the CSD and the LIHEAP Block Grant administrator based on their work with SDG&E during 2004. The LIHEAP leveraging reports submitted by CUI and MAAC included the funds they received from SDG&E for the actual costs of materials and labor used to install energy efficient measures through the DAP.

**Table 2.1.1**  
**Summary of Costs: Low Income - San Diego Gas & Electric**  
**(Electric & Gas Combined)**

LIEE Program	2004		2005	
	Budgeted	Recorded	Budgeted	Recorded
Energy Efficiency				
- Gas Appliances	\$ 1,367,484	\$ 1,178,453	\$ 919,943	
- Electric appliances	\$ 5,679,815	\$ 5,021,091	\$ 4,349,064	
- Weatherization	\$ 4,346,432	\$ 4,214,964	\$ 3,924,924	
- Outreach & Assessment	\$ -	\$ -	\$ -	
- In Home Energy Education	\$ 1,256,795	\$ 1,412,499	\$ 1,244,291	
- Education Workshops (EELI)	\$ 268,107	\$ 64,361	\$ 268,107	
Energy Efficiency Total	\$ 12,918,633	\$ 11,891,368	\$ 10,706,329	
Pilots				
- Pilot (Misc)	\$ -	\$ -	\$ -	
-	\$ -	\$ -	\$ -	
Total Pilots	\$ -	\$ -	\$ -	
Training center	\$ -	\$ -	\$ -	
Inspections	\$ 350,719	\$ 111,609	\$ 486,048	
Advertising	\$ 250,000	\$ 604,718	\$ 250,000	
M&E studies	\$ 50,000	\$ 45,215	\$ 50,000	
Regulatory compliance	\$ 50,000	\$ 172,717	\$ 200,000	
Other administration	\$ 3,249,951	\$ 935,403	\$ 563,614	
Indirect Costs	\$ -	\$ 627,431	\$ -	
Oversight Costs				
- LIAB Start-Up	\$ -	\$ -	\$ -	
- LIAB PY Past Year	\$ -	\$ -	\$ -	
- LIAB PY Present Year	\$ 23,600	\$ -	\$ -	
- CPUC Energy Division	\$ 23,600	\$ 16,904	\$ 21,000	
Total Oversight Costs	\$ 47,200	\$ 16,904	\$ 21,000	
Total Costs	\$ 16,916,503	\$ 14,405,365	\$ 12,276,991	

Note: SDG&E LIEE Program recorded expenditures reflect \$221,421 in electric and \$231,884 in gas or a total of \$453,503 in indirect costs (pension and benefits, workman's compensation, incentive compensation, liability insurance, fleet and procurement overheads). However, these costs are not included in the LIEE balancing account as a result of SDG&E's Cost of Service proceeding per Commission Decision 04-12-015.

The 2005 authorized budget numbers are based on the best available information SDG&E has to date. These numbers are subject to modification, however, based on the ultimate outcome of D.05-04-052 "Interim Opinion Approving 2005 Low Income Energy Efficiency (LIEE) Programs and California Alternative for Energy (CARE) Programs for Pacific Gas and Electric Company, Southern California Edison Company, Southern California Gas Company, and San Diego Gas & Electric Company," issued April 21, 2005.

**Table 2.1.2**  
**Summary of Costs: Low Income - San Diego Gas & Electric**  
**(Gas)**

	Budgeted	Recorded	Budgeted
LIEE Program			
Energy Efficiency			
- Gas Appliances	\$ 1,367,484	\$ 1,178,453	\$ 919,943
- Electric appliances	\$ -	\$ -	\$ -
- Weatherization	\$ 4,346,432	\$ 4,214,964	\$ 3,924,924
- Outreach & Assessment	\$ -	\$ -	\$ -
- In Home Energy Education	\$ 628,398	\$ 706,249	\$ 622,146
- Education Workshops (EELI)	\$ 53,621	\$ 13,220	\$ 53,621
Energy Efficiency Total	\$ 6,395,934	\$ 6,112,886	\$ 5,520,634
Pilots			
- Pilot (Misc)	\$ -	\$ -	\$ -
-	\$ -	\$ -	\$ -
Total Pilots	\$ -	\$ -	\$ -
Training center	\$ -	\$ -	\$ -
Inspections	\$ 175,359	\$ 52,991	\$ 243,024.24
Advertising	\$ 125,000	\$ 302,357	\$ 125,000.00
M&E studies	\$ 25,000	\$ 22,607	\$ 25,000.00
Regulatory compliance	\$ 25,000	\$ 94,031	\$ 100,000.00
Other administration	\$ 1,562,853	\$ 459,722	\$ 272,487.80
Indirect Costs	\$ -	\$ 311,690	\$ -
Oversight Costs			
- LIAB Start-Up	\$ -	\$ -	\$ -
- LIAB PY Past Year	\$ -	\$ -	\$ -
- LIAB PY Present Year	\$ 11,800	\$ -	\$ -
- CPUC Energy Division	\$ 11,800	\$ 8,283	\$ 10,500
Total Oversight Costs	\$ 23,600	\$ 8,283	\$ 10,500
Total Costs	\$ 8,332,747	\$ 7,364,569	\$ 6,296,646

