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

| Applications of Pacific Gas and Electric Company for |
|--|
| Approval of the 2009-2011 Low Income Energy          |
| Efficiency and California Alternate Rates for Energy |
| Programs and Budget (U39M)                           |

Application 08-05-022 (Filed May 15, 2008)

Application of San Diego Gas & Electric Company (U 902 M) for Approval of Low Income Assistance Programs and Budgets for Program Years 2009 – 2011.

Application 08-05-024 (Filed May 15, 2008)

Application of Southern California Gas Company (U 904 G) for Approval of Low Income Assistance Programs and Budgets for Program Years 2009 – 2011.

Application 08-05-025 (Filed May 15, 2008)

Application of Southern California Edison Company (U 338-E) for Approval of Low Income Assistance Programs and Budgets for Program Years 2009, 2010 and 2011.

Application 08-05-026 (Filed May 15, 2008)

## MONTHLY REPORT OF SOUTHERN CALIFORNIA GAS COMPANY (U 904 G) ON LOW INCOME ASSISTANCE PROGRAMS FOR APRIL 2009

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May 21, 2009

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

| Approval of the 2009-2011 Low Income Energy<br>Efficiency and California Alternate Rates for Energy<br>Programs and Budget (U39M)                   | Application 08-05-022 (Filed May 15, 2008)    |
|---|---|
| Application of San Diego Gas & Electric Company (U 902 M) for Approval of Low Income Assistance Programs and Budgets for Program Years 2009 – 2011. | Application 08-05-024<br>(Filed May 15, 2008) |
| Application of Southern California Gas Company (U 904 G) for Approval of Low Income Assistance  | Application 08-05-025                         |

Application of Southern California Edison Company (U 338-E) for Approval of Low Income Assistance Programs and Budgets for Program Years 2009, 2010 and 2011.

Programs and Budgets for Program Years 2009 – 2011.

Applications of Pacific Gas and Electric Company for

Application 08-05-026 (Filed May 15, 2008)

(Filed May 15, 2008)

## MONTHLY REPORT OF SOUTHERN CALIFORNIA GAS COMPANY (U 904 G) ON LOW INCOME ASSISTANCE PROGRAMS FOR APRIL 2009

Southern California Gas Company (SoCalGas) hereby submits its Low Income Assistance Programs Monthly Report for April 2009. This monthly report includes a narrative and quantitative tables (attached hereto), which describe the results of program activity during the month of April 2009 for SoCalGas' low income assistance programs – the Low Income Energy Efficiency (LIEE) program and the California Alternate Rates for Energy (CARE) program. SoCalGas worked with the Energy Division in developing consistent reporting templates for use in this report.

### Respectfully submitted,

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### LOW INCOME ENERGY EFFICIENCY PROGRAM MONTHLY REPORT

### 1. LIEE Executive Summary

## 1.1. Low Income Energy Efficiency Program Overview

**1.1.1.** Provide a summary of the LIEE Program elements as approved in Decision 08-11-031:

|                | Program Summary for Mo | nth            |     |
|----------------|------------------------|----------------|-----|
|                | Authorized / Planning  |                |     |
|                | Assumptions            | Actual to Date | %   |
| Budget         | \$49,571,908           | \$7,457,078    | 12% |
| Homes Treated  | 110,864                | 11,738         | 11% |
| kWh Saved      | N/A                    | N/A            | N/A |
| kW             |                        |                |     |
| Demand Reduced | N/A                    | N/A            | N/A |
| Therms Saved   | 2,564,567              | 308,222        | 12% |

Through SoCalGas' extensive marketing efforts, inter-utility referrals and contractor canvassing, SoCalGas was able to generate over 37,000 LIEE leads in April that resulted in 5,258 enrollments, 6,678 leads pending enrollment and over 15,000 awaiting qualification. In the month of April SoCalGas treated 6,409 homes and processed and paid for the installation of weatherization measures in 6,210 homes. The total number of appliances serviced during April was 653 which included 606 furnace repairs/replacements and 47 water heater replacements. Presently, as shown above, SoCalGas has treated 11,738 homes which is 11% of the 2009 goal. Additionally there are over 10,000 enrollments totaling \$3 million received by SoCalGas to be processed and paid. With an additional 3,200 enrollments valued at more than \$1 million awaiting measure installation by contractors, SoCalGas is still implementing processes to effectively accelerate production in order to meet the aggressive 2009 goals.

### 1.2. Whole Neighborhood Approach Evaluation

**1.2.1.** Provide a summary of the geographic and customer segmentation strategy employed, (i.e. tools and analysis used to segment "neighborhoods," how neighborhoods are segmented and how this information is communicated to the contractor/CBO).

SoCalGas partnered with its LIEE Contractor Network to begin planning implementation of Whole Neighborhood Approach (WNA) events. SoCalGas assisted one Contractor in analyzing two target "neighborhoods" that the Contractor identified as having underserved homes.

SoCalGas extracted customer data by zip code from its database system. This system utilizes Census and PRIZM code data that enables SoCalGas and it's contractors to identify customer segments that include households or "neighborhoods" with a high probability of meeting the LIEE eligibility criteria. The initial data query will exclude any homes that have previously received LIEE measures. The SoCalGas data also includes CARE status, climate zone, and Zip9 information that can be utilized in conjunction with the Census and PRIZM code data to provide a comprehensive profile of potential eligibility. The data query is manually manipulated to extract any street addresses and/or streets that do not fall within the "neighborhood" grid identified by the contractor. The target "neighborhood" area was identified by street names that outline the north, south, east and west boundaries.

SoCalGas provided data analysis support for a neighborhood identified by Community Action Partnership of Orange County (CAPOC) in zip code 92801 (Anaheim). This resulted in 1,084 potential LIEE customers being identified for services in a sub-zip code "neighborhood". CAPOC who is also a LIHEAP Agency, used the data analysis for a "Weatherization Walk" event where volunteers coordinated by State Senator Lou Correa's office canvassed the neighborhood over several days during April. SoCalGas continues to monitor the resulting enrollments and measure installations completed in this neighborhood for future reporting.

SoCalGas will sponsor a WNA event with Avalon-Carver and Reliable Energy on May 2, 2009. The target "neighborhood" selected by the Contractor and analyzed by SoCalGas identified 3,008 potential LIEE customers. This is a sub-zip code area of 90744 in

the Wilmington District of Los Angeles. Marketing and outreach in the neighborhood began in April resulting in 70 enrollments and 55 appointments for primary weatherization services on May 2<sup>nd</sup>.

SoCalGas will also sponsor a WNA with The East Los Angeles Community Union (TELACU) in La Habra. Marketing and outreach began in April and the WNA will occur May 14<sup>th</sup> - 16<sup>th</sup>. Secondary weatherization services will occur on May 19<sup>th</sup>. The target "neighborhood" selected by the Contractor and analyzed by SoCalGas identified 878 potential LIEE customers.

### 1.3. LIEE and CARE Customer Outreach and Enrollment Update

**1.3.1.** Provide a summary of the LIEE and CARE Program outreach and enrollment strategies deployed this month.

In partnership with Pacific Gas and Electric Company (PG&E), Southern California Edison (SCE) and the California Public Utilities Commission (CPUC), SoCalGas led the effort in its service territory to promote *WeCARE California*, a week long series of customer resource fairs held during the week of April 20<sup>th</sup> – 25<sup>th</sup>. Each event featured information about CARE and LIEE customer assistance programs. Community-based organizations also participated in each event in an effort to provide customers with "one-stop-shopping" for financial resources, community services, and other services provided by the agencies.

Special attention was given to reach out to newly-unemployed customers through event information promoted on employment websites, job fairs and other job-hunting venues. SoCalGas designed these proactive outreach methods to help locate customers who, for the first time are in need of assistance. This tailored proactive approach dramatically increased SoCalGas' ability to promote CARE, LIEE, extended payment arrangements and other assistance services to potential customers and to provide these services expeditiously. Additionally, this proactive outreach approach included, meetings with elected officials; newspaper, radio and TV ads in selected SoCalGas markets; press releases, media interviews and teaming with key relevant non-profit organizations to ensure all customers in need could

receive assistance as quickly as possible. Overall feedback on SoCalGas' ambitious outreach effort, especially from regulators, elected officials and customers was very positive.

Pre-event preparations and media promotions for three WeCare California Resource Fairs held in Bakersfield, Los Angeles and El Centro during the week of April 20<sup>th</sup> through the 25<sup>th</sup>:

- Buckley FM Radio 15 minute segment covering details of SoCalGas' customer assistance and energy efficiency programs. The segment aired on three Bakersfield area stations April 12<sup>th</sup> during the 6 am hour.
- Numerous public service announcements were released through the efforts of the utilities' public affairs and community relations staffs.
- 60,000+ flyers and 8,500 post cards were distributed throughout the Bakersfield area advertising the WeCARE resource fair.
- The Scott Cox Show ran a radio segment on the day of the Bakersfield event during the morning rush hour to encourage residents to attend.
- Prior to the Los Angeles WeCARE event, SoCalGas conducted a two week promotional campaign consisting of advertisements in local newspapers, radio and television stations including the Los Angeles Times, Watts Times, KHHT AM and KMEX Univision.
- Public service announcements were released through SoCalGas' Public Relations department, including spots on KOST, MYFM and HOT 92.3FM. Over 25,000 flyers and 14,000 targeted post cards were distributed throughout the Los Angeles community and at K-12 school systems advertising the event.
- SoCalGas' pre-event promotions for the El Centro WeCARE resource fair included two weeks of advertisements in local newspapers and radio stations.
- The George Gale Show, KXO-AM 1230 radio conducted an interview with SoCalGas' District Operations Manager of the south inland region on April 24<sup>th</sup> to promote the WeCARE El Centro resource fair.
- More than 30,000 WeCARE flyers were distributed throughout the El Centro community and K-12 school systems advertising the event.

- Customers were able to access information about SoCalGas' CARE and LIEE programs and the WeCARE El Centro event on KXO's website for two weeks prior to the event.
- KSWT-TV CBS, affiliate channel 13, reporter Cambi Brown interviewed SoCalGas' District Operations Manger at the WeCARE event site April 24th. The station ran the clip during their April 24<sup>th</sup> 6:00 pm and 9:00 pm broadcasts and twice more during their Saturday April 25th, 7:00 and 9:00 am news programs. KYMA-TV aired information about the event on Friday, April 24<sup>th</sup> during their 6:00 pm and 10:00 pm newscasts.
- KECY-TV and *Adelante Valle* Spanish newspaper included information about the El Centro WeCARE event on their websites.
- Articles ran in the *Imperial Valley Press* and the *La Chronica* Spanish newspaper.

### WeCare California – Bakersfield

The WeCare California Bakersfield Resource Fair was held at Stramler Park on April 20<sup>th</sup>. The event was kicked off by presentations from SoCalGas' Vice President of Customer Solutions, Commissioner Dian Grueneich representing the CPUC, and executives from PG&E and SCE. Also in attendance was Bakersfield Vice Mayor Zack Schrivner, Chief of Staffs to Kern County Supervisors representatives. Day long media coverage at the event was provided by three television crews representing five television stations ABC, CBS/Fox, and NBC/Telemundo, and two local radio stations which ran spots every 15 minutes advertising the event. SoCalGas' executive officer in charge of Customer Solutions, and various Public Affairs staff conducted on-site interviews with each media outlet present. Approximately 600 Bakersfield residents attended and received information on the utilities' assistance programs. Participants also received personal finance assistance and information on various social programs from 22 exhibitors. Free food and entertainment was provided by the WeCARE California team.

'WeCARE **California** Bakersfield served as a good example of the utilities' leveraging efforts with external organizations and integration with their internal programs to benefit a broad spectrum of low-income customers.

