

**BEFORE THE PUBLIC UTILITIES COMMISSION OF THE
STATE OF CALIFORNIA**

Order Instituting Rulemaking on the)
Commission's Proposed Policies and Programs) Rulemaking 04-01-006
Governing Post-2003 Low-Income Assistance) (Issued January 8, 2004)
Programs. _____)

**FORTY-EIGHTH STATUS REPORT
OF PACIFIC GAS AND ELECTRIC COMPANY (U 39 M)
ON THE RESULTS OF ITS LOW INCOME ENERGY EFFICIENCY AND CARE
PROGRAM EFFORTS IN COMPLIANCE WITH ORDERING PARAGRAPH
17 OF DECISION 01-05-033, ISSUED MAY 7, 2001**

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Dated: May 23, 2005

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In accordance with Ordering Paragraph 17 of Decision 01-05-033, the direction of Administrative Law Judge Gottstein at the July 11 and 28, 2001, status conferences, and the agreements reached between the utilities and the Energy Division on the format and content of the tables, Pacific Gas and Electric Company submits its attached forty-eighth monthly status report on the results of its Low Income Energy Efficiency and CARE Program efforts, showing results through April 2005.

Respectfully submitted,

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May 23, 2005

PG&E Low Income Programs Monthly Report For April 2005

This Low Income Programs Monthly Report complies with Ordering Paragraphs 14 and 17 of Decision (D.) 01-05-033, requiring the utilities to comply with reporting and program evaluation requirements previously established for the California Alternate Rates for Energy (CARE) and Low Income Energy Efficiency (LIEE) programs, including the reporting of costs and effects from these programs on an annual basis using the Reporting Requirements Manual. Reporting categories are consistent with the definitions contained in the Reporting Requirements Manual, filed January 10, 2002. Additionally, utilities are required to file regular monthly status reports on the results of their Low Income Programs.

A complete listing of the Low Income Programs Reporting Tables is included in Attachment A to this report. The full report (including selected tables 1-30 and Leveraging Tables A-C) is required quarterly, in the months of February, May, August and November. The tables required monthly include: Tables 1, 4, 6, 10, 11, 11A, 11B, and 16. An End-of-Year Report for the previous year is required in February.

Monthly Low Income Programs Reporting

This Low Income Programs Report includes actual LIEE and CARE results and expenditures for April 2005. *All results reported in this monthly report update and supersede data reported in previous reports.*

2005 Reporting. PG&E is using the most recent measure energy savings by climate zone developed in the Joint Utility 2001 LIEE Program Evaluation and the Standardization Team's Cost Effectiveness Report.

Beginning in October 2004, PG&E began to report California Department of Community Services and Development (CSD) Automatic Enrollment results per the Assigned Commissioner's Ruling establishing provisions for CARE Automatic Enrollment, dated May 5, 2004. Automatic Enrollment expenditures are reported as a line item in Table 6. PG&E, San Diego Gas and Electric Company, Southern California Edison Company, and Southern California Gas Company developed Table 10.1 to fulfill the ACR's other automatic enrollment reporting criteria. Table 10.1 is filed as part of PG&E's regular quarterly Low Income Programs reports.

Customer Eligibility. In March 2003, the Joint Utilities updated and revised the penetration rate calculation methodology in compliance with D.02-07-033 and ACR 12/27/02, as described in previous reports.

The Joint Utilities updated their annual customer eligibility estimations as required in a June 24, 2004 Commission Scoping Memo and filed these new annual estimates of CARE-eligible customers on October 15, 2004. Revised estimates were filed on December 28, 2004. These new estimates are being used by the Joint Utilities in their 2005 filings. As a result of this demographic adjustment, the estimated CARE-eligible population in PG&E's service territory has increased and PG&E's CARE penetration

rates have decreased and are thus not comparable to penetration rates reported before 2005.

Low Income Program Highlights

CARE Automatic Enrollment. In October and November 2003, PG&E began to exchange data regarding low income qualified customers with the Turlock and Modesto Irrigation Districts (TID and MID). PG&E provides natural gas in the TID and MID electric service areas. PG&E automatically enrolls qualified low income customers served by the two irrigation districts into CARE. PG&E also provides CARE customer data on shared customers to TID and MID so that these customers can be enrolled in their programs.

On May 5, 2004, the Assigned Commissioner Ruling (ACR) on Automatic Enrollment authorized that Automatic Enrollment between the utilities and CSD be implemented. PG&E received three batches of CSD Automatic Enrollment customers from Energy Division during 2004. A total of 21,835 customers were automatically enrolled in CARE in 2004. PG&E has not received any CSD Automatic Enrollment customer lists from the Commission to date in 2005.

LIEE Leveraging.

During 2003 and the first half 2004, PG&E conducted a pilot study with four community agencies that were not otherwise involved in PG&E's LIEE program. The evaluation of this leveraging pilot is included as Appendix A to this report.

Currently, PG&E has contracts with LIHEAP agencies that are not working in PG&E's LIEE program. PG&E is leveraging with these LIHEAP agencies to install PG&E Energy Star refrigerators in PG&E electric homes where the LIHEAP contractors have installed all other measures under the State Weatherization Program.

PG&E provides a list of all residential customers to the contractors. From this list, the contractors can tell if the customer is on the CARE rate and if they have received LIEE services in the past. With this information, the contractors are better able to market to the community, e.g., contacting only those customers who have not received LIEE services in the past.

On a daily basis, contractors are provided information about customers who have requested LIEE services (referrals). Each home that receives LIEE services where the customer is not on the CARE rate is then signed up for the CARE discount.

LIEE program materials are provided in nine languages: English; Spanish; Vietnamese; Chinese; Tagalog; Russian; Laotian; Cambodian; and Hmong.

In addition, PG&E continues to combine its LIEE and CARE outreach activities in order to leverage low income outreach efforts and provide PG&E low income customers with

the knowledge and tools to access all of PG&E's free energy services.