**Table 2.1.3**  
**Summary of Costs: Low Income - San Diego Gas & Electric**  
**(Electric)**

	2004		2005
	Budgeted	Recorded	Budgeted
LIEE Program			
Energy Efficiency			
- Gas Appliances	\$ -	\$ -	\$ -
- Electric appliances	\$ 5,679,815	\$ 5,021,091	\$ 4,349,064
- Weatherization	\$ -	\$ -	\$ -
- Outreach & Assessment	\$ -	\$ -	\$ -
- In Home Energy Education	\$ 628,398	\$ 706,249	\$ 622,146
- Education Workshops (EELI)	\$ 214,486	\$ 51,141	\$ 214,486
Energy Efficiency Total	\$ 6,522,698	\$ 5,778,482	\$ 5,185,695
Pilots			
- Pilot (Misc)	\$ -	\$ -	\$ -
-	\$ -	\$ -	\$ -
Total Pilots	\$ -	\$ -	\$ -
Training center	\$ -	\$ -	\$ -
Inspections	\$ 175,359	\$ 58,617	\$ 243,024
Advertising	\$ 125,000	\$ 302,362	\$ 125,000
M&E studies	\$ 25,000	\$ 22,607	\$ 25,000
Regulatory compliance	\$ 25,000	\$ 78,686	\$ 100,000
Other administration	\$ 1,687,098	\$ 475,680	\$ 291,126
Indirect Costs	\$ -	\$ 315,741	\$ -
Oversight Costs			
- LIAB Start-Up	\$ -	\$ -	\$ -
- LIAB PY Past Year	\$ -	\$ -	\$ -
- LIAB PY Present Year	\$ 11,800	\$ -	\$ -
- CPUC Energy Division	\$ 11,800	\$ 8,621	\$ 10,500
Total Oversight Costs	\$ 23,600	\$ 8,621	\$ 10,500
Total Costs	\$ 8,583,756	\$ 7,040,796	\$ 5,980,345

**Table 2.2**  
**Summary of LIEE Program Effects: DAP - San Diego Gas & Electric**  
**Program Year: 2004**  
**(Annual Energy Reductions)**

	2004 (Recorded)	2005 (Planned)
mWh	6887	6033
mTherms	263	246

**Table 2.3**  
**Summary of LIEE Cost-Effectiveness - San Diego Gas & Electric**  
**Program Year: 2004**

(Benefit-Cost Ratios)						
	2004 (Recorded)			2005 (Planned)		
	Utility Cost Test	Total Resource Cost Test	*Modified Participant Test	Utility Cost Test	Total Resource Cost Test	*Modified Participant Test
DAP	0.47	0.73	1.07	0.52	0.80	1.16

**Table 2.4**  
**Summary of LIEE Cost-Effectiveness: DAP - San Diego Gas & Electric**  
**Program Year: 2004**  
**(Net Benefits; \$Mil)**

	2004 (Recorded)			2005 (Planned)		
	Utility Cost Test	Total Resource Cost Test	*Modified Participant Test	Utility Cost Test	Total Resource Cost Test	*Modified Participant Test
DAP	\$ (7,584,889)	\$ (3,905,982)	\$ 938,847	\$ (5,945,365)	\$ (2,492,158)	\$ 1,992,272

**Table TA 3.1**  
**LIEE Program Cost Estimates used for Cost-Effectiveness**  
**Program Year: 2004**  
**San Diego Gas & Electric**