### WeCARE California-Los Angeles Resource Fair

On April 24th, SoCalGas, Los Angeles Department of Water and Power (LADWP) and the CPUC joined efforts to assist 1,000 South Los Angeles residents at the WeCARE California, Los Angeles Resource Fair. The Los Angeles Resource Fair was held at the All Peoples Christian Center, a well established local community-based organization with deep community ties. The event was kicked off by presentations from SoCalGas' executive officer in charge of Customer Solutions, CPUC Director, Denise Tyrell, and LADWP Commissioner, Forescee Hogan-Rowles. Also in attendance were the Los Angeles Unified School District Board President, Monica Garcia and SoCalGas' Director of Customer Services. The event was covered by various local media throughout the day including KRCA-TV, LA City View TV and KNX AM 1070. Nearly 1000 low-income attendees received information from over 40 exhibitors concerning the utilities' customer assistance programs, personal finances and various social programs. Free food and entertainment including music, a jump house and face painting was provided by SoCalGas' WeCARE California team.

WeCARE California Los Angeles served as an excellent outreach model on how to effectively leverage with external organizations to benefit a targeted low-income community. Several attendees and exhibitors commented to the WeCARE California staff that it was the best event of this kind that they had recently attended.

### WeCARE California El Centro Resource Fair and Imperial County's Children's Fair

On April 25<sup>th</sup>, SoCalGas, Imperial Irrigation District (IID) and the CPUC joined together to co-sponsor the Imperial County "Children's Fair" and to promote their customer assistance programs and services. This annual event, which is organized by the Child Abuse Prevention Council was held at El Centro's Bucklin Park, and attracted over 20,000 attendees from nearby communities. Attendees received important information and assistance on utility programs, personal finances and a myriad of social programs from over 80 exhibitors. As an event sponsor, SoCalGas' executive officer in charge of Customer Operations was interviewed by several local television stations and radio stations including an interview with Reporter Rachel Eizufon of KYMA-TV Channel 11 an NBC Affiliate. The spot ran during the afternoon and evening broadcasts and included SoCalGas' website information allowing customers to access the site to obtain detailed information on all SoCalGas' programs and services. Also interviewed were elected officials and a representative from the CPUC.

WeCARE California support was provided by Sally Alvarado, Community Advocate (Bilingual) for the Team Project with the CPUC and the IID was represented by their Customer Assistance Manager Mr. Sam Marquez and his staff. KXO-AM 1230 and 107.5 FM aired live remotes from the SoCalGas tent.

Feedback received by SoCalGas' area Public Affairs Manager was that its timely message of compassion with action was well received by both attendees and organizers alike in an area which currently has the highest unemployment rate of any California county.

## Provided below are links to some of the media coverage and interviews conducted during WeCARE California week (April 20 - 25).

#### WeCARE California El Centro - NBC 11

http://home.sempranet.com/mediaclips/2009\_Q1\_report/customer\_programs\_energy\_efficiency/ 4\_april/NBC\_11\_4-25-09\_R.Gordillo\_El\_Centro\_CARE.wmv

## WeCARE California South LA promotion - KVEA 52 Telemundo live studio interview (11:30am newscast)

http://home.sempranet.com/mediaclips/2009\_Q1\_report/customer\_programs\_energy\_efficiency/4 april/KVEA 4-24-09 R.Gordillo CARE.wmv

KMEX-TV Univision Los Angeles (5am - 7am) Telethon with SoCalGas & SCE reps taking phone calls from viewers. CARE, Therm Kits, DAP and WeCARE California promotion. <a href="http://home.sempranet.com/mediaclips/2009\_Q1\_report/customer\_programs\_energy\_efficiency/4">http://home.sempranet.com/mediaclips/2009\_Q1\_report/customer\_programs\_energy\_efficiency/4</a> april/KMEX 4-22-09 R.Gordillo CARE.wmv

# KFTR-TV Telefutura Los Angeles (7am - 8am) Telethon with SoCalGas and SCE representatives taking telephone calls from viewers. CARE, Therm Kits, DAP and WeCARE California promotion.

http://home.sempranet.com/mediaclips/2009\_Q1\_report/customer\_programs\_energy\_efficiency/ 4\_april/KFTR\_4-22-09\_R.Gordillo\_CARE.wmv

## <u>Participating Organizations in the Bakersfield, L.A.,and El Centro WeCARE Resource Fairs:</u>

American Foreign Student (AFS)

**American Cancer Society** 

Assembly of God Church

Carrows Restaurants

Various Groups from Central High School

Court Appointed Special Advocates (CASA)

Clinicas de Salud Youth Services

Comite Civico del Valle

Catholic Charities House of Hope

Ceede Comunidad Cristians

**Exceptional Family Resource Center** 

First Imperial Credit Union

Heber Elementary/Migrant Education

Iglesia Cristiana Rey de Reyes

All People's Christian Center

Asian Pacific American Dispute Resolution Center

California Telephone Access Program

Campaign for Social Justice

Chicana Service Action Center

Girls Today Women Tomorrow

Dewey Square Group WeConnect

Alltell Wireless

**Desert Cancer Society** 

Brunswick Zone

Campesinos Unidos

Child Abuse Council

CIC Mgmt, Inc.

Coldwell Bankers

Community Valley Bank

Emmanuel Latin Church

The Red Cross

Fairy Tales

Heritage Family Fellowship

The Salvation Army

Keller Williams

AT&T

Blue Cross

California Trade Tech

South LA Health Projects

Children's Bureau

**CPUC** 

RHA, Inc.

### <u>Participating Organizations in the Bakersfield, Los Angeles and El Centro WeCARE</u> <u>Resoure Fairs (continued):</u>

Catholic Charities of Los Angeles

St. Vincent Senior Citizen Nutrition Program

VA W. Los Angeles Health Center

Watts Labor Community Action Committee (WLCAC)

Khmer Society/Self Help for the Elderly Mexican-American Opportunity Fund

Staples & Associates (Kern Energy Watch Program

Health

Kid's Supercenter Mahubay Alliance, Inc.

No Fear

Pioneer Memorial Hospital

Sendero de la Cruz

Sun Communication Credit Union

The Burn Institute Sure Help Line

United Way of Imperial County Wells Fargo Bank, Home Mortgage

Women Haven, Center for Family Solutions

PCPOA Pinata Pole

City of El Centro, Firefighters Assoc., Police Dept., Regional Medical Center

Imperial County Behavioral Health, Children and Family First Commission

Imperial County Office of Education, County Health Department

Imperial Valley College - Business/Gym Club, Regional Occupational Program (ABEL)

New Jerusalem Ministry, Child Ministry, Women's Group

Los Angeles Departments of Aging and Social Services

Kern County Public Health, Aging/Adult Svcs., Golden Empire Transit, Employer's Training

Resource, Community Action Partnership of Kern (211 System)

Independent Living Center of Kern County, Inc.

PG&E CARE program, Energy Partners, Customers Services

In addition to the successful WeCARE California Resource Fairs, SoCalGas' Public Affairs Department continued its strong commitment to increase its promotion of SoCalGas' LIEE and CARE programs through a number of events and meetings with agencies and local city officials throughout SoCalGas' service territory.

During the month of April the Public Affairs department sponsored the following events, meetings and presentations:

• April 2<sup>nd</sup> - SoCalGas conducted a customer assistance presentation at a luncheon for 200 English and Hispanic customers at the Janet Goeske Senior Center in

Union Rescue Mission

**VELA** 

YWCA of Greater LA

SoCal Edison

Boys/Girls Club Kern Cty

KIWI Radio

Proteus, Inc. Immediate Care Family

Imperial Irrigation District

Los Vigilantes New Destiny

Optimist Club of El Centro

Rain Cross

South West High School

**Target Store** 

The Family Treehouse Time Warner Cable

Wellick & Volk Mortgages Shannon Daughtry DDS

- Riverside, California. CARE and LIEE program materials were provided to the facility management team for distribution to the over 15,000 seniors that use the center each month.
- April 6<sup>th</sup> SoCalGas met with the Mayor and city council of Delano, to discuss
  the CARE, LIEE and Gas Assistance Fund (GAF). The Mayor agreed to accept
  CARE applications and placed them in City Hall. He also agreed to include a link
  to CARE information on the City's website.
- April 7<sup>th</sup> SoCalGas attended a meeting with the Deputy City Manager of
  Moreno Valley to present CARE and LIEE program information and petitioned
  the City Manager to place a link to SoCalGas' customer assistance program
  information on the City's webpage.
- April 7<sup>th</sup> SoCalGas attended a meeting with the Black Chamber of Commerce in Moreno Valley to present customer assistance information and also requested that they place a link to SoCalGas' customer assistance information on their website.
- April 8<sup>th</sup> SoCalGas promoted the CARE and LIEE programs to the Lake
   Elsinore Senior Citizens Center. The information was presented to 46 seniors
   who mostly qualified for these customer assistance programs.
- April 9<sup>th</sup> SoCalGas sponsored a "Lunch and Learn," in Duarte in partnership
  with Duarte Chamber of Commerce and the Small Business Association to
  provide customer assistance information to the attendees. There were
  approximately 60 business owners in attendance and the information was well
  received.
- April 13<sup>th</sup> SoCalGas presented CARE and LIEE program information at a televised Upland City Council meeting where a "Tough Economic Times" message was also delivered.
- April 14<sup>th</sup> SoCalGas met with Riverside County's Economic Development
   Manager to provide information on the CARE and LIEE programs. SoCalGas
   also asked to present their customer assistance information at the regional
   monthly meeting of all the Riverside County Economic Development managers.
- April 16<sup>th</sup> SoCalGas met with Corona City councilman Eugene Montanez to request his support for promoting the CARE and LIEE programs. The councilman has confirmed other customer assistance outreach presentation

- opportunities and said he would post a link to SoCalGas' customer assistance program information on the City's website.
- April 17<sup>th</sup> SoCalGas briefed 100 business and community leaders at the Latino Issues Forum breakfast on the CARE and LIEE programs. Attendees were also encouraged to attend the upcoming WeCARE California events.
- April 29<sup>th</sup> SoCalGas presented their CARE and LIEE programs to the San
  Dimas Civic Academy where approximately 60 business leaders and owners from
  the San Dimas city area were present.
- April 30<sup>th</sup> SoCalGas hosted a presentation on how to apply for charitable contribution grants with more than fifty non-profit representatives from throughout the region in Riverside, California. SoCalGas used the opportunity to share information about their CARE and LIEE programs and requested that they place a link to SoCalGas' customer assistance program information on their websites.
- April 30<sup>th</sup> SoCalGas held a meeting with 211 Volunteer Center Community
   Assistance Hotline representatives in Riverside, California. The 211 hotline
   receives over 5,000 telephone calls a month from people looking for help which is
   a 50% increase over last year. SoCalGas explained the CARE and LIEE
   programs and guidelines and provided them with applications and brochures.
   Additionally, SoCalGas requested to have a link to its customer service webpage
   added to the agency's website.

### Web-Link Opportunities:

Through their concerted efforts, SoCalGas succeeded in having the following cities place a Customer Assistance link on their websites:

- 1. City of Rialto
- 2. Covina
- 3. Calimesa
- 4. Rancho Cucamonga
- 5. San Bernardino
- 6. Corona

### 7. County of San Bernardino.

SoCalGas plans to continue expanding its customer assistance web link partnerships to promote the CARE and LIEE programs, while expanding leveraging efforts to include articles in local government newsletters as well.

### Direct Mailings:

In April, a bi-lingual two-panel bill insert was delivered to approximately 1.3 million SoCalGas CARE customers. This campaign was designed to attract English and Spanish customers and encourage them to take advantage of no-cost energy saving LIEE home improvement services. The customers that received the bill insert are renters and homeowners enrolled in the CARE program and are considered highly eligible for LIEE. Results from this campaign will be noted in the June and July reports.

### 1.4. Leveraging Success Evaluation, Including CSD

1.4.1 Please provide a status of the leveraging effort with CSD. What new steps or programs have been implemented? What was the result in terms of new enrollments?

SoCalGas increased its leveraging efforts with the goals of reducing program costs, raising program awareness and increasing customer enrollments. In working with various municipal utilities, water agencies, city, county and state stakeholders SoCalGas seeks to provide LIEE customers with a full complement of no cost energy saving home improvement measures and services so that customers benefit from reduced energy costs and usage. To this end, SoCalGas has entered into discussions with several non-IOU utilities that provide electric and water services to customers in SoCalGas' service territory to identify opportunities to leverage one another's low-income energy efficiency programs.