APPENDIX A

LEVERAGING PILOT EVALUATION

Background

In its Application For Approval of the 2003 California Alternative Rates for Energy and Low Income Energy Efficiency Programs and Budget (Application 02-07-003, filed July 1, 2002), and Supplemental Testimony to the 2003 Low Income Energy Efficiency Programs and Budget (filed August 9, 2002), Pacific Gas and Electric Company (PG&E) proposed to set aside \$500,000 of its 2003 program budget to promote community leveraging opportunities (Ch. 2, Sec. 4, p. 2-4).

PG&E proposed the leveraging pilot to explore outside-the-box opportunities with community agencies that do not contract with PG&E to provide weatherization services. In addition, several community agencies that do not provide Low Income Energy Efficiency (LIEE) services through PG&E's program had previously approached PG&E with leveraging proposals that utilized marketing, outreach and other energy efficiency and weatherization services to their low income constituents.

PG&E has always promoted leveraging in its regular LIEE programs, and continues to do so. For example, PG&E contractors in 17 of its 47 counties are Low Income Home Energy Assistance Program (LIHEAP) contractors and have consistently leveraged the two programs. However, in workshops and other public forums, public parties have commented that because all PG&E contractors are not community agencies receiving federal LIHEAP funding, PG&E is missing leveraging opportunities. By designating \$500,000 explicitly to promote specific targeted leveraging opportunities, PG&E hoped to encourage targeted project activities with community agencies not otherwise involved in PG&E's LIEE program.

D.02-12-019, Ordering Paragraph 2 authorized PG&E to leverage its relationships with community agencies to increase the enrollment of eligible customers in its LIEE programs as part of the utility's 2003 LIEE program. PG&E was allocated \$500,000 for this pilot project.

PG&E worked with community agencies to solicit well thought-out, feasible proposals offering specific, measurable results. PG&E's LIEE program managers regularly attend meetings with community agencies throughout the PG&E service territory to present the LIEE and CARE programs, and used these opportunities to make them aware of the special leveraging opportunity and to solicit proposals. In addition, PG&E held a public workshop on January 30, 2003 to discuss the process of proposing leveraging partnerships with interested community agencies and to answer questions from potential bidders. PG&E received seven bids in two phases and contracted with four bidders that met the criteria outlined in the Request for Proposals. The Request for Proposals is included as Attachment A of Appendix A.

PG&E contracted with four community agencies in the summer of 2003 to provide key measures of PG&E's LIEE program to their clients for a total of \$362,700. All contracts were signed in the summer of 2003. The four successful leveraging pilot project bidders were:

- Amador –Tuolumne Community Action Agency (ATCAA) \$103,200
 - Community Resource Project, Inc (CRP) \$91,400
 - Community Action Agency of San Mateo County (SMCAA) \$90,700
 - Community Action Board of Santa Cruz (SC CAB) \$77,400
- \$362,700

The uncommitted \$137,300 was released back into the general LIEE Program budget to ensure that all of the 2003 LIEE program budget would be expended to assist PG&E’s low income customers.

The leveraging relationship provided another distribution channel for PG&E's LIEE program. For example, as part of their leveraging pilot project contracts, each agency offered refrigerator replacement under PG&E’s LIEE program rather than the LIHEAP program to their qualifying clients. Refrigerator replacement was offered in the normal course of providing LIHEAP energy efficiency and weatherization services but was funded through the LIEE program whenever the client was a qualified PG&E customer and replacement was appropriate under the LIEE program guidelines. This allowed the LIHEAP agencies to stretch their LIHEAP funding further, with the result that more low income PG&E customers received total services through the combined sources of LIHEAP and LIEE than might have received them otherwise.

Most of these leveraging pilot projects started in August 2003 and ran until July 31, 2004. The original end date of the leveraging contracts was December 31, 2003, however PG&E requested permission to extend the contracts into 2004 so that the community agencies had adequate time to expend their full contract funds and complete the terms of their contracts. Additionally, allowing the agency contractors more time to complete their leveraging pilot projects provided a better basis for assessing the pilot project results. The Commission authorized PG&E to continue the pilot into 2004. All contracts were completed by July 31, 2004.

Pursuant to D.03-12-019, PG&E was required to evaluate the leveraging pilot results once the pilot projects were completed. This evaluation report complies with that directive.

Leveraging Pilot Project Results

Although PG&E encouraged “outside-the-box” leveraging ideas, the four agencies awarded contracts through the bidding process all proposed to leverage their LIHEAP dollars with PG&E’s LIEE program by replacing qualifying refrigerators in their PG&E customer homes with Energy Star®-rated refrigerators.

Two of the leveraging agencies also proposed to replace failing non-LIEE program gas appliances (e.g., cook stoves, furnaces in rental homes, and water heaters – all measures that were not offered under the 2003-2004 LIEE program) in PG&E non-infiltration measure or “NIM” homes. Homes are “NIM’ed” when one or more gas appliances in the home fails a Combustion Appliance Safety (CAS) test. If an appliance does not qualify for repair or replacement under the LIEE program guidelines, then only non-infiltration measures may be

replaced in that home. This is to ensure that homes with faulty combustion appliances are not sealed up, thus contributing to an unsafe or otherwise potentially hazardous situation. Qualifying NIM homes were identified by PG&E and referred to the leveraging agency contractor to provide appliance replacement services that could not be provided under PG&E's LIEE program, thus enabling these PG&E customers to receive infiltration measures.

Table 1 shows the maximum number of refrigerators, NIM homes, and total contract dollars allocated to each agency in their Leveraging Pilot Project contracts with PG&E.

Table 1: Leveraging Pilot Units and Dollars Contracted

Agency Name	Refrigerator Units	NIM Home Units	Total Contract Amount
ATCAA	100	0	\$103,200
CRP	75	35	\$91,400
SMCAA	75	25	\$90,700
SC CAB	75	0	\$77,400
Total	325	60	\$362,700

Table 2 shows the leveraging pilot project results by contractor.

Table 2: Leveraging Pilot Project Results by Contractor

Agency Name	Refrigerators		NIM Homes		Completion Date
	Units	\$ Spent	Units	\$ Spent	
ATCAA	75	\$77,400	0		7/31/2004
CRP	75	\$72,150	1	\$550	7/31/2004
SMCAA	75	\$77,400	2	\$1,064	7/31/2004
SC CAB	75	\$77,400	0		12/31/2003
Total	300	\$304,350	3	\$1,614	

LIHEAP agencies reported \$305,964 leveraged at the end of the pilot.