**Gas and Electric Combined**

Program	Utility Costs					
	Program Incentives (Recorded)		Admin	Other	Total	IMC
	Actual	Committed				
Dap	\$ 11,827,007	\$ -	\$ 2,513,997	\$ -	\$ 14,341,004	\$ -
EELI	\$ 64,361	\$ -	\$ -	\$ -	\$ 64,361	\$ -
Total	\$ 11,891,368	\$ -	\$ 2,513,997	\$ -	\$ 14,405,365	\$ -

**Electric Only**

Program	Utility Costs					
	Program Incentives (Recorded)		Admin	Other	Total	IMC
	Actual	Committed				
Dap	\$ 5,727,341	\$ -	\$ 1,262,315	\$ -	\$ 6,989,655	
EELI	\$ 51,141	\$ -	\$ -	\$ -	\$ 51,141	
Total	\$ 5,778,482	\$ -	\$ 1,262,315	\$ -	\$ 7,040,796	\$ -

**Gas Only**

Program	Utility Costs					
	Program Incentives (Recorded)		Admin	Other	Total	IMC
	Actual	Committed				
Dap	\$ 6,099,666	\$ -	\$ 1,251,682	\$ -	\$ 7,351,349	\$ -
EELI	\$ 13,220	\$ -	\$ -	\$ -	\$ 13,220	\$ -
Total	\$ 6,112,886	\$ -	\$ 1,251,682	\$ -	\$ 7,364,569	\$ -

**Table TA 3.2.1**  
**LIEE Cost Elements - San Diego Gas & Electric**  
**(Electric & Gas Combined)**

LIEE Program	Expenditures Recorded by Cost Element - 2004			
	Labor	Non-Labor	Contract	Total
Energy Efficiency				
- Gas Appliances	\$ -	\$ -	\$ 1,178,453	\$ 1,178,453
- Electric appliances	\$ -	\$ -	\$ 5,021,091	\$ 5,021,091
- Weatherization	\$ -	\$ -	\$ 4,214,964	\$ 4,214,964
- Outreach & Assessment	\$ -	\$ -	\$ -	\$ -
- In Home Energy Education	\$ -	\$ -	\$ 1,412,499	\$ 1,412,499
- Education Workshops (EELI)	\$ -	\$ -	\$ 64,361	\$ 64,361
Energy Efficiency Total	\$ -	\$ -	\$ 11,891,368	\$ 11,891,368
Pilots				
Pilot	\$ -	\$ -	\$ -	\$ -
Total Pilots	\$ -	\$ -	\$ -	\$ -
Training center	\$ -	\$ -	\$ -	\$ -
Inspections	\$ 95,455	\$ 15,422	\$ 731	\$ 111,609
Advertising	\$ -	\$ 13,073	\$ 591,645	\$ 604,718
M&E studies	\$ -	\$ 1,658	\$ 43,557	\$ 45,215
Regulatory compliance	\$ 113,006	\$ (278,101)	\$ 337,812	\$ 172,717
Other administration	\$ 736,906	\$ 77,233	\$ 121,263	\$ 935,403
Indirect Costs	\$ -	\$ 627,431	\$ -	\$ 627,431
Oversight Costs				
- LIAB Start-Up	\$ -	\$ -	\$ -	\$ -
- LIAB PY Past Year	\$ -	\$ -	\$ -	\$ -
- LIAB PY Present Year	\$ -	\$ -	\$ -	\$ -
- CPUC Energy Division	\$ -	\$ 12,473	\$ 4,431	\$ 16,904
Total Oversight Costs	\$ -	\$ 12,473	\$ 4,431	\$ 16,904
Total Costs	\$ 945,368	\$ 469,189	\$ 12,990,808	\$ 14,405,365