SoCalGas and IID are nearing completion on an agreement whereby customers in their overlapping service territories receiving measures under SoCalGas' LIEE program would simultaneously receive low-income program services offered by IID. Following installation of both programs' measures SoCalGas will invoice IID for the proper measures and fees. This agreement ensures not only a full complement of services by both utilities to the customer, but serves as another approach SoCalGas will be employing to enroll customers in the LIEE program who reside in hard to reach areas.

SoCalGas has also worked with Burbank Water & Power on an agreement to provide low income energy efficiency measures to customers who reside in their overlapping territories. The agreement will provide customers with a comprehensive energy efficiency bundle of measures including gas, electric and water during a single visit. Key to this agreement is SoCalGas' ability to leverage its existing relationships with both enrollment/assessment and installation contractors to provide expertise in the delivery of the program. Final steps are being taken that should result in the joint effort beginning as early as June.

On April 29, SoCalGas along with the other IOUs met with the CPUC Energy Division staff and members of CSD's Energy Council to discuss advancing leveraging opportunities between LIHEAP and LIEE. The various program measures were compared and discussed.

SoCalGas is meeting with LIHEAP agencies that are also part of its LIEE Contractor Network to implement leveraging opportunities, to learn database structures and to plan efforts related to the Whole Neighborhood Approach.

In addition to the leveraging efforts discussed above, SoCalGas has initiated talks with the LADWP, Glendale Water and Power, the Housing Authority of the City of Los Angeles and others to identify opportunities to reduce costs and leverage energy efficiency and water conservation efforts.

### 1.5. Workforce Education & Training

**1.5.1.** Please summarize efforts to improve and expand LIEE workforce education and training. Describe steps taken to hire and train low income workers and how such efforts differ from prior program years.

SoCalGas continues to research and meet with various Workforce Centers,
Community Colleges and CBOs/non-profits that have a history of providing Workforce
Education & Training services or will soon begin offering these services.

SoCalGas toured the Sustainability Center at the Los Angeles Trade Technical College (LATTC) and met with the Division of Workforce and Economic Development to discuss the future of "Green Jobs" in the Los Angeles area. This is a follow-up to a meeting with the Dean of the LACC District with one of our LIEE Contractors in order to create a single source of contact for various inquiries that SoCalGas has been receiving for the surrounding community colleges. LATTC has one of the more established training and education programs related to energy efficiency. Also, their students are recruited from low-income communities throughout the City and Counties of Los Angeles.

SoCalGas had an introductory meeting with Taller San Jose (which provides undereducated and unskilled young adults, ages 18-28, and the opportunity to finish their education and develop the skills to find a job with a living wage) in Santa Ana to offer support for their program development and guidance regarding the various Low-Income Energy Efficiency programs.

### 2. CARE Executive Summary

### 2.1. CARE Program Summary

**2.1.1.** Please provide CARE program summary costs.

|                                       | Authorized    | Actual<br>Expenses to | % of<br>Budget |
|---------------------------------------|---------------|-----------------------|----------------|
| CARE Budget Categories                | Budget        | Date                  | Spent          |
| Outreach                              | \$3,647,684   | \$708,515             | 19%            |
| Proc., Certification and Verification | \$1,173,027   | \$376,729             | 32%            |
| Information Tech./Programming (1)     | \$ 489,451    | \$150,764             | 31%            |
| Pilots (2)                            | N/A           | N/A                   | N/A            |
| Measurement and Evaluation            | \$16,237      | \$0                   | 0%             |
| Regulatory Compliance                 | \$222,130     | \$82,716              | 37%            |
| General Administration                | \$506,635     | \$161,276             | 28%            |
| CPUC Energy Division Staff            | \$171,500     | \$20,575              | 12%            |
| Cooling Centers (3)                   | N/A           | N/A                   | N/A            |
| Total Expenses                        | \$6,286,664   | \$1,500,575           | 24%            |
| Subsidies and Benefits (4)            | \$132,846,122 | \$35,871,301          | 27%            |
| Total Program Costs and Discounts     | \$139,132,786 | \$37,371,877          | 27%            |

**2.1.2.** Please provide the CARE program penetration rate to date.

|                       | CARE Penetration      |                  |
|-----------------------|-----------------------|------------------|
| Participants Enrolled | Eligible Participants | Penetration rate |
| 1,481,315             | 1,774,067             | 83.5%            |

### 2.2. Outreach

**2.2.1.** Discuss utility outreach activities and those undertaken by third parties on the utility's behalf.

To help raise awareness about the CARE program's 20% discount, SoCalGas launched an innovative online advertising campaign on Wednesday, April 1<sup>st</sup>. The campaign will run from April 1<sup>st</sup> through May 15<sup>th</sup>. The advertising campaign in English and Spanish encourages customers to apply for CARE online. CARE online banners were included on such sites as Facebook.com, Weatherbug.com, People.com, and Univison.com to name a

few. All banners directed SoCalGas customers to a CARE-dedicated landing page for more information and the link to the CARE online application.

On April 22<sup>nd</sup>, prior to SoCalGas' and SCE's joint WeCARE California event, representatives from both utilities participated in a CARE Program Telethon at the studio of KMEX TV Univision and KFTR TV Telefutura. This innovative event was developed in a joint effort by each utility's public relations departments, and consisted of live interviews with utility spokespeople who described each utility's' assistance programs and the upcoming WeCARE California events to the viewers. The telethon aired from 5:00 to 8:00 am and generated over 800 CARE program related calls. On site bilingual utility representatives who spoke with callers said they received numerous expressions of gratitude for their efforts.

- **2.2.2.** Describe the efforts taken to reach and coordinate the CARE program with other related low income programs to reach eligible customers.
- April 1<sup>st</sup> SoCalGas sponsored and participated in the 2009 Montebello's
   Chamber of Commerce Business Expo, with an emphasis in providing local businesses and community members with resources and information during these rough economic times. There were over 1,000 attendees and SoCalGas showcased its energy efficiency, CARE and LIEE programs.
- April 5<sup>th</sup> At the California African American museum SoCalGas provided information on residential energy efficiency programs, conservation measures and customer assistance programs. Over 200 local residents attended the event. SoCalGas was able to sign-up customers for free energy efficiency kits and the CARE program.
- April 6<sup>th</sup> SoCalGas provided information on natural gas safety, energy efficiency, CARE, LIEE and other customer assistance programs at the Getty Center Emergency Preparedness Fair.
- April 18<sup>th</sup> SoCalGas provided information on residential energy efficiency programs, conservation measures and customer assistance programs, including CARE and LIEE at the Get Hip, Go Green Earth Day event. Over 700 local English and Hispanic residents took advantage of the event.

- April 18<sup>th -</sup> SoCalGas sponsored and participated in the Montebello-Commerce YMCA Healthy Kid's Day Event. SoCalGas provided bi-lingual information on residential energy efficiency, conservation services and the CARE and LIEE programs.
- April 23<sup>rd</sup> SoCalGas hosted a tabletop for the Retired Senior Volunteer Program Luncheon, where information on the CARE, LIEE and energy efficiency programs was provided.

### 2.2.3. CARE Recertification Complaints

SoCalGas did not receive any recertification complaints during the month of April.

### 3. Appendix: LIEE Tables and CARE Tables

- LIEE- Table 1- LIEE Program Expenses
- LIEE- Table 2- LIEE Expenses & Energy Savings by Measures Installed
- LIEE- Table 3- LIEE Average Bill Savings per Treated Home
- LIEE- Table 4- LIEE Homes Treated
- LIEE- Table 5- LIEE Customer Summary
- LIEE- Table 6- LIEE Expenditures for Pilots and Studies
- LIEE- Table 7- Whole Neighborhood Approach
- CARE- Table 1- CARE Overall Program Expenses
- CARE- Table 2- CARE Enrollment, Recertification, Attrition, and Penetration
- CARE- Table 3- CARE Verification
- CARE- Table 4- Self Certification and Re-Certification
- CARE- Table 5- Enrollment by County
- CARE- Table 6- Recertification Results
- CARE- Table 7- Capitation Contractors
- CARE- Table 8- Participants as of Month End

|       | ٥                             | α        | c                              | ٥             | ц                | ц   | ď                                     | I        | _                     |              | 7         | -                              | Σ        |
|-------|-------------------------------|----------|--------------------------------|---------------|------------------|---|---------------------------------------|----------|-----------------------|--------------|-----------|--------------------------------|----------|
| ← α ε |                               |          |                                |               | LIEE Ta<br>South | ble 1 - LIEE Prog<br>lern California Ge<br>April 2009 | 2 2                                   | penses   |                       |              |           |                                |          |
| 4     |                               |          | Authorized Budget <sup>1</sup> | get¹          | Curre            | Current Month Expenses                                | enses                                 | Year     | Year-To-Date Expenses | inses        | % of Budg | % of Budget Spent Year-To-Date | -To-Date |
| 2     | LIEE Program:                 | Electric | Gas                            | Total         | Electric         | Gas   | Total                                 | Electric | Gas                   | Total        | Electric  | Gas                            | Total    |
| 9     | Energy Efficiency             |          |                                |               |                  |   |                                       |          |                       |              |           |                                |          |
| 7     | - Gas Appliances              | -<br>ج   | \$ 18,519,164                  | \$ 18,519,164 | - \$             | \$ 530,225  | \$ 530,225                            | -<br>\$  | \$ 745,498            | \$ 745,498   | %0        | 4%                             | 4%       |
| ∞     | - Electric Appliances         | •        | \$                             | -             | -<br>&           | - ↔   | ·<br>\$                               | •        | - \$                  | - \$         | %0        | %0                             | %0       |
| 6     | _                             | \$       | \$ 19,242,434                  | \$ 19,242,434 | -                | \$ 2,052,846  | \$ 2,052,846                          | -<br>\$  | \$ 3,412,952          | \$ 3,412,952 | %0        | 18%                            | 18%      |
| 10    | - Outreach and<br>Assessment  | - \$     | \$ 13,429,131                  | \$ 13,429,131 | - \$             | \$ 762,559  | \$ 762,559                            | \$       | \$ 1,405,860          | \$ 1,405,860 | %0        | 10%                            | 10%      |
| 7     | - In Home Energy<br>Education | €        | \$ 1,662,960                   | \$ 1,662,960  | -<br>\$          | \$ 94,350   | \$ 94,350                             | €        | \$ 168,555            | \$ 168,555   | %0        | 10%                            | 10%      |
| 12    | - Education Workshops         | \$       | \$                             | \$            | -<br>\$          | \$  | \$                                    | \$       | - \$                  | -<br>\$      | %0        | %0                             | %0       |
| 13    | - Pilot                       | - \$     | \$ 868,507                     | \$ 868,507    | - \$             | - \$  | - \$                                  | - \$     | - \$                  | - \$         | %0        | %0                             | %0       |
| 14    | - Cool Centers                | - \$     | *                              | - \$          | - \$             | -   | - \$                                  | - \$     | - \$                  | - \$         | %0        | %0                             | %0       |
| 15    | Energy Efficiency<br>TOTAL    | \$       | \$ 53,722,196                  | \$ 53,722,196 | - \$             | \$ 3,439,980  | \$ 3,439,980                          | - \$     | \$ 5,732,865          | \$ 5,732,865 | %0        | 11%                            | 11%      |
| 16    |                               |          |                                |               |                  |   |                                       |          |                       |              |           |                                |          |
| 17    | Training Center               | - \$     | \$ 307,670                     | \$ 307,670    | - \$             | \$ 17,016   | \$ 17,016                             | \$       | \$ 62,931             | \$ 62,931    | %0        | 20%                            | 20%      |
| 18    | Inspections                   | - \$     | \$ 1,444,354                   | \$ 1,444,354  | - \$             | \$ 204,945  | \$ 204,945                            | \$       | \$ 331,444            | \$ 331,444   | %0        | 23%                            | 23%      |
| 19    | 19 Marketing                  | \$       | \$ 933,592                     | \$ 933,592    | -                | \$ 99,622   | \$ 99,622                             | \$       | \$ 130,215            | \$ 130,215   | %0        | 14%                            | 14%      |
| 20    | 20 M&E Studies                | \$       | \$ 87,524                      | \$ 87,524     | -                | \$  | \$                                    | \$       | \$ -                  | -            | %0        | %0                             | %0       |
| 21    | Regulatory Compliance         | \$       | \$ 344,924                     | \$ 344,924    | -                | \$ 27,099   | \$ 27,099                             | \$       | \$ 99,777             | \$ 99,777    | %0        | 29%                            | 29%      |
| 22    | General Administration        | - \$     | \$ 5,645,874                   | \$ 5,645,874  | - \$             | \$ 147,084  | \$ 147,084                            | \$       | \$ 1,091,029          | \$ 1,091,029 | %0        | 19%                            | 19%      |
| 23    | <b>CPUC Energy Division</b>   | \$       | \$ 85,774                      | \$ 85,774     | -                | \$ 3,505  | \$ 3,505                              | ·<br>\$  | \$ 8,818              | \$ 8,818     | %0        | 10%                            | 10%      |
| 24    |                               |          |                                |               |                  |   |                                       |          |                       |              |           |                                |          |
| 25    | TOTAL PROGRAM<br>COSTS        | - \$     | \$ 62,571,908                  | \$ 62,571,908 | - \$             | \$ 3,939,251  | \$ 3,939,251                          | \$       | \$ 7,457,078          | \$ 7,457,078 | %0        | 12%                            | 12%      |
| 26    |                               |          |                                |               | Funded           | Outside of LI   | Funded Outside of LIEE Program Budget | 3udget   |                       |              |           |                                |          |
| 27    | Indirect Costs <sup>2</sup>   |          |                                |               | - \$             | \$ 200,949  | \$ 200,949                            | \$       | \$ 598,101            | \$ 598,101   |           |                                |          |
| 28    |                               |          |                                |               |                  |   |                                       |          |                       |              |           |                                |          |
| 29    | NGAT Costs                    |          |                                |               |                  | \$ 155,174  | \$ 155,174                            |          | \$ 285,389            | \$ 285,389   |           |                                |          |
|       |                               |          |                                |               |                  |   |                                       |          |                       |              |           |                                |          |