Overall, PG&E believes the leveraging pilot project was a qualified success. PG&E worked with LIHEAP agencies to get refrigerators and infiltration measures into PG&E customer homes that might not have received them otherwise, while helping the LIHEAP agencies extend their federal funding to weatherize more low income homes than they could have done without the leveraged dollars. However, refrigerators provided under the LIHEAP contracts were considerably more expensive than they are under PG&E's normal LIEE contracts, and leveraging contractors did not provide data in the same database-ready formats as PG&E's own contractors. PG&E's LIEE administrative and reporting criteria have frequently been cited by community-based organizations and LIHEAP agencies as a key barrier keeping them from participating in the LIEE program. These agencies report that PG&E's pricing is too low to cover the administrative

overhead required for the LIEE program. LIHEAP pricing per measure is considerably higher than PG&E's.

Two of the four 2004 leveraging pilot project participants asked to continue working with PG&E through 2005 to provide leveraging weatherization services for their constituents: ATCAA and SC CAB. In addition, a third agency (Redwood Community Action Agency (RCAA)) asked to participate in 2004. PG&E negotiated new contracts with these three agencies to continue LIEE leveraging work through April 2005. These contracts are shown in Table 3.

Table 3: New Leveraging Contracts for 2004-2005

Agency Name	Refrigerator Units	Total Contract Amount	Completion Date
ATCAA	100	\$95,000	4-1-2005
CCES ¹	400	\$380,000	4-1-2005
RCAA	81	\$76,950	4-1-2005
Total	581	\$551,950	

¹ SC CAB, formed a new company (Central Coast Energy Services (CCES)) to provide weatherization services for Santa Cruz County; CCES is participating in the 2004-2005 leveraging work.

Two of the 2003 leveraging pilot participating agencies declined to participate again after their leveraging pilot projects ended. These two agencies, CRP and SMCAA, found that they were unable to perform the leveraging work at the contracted prices, which were below the prices paid by LIHEAP.

ATTACHMENT A

PACIFIC GAS AND ELECTRIC COMPANY

REQUEST FOR PROPOSALS

2003 LIEE LEVERAGING PILOT PROGRAM

BIDDER'S MANUAL

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1.0 INTRODUCTION

Pacific Gas and Electric Company's ("PG&E") Energy Partners Program (alternatively referred to herein as "Low Income Energy Efficiency Program" or "LIEE") provided services to 57,000 low income customers homes in 2002. Of the 22 contractors working on the Energy Partners Program, eight were community based organizations (hereinafter referred to singularly as "CBO" or collectively as "CBOs"). PG&E recognizes that there are more CBOs who provide services on a daily basis to the low income community. PG&E understands the importance of these CBOs to those communities that feel uncomfortable communicating with organizations outside of their immediate community. In the past, some of these CBOs participated in the Energy Partners Program. PG&E recognizes the relationships and community ties that the CBOs share can further provide enhanced comprehensive services to their constituents with the assistance of a leveraging program. PG&E is seeking innovative proposals to leverage the Energy Partners Program with CBOs that provide specific measurable results.

A. Regulatory Context and Budget For This Solicitation

PG&E is issuing this solicitation under existing regulatory authority conferred through California Public Utilities Commission ("CPUC") Decision 02-12-019 approving PG&E's 2003 low income energy management ("LIEM") programs and its budgets. In this decision, the CPUC directed PG&E to set aside \$500,000 of its program budget for a LIEE Leveraging Pilot Program (hereinafter referred to as the "Program") to target CBO that are not currently participating in the Energy Partners Program. The goal of the Program is to explore options of leveraging with CBOs to benefit low income customers while providing specific measurable results.

This solicitation meets the following CPUC directives: 1) it sets aside a budget to fund the Program; 2) it seeks innovative proposals for leveraging with CBOs that are not presently participating in the Energy Partners Program; and 3) it aims to provide specific measurable results.

In order to spread the funding to as many innovative proposals as practicable, PG&E will consider all proposals up to \$100,000.00. The maximum budget for each Contract shall not exceed \$100,000.00. In addition, while there is no restriction on the number of proposals each Bidder may submit, no Bidder may receive funding for more than one proposal as the prime contractor. While a Bidder may act both as a prime contractor and as a subcontractor to another Bidder, the total amount of funding a Bidder may receive under this RFP, either as a prime contractor or as a subcontractor to another Bidder, shall not exceed \$100,000.00.

B. PG&E 2003 Low Income Energy Efficiency Programs and Services

PG&E's LIEM Program provides free LIEE services to its low income customers through its Energy Partners Program and the California Alternate Rate for Energy ("CARE") discount rate. The CARE program offers up to 20% discount on monthly

gas and electric charges for qualified low-income households. These customers are also exempt from the 9% electric surcharge. Customers who qualify for the CARE rate discount program must have an income at or below 175% of the federal poverty guidelines. The LIEE Program offers free energy education, weatherization services, and energy-efficient appliances to qualified low-income customers in order to reduce the customers' gas and electricity usage and reduce hardship without sacrificing comfort. Income qualifications are based on CARE income guidelines, although senior citizens and/or disabled customers at or below 200% of the federal poverty guidelines also qualify.

C. Expedited Time Table for This Solicitation

PG&E seeks to complete this solicitation on an expedited basis. PG&E intends to allow as much lead-time as possible for successful Bidders to implement programs. Thus, PG&E seeks to have the Contracts resulting from this solicitation in place as quickly as possible. PG&E expects successful Bidders to start implementing their proposed programs no later than June 1, 2003.