**Table TA 3.2.2**  
**LIEE Cost Elements - San Diego Gas & Electric**  
**(Gas)**

LIEE Program	Expenditures Recorded by Cost Element - 2004			
	Labor	Non-Labor	Contract	Total
Energy Efficiency				
- Gas Appliances	\$ -	\$ -	\$ 1,178,453	\$ 1,178,453
- Electric appliances	\$ -	\$ -	\$ -	\$ -
- Weatherization	\$ -	\$ -	\$ 4,214,964	\$ 4,214,964
- Outreach & Assessment	\$ -	\$ -	\$ -	\$ -
- In Home Energy Education	\$ -	\$ -	\$ 706,249	\$ 706,249
- Education Workshops (EELI)	\$ -	\$ -	\$ 13,220	\$ 13,220
Energy Efficiency Total	\$ -	\$ -	\$ 6,112,886	\$ 6,112,886
Pilots				
Pilot (A)	\$ -	\$ -	\$ -	\$ -
Total Pilots	\$ -	\$ -	\$ -	\$ -
Training center	\$ -	\$ -	\$ -	\$ -
Inspections	\$ 47,728	\$ 4,898	\$ 366	\$ 52,991
Advertising	\$ -	\$ 2,468	\$ 299,888	\$ 302,357
M&E studies	\$ -	\$ 829	\$ 21,778	\$ 22,607
Regulatory compliance	\$ 56,503	\$ (131,354)	\$ 168,882	\$ 94,031
Other administration	\$ 354,560	\$ 36,943	\$ 68,219	\$ 459,722
Indirect Costs	\$ -	\$ 311,690	\$ -	\$ 311,690
Oversight Costs				
- LIAB Start-Up	\$ -	\$ -	\$ -	\$ -
- LIAB PY Past Year	\$ -	\$ -	\$ -	\$ -
- LIAB PY Present Year	\$ -	\$ -	\$ -	\$ -
- CPUC Energy Division	\$ -	\$ 6,134	\$ 2,149	\$ 8,283
Total Oversight Costs	\$ -	\$ 6,134	\$ 2,149	\$ 8,283
Total Costs	\$ 458,791	\$ 231,609	\$ 6,674,169	\$ 7,364,569

**Table TA 3.2.3**  
**LIEE Cost Elements - San Diego Gas & Electric**  
**(Electric)**

LIEE Program	Expenditures Recorded by Cost Element - 2004			
	Labor	Non-Labor	Contract	Total
<b>Energy Efficiency</b>				
- Gas Appliances	\$ -	\$ -	\$ -	\$ -
- Electric appliances	\$ -	\$ -	\$ 5,021,091.34	\$ 5,021,091
- Weatherization	\$ -	\$ -	\$ -	\$ -
- Outreach & Assessment	\$ -	\$ -	\$ -	\$ -
- In Home Energy Education	\$ -	\$ -	\$ 706,249.30	\$ 706,249
- Education Workshops (EELI)	\$ -	\$ -	\$ 51,141.00	\$ 51,141
<b>Energy Efficiency Total</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 5,778,481.64</b>	<b>\$ 5,778,481.64</b>
<b>Pilots</b>				
Pilot (A)	\$ -	\$ -	\$ -	\$ -
<b>Total Pilots</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
<b>Training center</b>				
Inspections	\$ 47,727.76	\$ 10,523.96	\$ 365.71	\$ 58,617
Advertising	\$ -	\$ 10,604.96	\$ 291,756.73	\$ 302,362
M&E studies	\$ -	\$ 828.90	\$ 21,778.50	\$ 22,607
Regulatory compliance	\$ 56,503.01	\$ (146,746.89)	\$ 168,930.01	\$ 78,686
Other administration	\$ 382,345.99	\$ 40,290.20	\$ 53,044.14	\$ 475,680
<b>Indirect Costs</b>	<b>\$ -</b>	<b>\$ 315,740.66</b>	<b>\$ -</b>	<b>\$ 315,741</b>
<b>Oversight Costs</b>				
- LIAB Start-Up	\$ -	\$ -	\$ -	\$ -
- LIAB PY Past Year	\$ -	\$ -	\$ -	\$ -
- LIAB PY Present Year	\$ -	\$ -	\$ -	\$ -
- CPUC Energy Division	\$ -	\$ 6,339.05	\$ 2,281.96	\$ 8,621
<b>Total Oversight Costs</b>	<b>\$ -</b>	<b>\$ 6,339</b>	<b>\$ 2,282</b>	<b>\$ 8,621</b>
<b>Total Costs</b>	<b>\$ 486,577</b>	<b>\$ 237,581</b>	<b>\$ 6,316,639</b>	<b>\$ 7,040,796</b>