30 | Base Budget reflects PY2009 Annual Base and does not include Carry-Over funds.
2 The Indirect Costs included in this category (Pension & Benefits, Workmans Comp, Public Liability & Property Damage, Fleet, Purchasing & Warehouse) are included in base margin and therefore are not included in the LIEE/DAP Total Program Costs.

32 Any required corrections/adjustments are reported herein and supersede results reported in prior months and may reflect YTD adjustments.

В С D Е F G Н Α LIEE Table 2 LIEE Expenses and Energy Savings by Measures Installed Southern California Gas Company April 2009 2 Year-To-Date Completed & Expensed Installations Quantity Units Installed (Annual) (Annual)1 (Annual) **Expenses** Expenditure Measures 4 Heating Systems 5 Furnaces Each 948 2,514 630,391 13% 6 Cooling Measures 7 A/C Replacement - Room Each 8 A/C Replacement - Central Each 9 A/C Tune-up - Central10 A/C Services - Central Each Each 11 Heat Pump Each 12 Evaporative Coolers Each 13 Evaporative Cooler Maintenance Each 14 Infiltration & Space Conditioning Home 10,175 15 Envelope and Air Sealing Measures 56,349 2,300,673 48% 16 Duct Sealing Home 55,907 328 7,543 \$ 1% 17 Attic Insulation 418,303 9% Home 557 21.322 18 Water Heating Measures 19 Water Heater Conservation Measures Home 10,470 129 973 412,172 9% 20 Water Heater Replacement - Gas 50,785 Each 53 1% 21 Water Heater Replacement - Electric Each 22 Tankless Water Heater - Gas Each 23 Tankless Water Heater - Electric Each 24 Lighting Measures 25 CFLs Each 26 Interior Hard wired CFL fixtures
27 Exterior Hard wired CFL fixtures Each Each 28 Torchiere Each 29 Refrigerators 30 Refrigerators - Primary Each 31 Refrigerators - Secondary Each 32 Pool Pumps 33 Pool Pumps Each 34 New Measures 35 Forced Air Unit Standing Pilot Change Out Each 36 Furnace Clean and Tune Each 37 High Efficiency Clothes Washer Each 38 Microwave Each 39 Thermostatic Shower Valve Each 40 LED Night Lights Each 41 Occupancy Sensor 42 43 44 45 46 47 48 Pilots 49 A/C Tune-up Central Home 50 Interior Hard wired CFL fixtures Each 51 Ceiling Fans Each 52 In-Home Display Fach 53 Programmable Controllable Thermostat Each 54 Forced Air Unit Each 55 Microwave 56 High Efficiency Clothes Washer 58 Customer Enrollment 59 Outreach & Assessment Home 11,738 784,304 16% 167,910 60 In-Home Education Home 61 Education Workshops Participant | 62 63 100% 64 Total Savings/Expenditures 217,701 \$ 4,820,445 10.843 66 Homes Weatherized Home 68 Homes Treated 69 - Single Family Homes Treated Home 7 298 3.563 70 - Multi-family Homes Treated Home 71 - Mobile Homes Treated Home 877 72 - Total Number of Homes Treated Home 11,738 73 # Eligible Homes to be Treated for PY2 Home 110,864 74 % OF Homes Treated 11%

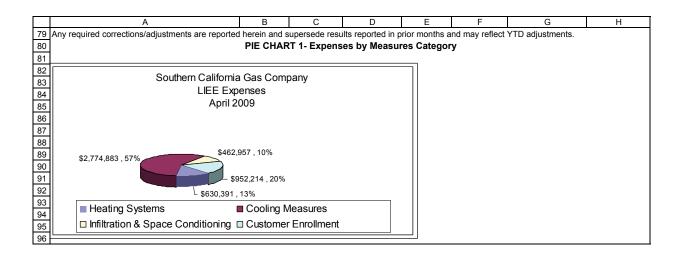
76 - Total Master-Metered Homes Treated

78 Based on Attachment H of D0811031

77 Energy savings is based on the 2005 Load Impact Evaluation.

Home

1,315



|    | A  |                   | В                      |  |  |  |  |  |  |  |  |  |
|----|--|-------------------|------------------------|--|--|--|--|--|--|--|--|--|
|    | LIEE Table 3 - Average Bill Saving<br>Southern California Gas<br>April 2009                        | •                 | Home                   |  |  |  |  |  |  |  |  |  |
| 1  | Year to take to death the con-   |                   |                        |  |  |  |  |  |  |  |  |  |
| 2  | Year-to-date Installations   | - Expensed        |                        |  |  |  |  |  |  |  |  |  |
| 3  |  |                   |                        |  |  |  |  |  |  |  |  |  |
| 4  | Annual kWh Savings   |                   |                        |  |  |  |  |  |  |  |  |  |
| 5  | Annual Therm Savings   |                   | 217,701                |  |  |  |  |  |  |  |  |  |
| 6  | Lifecycle kWh Savings  |                   |                        |  |  |  |  |  |  |  |  |  |
| 7  | Lifecycle Therm Savings 2,075,837  |                   |                        |  |  |  |  |  |  |  |  |  |
| 8  | Current kWh Rate   | \$                | 0.11                   |  |  |  |  |  |  |  |  |  |
| 9  | Current Therm Rate   | \$                | 1.01                   |  |  |  |  |  |  |  |  |  |
| 10 | Number of Treated Homes  |                   | 11,738                 |  |  |  |  |  |  |  |  |  |
| 11 | Average 1st Year Bill Savings / Treated Home   | \$                | 19.23                  |  |  |  |  |  |  |  |  |  |
| 12 | Average Lifecycle Bill Savings / Treated Home  | \$                | 148.81                 |  |  |  |  |  |  |  |  |  |
| 13 | Any required corrections/adjustments are reported herein a months and may reflect YTD adjustments. | ınd supersede res | ults reported in prior |  |  |  |  |  |  |  |  |  |

|   |   |   | E Homes  |   |   |   |  |  |  |  |  |  |
|---|---|---|--|---|---|---|--|--|--|--|--|--|
|   | Southe  |   |  | mpany   |   |   |  |  |  |  |  |  |
|   |   | Aprii   | 2009   |   |   |   |  |  |  |  |  |  |
| County  | Eli   | gible Custor  | mers   | Homes Ti  | reated Year   | -To-Date  |  |  |  |  |  |  |
|   | Rural   | Urban   | Total  | Rural   | Urban   | Total   |  |  |  |  |  |  |
| Fresno  | 714   | 10,494  | 11,208   | 5   | 117   | 122   |  |  |  |  |  |  |
| Imperial  | 16,908  | 364   | 17,272   | 100   | 0   | 100   |  |  |  |  |  |  |
| Kern  | 32,939  | 9,149   | 42,088   | 111   | 10  | 121   |  |  |  |  |  |  |
| Kings   | 14,743  | 13  | 14,756   | 157   | 0   | 157   |  |  |  |  |  |  |
| Los Angeles   | 5,185   | 1,136,066   | 1,141,250  | 19  | 6,650   | 6,669   |  |  |  |  |  |  |
| Orange  | 0   | 220,018   | 220,018  | 0   | 688   | 688   |  |  |  |  |  |  |
| 10 Riverside 43,202 189,088 232,290 133 1,222 1,    |   |   |  |   |   |   |  |  |  |  |  |  |
| 11 San Bernardino 9,103 157,414 166,517 15 1,072 1, |   |   |  |   |   |   |  |  |  |  |  |  |
| 12 San Luis Obispo 27,550 214 27,764 90 0           |   |   |  |   |   |   |  |  |  |  |  |  |
| Santa Barbara                                       | 14,247  | 25,326  | 39,573   | 102   | 109   | 211   |  |  |  |  |  |  |
| Tulare  | 42,143  | 12,993  | 55,135   | 761   | 323   | 1,084   |  |  |  |  |  |  |
| Ventura   | 6,892   | 49,713  | 56,605   | 5   | 49  | 54  |  |  |  |  |  |  |
|   |   |   |  |   |   |   |  |  |  |  |  |  |
| Total   | 213,625   | 1,810,852   | 2,024,477  | 1,498   | 10,240  | 11,738  |  |  |  |  |  |  |
|   | Fresno Imperial Kern Kings Los Angeles Orange Riverside San Bernardino San Luis Obispo Santa Barbara Tulare Ventura | County         Eli           Rural         Fresno         714           Imperial         16,908           Kern         32,939           Kings         14,743           Los Angeles         5,185           Orange         0           Riverside         43,202           San Bernardino         9,103           San Luis Obispo         27,550           Santa Barbara         14,247           Tulare         42,143           Ventura         6,892 | County         Eligible Custor           Rural         Urban           Fresno         714         10,494           Imperial         16,908         364           Kern         32,939         9,149           Kings         14,743         13           Los Angeles         5,185         1,136,066           Orange         0         220,018           Riverside         43,202         189,088           San Bernardino         9,103         157,414           San Luis Obispo         27,550         214           Santa Barbara         14,247         25,326           Tulare         42,143         12,993           Ventura         6,892         49,713 | County         Eligible Customers           Rural         Urban         Total           Fresno         714         10,494         11,208           Imperial         16,908         364         17,272           Kern         32,939         9,149         42,088           Kings         14,743         13         14,756           Los Angeles         5,185         1,136,066         1,141,250           Orange         0         220,018         220,018           Riverside         43,202         189,088         232,290           San Bernardino         9,103         157,414         166,517           San Luis Obispo         27,550         214         27,764           Santa Barbara         14,247         25,326         39,573           Tulare         42,143         12,993         55,135           Ventura         6,892         49,713         56,605 | County         Eligible Customers         Homes Total           Rural         Urban         Total         Rural           Fresno         714         10,494         11,208         5           Imperial         16,908         364         17,272         100           Kern         32,939         9,149         42,088         111           Kings         14,743         13         14,756         157           Los Angeles         5,185         1,136,066         1,141,250         19           Orange         0         220,018         20         19           Orange         0         220,018         20         133           San Bernardino         9,103         157,414         166,517         15           San Luis Obispo         27,550         214         27,764         90           Santa Barbara         14,247         25,326         39,573         102           Tulare         42,143         12,993         55,135         761           Ventura         6,892         49,713         56,605         5 | April 2009           County         Eligible Customers         Homes Treated Year           Rural         Urban         Total         Rural         Urban           Fresno         714         10,494         11,208         5         117           Imperial         16,908         364         17,272         100         0           Kern         32,939         9,149         42,088         111         10           Kings         14,743         13         14,756         157         0           Los Angeles         5,185         1,136,066         1,141,250         19         6,650           Orange         0         220,018         220,018         0         688           Riverside         43,202         189,088         232,290         133         1,222           San Bernardino         9,103         157,414         166,517         15         1,072           San Luis Obispo         27,550         214         27,764         90         0           Santa Barbara         14,247         25,326         39,573         102         109           Tulare         42,143         12,993         55,135         761         323     < |  |  |  |  |  |  |