A successful Bidder shall be expected to fully and adequately respond within three (3) business days to any questions that PG&E has about its proposal. If, in PG&E's sole judgment, the Bidder does not adequately respond to PG&E's questions or requests for further information within three (3) business days, PG&E will exclude Bidder's proposal from further consideration. Furthermore, if PG&E is unable to reach agreement with a Bidder about its proposal and requested Contract exceptions (which include both the Specific and General Conditions) within ten (10) business days from the date PG&E first submits written comments or questions to Bidder on its proposal, PG&E will exclude Bidder's proposal from further consideration. Finally, once PG&E and Bidder have agreed on all Contract terms, Bidder is responsible for returning a signed copy of its Contract to PG&E within three (3) business days of the date Bidder received the completed Contract from PG&E, or PG&E will exclude Bidder's proposal from further consideration. Special consideration for additional time will be granted to local governments and non-profit agencies that require city council and/or board approvals. However, PG&E will not consider any proposals which request a time extension to sign Contracts in excess of fifteen (15) business days

In this solicitation and the resulting Contracts, TIME IS OF THE ESSENCE.

2.0 DEFINITIONS

In addition to the definitions listed in the General Conditions, the following definitions shall apply:

- A. Contractor: The organization contracted to perform leveraging work.
- B. Community Based Organization ("CBO"): An organization typically with oversight from a board of directors to assist low-income families in the surrounding community.

- C. CPUC: California Public Utilities Commission is the state body charged with regulating the Investor Owned Utilities in California.
- D. Energy Partners Program (alternatively referred to herein as “Low Income Energy Efficiency Program” or “LIEE”): PG&E’s Low Income weatherization program. The LIEE term is used globally across the Investor Owned Utilities in California for the Low Income weatherization program.
- E. Low Income Energy Management (“LIEM”): PG&E’s energy efficiency department that provides specific energy efficiency programs for low-income customers through free LIEE services in customers homes and the CARE discount rate.
- F. Energy Efficiency Measures: Energy efficiency measures are products or services provided to customers that are designed to save energy.

3.0 PROGRAM AND BIDDER ELIGIBILITY REQUIREMENTS

Proposals that, at PG&E’s sole discretion, do not meet the following Program and Bidder eligibility requirements will be disqualified.

1. Proposals shall **not conflict** with the current delivery of PG&E’s 2003 LIEE programs. Bidders may leverage PG&E’s existing program delivery mechanisms. It shall be within PG&E’s sole discretion to determine whether the proposals conflict with PG&E’s current delivery of its 2003 LIEE programs. PG&E’s 2003 LIEE programs are described in CPUC Decision 02-12-019 (see Attachment 12).
2. Proposals must be feasible in PG&E’s sole discretion.
3. Proposals must not be sponsored by California utilities, utility affiliates, or utility subsidiaries.
4. Proposals must target the low income market sector with a goal to increase leveraging between PG&E’s LIEE Program (Energy Partners) and local CBOs. Proposals must describe in detail how Bidder will exhibit specific measurable results.
5. Proposals will not be considered if they are for “pure” customer awareness without specific measurable results.
6. Proposals will only be considered if they are likely to achieve, in PG&E’s discretion, increased participation of low income customers in PG&E’s 2003 LIEE programs.
7. Proposals must submit all requested information and otherwise comply with the rules and procedures outlined in this RFP.
8. In PG&E’s sole discretion, Bidder must possess adequate financial strength and resources to successfully complete the proposed project. PG&E will assess financial strength and adequate resources using Bidder’s submitted audited income statement

and balance sheet. PG&E may request additional financial documents or information from Bidder if, in PG&E's sole discretion, it needs such information to assess whether Bidder possesses adequate financial strength to complete the proposed project.

9. PG&E will not consider any proposals which request a time extension to sign Contracts in excess of fifteen (15) business days.

4.0 RFP CONTACT PROCEDURES

A. CONTACT PROCEDURE

All correspondence or contact with PG&E, including questions about this RFP, should be sent to or made with the official PG&E contact listed below on or before 2:00 pm, Pacific Daylight Time ("PDT"), April 7, 2003, unless otherwise indicated. No interpretation, revision, or other communication regarding this RFP is valid unless received in writing and signed by PG&E's official contact on or before 2:00 pm, PDT, April 7, 2003. Correspondence or communications should be directed to PG&E's official contact as follows:

First Class Mail: Pacific Gas and Electric Company
Attention: Cindi Lowe
P.O. Box 770000, Mail Code N7G
San Francisco, CA 94177

Overnight Delivery: Cindi Lowe
77 Beale Street, Room 101, Mail Code N7G
San Francisco, CA 94105
415-972-5383

Facsimile Number: 415-973-4610

Facsimile Confirmation: 415-972-5383

B. QUESTIONS AND CLARIFICATIONS

A pre-bid meeting will not be held. All questions regarding this RFP must be submitted in writing. PG&E will answer questions in writing according to the schedule given below. Bidders should confirm PG&E's receipt of faxed inquiries by calling the facsimile confirmation number.

Note to all Bidders: No telephone inquiries will be accepted.

According to the procedures described in this section, PG&E will answer in writing all questions submitted by Bidders which are received by PG&E prior to **2:00 p.m., PDT, on Monday, April 7, 2003. Questions submitted after this time will not be**

accepted. PG&E will have all questions and answers express mailed to all Bidders by Friday, April 11, 2003.

5.0 RFP SCHEDULE AND PROCEDURES

A. SCHEDULE

Monday, April 7, 2 p.m.	PG&E must receive Bidder's questions
Friday, April 11	PG&E will provide responses to all questions received to all Bidders.
Friday, April 18, 2 p.m.	PG&E must receive Bidder's proposals
Thursday, April 24	PG&E will complete bid evaluation and ranking, and will notify Bidders soon thereafter.

PG&E reserves the right to modify the above schedule based on the number of proposals received and other factors. Bidders will be notified in writing of any schedule changes.

The Contracts resulting from this solicitation will include PG&E's General Conditions [see Exhibit 1] and the Bidder's proposed Specific Conditions, as modified in negotiations with PG&E. Bidder may request exceptions to terms in PG&E's General Conditions in response to Attachment 8. If PG&E and Bidder cannot reach agreement on Bidder's requested exceptions to PG&E's General Conditions within ten (10) business days of PG&E's written response to Bidder's requested General Condition exceptions, PG&E will exclude Bidder's proposal from further consideration.