**Table TA 3.3**  
**Program Detail By Housing Type and Heating source**  
**San Diego Gas & Electric**

	Energy Saved and Program Costs			Number of Dwellings		
	2004 (mWh)	2004 (mTherm)	2004 Expenses	2004 (Planned)	2004 (Actual)	2005 (Planned)
<b>Gas Heat - Own</b>						
- Single Family	759	29	\$ 1,587,065	1542	1641	1432
- Multi Family	604	23	\$ 1,263,495	1228	1307	1140
- Mobile Home	52	2	\$ 108,453	105	112	98
<b>Sub Total Dwellings Served</b>	<b>1415</b>	<b>54</b>	<b>\$ 2,959,013</b>	<b>2876</b>	<b>3060</b>	<b>2670</b>
<b>Gas Heat - Rent</b>						
- Single Family	2381	91	\$ 4,980,300	4840	5150	4494
- Multi Family	1896	72	\$ 3,964,917	3853	4100	3578
- Mobile Home	163	6	\$ 340,331	331	352	307
<b>Sub Total Dwellings Served</b>	<b>4440</b>	<b>169</b>	<b>\$ 9,285,547</b>	<b>9024</b>	<b>9602</b>	<b>8380</b>
<b>Electric Heat - Own</b>						
- Single Family	134	5	\$ 280,070	272	290	253
- Multi Family	107	4	\$ 222,970	217	231	201
- Mobile Home	9	0	\$ 19,139	19	20	17
<b>Sub Total Dwellings Served</b>	<b>250</b>	<b>10</b>	<b>\$ 522,179</b>	<b>507</b>	<b>540</b>	<b>471</b>
<b>Electric Heat - Rent</b>						
- Single Family	420	16	\$ 878,876	854	909	793
- Multi Family	335	13	\$ 699,691	680	724	631
- Mobile Home	29	1	\$ 60,058	58	62	54
<b>Sub Total Dwellings Served</b>	<b>783</b>	<b>30</b>	<b>\$ 1,638,626</b>	<b>1593</b>	<b>1695</b>	<b>1479</b>
<b>Total Dwellings Served</b>	<b>6887</b>	<b>263</b>	<b>\$ 14,405,365</b>	<b>14000</b>	<b>14897</b>	<b>13000</b>

**Table TA 3.4**  
**Program Detail by Measure - San Diego Gas & Electric**

	Energy Saved and Program Costs			Number of Dwellings Served	
	2004			2004	
	mWh	mTherm	Expenses	Actual Dwellings Served	
<b>Furnaces</b>					
- Repair - Gas	0	25	\$ 72,778	982	
- Replacement - Gas	0	14	\$ 480,535	360	
- Repair - Electric	0	0	\$ -	0	
- Replacement - Electric	0	0	\$ -	0	
<b>Infiltration &amp; Space Conditioning</b>					
- Cover Plates/Gaskets	0	0	\$ 39,956	9287	
- Evaporative Cooler/Air Cond. Covers	0	0	\$ 1,172	31	
- HVAC Air Filter Replacement	0	0	\$ -	0	
<b>Weatherization</b>					
- Ceiling Insulation	18	10	\$ 300,603	430	
- Water Heater Blanket	26	12	\$ 36,938	1271	
- Low Flow Showerhead	150	74	\$ 388,268	11213	
- Weatherstripping	25	35	\$ 767,933	10912	
- Caulking	21	31	\$ 397,166	10473	
- Minor Home Repairs	39	32	\$ 493,610	6382	
- Attic Access Weatherstripping [!]	0	0	\$ -	0	
<b>Water Heater Savings</b>					
- Water Heater Pipe Wrap	2	1	\$ 2,895	233	
- Faucet Aerators	58	29	\$ 103,241	10998	
<b>Miscellaneous Measures</b>					
- Attic Ventilation	0	0	\$ 8,210	101	
- Auto Sweep	0	0	\$ (34)	-1	
- Door Replacement	0	0	\$ 276,227	2430	
- Door Threshold	0	0	\$ 86,723	2744	
- Glass Replacement	0	0	\$ 84,935	1243	
- Jamb Replacement	0	0	\$ 2,475	83	
- Duct Register Sealing	0	0	\$ 16,884	227	
<b>Portable Evaporative Coolers</b>					
- Portable Evaporative Coolers	0	0	\$ -	0	
Permanent Evaporative Coolers	23	0	\$ 36,550	43	
<b>Compact Fluorescents (inc. porchlights)</b>					
Compact Fluorescents (inc. porchlights)	1161	0	\$ 610,227	14287	
Porchlights (fixture replacement or CFBs)	29	0	\$ 47,090	875	
<b>Refrigerators</b>					
Refrigerators	4622	0	\$ 4,090,850	6227	
<b>Landlord Rebate Pilots</b>					
- Refrigerators	13	0	\$ 5,066	20	
- Air Conditioner Replacement - Room	0	0	\$ -	0	
- Air Conditioner Replacement - Central	0	0	\$ -	0	
<b>Pilots - Rapid Deployment</b>					
- Air Conditioner Replacement - Room	1	0	\$ 5,825	8	
- Air Conditioner Replacement - Central	0	0	\$ -	0	
- Duct Sealing and Repair	0	0	\$ -	0	
- Whole House Fans	0	0	\$ -	0	
- Water Heater Replacement - Gas	0	0	\$ 3,625	5	
- Water Heater Replacement - Electric	0	0	\$ -	0	
- Set-back Thermostats	0	0	\$ -	0	
- Evaporative Cooler Maintenance	0	0	\$ -	0	
- New Central Return	0	0	\$ -	0	
<b>Energy Education</b>					
- Outreach & Assessment	0	0	\$ 246	5	
- In-Home Education	700	0	\$ 1,192,833	14892	
- Education Workshops (EELI)	0	0	\$ 64,361	11244	