Any required corrections/adjustments are reported herein and supersede results reported in prior months and may reflect YTD adjustments.

| Amount   Cas & Electric   Amount   Cas Only   Cas On   |    | A  | В                | ပ          | O                       | Ш                         | Ш                | G                        | エ                      | _                                  | ر<br>ا               | ×              | ٦            | ≥          | z                | 0           | Ь          | Ø           |
|--|----|--|------------------|------------|-------------------------|---------------------------|------------------|--------------------------|------------------------|------------------------------------|----------------------|----------------|--------------|------------|------------------|-------------|------------|-------------|
| 2  |    |  |                  |            |                         |                           |                  | LIEE T<br>Sou            | able 5 - L<br>thern Ca | JEE Cus<br>lifornia (<br>April 200 | tomer Su<br>3as Comp | ımmary<br>əany |              |            |                  |             |            |             |
| 2   Homes      | 2  |  |                  | Gas &      | Electric                |                           |                  | Gas (                    | Only                   |                                    |                      | Electri        | c Only       |            |                  | Tot         | a          |             |
| Amount         Homes         <   | က  |  | # of YTD         |            |                         |                           | # of YTD         |                          |                        |                                    | # of YTD             |                |              |            | # of YTD         |             |            |             |
| 1   1   1   1   1   1   1   1   1   1  | 4  | Month  | Homes<br>Treated | Therm      | kWh                     | κ                         | Homes<br>Treated | Therm                    | kWh                    | K                                  | Homes<br>Treated     | Therm          | kWh          | K          | Homes<br>Treated | Therm       | kWh        | Κ           |
| 6         Feb-09         0         0         0         0         0         0         1,744         30,892         0         0         0         0         1,744         30,892         0         0           8         Apr-09         0         0         0         0         0         0         0         6,335         59,616         0   | 2  | Jan-09   | 0                | 0          | 0                       | 0                         | 0                | 0                        | 0                      | 0                                  | 0                    | 0              | 0            | 0          | 0                | 0           | 0          | 0           |
| λ         λ         λ         λ         δ         0  | 9  | Feb-09   | 0                | 0          | 0                       | 0                         | 1,744            | 30,892                   | 0                      | 0                                  | 0                    | 0              | 0            | 0          | 1,744            | 30,892      | 0          | 0           |
| 8         Apr-09         0 <td>7</td> <td></td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> <td>5,335</td> <td>59,616</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> <td>5,335</td> <td>59,616</td> <td>0</td> <td>0</td>  | 7  |  | 0                | 0          | 0                       | 0                         | 5,335            | 59,616                   | 0                      | 0                                  | 0                    | 0              | 0            | 0          | 5,335            | 59,616      | 0          | 0           |
| 9         May-09  | 8  | Apr-09   | 0                | 0          | 0                       | 0                         | 11,738           | 127,193                  | 0                      | 0                                  | 0                    | 0              | 0            | 0          | 11,738           | 127,193     | 0          | 0           |
| 10 Jun-09         Jun-09         Aug-09         B  | 6  | May-09   |                  |            |                         |                           |                  |                          |                        |                                    |                      |                |              |            |                  |             |            |             |
| 11         Jul-09         Aug-09   | 10 |  |                  |            |                         |                           |                  |                          |                        |                                    |                      |                |              |            |                  |             |            |             |
| 12       Aug-09       Sep-09       Percentage       Per  | 11 |  |                  |            |                         |                           |                  |                          |                        |                                    |                      |                |              |            |                  |             |            |             |
| 13       Sep-09  | 12 |  |                  |            |                         |                           |                  |                          |                        |                                    |                      |                |              |            |                  |             |            |             |
| 14 Oct-09 Nov-09  Nov- | 13 |  |                  |            |                         |                           |                  |                          |                        |                                    |                      |                |              |            |                  |             |            |             |
| 15Nov-09Soc-09 <td>14</td> <td></td>   | 14 |  |                  |            |                         |                           |                  |                          |                        |                                    |                      |                |              |            |                  |             |            |             |
| Dec-09   Dec-09   Dec-09   December results should approximate calendar year results. Therms and kWh savings are annual figures. Total Energy Impacts for all fuel   Possible 2L.   Poss   | 15 |  |                  |            |                         |                           |                  |                          |                        |                                    |                      |                |              |            |                  |             |            |             |
| Figures for each month are YTD. December results should approximate calendar year results. Therms and kWh savings are annual figures. Total Energy Impacts for all fuel types should equal YTD energy impacts that are reported every month Table 2L.  Note that the savings are annual figures. Total Energy Impacts for all fuel types should equal YTD adjustments.   | 16 |  |                  |            |                         |                           |                  |                          |                        |                                    |                      |                |              |            |                  |             |            |             |
| 18 Any required corrections/adjustments are reported herein and supersede results reported in prior months and may reflect YTD adjustments.  | 17 | Figures for types should be should b | or each mor      | nth are Y  | TD. Decer<br>yy impacts | nber resul<br>that are re | ts should a      | pproximate<br>ry month T | e calendar<br>able 2L. | year resu                          | ılts. Therm          | s and kWr      | savings r    | are annual | l figures. T     | otal Energy | Impacts fo | or all fuel |
|  | 8  | Any requi  | ired correcti    | ions/adjus | stments are             | e reported                | herein and       | supersede                | e results re           | eported in                         | prior mont           | hs and ma      | ıy reflect ⟩ | /TD adjust | ments.           |             |            |             |

|    | A  | В            | ပ                 | ۵            | В        |               | Ь                             | ŋ  |      | I        | _        |                                | ſ     | ¥         | _                        | Σ        |
|----|--|--------------|-------------------|--------------|----------|---------------|-------------------------------|--|------|----------|----------|--------------------------------|-------|-----------|--------------------------|----------|
| 1  |  |              |                   | LIEE 1       | able 6 - | Exper         | ditures                       | LIEE Table 6 - Expenditures for Pilots and Studies | and: | Studies  |          |                                |       |           |                          |          |
| 2  |  |              |                   |              | Southe   | ern Ca        | lifornia (                    | Southern California Gas Company                    | pany |          |          |                                |       |           |                          |          |
| က  |  |              |                   |              |          |               | April 2009                    | 60   |      |          |          |                                |       |           |                          |          |
| 4  |  | Autho        | Authorized 3-Year | · Budget     | Cur      | rent M        | <b>Current Month Expenses</b> | enses  | Ė    | sesuedx  | Since Ja | Expenses Since January 1, 2009 | 2009  | % of 3    | % of 3-Year Budget Spent | et Spent |
| 2  |  | Electric     | Gas               | Total        | Electric |               | Gas                           | Total  | EK   | Electric | Gas      | Tc                             | Total | Electric  | Gas                      | Total    |
| 9  | Pilots:  |              |                   |              |          |               |                               |  |      |          |          |                                |       |           |                          |          |
| 7  | FAU Pilot  | -<br>\$      | \$ 924,203        | \$ 924,203   | •        | \$            | 1                             | \$   | ↔    |          | \$       | 8                              | ,     | %0        | %0                       | %0       |
| ∞  |  |              |                   |              |          |               |                               |  |      |          |          |                                |       |           |                          |          |
| တ  |  |              |                   |              |          |               |                               |  |      |          |          |                                |       |           |                          |          |
| 10 | Total Pilots   | - \$         | \$ 924,203        | \$ 924,203   | - \$     | \$            | -                             | - \$   | \$   |          | - \$     | \$                             | -     | %0        | %0                       | %0       |
| 11 |  |              |                   |              |          |               |                               |  |      |          |          |                                |       |           |                          |          |
| 12 | Studies:   |              |                   |              |          |               |                               |  |      |          |          |                                |       |           |                          |          |
| 13 | Non-Energy Benefits  | - \$         | \$ 90,000         | \$ 90,000    | \$       | \$            | -                             | - \$   | \$   | -        | - \$     | \$                             | -     | %0        | %0                       | %0       |
| 14 | Process Evaluation   | - \$         | \$ 62,500         | \$ 62,500    | \$       | \$            | -                             | - \$   | \$   | -        | - \$     | \$                             | -     | %0        | %0                       | %0       |
| 15 | Impact Evaluation 1  | - \$         | \$ 150,000        | \$ 150,000   | \$       | \$            | -                             | - \$   | \$   | -        | - \$     | \$                             | -     | %0        | %0                       | %0       |
| 16 |  |              |                   |              |          |               |                               |  |      |          |          |                                |       |           |                          |          |
| 17 |  |              |                   |              |          |               |                               |  |      |          |          |                                |       |           |                          |          |
| 18 | Total Studies  | - \$         | \$ 302,500        | \$ 302,500   | - \$     | <del>\$</del> | •                             | - \$   | \$   | •        | - \$     | \$                             | •     | <b>%0</b> | %0                       | %0       |
| 19 | 19 Budget funds are carried over from the 2007-2008 LIEE Funding Cycle | m the 2007-2 | 2008 LIEE FL      | ınding Cycle |          |               |                               |  |      |          |          |                                |       |           |                          |          |

| Г | T  |              |                             |                                 |   |  | $\top$                                 |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |   | 1 |
|---|----|--------------|-----------------------------|---------------------------------|---|--|--|---|---|---|----|----|----|----|----|----|----|----|----|----|----|----|----|----|---|---|
| Ц | J  |              |                             |                                 | 3 | Target to<br>Treat This                    | ומק                                    |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |   |   |
| ۵ | ם  |              |                             |                                 | a | pə   | 133                                    | 196   | 128                                     |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |   |   |
| ر | )  |              | roach                       | mpany                           | ပ | Total Estimated                            | 1,084                                  | 3.008   | 878                                     |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |   |   |
| В | a  | LIEE Table 7 | Whole Neighborhood Approach | Southern California Gas Company | В | lential                                    | 2,700                                  | 5.278   | 3,041                                   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    | e (Neighborhood) in Column A  |   |
| ٧ | τ. |              | <b>S</b>                    | Sos                             | A | Neighborhood (County, Zipcode, Zip+7 etc.) | Neighborhood in zip code 92801 - CAPOC | Neighborhood in zip code 90744 -<br>REMCO/Avalon-Carver | Neighborhood in zip code 90631 - TELACU |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    | <sup>1</sup> Column B, C, D and E are in reference to the defined sub-zip code (Neighborhood) in Column A |   |
|   | 1  | 1            | 2                           | 3                               | 4 | u  |  |   | 8                                       | 6 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 |   | 1 |