The Contract will also contain Specific Conditions. Bidder's proposed draft scope of Work submitted in response to Attachment 5 will form the basis for the Specific Conditions. PG&E may ask the Bidder to clarify or provide more detail about all or part of the proposed scope of Work. Bidders are required to respond to all PG&E questions, and provide all requested additional detail, within three (3) business days of receiving PG&E's questions. If Bidder does not do this, PG&E will exclude Bidder's proposal from further consideration. PG&E may also request that Bidder add or delete certain tasks, or ask Bidder to make certain changes to the scope of Work. Bidder may decline to make PG&E-requested changes. If PG&E and Bidder are unable to agree on any scope of Work changes within ten (10) business days

from the date that PG&E first notifies Bidder of any requested scope of Work changes, PG&E will exclude Bidder's proposal from further consideration.

Once PG&E and Bidder have agreed to the General Conditions and Specific Conditions, Bidder shall return the signed Contract to PG&E within three (3) business days. If Bidder does not return the signed Contract to PG&E within three (3) business days of receiving the completed contract from PG&E, PG&E will exclude Bidder's proposal from further consideration. Special consideration for additional time will be granted to local governments and non-profit agencies that require city council and/or board approvals. However, PG&E will not consider any proposal which requests a time extension to sign Contracts in excess of fifteen (15) business days.

B. SUBMISSION REQUIREMENTS

Bidders are required to complete and submit Attachments 1-11, described in more detail below.

ATTACHMENT 1:	COMPANY AND EMPLOYEE INFORMATION
ATTACHMENT 2:	REFERENCES
ATTACHMENT 3:	LICENSE AND INSURANCE INFORMATION
ATTACHMENT 4:	PROPOSAL DESCRIPTION/SUPPLEMENTAL INFORMATION
ATTACHMENT 5:	PROPOSED SCOPE OF WORK/PAYMENT SCHEDULE
ATTACHMENT 6:	PROPOSED DATA TRACKING AND REPORTING PLAN
ATTACHMENT 7:	SUPPLIER DIVERSITY PROGRAM
ATTACHMENT 8:	REQUESTED EXCEPTIONS TO PG&E'S CONSULTING SERVICES GENERAL CONDITIONS
ATTACHMENT 9:	REQUEST FOR TIME EXTENSION TO SIGN CONTRACT
ATTACHMENT 10:	SIGNATURE PAGE
ATTACHMENT 11:	DIRECT LABOR COST BREAKDOWN SHEET

If Bidder fails to submit any required information requested in the attachments, PG&E reserves the right to disqualify Bidder's proposal. Alternatively, PG&E may ask Bidder for clarification of, or additional detail on, Bidder's proposal. Bidder must respond in writing within three (3) business days to PG&E's questions or requests for additional information, or PG&E will exclude Bidder's proposal from further consideration. However, PG&E, at its sole discretion, may review and evaluate proposals and award contracts based solely on the materials contained in the Bidder's proposal.

Proposal Form

Bidder shall submit proposals as follows:

- Bidders must submit the original and seven (7) copies of each proposal. Each proposal must be on 8½ x 11 paper. PG&E prefers, but does not require, that proposals be double-sided.

- In addition, Bidder shall also submit two (2) electronic copies of the detailed scope of Work, Attachment 5. Each copy should be on a 3.5 inch floppy disk in Microsoft Word format. PG&E prefers that Bidder use MS Word for Windows 95, Version 7.0, but alternative versions of MS Word are permissible if Bidder does not have access to this version.

1. Company and Employee Information

Bidders must submit company and key employee information.

2. References

Bidders must submit three (3) references for work related to the work Bidder proposes in response to this solicitation.

3. License and Insurance Information

Bidders must submit its business license, and certificate of insurance for the required coverage specified in PG&E's General Conditions. In addition, Bidder must submit any other applicable license required for the type of work proposed by Bidder.

4. Proposal Description/Supplemental Information

In this section, Bidder should generally describe the proposal in no more than four pages. Bidder should clearly describe 1) the low income market sector(s) it plans to target, 2) the criteria Bidder will use to identify the targeted customers, 3) Bidder's strategy and implementation plan to reach targeted customers and to increase their program participation, 4) the number of customers Bidder expects to reach,. Bidder is also invited, but not required, to provide any supplemental information that it thinks PG&E should consider in evaluating Bidder's proposal. Bidder may wish to address the feasibility of the proposal, describe the strength of its company or team, including a summary of Bidder's prior successful community outreach activities, or why its proposal will be successful in achieving the primary goals of this solicitation, which is to increase participation of low income community in PG&E's 2003 LIEE programs. Bidder shall limit supplemental information to no more than three (3) pages.

5. Proposed Scope of Work/ Payment Schedule

Detailed Scope of Work

Bidder shall provide a detailed scope of work in this section. This detailed scope of work will form the basis of the contract Specific Conditions. The scope of work

shall contain detailed descriptions of work that describe the individual tasks that Bidder proposes to complete (Task Descriptions). After each Task Description, Bidder shall list proposed deliverables, due dates that clearly correspond to each deliverable and the cost for each task. Bidder should strive to provide a clear, detailed scope in response to this section to minimize the time that PG&E and Bidder will spend on contract negotiations. PG&E may require Bidder to add additional detail to the scope of work if in PG&E's judgment additional detail is necessary to describe the work to be done.

Payment Schedule

PG&E's payments under the Contract shall be dependent upon satisfactory completion of requested deliverables. Satisfactory completion means that the deliverables are completed to the satisfaction of the PG&E Project Manager. Invoicing payments will be made as set forth in Section 6.0 (Billing and Payment) of the General Conditions.

Bidder must propose a schedule for reaching the milestone in each task. One hundred percent (100%) of Bidder's proposed program participation goal by low income customers provided in Bidder's Proposal Description/Supplemental Information in Attachment 4.