**Table TA 3.5**  
**Program Installation**  
**Program Year: 2004**  
**San Diego Gas & Electric**

	Unit of Measure	CBO/WMDVBE			Non-CBO/WMDVBE			Total				
		Units Installed	Dwellings	Costs	Units Installed	Dwellings	Costs	Units Installed	Dwellings	Costs	Cost/Unit	Cost/Dwelling
<b>Dwellings</b>	Each											
<b>Furnaces</b>												
Repair - Gas	Each	842	841	\$ 34,968	141	141	\$ 37,810	983	982	\$ 72,778	\$ 74.04	\$ 74.11
Replacement - Gas	Each	87	87	\$ 116,970	273	273	\$ 363,565	360	360	\$ 480,535	\$ 1,334.82	\$ 1,334.82
Repair - Electric	Each	0	0	\$ -	0	0	\$ -	0	0	\$ -	\$ -	\$ -
Replacement - Electric	Each	0	0	\$ -	0	0	\$ -	0	0	\$ -	\$ -	\$ -
<b>Infiltration &amp; Space Conditioning</b>												
- Ceiling Insulation	Sq. Ft.	219514	200	\$ 133,521	274616	230	\$ 167,082	494130	430	\$ 300,603	\$ 0.61	\$ 699.08
- Caulking	Linear Ft.	100686	6204	\$ 236,406	62854	4269	\$ 160,760	163540	10473	\$ 397,166	\$ 2.43	\$ 37.92
- Weather Stripping	Each	10073	6501	\$ 466,115	6536	4411		16609	10912	\$ 466,115	\$ 28.06	\$ 42.72
- Cover Plates/Gaskets	Each	25071	5964	\$ 25,410	14343	3323	\$ 14,546	39414	9287	\$ 39,956	\$ 1.01	\$ 4.30
- Evaporative Cooler/Air Cond. Covers	Each	5	5	\$ 167	30	26	\$ 1,005	35	31	\$ 1,172	\$ 33.49	\$ 37.81
- Air Conditioner Replacement - Room	Each	8	8	\$ 5,825	0	0	\$ -	8	8	\$ 5,825	\$ 728.13	\$ 728.13
- Air Conditioner Replacement - Central	Each	0	0	\$ -	0	0	\$ -	0	0	\$ -	\$ -	\$ -
- Duct Sealing and Repair	Each	0	0	\$ -	0	0	\$ -	0	0	\$ -	\$ -	\$ -
- Whole House Fans	Each	0	0	\$ -	0	0	\$ -	0	0	\$ -	\$ -	\$ -
- Set-back Thermostats	Each	0	0	\$ -	0	0	\$ -	0	0	\$ -	\$ -	\$ -
- Evaporative Cooler Maintenance	Each	0	0	\$ -	0	0	\$ -	0	0	\$ -	\$ -	\$ -
- Attic Ventilation	Home	32	32	\$ 2,833	69	69	\$ 5,378	101	101	\$ 8,210	\$ 81.29	\$ 81.29
- Auto Sweep	Each	-1	-1	\$ (34)	0	0	\$ -	-1	-1	\$ (34)	\$ 33.74	\$ 33.74
- Door Replacement	Each	1741	1354	\$ 153,434	1397	1076	\$ 122,793	3138	2430	\$ 276,227	\$ 88.03	\$ 113.67
- Door Threshold	Each	2094	1527	\$ 48,668	1638	1217	\$ 38,056	3732	2744	\$ 86,723	\$ 23.24	\$ 31.60
- Glass Replacement	Sq. Ft.	5966	770	\$ 53,129	3802	473	\$ 31,806	9768	1243	\$ 84,935	\$ 8.70	\$ 68.33
- Jamb Replacement	Each	87	69	\$ 2,008	20	14	\$ 467	107	83	\$ 2,475	\$ 23.14	\$ 29.83
- New Central Return	Home	0	0	\$ -	0	0	\$ -	0	0	\$ -	\$ -	\$ -
<b>Water Heating Savings</b>												
- Water Heater Blanket	Each	839	836	\$ 24,290	436	435	\$ 12,649	1275	1271	\$ 36,938	\$ 28.97	\$ 29.06
- Low Flow Showerhead	Each	8300	6747	\$ 237,316	5414	4466	\$ 150,952	13714	11213	\$ 388,268	\$ 28.31	\$ 34.63
- Water Heater Pipe Wrap	Linear Ft.	759	163	\$ 2,034	321	70	\$ 861	1080	233	\$ 2,895	\$ 2.68	\$ 12.43
- Faucet Aerators	Each	13072	6427	\$ 58,476	9997	4571	\$ 44,765	23069	10998	\$ 103,241	\$ 4.48	\$ 9.39
- Water Heater Replacement	Each	4	4	\$ 2,900	1	1	\$ 725	5	5	\$ 3,625	\$ 725.00	\$ 725.00
<b>Minor Home Repairs</b>												
<b>Miscellaneous Measures</b>												
<b>Evaporative Coolers</b>												
<b>Refrigerators</b>												
Compact Fluorescents (inc. porchlights)	Each	56512	14287	\$ 610,227	0	0	\$ -	56512	14287	\$ 610,227	\$ 10.80	\$ 42.71
Porchlights (fixture replacement)	Each	495	377	\$ 28,842	653	498	\$ 18,248	1148	875	\$ 47,090	\$ 41.02	\$ 53.82
<b>Outreach Education Administration</b>												
Home	14897	14897	\$ 2,547,557.24	0	0	0	\$ -	14897	14897	\$ 2,547,557	\$ 171.01	\$ 171.01