| CAME Took of the company   CAME Took of the co  | CAME Trigology   Company   Came Trigology   Company Trigology   Came Tri  | Control Cont |                              | ם                 | 4             | ပ             |          | Ω              | ш             | -               | ц                                 | ტ  | _               |            | _              | г<br>    | -         | ×        | ٦             | M         |
|---|---|--|------------------------------|-------------------|---------------|---------------|----------|----------------|---------------|-----------------|-----------------------------------|--|-----------------|------------|----------------|----------|-----------|----------|---------------|-----------|
| Over Engineer         Control Designation   | Charge-frequence   Charge-freq  |  | 2 2 2                        |                   |               |               |          |                | CARE          | Table<br>Ithern | 1 - CARE<br>California<br>Anril 2 | Program E<br>a Gas Com <sub>l</sub><br>309 | xpenses<br>pany |            |                |          |           |          |               |           |
| Control Properties   Control  | Control Frequency   Cont  |  | 4                            |                   | Aut           | horized Budς  | get      |                | ŭ             | rrent           | Month Exp                         | sesue                                      | $\ $            | Year       | To-Date Expe   | sesus    |           | % of Bud | get Spent Yea | r-To-Date |
| Automatic Encloses 1  | Particular   S   S   S   S   S   S   S   S   S  |  |                              | Electric          |               | Gas           |          | Total          | Electric      |                 | Gas                               | Total                                      | Elec            | tric       | Gas            | 10       |           | Electric | Gas           | Total     |
| Processing Series Serie  | Processing Processing Sequence Excellent Seq 5 (1) 20 (2) (2) (2) (2) (2) (2) (2) (2) (2) (2)   |  |                              | \$                | -             | 3,647,684     |          | 3,647,684      | \$            |                 | (86,784                           | \$   | \$              | -          | 708            | \$       | 08,515    | %0       | 19%           |           |
| Procession   | Centralization Variations (Section 2019)   S. 1,171,202   S. 1,171  |  |                              | \$                | \$            |               | \$       | 1              | \$            | \$              | '                                 | \$   | \$              | -          | \$             | \$       | 1         | %0       | %0            |           |
| High miles   Feathering   Fea  | Information   Participation   |  |                              | \$                | \$            | 1,173,027     |          | 1,173,027      | \$            | \$              | 114,463                           | €9   |                 | -          |                | \$       | 176,729   | %0       | 32%           |           |
| Place   Section   Sectio  | Place   Plac  |  |                              | \$                | \$            | 489,451       |          | 489,451        | \$            | ٠               |                                   | \$ 32                                      | 004             | '          |                | \$       | 50,764    | %0       | 31%           |           |
| Pilote SB 5800   S   S   S   S   S   S   S   S   S  | Piez 819 90   S   |  | 0                            |                   |               |               |          |                |               |                 |                                   |  |                 |            |                |          |           |          |               |           |
| Pilotation   S  | Pole   |  | _                            | €9                | \$            | ľ             | €9       | ľ              | 69            | <del>\$</del>   | ľ                                 | s  | €9              | -          | ω              | €9       | -         | %0       | %0            |           |
|   | Property   State   Property   State   |  |                              | \$                | \$            |               | \$       | -              | \$            | \$              |                                   | \$   | \$              | 1          | \$             | \$       |           | %0       | %0            |           |
| Total Plotos         S         S         S         S         S         S         CVS         OVS  | Newstreament & Camulation   S   S   S   S   S   S   S   S   S   |  | _                            | \$                | \$            |               | \$       | -              | \$            | 9               |                                   | \$   | \$              | -          | \$             | \$       | -         | %0       | %0            |           |
| Measurement & Evaluation?         \$ 16,227   \$ 16,227   \$ 16,227   \$ 16,227   \$ 16,227   \$ 16,227   \$ 16,227   \$ 16,227   \$ 16,277 | Measurement & Evaluation   1   5   6   221   5   16,237   16,237   5   16,237   5   16,237   5   16,237   5   16,237   5   16,237   5   16,237   5   16,237   5   16,237   5   16,237   5   16,237   5   16,237   5   16,237   5   16,237   5   16,237   5  |  |                              | \$                | \$            | '             | \$       | -              | \$            | \$              |                                   | \$   | \$              |            | €              | \$       | -         | %0       | %0            |           |
| Regulatory Compliance         \$ 122,130         \$ 1222,130         \$ 19,461         \$ 19,461         \$ 19,471         \$ 19,   | Regulatory Compilation   S  |  | Measurement & Evaluation [2] | 69                | 8             | 16,237        |          | 16,237         | 8             | 9               |                                   | s  | \$              | F          | 6              | 69       | ŀ         | %0       | %0            |           |
| Converial Administration   S  | Common Administration   S   S   S   S   S   S   S   S   S   |  | Regulatory Compliance        | \$                | 8             | 222,130       |          | 222,130        | \$            | -               |                                   | s  |                 | 1          |                |          | 82,716    | %0       | 37%           | ε         |
| Subtrock   NavAdeMAN   Same   | Substicitive   State  |  |                              | &                 | 9             | 566,635       |          | 566,635        | \$            | 9               |                                   | s  | <u> </u>        | -          |                | \$       | 61,276    | %0       | 28%           |           |
| Substitute   MANAGEMENT   \$ 6,286,664   \$ 6,286,664   \$ 125,644   \$ 1125,644   \$ 1125,644   \$ 1,150,676   \$ 1,500,676   \$ 1,500,676   \$ 0    0 \text{   0 \te   | Substicit   MANAGEMENT   State   Sta  |  | CPUC Energy Division         | \$                | \$            | 171,500       |          | 171,500        | \$            | \$              | П                                 | \$   |                 | 1          | П              |          | 20,575    | %0       | 12%           |           |
| CARE Rate Discount  | CARE Pale Discount Charge   S   |  | SUBTOTAL<br>COSTS            |                   | <b>₩</b>      | 6,286,664     |          | 6,286,664      | \$            | <b>₩</b>        | 125,644                           | <b>\$</b>                                  |                 |            |                | ₩        | 925,00    | %0       | 24%           | Ш         |
| Service Establishment Charge   S   3,097,120  | Service Establishment Charge   S  |  |                              | \$                | 9             | 129,749,002   | ↔        | 129,749,002    | €             | \$              | 6,171,993                         | 69   |                 | -          |                | €9       | 144,571   | %0       | 27%           |           |
| State   Stat  | TOTAL PROGRAM COSTS &   \$ 139,132,786   \$ 139,132,786   \$ 139,132,786   \$ 139,132,786   \$ 139,132,786   \$ 139,132,786   \$ 139,132,786   \$ 139,132,786   \$ 139,132,786   \$ 139,132,787   \$ 139,132,787   \$ 137,371,877   \$ 13 |  |                              | &                 | 9             | 3,097,120     |          | 3,097,120      | <del>\$</del> | ٠               | 332,670                           | ↔  |                 | '          |                | ↔        | 26,730    | %0       | 40%           |           |
|   |   |  | TOTAL PROGRAM COSTS          | 49                | <del>\$</del> | 139,132,786   | ₩        | 139,132,786    | \$            |                 | 6,630,307                         | ₩  | <u> </u>        | -          |                | ₩        | 71,877    | %0       | 27%           |           |
|   |   |  |                              |                   | $\  \ $       |               |          |                |               |                 |                                   |  |                 |            |                |          | 1         |          |               |           |
|   |   |  | Other CARE Rate Benefits     |                   |               |               |          |                |               |                 |                                   |  |                 |            |                |          | ŀ         |          |               |           |
|   |   |  |                              |                   |               |               |          |                |               |                 |                                   |  |                 |            |                |          |           |          |               |           |
|   |   |  |                              |                   |               |               |          |                | \$            | \$              | 1,189,358                         | \$   |                 | -          |                | s        | 08,351    |          |               |           |
|   |   |  |                              |                   |               |               |          |                |               |                 |                                   |  |                 |            |                |          |           |          |               |           |
|   |   |  |                              |                   |               |               |          |                |               |                 |                                   |  |                 |            |                |          |           |          |               |           |
|   |   |  |                              |                   |               |               |          |                | \$            | <del>\$</del>   | 1,189,35                          | ₩  |                 |            |                | \$       | 108,351   |          |               |           |
|   |   |  |                              |                   |               |               |          |                |               | -               |                                   |  |                 | -          |                |          | -         |          |               |           |
|   |   |  |                              |                   |               |               |          |                | \$            | <del>\$</del>   |                                   | s  |                 | '          |                | s        | 39,619    |          |               |           |
|   |   |  | _                            | iated with Capita | tation F      | ees, Other O  | utreach  | h and Mass M   | edia          |                 |                                   |  |                 |            |                |          |           |          |               |           |
|   |   |  |                              | consists of Need  | ds Asse       | essment costs | <b>~</b> |                |               |                 |                                   |  |                 |            |                |          |           |          |               |           |
|   | The indirects included in this category (Pension & Benefits, Workmans Comp, Public Liability & Property Damage, Fleet, Purchasing & Warehouse) are included in the base rate and therefore are not included in  |  |                              | P, Califomia Sol  | ılar Initi.   | ative and kWf | h Exer   | nptions have t | een include   | d to re         | flect discou                      | nts received                               | by CARE a       | ustomers ı | not charged to | the CARE | balancing | account. |               |           |

41 Any required corrections/adjustments are reported herein and supersede results reported in prior months and may reflect YTD adjustments.