For each payment schedule, Bidders must propose "not-to-exceed" amounts for each task, plus a total contract maximum. For each task, Bidders must also provide a detailed cost breakdown, including estimated labor hours and rates, and materials costs, and/or unit costs for both Bidder and any subcontractor Bidder plans to use. For proposals with a time and materials payment method, Bidders must complete the Direct Labor Cost Breakdown Sheet as set forth in Attachment 11. PG&E may negotiate task and contract not-to-exceed amounts with Bidder. If PG&E and Bidder cannot agree on task or contract not-to-exceed amounts within ten (10) business days of PG&E's initial written request for changes or clarifications on the proposed scope of Work, PG&E will exclude the Bidder's proposal from further consideration.

6. Proposed Data Tracking and Reporting Plan

Bidder must be able to demonstrate the ability to track Program accomplishments and details, both financial and unit targets.

PG&E may, at its sole discretion, conduct Program measurement and evaluation studies using an independent third party contractor. Bidder will be required to inform all customers it targets that, if they participate in PG&E's 2003 LIEE program, they may be required to participate in future program measurement and evaluation studies

7. Supplier Diversity Program

Under CPUC General Order 156, Bidders must supply information on its Women, Minority, and Disabled Veteran Business Enterprise (WMDVBE) status and subcontracting plans. PG&E will consider this information in evaluating bids, and will award more points to vendors who have WMDVBE status, or adequate WMDVBE subcontracting plans consisting of either a List of Subcontractors (Exhibit 1-A of the General Conditions) or a statement setting forth the Bidder's goals for WMDVBE subcontracting. Bidder shall submit its CPUC WMDVBE certification documentation if Bidder claims WMDVBE status. All vendors, regardless of their WMDVBE status, will be eligible to earn the same number of points in this category. PG&E's supplier diversity program is described in more detail in Exhibit 1 of PG&E's Consulting Services General Conditions (General Conditions).

8. Requested Exceptions to PG&E's General Conditions

All contracts must contain PG&E's General Conditions. Bidder's standard terms and conditions or standardized acknowledgment forms will not be acceptable.

If Bidder takes exception to any provision in Exhibit 1, Bidder must identify it as an "Exception(s) to the General Conditions," and must provide the following information:

- details of any exceptions taken by the Bidder to the General Conditions;
- reasons for such exceptions
- proposed alternative language (see Attachment 8)

Failure to include a statement of acceptance of PG&E's General Conditions or to detail any exceptions to the General Conditions and provide proposed alternative language will cause the Bidder's proposal to be considered non-responsive.

PG&E will consider the nature and extent of the requested exceptions to PG&E's General Conditions when selecting the successful Bidder(s).

9. Request for Time Extension to Sign Contract

If Bidder's proposal is selected, and PG&E and Bidder complete Contract negotiations within the time frame specified in this RFP, PG&E requires successful Bidder(s) to return the signed Contract to PG&E within three (3) business days of receiving the completed Contract from PG&E. PG&E will consider granting local governments and non-profit organizations which require council or board approval additional time to sign Contracts. Bidder must specify either: 1) Bidder's acceptance of PG&E's requirement to return signed Contract to PG&E within three (3) business days of receiving a completed Contract from PG&E; or 2) Bidder's request for additional time to sign Contract, including the reason for this request and the amount of time extension needed.

PG&E will consider the reasonableness of Bidder's request and the amount of time extension requested when selecting the successful Bidder(s). However, PG&E will not consider any proposal which requests a time extension to sign contract in excess of fifteen (15) business days. PG&E reserves the right to exclude Bidder's proposal from further consideration if Bidder fails to include a statement indicating Bidder's acceptance or request for time extension.

10. Signature Page

Bidder's authorized representative is required to sign the signature page contained in this appendix. PG&E will not enter into a contract with any entity other than the party identified as the Bidder in the proposal package.

11. Direct Labor Cost Breakdown Sheet

To be used by Bidder in developing labor rates.

C. PROPOSAL SUBMISSION AND DELIVERY ADDRESS

All proposal packages must be delivered to the address below by **2:00 p.m., PDT, on Friday, April 18, 2003. To ensure fairness, proposals received after this deadline will not be accepted and will be returned unopened. Faxed proposals will not be accepted.** PG&E will date stamp and log in the proposal packages as they are received.

First Class Mail:

Pacific Gas and Electric Company
Attention: Cindi Lowe
P.O. Box 770000, Mail Code N7G
San Francisco, California 94177

Overnight mail:

Cindi Lowe
Pacific Gas and Electric Company
77 Beale Street, Room 101, Mail Code N7G

San Francisco, California 94105
(415)972-5383

Hand delivery:

Cindi Lowe
Pacific Gas and Electric Company
245 Market Street, Room 756A
415-972-5383

Due to the possibility of delays, PG&E recommends that Bidders use an expedited delivery service.

D. ERRORS OR OMISSIONS IN PROPOSAL PACKAGES

A Bidder that discovers an error or omission in its proposal package may withdraw that proposal package and resubmit, provided that it does so before the bid due date as specified above.

E. VERIFICATION OF RECEIPT OF PROPOSAL PACKAGE

It is the Bidder's sole responsibility to ensure that its proposal package is received by PG&E at the designated proposal delivery address by the close of the solicitation period as specified in this RFP. Bids that are delivered to a different PG&E location will not be accepted. Proof of timely delivery (e.g., return receipt for certified, registered or overnight mail) must be obtained by the Bidder for each proposal package submitted

F. PROPOSALS NOT CONFIDENTIAL

All contracts may be made public at PG&E's sole discretion. PG&E reserves the right to make public terms of all other contracts relating to LIEE Leveraging Contract.

G. PROPOSAL PREPARATION COSTS

PG&E will not reimburse any Bidder for any cost incurred in the preparation or submission of a proposal package and/or in any negotiations regarding the contract. This RFP does not in any way obligate PG&E to award a contract, to pay any costs incurred in the preparation of a proposal to this request, or to procure or contract for services or supplies. This proposal is not a guarantee of work.

H. RFP WITHDRAWAL

PG&E reserves the right to withdraw this RFP at any time before executing final contracts with Bidders. PG&E may accept or reject any or all responses, and may accept other than the lowest price proposed. PG&E will not be liable, by

reason of such withdrawal or rejection, to any Bidder submitting a proposal in response to this RFP. PG&E may award only part of total program funds.