Note: SDG&E's database tracks dwelling information per measure, but does not have the ability to measure total dwelling information for the program per contractor.

**TABLE TA 3.6**  
**PERCENTAGE OF DWELLINGS SERVED BY CONTRACTOR CLASSIFICATION**  
**2004**  
**San Diego Gas & Electric**

Program	Contractor Classification	Vendor	% Dwellings Served	WMDVBE Certified (Yes or No)
LIEE*				
	CBO Participants	Contractor C	8%	No
		Contractor D	16%	No
		Subtotal	24%	
	Non-CBO Participants	Contractor A	33%	Yes
		Contractor B	19%	No
		Contractor E	21%	No
		Contractor J	2%	Yes
		Subtotal	76%	
Furnace Work				
	CBO Participants	-	0%	-
		Subtotal	0%	
	Non-CBO Participants	Contractor F	6%	No
		Contractor G	3%	No
		Contractor H	6%	Yes
		Contractor I	1%	No
		Contractor J	63%	Yes
		Contractor L	13%	No
		Contractor M	6%	No
		Contractor O	2%	No
		Subtotal	100%	
Refrigerator Replacement				
	CBO Participants	-	0%	-
		Subtotal	0%	
	Non-CBO Participants	Contractor J	100%	Yes
		Subtotal	100%	
Water Heater Replacement				
	CBO Participants	-	0%	-
		Subtotal	0%	
	Non-CBO Participants	Contractor H	80%	Yes
		Contractor M	20%	No
		Subtotal	100%	
Central and Wall Air Conditioner Replacement				
	CBO Participants	-	0%	-
		Subtotal	0%	
	Non-CBO Participants	Contractor J	100%	Yes
		Subtotal	100%	
EELI				
	CBO Participants	01	1%	No
		02	30%	No
		03	5%	No
		04	24%	No
		05	14%	No
		06	2%	No
		07	4%	No
		08	3%	No
		09	15%	
		10	2%	No
		Subtotal	100%	
	Non-CBO Participants	-		-
		Subtotal		