| Part    |         | ٧              | В       | ၁                    | D                       |             | Е    | ь | 9              | I                        | _                               | ſ            | ¥                            | 7        | M            | z       | 0        | Ь            | Ø         | ď           |
|--|---------|----------------|---------|----------------------|-------------------------|-------------|------|---|----------------|--------------------------|---------------------------------|--------------|------------------------------|----------|--------------|---------|----------|--------------|-----------|-------------|
| Paris   Pari | 1 2     |                |         |                      |                         |             |      |   | CARE Table 2 - | Enrollment<br>Southern ( | , Recertifical<br>Salifornia Ga | tion, Attrit | ion, & Penetrati<br>ıy       | uo       |              |         |          |              |           |             |
| Total Participant   Tota | 3       |                |         |                      |                         |             |      |   |                |                          | April 2009                      |              |                              |          |              |         |          |              |           |             |
| Inter-   Intra-   Intra-   Like   L | 4       |                |         |                      |                         |             |      |   | Gross Enrollme | nt                       |                                 |              |                              |          |              | Enr     | ollment  |              |           |             |
| Inter-   Intra-   I | 2       |                |         |                      | Autom                   | atic Enroll | ment |   |                |                          |                                 |              |                              | Total    |              |         | Net      | Total        | Estimated | Penetration |
| 2009         Utility*         Utility* <th< td=""><td></td><td></td><td>Inter-</td><td>Intra-</td><td></td><td></td><td></td><td></td><td>Combined</td><td></td><td>Other</td><td>Total</td><td></td><td>Adjusted</td><td>Attrition</td><td>Net</td><td>Adjusted</td><td>CARE</td><td>CARE</td><td>Rate %</td></th<>  |         |                | Inter-  | Intra-               |                         |             |      |   | Combined       |                          | Other                           | Total        |                              | Adjusted | Attrition    | Net     | Adjusted | CARE         | CARE      | Rate %      |
| January         9,439         71         22,811         32,221         7,179         39,500         26,337         13,163         5,964         1,441,362         1,770,825           February         5,364         1,605         1         2,844         20,821         16,22         1,450         20,322         1,450         20,324         1,770,825         1,770,825           Rebruary         5,364         1,66         1,68         1         1,105         1         1,484         20,322         1,463         2,494         1,690         9,428         1,770,825         1,770,825           May         1,1005         1         1         1         1         1         1         1,484         20,382         43,614         51,496         24,960         24,980         1,441,362         1,770,825           May         1         1         1         1         1         1         1         1,441,362         1,770,825         1,770,825         1,770,825         1,770,825         1,770,825         1,770,825         1,770,825         1,770,825         1,770,825         1,770,825         1,770,825         1,770,825         1,770,825         1,770,825         1,770,825         1,770,825         1,770,825         1,770,8  | 9       | 2009           | Ctility | Utility <sup>2</sup> | Leveraging <sup>3</sup> |             |      |   |                | Capitation               | Sources                         | (G+H+I)      | Recertification <sup>6</sup> | (J+K)    | (Drop Offs)7 | (L-M)   | (X-K)    | Participants |           | (P/Q)       |
| February         5,364         9         14,894         20,352         14,632         34,984         10,924         24,060         9,428         1450,810         1,770,825           March         11,005         12,66         16         0         13,534         85         29,982         43,611         51,984         20,681         7715         1,450,810         1,770,825           April         11,005         1  | 7 Janu  | ıary           | 9,439   |                      |                         |             |      |   | 9,439          | 71                       | 22,811                          | 32,321       |                              |          | 26,337       |         |          |              |           | 81.4%       |
| April         11,005         10,005         10,205         37,373         20,265         37,373         20,584         20,684         20,686         28,296         7,715         1,456,525         1,770,825         1,770,825           April         12,100         1,266         168         0         13,534         85         29,992         43,611         51,496         95,107         20,821         7,716         1,481,315         1,770,825           May         12,100         1,266         168         0         13,534         85         29,992         43,611         51,496         95,107         20,821         7,126         27,20         1,481,315         1,740,675           May         1010         1         <   |         | .nary          | 5,364   |                      |                         |             |      |   | 5,364          | 94                       | 14,894                          | 20,352       |                              | 34,984   | 10,924       |         |          |              | 1,770,825 | 81.9%       |
| April         12,100         1,266         168         0         13,534         85         29,992         43,611         51,496         95,107         20,821         74,286         22,790         1,481,315         1,774,067         774,067           May         10.10  |         | 'n             | 11,005  |                      |                         |             |      |   | 11,005         | 103                      | 26,265                          | 37,373       |                              | 57,954   | 29,658       | 28,296  |          |              | 1,770,825 | 82.4%       |
| May         May <td>0 April</td> <td>_</td> <td>12,100</td> <td>1,266</td> <td></td> <td>82</td> <td>0</td> <td>0</td> <td>13,534</td> <td>85</td> <td>29,992</td> <td>43,611</td> <td>51,496</td> <td>95,107</td> <td>20,821</td> <td>74,286</td> <td></td> <td></td> <td></td> <td>83.5%</td>  | 0 April | _              | 12,100  | 1,266                |                         | 82          | 0    | 0 | 13,534         | 85                       | 29,992                          | 43,611       | 51,496                       | 95,107   | 20,821       | 74,286  |          |              |           | 83.5%       |
|  | 1 May   |                |         |                      |                         |             |      |   |                |                          |                                 |              |                              |          |              |         |          |              |           |             |
| -          |         |                |         |                      |                         |             |      |   |                |                          |                                 |              |                              |          |              |         |          |              |           |             |
| .          | 3 July  |                |         |                      |                         |             |      |   |                |                          |                                 |              |                              |          |              |         |          |              |           |             |
|  | 4 Aug   | ust            |         |                      |                         |             |      |   |                |                          |                                 |              |                              |          |              |         |          |              |           |             |
| 50 2009         37,908         1,266         168         0         0         39,342         353         93,962         133,657         93,888         227,545         87,740         139,805   | 5 Sept  | ember          |         |                      |                         |             |      |   |                |                          |                                 |              |                              |          |              |         |          |              |           |             |
| 50 2009         37,908         1,266         168         0         0         39,342         353         93,962         133,657         93,888         227,545         87,740         139,805   | 6 Octo  | ber            |         |                      |                         |             |      |   |                |                          |                                 |              |                              |          |              |         |          |              |           |             |
| or 2009         37,908         1,266         168         0         0         39,342         353         93,962         133,657         93,888         227,545         87,740         139,805   | 7 Nove  | ember          |         |                      |                         |             |      |   |                |                          |                                 |              |                              |          |              |         |          |              |           |             |
| Total for 2009   37,908   1,266   168   0   39,342   353   93,962   133,657   93,888   227,545   87,740   139,805  | 8 Dece  | ember          |         |                      |                         |             |      |   |                |                          |                                 |              |                              |          |              |         |          |              |           |             |
|  |         | Total for 2009 | 37,908  |                      |                         | 80          | 0    | 0 | 39,342         | 353                      | 93,962                          | 133,657      |                              |          | 87,740       | 139,805 |          |              |           |             |

Enrollments via data sharing between the IOUs.

Enrollments via data sharing between departments and/or programs within the utility.

Enrollments via data sharing with programs outside the IOU that serve low-income customers.

<sup>4</sup> One-E-App is a pilot program set up by The Center to Promote Healthcare Access (the Center) and PG&E. The pilot will occur within two PG&E counties and looks to implement a strategy of automatic enrollment for low-income health and social welfare services. (e.g. MediCAL, Healthy Familys, CALKids, etc.) The goal is to develop another means by which low income families can be introduced into the CARE program and, depending on the success of the pilot, possibly expand this pilot to other counties within PG&E's territory as well as to the other IOUs.

the success of the pilot, possibly expand this pilot to other counties within PG&E's territory as well as to the other IOUs.

14 Not including Recertification.

24 Recertifications completed regardless of month requested.

25 Recertifications completed regardless of month requested.

26 The drop offs include self-declined applications, ineligible applications and closed CARE accounts.

|     | A  | В                   | Э                         | D                                 | Е   | F                       | 9                   | Н   |                          |
|-----|--|---------------------|---------------------------|-----------------------------------|---|-------------------------|---------------------|---|--------------------------|
| _   |  |                     | CARET                     | able 3 - Standa                   | able 3 - Standard Random Verification Results | rification Resu         | lts                 |   |                          |
| 2 8 |  |                     |                           | Southern Ca                       | Southern California Gas Company<br>April 2009 | mpany                   |                     |   |                          |
|     |  |                     |                           |                                   |   | Participants            |                     | % Dropped   |                          |
|     |  | Total CARE          | Participants<br>Requested | % of<br>Population                | Participants<br>Dropped (Due                  | Dropped<br>(Verified as | Total               | through<br>Random   | % of Total<br>Population |
| 4   | 2009   | Population          | to Verify                 | Total                             | to no response)                               | Ineligible)             | Dropped             | Verification  | Dropped                  |
| 2   | January  | 1,441,382           | 5,216                     | %98.0                             | 2,325   | 274                     | 2,599               | %09   | 0.18%                    |
| 9   | February   | 1,450,810           | 477,4                     | 0.33%                             | 2,194   | 191                     | 2,385               | %09   | 0.16%                    |
| 7   | March  | 1,458,525           | 4,306                     | 0:30%                             | 2,533   | 185                     | 2,718               | %89   | 0.19%                    |
| 8   | April  | 1,481,315           | 3,854                     | 0.26%                             | 2,371   | 182                     | 2,553               | %99   | 0.17%                    |
| 6   | May  |                     |                           |                                   |   |                         |                     |   |                          |
| 10  | ) June   |                     |                           |                                   |   |                         |                     |   |                          |
| 1   | July   |                     |                           |                                   |   |                         |                     |   |                          |
| 12  | 2 August   |                     |                           |                                   |   |                         |                     |   |                          |
| 13  | September September  |                     |                           |                                   |   |                         |                     |   |                          |
| 14  | 1 October  |                     |                           |                                   |   |                         |                     |   |                          |
| 15  | November   |                     |                           |                                   |   |                         |                     |   |                          |
| 16  | December   |                     |                           |                                   |   |                         |                     |   |                          |
| 17  | 7 Total for 2009   | 1,458,525           | 18,150                    | 1.24%                             | 9,423   | 832                     | 10,255              | %29   | 0.70%                    |
|     | SoCalGas' random verification process allows customer  | erification process | allows customer           | s 90 days to resp                 | ond to the verific                            | ation request. As       | s a result, the nur | s 90 days to respond to the verification request. As a result, the number of customers dropped in | s dropped in             |
| 18  | any given month includes requests for verification that w  | udes requests for   | verification that w       | vere issued several months prior. | al months prior.                              |                         |                     |   |                          |
| 15  | 19 Any required corrections/adjustments are reported herein and supersede results reported in prior months and may reflect YTD adjustments | ons/adjustments a   | are reported herei        | n and supersede                   | results reported                              | in prior months a       | nd may reflect Y    | TD adjustments.   |                          |
|     |  | ,                   | -                         | -                                 | -   |                         | ,                   |   |                          |

|    | Α  | В  | С  | Q   | Э  | F  | G                       |
|----|--|--|--|---|--|--|-------------------------|
| _  |  | <b>CARE Table 4</b>  |  | ertification and                          | Self-Recertific                            | - CARE Self-Certification and Self-Recertification Applications <sup>1</sup>   |                         |
| 7  |  |  | Southe                                   | Southern California Gas Company           | as Company                                 |  |                         |
| 3  |  |  |  | <b>April 2009</b>                         |  |  |                         |
|    |  |  |  |   |  | Pending/   |                         |
| 4  |  | Provided <sup>2</sup>  | Received                                 | Approved <sup>3</sup>                     | Denied <sup>4</sup>                        | Never Completed <sup>5</sup>   | Duplicates <sup>6</sup> |
| 2  | Total  | 5,000,000  | 405,121                                  | 296,672                                   | 18,385                                     | 90,064   | 0                       |
| 9  | Percentage   |  | 100.00%                                  | 73.23%                                    | 4.54%                                      | 22.23%   | 0.00%                   |
| 7  | <sup>1</sup> Includes sub-metered customers.                                   | ered customers.  |  |   |  |  |                         |
| 8  | <sup>2</sup> An estimated nur direct mail, I                                   | <sup>2</sup> An estimated number that includes customers whom were provided with CARE self-certification and seldirect mail, email, phone, bill insert, door-to-door delivery, utility personnel, and through outreach events. | ustomers whom we<br>oor-to-door delivery | ere provided with C, utility personnel, a | ARE self-certification and through outread | <sup>2</sup> An estimated number that includes customers whom were provided with CARE self-certification and self-recertification application via direct mail, email, phone, bill insert, door-to-door delivery, utility personnel, and through outreach events. | application via         |
| 6  |  | <sup>3</sup> Approved includes customers who are app phone, and through duplicated applications.   | re approved throug<br>ations.            | h SoCalGas' CARE                          | eligible probability                       | re approved through SoCalGas' CARE eligible probability model, data exchange, mail-in, via web, by utions.   | ail-in, via web, by     |
| 10 | 4 Customers are de   | enied due to not bei   | ng CARE eligible, r                      | not customer of rec                       | ord, or not the cust                       | 10 4 Customers are denied due to not being CARE eligible, not customer of record, or not the customer's primary residence.   |                         |
| 7  | <sup>5</sup> Pending/Never C   | <sup>5</sup> Pending/Never Completed includes or customers.  | closed accounts, in                      | complete applicatio                       | ns, and customers                          | closed accounts, incomplete applications, and customers of other utilities who are not SoCalGas  | ot SoCalGas             |
| 12 | <sup>6</sup> SoCalGas treats duplicated appl mail in another CARE application. | <sup>6</sup> SoCalGas treats duplicated applications as recertification applications.<br>mail in another CARE application.   | ons as recertificatic                    | on applications. Du                       | uplicates are custor                       | Duplicates are customers who are already enrolled in CARE and  | illed in CARE and       |