6.0 EVALUATION CRITERIA

In addition to the requirements for proposal submission above (Section 5.0 b, Submission Requirements), PG&E will evaluate proposals based on a combination of factors including, but not limited to, those listed below. The order of appearance of the factors is not related in any way to the importance, ranking, or weighting that will be used in the evaluation.

A. Cost of Proposal relative to the Magnitude of Bidder's specific measurable results of low income customers in PG&E's LIEM Programs.

Proposals with lower cost per proposed program participant will receive more points.

B. Feasibility of Proposal, Including Likelihood that Bidder Will Achieve Proposed increased participation of low income customers.

PG&E will judge the feasibility of the proposal, including whether Bidder is likely to be able to achieve the proposed level of awareness and participation of low income customers. PG&E will evaluate Bidder's understanding of and existing ties to the low income market sectors/communities it plans to target, as well as the reasonableness of Bidder's estimates, data and assumptions used to derive the proposed outreach and participation goals of low income customers.

C. Data Tracking and Reporting Plan

PG&E will evaluate the proposed Data Tracking and Reporting plan. Those plans which PG&E judges will adequately track and report Bidder's efforts and participation of low income Customers in PG&E's 2003 LIEM Programs will receive more points than those which PG&E judges will not adequately meet its tracking and reporting needs.

D. Experience

Demonstrated history of good performance.

E. Women/Minority/Disabled Veteran-Owned Business Enterprises (WMDVBEs)

It is PG&E's policy that WMDVBEs shall have the maximum practicable opportunity to participate in the performance of its contracts and/or purchase orders. Therefore, as a company that supplies goods and/or services to PG&E, Bidder shall comply with PG&E's policy to the fullest extent possible, and consistent with the efficient performance of a contract (see Attachment 7). Bidders are encouraged to indicate how they promote supplier diversity as part of their business.

F. Nature and Extent of Requested General Condition Exceptions

PG&E will award more points to Bidders who request no or few exceptions to PG&E's General Conditions.

G. Request for Time Extension to Sign Contract

PG&E will consider the reasonableness of Bidder's request and the amount of time extension requested when selecting the successful Bidder(s). However, PG&E will not consider any proposal which requests a time extension to sign contract in excess of fifteen business days. Furthermore, PG&E reserves the right to exclude Bidder's proposal from further consideration if Bidder fails to include a statement indicating Bidder's acceptance or request for time extension.

7.0 CONTRACT NEGOTIATIONS

After PG&E selects the preferred Bidder(s), PG&E will commence contract negotiations with the preferred Bidder(s). PG&E reserves the right to cease negotiations with any Bidder and instead select an alternate Bidder if PG&E and the original Bidder are unable to agree on contract terms and conditions within the time set forth in this RFP.

PG&E DOES NOT GUARANTEE A CONTRACT TO ANY BIDDER. PG&E RESERVES THE RIGHT TO REJECT ANY OR ALL PROPOSALS AND TO ACCEPT OTHER THAN THE LOWEST PROPOSAL.

8.0 CONTRACTOR VALUES

PG&E places high value on its customers, employees and shareholders; the environment; safety; continuous improvement; and conducting business in an ethical manner, as detailed in Exhibit 2, Contractor Values.

9.0 NON-DISCLOSURE AGREEMENT

Bidders are not guaranteed access to PG&E Proprietary or Trade Secret information, including, but not limited to, customer data. However, if PG&E does grant Bidder access to such information, Bidder and Bidder's employees and subcontractors will be required to sign PG&E's Non-Disclosure Agreement attached as Exhibit 3.

10.0 NON-EXCLUSIVITY

THE PARTIES AGREE THAT A CONTRACT BASED ON THIS RFP DOES NOT ESTABLISH AN EXCLUSIVE CONTRACT BETWEEN PG&E AND BIDDER NOR CONSTITUTE A COMMITMENT BY PG&E, WHETHER EXPRESSED OR IMPLIED, TO CONTRACT WITH BIDDER TO PERFORM OR SUPPLY ANY WORK; NOR IS THERE ANY GUARANTEE AS TO THE VOLUME OF WORK OR THE DURATION OF THE CONTRACT. PG&E EXPRESSLY RESERVES ALL ITS RIGHTS, INCLUDING BUT NOT LIMITED TO THE FOLLOWING: THE RIGHT TO UTILIZE OTHERS TO PERFORM OR SUPPLY WORK OF THE TYPE CONTEMPLATED BY THIS RFP; THE RIGHT TO REQUEST PROPOSALS FROM OTHERS WITH OR WITHOUT

REQUESTING PROPOSALS FROM BIDDERS FOR WORK OF THE TYPE
CONTEMPLATED BY THIS RFP, AND THE UNRESTRICTED RIGHT BY PG&E TO
RE-BID OR PERFORM ANY SUCH WORK.

Attachment A
Low Income Assistance Programs Quarterly Reporting Tables

Table A – LIEE Leveraging and Outreach Initiatives – Columns are: A) LIEE Initiative; B) Summary; C) Timeline; and D) Status

Table B – CARE Leveraging and Outreach Initiatives – Columns are: A) CARE Initiative; B) Summary; C) Timeline; and D) Status

Table C – CARE Advertising – Columns are: A) Advertising Initiative; B) Summary; C) Timeline; and D) Status

Table 1 – LIEE Program Expenses

Table 2 – LIEE Installation Contractor Expenses

Table 2A – LIEE Direct Purchase and Installation Contractor Legend

Table 3 – LIEE SBX1-5 Percentage of Expenditures for Direct Purchases and Administration
No longer reported

Table 4 – LIEE Measure Installations

Table 4A – LIEE Homes Treated by Dwelling Type

Table 5 – LIEE kWh Savings, kW Demand Reduction and Therm Savings

Table 5A – Average Bill Savings per Customer for Installations Completed and Paid

Table 5B – Average Bill Savings per Customer for Installations Completed and Not Paid

Table 5C – Average Bill Savings per Customer for Installations Completed and Paid and Not Paid