|    | A   | В               | С                         | D              | Е                               | Ь   | g              | Н               | _                | ſ     |
|----|---|-----------------|---------------------------|----------------|---------------------------------|---|----------------|-----------------|------------------|-------|
| _  |   |                 |                           | CARE Table     | 5 - Enrollme                    | CARE Table 5 - Enrollment by County   | >              |                 |                  |       |
| 2  |   |                 |                           | Southern       | Southern California Gas Company | s Company   |                |                 |                  |       |
| 3  |   |                 |                           |                | <b>April 2009</b>               |   |                |                 |                  |       |
| 4  |   | Est             | <b>Estimated Eligible</b> | 0              | Tol                             | <b>Total Participants</b>   | S              | Pe              | Penetration Rate | е     |
| 2  | County  | Urban¹          | Rural <sup>1</sup>        | Total          | Urban                           | Rural   | Total          | Urban           | Rural            | Total |
| 9  | Fresno  | 10,082          | 704                       | 10,787         | 9,687                           | 591   | 10,278         | %96             | 84%              | 92%   |
| 7  | Imperial  | 261             | 15,477                    | 15,738         | 230                             | 12,723  | 12,953         | %88             | 82%              | 82%   |
| ∞  | Kern  | 8,466           | 31,855                    | 40,321         | 8,823                           | 25,036  | 33,859         | 104%            | %62              | 84%   |
| 6  | Kings   | 13              | 14,491                    | 14,504         | 14                              | 12,470  | 12,484         | 106%            | 86%              | 86%   |
| 10 | Los Angeles   | 967,685         | 5,161                     | 972,846        | 842,692                         | 5,589   | 848,281        | 81%             | 108%             | 87%   |
| 1  | Orange  | 180,774         | 0                         | 180,774        | 133,731                         | 0   | 133,731        | 74%             | %0               | 74%   |
| 12 | Riverside   | 177,198         | 42,148                    | 219,346        | 142,919                         | 22,086  | 165,005        | 81%             | 52%              | 75%   |
| 13 | San Bernardino  | 145,405         | 7,698                     | 153,103        | 128,231                         | 5,189   | 133,420        | 88%             | %29              | 87%   |
| 4  | San Luis Obispo                                       | 205             | 25,492                    | 25,697         | 45                              | 15,334  | 15,379         | 22%             | %09              | 90%   |
| 15 | Santa Barbara   | 21,227          | 13,658                    | 34,885         | 13,672                          | 12,677  | 26,349         | 64%             | 93%              | 76%   |
| 16 | Tulare  | 12,708          | 41,121                    | 53,828         | 15,384                          | 34,837  | 50,221         | 121%            | 85%              | 93%   |
| 17 | 17 Ventura  | 45,697          | 6,541                     | 52,238         | 33,959                          | 5,396   | 39,355         | 74%             | 82%              | 75%   |
| 18 |   |                 |                           |                |                                 |   |                |                 |                  |       |
| 19 | Total   | 1,569,721       | 204,346                   | 1,774,067      | 1,329,387                       | 151,928   | 1,481,315      | 85%             | 74%              | 83%   |
| 20 | <sup>1</sup> Define Urban vs Rural                    |                 |                           |                |                                 |   |                |                 |                  |       |
| 21 | Any required corrections/adjustments are reported her | /adjustments ar | e reported here           | in and superse | ede results rep                 | ein and supersede results reported in prior months and may reflect YTD adjustments. | nonths and may | y reflect YTD a | adjustments.     |       |

|            | A              | В          | S                         | D                                 | Ш  | ш            | 9               | I                        |
|------------|----------------|------------|---------------------------|-----------------------------------|--|--------------|-----------------|--------------------------|
| <b>-</b> 2 |                |            | CARE T<br>South           | able 6 - Recer<br>nern California | CARE Table 6 - Recertification Results Southern California Gas Company | lts<br>'     |                 |                          |
| 3          |                |            |                           | April 2009                        | 600  |              |                 |                          |
|            |                | Total CARE | Participants<br>Requested | % of<br>Population                | Participants   | Participants | Recertification | % of Total<br>Population |
| 4 7        | 2009           | Population | to Recertify              | l otal                            | Kecertified 7  | Dropped      | Kate % (E/C)    | Dropped (F/B)            |
| ဂ          | Jailuary       | 1,441,302  | 200,000                   | 0.47.70                           | 0,4,7  | 0,830        | 0, C.I          | 0.1+.0                   |
| 9          | February       | 1,450,810  | 20,978                    | 1.45%                             | 16,780   | 6,463        | 80%             | 0.45%                    |
| 7          | March          | 1,458,525  | 31,894                    | 2.19%                             | 20,610   | 3,818        | 65%             | 0.26%                    |
| œ          | April          | 1,481,315  | 37,668                    | 2.54%                             | 22,372   | 2,832        | 59%             | 0.19%                    |
| 6          | Мау            |            |                           |                                   |  |              |                 |                          |
| 10         | June           |            |                           |                                   |  |              |                 |                          |
| 11         | July           |            |                           |                                   |  |              |                 |                          |
| 12         | August         |            |                           |                                   |  |              |                 |                          |
| 13         | September      |            |                           |                                   |  |              |                 |                          |
| 14         | October        |            |                           |                                   |  |              |                 |                          |
| 15         | November       |            |                           |                                   |  |              |                 |                          |
| 16         | December       |            |                           |                                   |  |              |                 |                          |
| 17         | Total for 2009 | 1,458,525  | 140,543                   | 9.64%                             | 67,215   | 19,051       | 48%             | 1.31%                    |
| 7          | 3(1)           | . 414      |                           |                                   |  |              |                 |                          |

18 Tarticipants requested to recertify.

19 2 Participants recertified number does not include the customers who are recertified through SoCalGas' CARE eiligible probability model.

20 <sup>3</sup> Participants recertified and dropped during the month not respective to the month requested. SoCalGas will report the recertification results tied to the 21 month initiated when a new system report is developed. 22 Any required corrections/adjustments are reported herein and supersede results reported in prior months and may reflect YTD adjustments.

|    | A  | В                | С          | D                       | Е | F     | G                    | Н     |
|----|--|------------------|------------|-------------------------|---|-------|----------------------|-------|
| 1  | CARE Table                                       | •                |            |                         | 6 |       |                      |       |
| 2  | Southern   |                  |            | Company                 |   |       |                      |       |
| 3  |  | April 2          | 2009       |                         |   |       |                      |       |
|    |  |                  |            | ctor Type               |   |       | ear-to-Date          |       |
| 4  | Outtoonton Name 1                                | (Chec<br>Private | k one or o | more if appli<br>WMDVBE |   | Rural | Enrollments<br>Urban | Total |
| 5  | Contractor Name <sup>1</sup>                     | Filvale          |            |                         |   |       |                      |       |
| 6  | Community Action Partnership of Orange County    |                  | X          | X                       | Х | 0     | 35                   | 35    |
|    | ELA Communications Energy ED Program             |                  | X          |                         |   | 0     | 16                   | 16    |
|    | PACE – Pacific Asian Consortium in Employment    |                  | X          | X                       | Х | 0     | 0                    | 0     |
|    | Proteus, Inc.                                    |                  | X          |                         |   | 0     | 31                   | 31    |
|    | Community Pantry of Hemet                        |                  | Х          |                         |   | 0     | 2                    | 2     |
|    | Community Action Partnership of San Bernardino   |                  | Х          |                         | Х | 0     | 73                   | 73    |
|    | Children's Hospital of Orange County             |                  | Х          |                         |   | 0     | 1                    | 1     |
| 13 | Sr. Citizens Emergency Fund I.V., Inc.           |                  | Х          |                         |   | 0     | 2                    | 2     |
| 14 | HABBM  |                  | Х          |                         |   | 0     | 4                    | 4     |
| 15 | Second Harvest Food Bank of Orange County        |                  | Х          |                         |   | 0     | 0                    | 0     |
| 16 | Southeast Community Development Corp.            |                  | Х          |                         |   | 0     | 35                   | 35    |
| 17 | Latino Resource Organization                     |                  | Х          |                         |   | 0     | 0                    | 0     |
| 18 | Independent Living Center of Southern California |                  | Х          |                         |   | 0     | 0                    | 0     |
| 19 | El Concilio del Condado de Ventura               |                  | Х          |                         |   | 0     | 0                    | 0     |
| 20 | Blessed Sacrament Church                         |                  | Х          |                         |   | 0     | 0                    | 0     |
| 21 | Starbright Management Services                   |                  | Х          |                         |   | 0     | 0                    | 0     |
| 22 | Hermandad Mexicana                               |                  | Х          |                         |   | 0     | 0                    | 0     |
| 23 | Crest Forest Family and Community Service        |                  | Х          |                         |   | 0     | 0                    | 0     |
| 24 | CUI – Campesinos Unidos, Inc.                    |                  | Х          | Х                       | Х | 0     | 3                    | 3     |
| 25 | Veterans in Community Service                    |                  | Х          | Х                       | Х | 0     | 1                    | 1     |
| 26 | MEND   |                  | Х          |                         |   | 0     | 0                    | 0     |
| 27 | Armenian Relief Society                          |                  | Х          |                         |   | 0     | 7                    | 7     |
| 28 | Catholic Charities of LA – Brownson House        |                  | Х          |                         |   | 0     | 4                    | 4     |
| 29 | BroadSpectrum                                    |                  | Х          |                         |   | 0     | 0                    | 0     |
| 30 | OCCC, Inc. (Orange County Community Center)      |                  | Х          |                         |   | 0     | 2                    | 2     |
| 31 | Green Light Shipping                             | Х                |            |                         |   | 0     | 1                    | 1     |
|    | APAC Service Center                              |                  | Х          |                         |   | 0     | 109                  | 109   |
|    | Visalia Emergency Aid Council                    |                  | Х          |                         |   | 0     | 0                    | 0     |
|    | The Companion Line                               |                  | Х          |                         |   | 0     | 36                   | 36    |
| 35 | Total Enrollments                                |                  |            |                         |   | 0     | 362                  | 362   |

<sup>&</sup>lt;sup>1</sup> All capitation contractors with current contracts are listed regardless of whether they have signed up customers or submitted invoices this year.

Any required corrections/adjustments are reported herein and supersede results reported in prior months and may reflect YTD adjustments.

|  | А  | В                      | C                       | D                    | 3   | Ь                    | 9           | H         |
|--|--|------------------------|-------------------------|----------------------|---|----------------------|-------------|-----------|
| _  |  |                        | CAR                     | E Table 8 - Partici  | CARE Table 8 - Participants as of Month-End                                     | End                  |             |           |
| 7  | [a.]   |                        |                         | Southern Californ    | Southern California Gas Company   |                      |             |           |
| n  |  | -                      | -                       | Aprii                | April 2009  | -                    | -           |           |
|  |  |                        |                         |                      |   | Eligible             |             |           |
| 4  | 5009   | Gas and Electric       | Gas Only                | Electric Only        | Total   | Honseholds           | Penetration | % Change¹ |
| 2  | 5 January  | n/a                    | 1,441,382               | n/a                  | 1,441,382   | 1,770,825            | 81.4%       | 0.4%      |
| 9  | February   | n/a                    | 1,450,810               | n/a                  | 1,450,810   | 1,770,825            | 81.9%       | 0.7%      |
| 7  | March  | n/a                    | 1,458,525               | n/a                  | 1,458,525   | 1,770,825            | 82.4%       | 0.5%      |
| ∞  | April  | n/a                    | 1,481,315               | n/a                  | 1,481,315   | 1,774,067            | 83.5%       | 1.6%      |
| 6  | May  |                        |                         |                      |   |                      |             |           |
| 1  | 10 June  |                        |                         |                      |   |                      |             |           |
| <u>,                                    </u> | 11 July  |                        |                         |                      |   |                      |             |           |
| 1,   | 12 August  |                        |                         |                      |   |                      |             |           |
| 7  | 13 September   |                        |                         |                      |   |                      |             |           |
| 12   | 14 October   |                        |                         |                      |   |                      |             |           |
| 1,6  | 15 November  |                        |                         |                      |   |                      |             |           |
| 1,   | 16 December  |                        |                         |                      |   |                      |             |           |
| 17   | 7 Total for 2009   |                        |                         |                      |   |                      |             |           |
| 7  | 18 Explain any monthly variance of 5% or more in the number of participants. | / variance of 5% or mo | ire in the number of pa | articipants.         |   |                      |             |           |
| ~  | 19 Any required corrections/adjustments are reported herein                  | ions/adjustments are r |                         | persede results repo | and supersede results reported in prior months and may reflect YTD adjustments. | d may reflect YTD ad | justments.  |           |
|  |  |                        |                         |                      |   |                      |             |           |

### **CERTIFICATE OF SERVICE**

I hereby certify that a copy of MONTHLY REPORT OF SOUTHERN

CALIFORNIA GAS COMPANY ON LOW INCOME ASSISTANCE PROGRAMS

FOR APRIL 2009 has been electronically mailed to each party of record of the service list in A.08-05-022, A.08-05-024, A.08-05-025, and A.08-05-026. Any party on the service list who has not provided an electronic mail address was served by placing copies in properly addressed and sealed envelopes and by depositing such envelopes in the United States Mail with first-class postage prepaid.

Copies were also sent via Federal Express to the assigned Administrative Law Judges and Commissioner.

Executed this 21st day of May, 2009 at San Diego, California.

| /s/ Jenny Norin |
|-----------------|
| Jenny Norin     |