Table 6 – CARE Program Expenses

Table 7 – CARE Leveraging and Outreach Contractor Expenses
No longer reported

Table 7A – CARE Leveraging and Outreach Contractor Legend
No longer reported

Table 8 – CARE Capitation Fees

Table 8A – CARE Capitation Contractor Legend

Table 9 – CARE SBX1-5 Percentage of Expenditures for Mass Marketing
No longer reported

Table 10 – CARE Enrollment, Recertification and Attrition

Table 10.1 – DCSD CARE Automatic Enrollment

Table 11 – CARE Standard Random Verification Results

Table 11A – CARE Random Verification Results for SBX1 5 Outreach

Table 11B – Combined CARE Standard Random Verification Results

Table 12A – Rural vs. Urban CARE Enrollments (Electric Only)

Table 12B – Rural vs. Urban CARE Enrollments (Gas Only)

Table 12C – Rural vs. Urban CARE Enrollments (Gas and Electric Combined)

Table 13A – Rural LIEE Installations (Gas Only)

Table 13B – Rural LIEE Installations (Electric Only)

Table 13C – Rural LIEE Installations (Gas and Electric Combined)

Table 13D – Urban LIEE Installations (Gas Only)

Table 13E – Urban LIEE Installations (Electric Only)

Table 13F – Urban LIEE Installations (Gas and Electric Combined)

Table 14 – CARE Participation - Rural

Table 15 – CARE Participation - Urban

Table 16 – CARE Participation – Combined Rural and Urban

Table 17 – Summary of Urban Homes Treated (Base Funding)

Table 18 – Summary of Urban Homes Treated (SBX1-5 Appliance Funding)
No longer reported

Table 19 – Summary of Urban Homes Treated (SBX1-5 LIEE Funding)
No longer reported

Table 20 – Summary of Urban Homes Treated (Base and SBX1-5 Funding)
No longer reported

Table 21 – Summary of Rural Homes Treated (Base Funding)

Table 22 – Summary of Rural Homes Treated (SBX1-5 Appliance Funding)
No longer reported

Table 23 – Summary of Rural Homes Treated (SBX1-5 LIEE Funding)
No longer reported

Pacific Gas and Electric Company LIEE and CARE Monthly Report

Table 24 – Summary of Rural Homes Treated (Base and SBX1-5 Funding)
No longer reported

Table 25 – Summary Energy and Bill Savings Base Program (Base Funding)

Table 26 – Summary Energy and Bill Savings Base Program (SBX1-5 Appliance Funding)
No longer reported

Table 27 – Summary Energy and Bill Savings Base Program (SBX1-5 LIEE Funding)
No longer reported

Table 28 – Summary Energy and Bill Savings Base Program (Base and SBX1-5 Funding)
No longer reported

Table 29 – Rural and Urban Capitation Contractors

Table 30 – LIEE Penetration

May 23, 2005

BY HAND DELIVERY

Docket Clerk
California Public Utilities Commission
505 Van Ness Ave.
San Francisco, CA 94102

Re: Order Instituting Rulemaking on the Commission's Proposed Policies and Programs
Governing Post-2003 Low-Income Assistance Programs – R. 04-01-006, et al.

Dear Sir/Madam:

Enclosed for filing is the original and five (5) copies of

**FORTY-EIGHTH STATUS REPORT
OF PACIFIC GAS AND ELECTRIC COMPANY (U 39 M)
ON THE RESULTS OF ITS LOW INCOME ENERGY EFFICIENCY AND
CARE PROGRAM EFFORTS IN COMPLIANCE WITH ORDERING PARAGRAPH 17
OF DECISION 01-05-033, ISSUED MAY 7, 2001**

Please file the original and return an endorsed stamped copy in the envelope provided.

Sincerely,

Chonda J. Nwamu

CJN/mbs

Enclosures

cc: Administrative Law Judge Steven A. Weissman
All Parties of Record in R.04-01-006 (via electronic mail)

CERTIFICATE OF SERVICE BY ELECTRONIC OR FIRST CLASS MAIL

I, the undersigned, state that I am a citizen of the United States and am employed in the City and County of San Francisco; that I am over the age of eighteen (18) years and not a party to the within cause; and that my business address is Pacific Gas and Electric Company, Law Department B30A, 77 Beale Street, San Francisco, California 94105. I am readily familiar with the business practice of Pacific Gas and Electric Company for collection and processing of correspondence for mailing with the United States Postal Service. In the ordinary course of business, correspondence is deposited with the United States Postal Service the same day it is submitted for mailing.

On the 23rd day of May 2005, I served a true copy of:

**FORTY-EIGHTH STATUS REPORT
OF PACIFIC GAS AND ELECTRIC COMPANY (U 39 M)
ON THE RESULTS OF ITS LOW INCOME ENERGY EFFICIENCY AND
CARE PROGRAM EFFORTS IN COMPLIANCE WITH ORDERING PARAGRAPH 17
OF DECISION 01-05-033, ISSUED MAY 7, 2001**

[XX] By U.S. Mail – by placing it for collection and mailing, in the course of ordinary business practice, with other correspondence of Pacific Gas and Electric Company, enclosed in a sealed envelope, with postage fully prepaid, addressed to:

All parties on the official service list for R. 04-01-006; A. 04-06-038; A. 04-07-002; A. 04-07-010; A. 04-07-011; A. 04-07-012; A. 04-07-013; A. 04-07-014; A. 04-07-015; A. 04-07-027 and A. 04-07-050 without an e-mail address

[XX] By Electronic Mail – serving the enclosed via e-mail transmission to each of the parties listed on the official service list for All parties on the official service list for R. 04-01-006; A. 04-06-038; A. 04-07-002; A. 04-07-010; A. 04-07-011; A. 04-07-012; A. 04-07-013; A. 04-07-014; A. 04-07-015; A. 04-07-027 and A. 04-07-050 providing an e-mail address.

I certify and declare under penalty of perjury under the laws of the State of California that the foregoing is true and correct.

Executed in San Francisco, California on the 23rd day of May, 2005.

MARY SPEARMAN

