

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

|   |   |
|---|---|
| Application of Southern California Edison Company (U 338-E) for Approval of Low-Income Assistance Programs and Budgets for Program Years 2012 - 2014.                                 | Application 11-05-017<br>(Filed May 15, 2011) |
| Application of Southern California Gas Company (U 904 G) for Approval of Low-Income Assistance Programs and Budgets for Program Years 2012 – 2014.                                    | Application 11-05-018<br>(Filed May 15, 2011) |
| Applications of Pacific Gas and Electric Company for Approval of the 2012-2014 Energy Savings Assistance Program and California Alternate Rates for Energy Programs and Budget (U39M) | Application 11-05-019<br>(Filed May 15, 2011) |
| Application of San Diego Gas & Electric Company (U 902 M) for Approval of Low-Income Assistance Programs and Budgets for Program Years 2012 – 2014.                                   | Application 08-05-020<br>(Filed May 15, 2011) |

**MONTHLY REPORT OF SOUTHERN CALIFORNIA GAS COMPANY (U 904 G) ON  
LOW-INCOME ASSISTANCE PROGRAMS FOR SEPTEMBER 2012**

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October 22, 2012

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**MONTHLY REPORT OF SOUTHERN CALIFORNIA GAS COMPANY (U 904 G) ON  
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This is the ninth monthly report of program year (PY) 2012. The purpose of this report is to consolidate activity for the CARE Program and Energy Savings Assistance Program and provide the Energy Division with all the necessary information to assist in analyzing the low-income programs.

This report presents year-to-date Energy Savings Assistance Program and CARE results and expenditures through September 2012 for Southern California Gas Company (SoCalGas).

Respectfully Submitted

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October 22, 2012

**Southern California Gas Company  
Energy Savings Assistance Program (ESA  
Program)  
And  
California Alternate Rates for Energy (CARE)  
Program Monthly Report**

# LOW-INCOME ASSISTANCE PROGRAMS MONTHLY REPORT

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# ENERGY SAVINGS ASSISTANCE PROGRAM MONTHLY REPORT

## 1. Energy Savings Assistance Program Executive Summary

### 1.1. Energy Savings Assistance Program Overview

1.1.1. Provide a summary of the Energy Savings Assistance Program elements as approved in Decision (D.) 12-08-044:

| Program Summary through September 2012 |                                   |                |     |
|--|-----------------------------------|----------------|-----|
|  | Authorized / Planning Assumptions | Actual to Date | %   |
| Budget                                 | \$109,881,871                     | \$61,850,189   | 56% |
| Homes Treated                          | 136,836                           | 65,720         | 48% |
| kWh Saved                              | N/A                               | N/A            | N/A |
| kW Demand Reduced                      | N/A                               | N/A            | N/A |
| Therms Saved                           | N/A                               | 319,275        | 11% |

\* Program decision D.12-08-044 was issued August 30, 2012; table revised to reflect updated budgets and goals.

In September, SoCalGas processed and paid contractor invoices for 4,366 treated homes. In addition, SoCalGas paid for the installation of 824 appliances, including 336 furnace repairs/replacements and 57 water heater replacements, and 431 high efficiency clothes washers.

### 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).

In September, SoCalGas combined efforts to provide its ESA Program contractor network with an additional 74 canvassing lists using the Whole Neighborhood Approach (WNA) strategy. SoCalGas continues to offer its contractors flexibility in the planning, timing and completion of their WNA efforts. This approach, in conjunction with SoCalGas oversight and guidance, allows contractors to customize their activities to meet the needs of each neighborhood as well as the

needs of each customer. Contractors are asked to document all facets of each WNA effort; total number of completed homes, customers not willing to participate, successful canvassing and / or marketing efforts, and any other information that can help increase eligible customer enrollments. This detailed accounting serves to assist both the contractors and SoCalGas with future WNA activities. Additionally, smaller geographic focus of Zip+7 areas, coupled with tracking methods take into account the amount of time contractors spend working in an area and allow SoCalGas to better monitor the success of ESA Program activities from a whole neighborhood perspective. The tracking methods include detailed instructions to contractors regarding data entry in the HEAT System<sup>1</sup>, both pre- and post-canvassing, to ensure specific information is captured. This information will be used to help SoCalGas distinguish WNA efforts from routine canvassing and also capture the disposition of WNA leads that do not result in an enrollment, (i.e., “unable to contact,” and “customer refused”).

The canvassing lists generated in September were initiated primarily in new Zip+7 areas that were not previously targeted for WNA efforts (see table below for areas). Collectively, the canvassing lists identified an additional 18,841 customer addresses, of which 4,544 (24%) are potentially eligible based on ESA Program income eligibility criteria. Additionally, based on SoCalGas data, 1,314 of the 18,841 (7%) addresses are in targeted self-certification PRIZM codes<sup>2</sup>.

| <b>Number of WNA Events per City</b> | <b>Contractor</b> |
|--------------------------------------|-------------------|
| Lakewood – 43; Ontario – 12          | <b>ACS Group</b>  |
| Duarte – 4                           | <b>LA Works</b>   |
| Moreno Valley – 15                   | <b>Synergy</b>    |

<sup>1</sup> The HEAT System is SoCalGas’ ESA Program database used to track program activity and expenditures.

<sup>2</sup> Prizm codes are an area set of customer segmentation data widely used for marketing purposes in the United States. The data consist of demographic clusters that categorize every U.S. household into a segment. These segments were developed in part from the analysis of U.S. census data and categorize U.S. consumers into 14 distinct groups and 66 segments. The segments help marketers tailor content to consumers' needs and look at a variety of factors, including income, likes, dislikes, lifestyles and purchase behaviors.

Through September 2012, SoCalGas and its ESA Program contractors treated 802 homes through WNA activities.

### **1.3. Energy Savings Assistance Program Customer Outreach and Enrollment Update**

**1.3.1** Provide a summary of the Energy Savings Assistance Program outreach and enrollment strategies deployed this month.

#### **Ethnic and Mass Media Campaign**

There were no mass media campaigns during the month of September. An article which promotes the ESA and CARE Programs was featured in *Hispanic Lifestyle*. *Hispanic Lifestyle* is an ethnic owned and independently produced television program which has a companion website that highlights the positive contributions in the Hispanic community. During September, there were 229,381 customers who clicked on to SoCalGas' Customer Assistance Programs website page where the CARE and ESA Programs were featured.

For the event to celebrate Mexican Independence, an e-news blast was deployed for Orange County Hispanic Chamber members encouraging customers to join SoCalGas to celebrate Mexican Independence Day at the 34<sup>th</sup> Annual "Calle Cuatro" Fiestas Patrias in Santa Ana.

During the month of September, SoCalGas continued to work with an ethnic owned organization named Imprenta to help reach ethnic customers who speak Spanish and Vietnamese with limited English proficiency. To publicize SoCalGas' representative presence / availability at the "Tet Trung Thu" Moon Festival in Garden Grove, SoCalGas had the company logo included in promotional ads in several major Vietnamese local newspapers: Viet Bao, Vien Dong Daily, and Nguoi Viet Daily News. Additionally, to provide information to the Vietnamese community, SoCalGas participated in an in-language TV interview with Little Saigon TV. The interview was conducted in Vietnamese with

a SoCalGas employee who discussed customer assistance programs, with a focus on the CARE and ESA Programs, and involvement in the community, such as participation in the Moon Festival on September 30<sup>th</sup> in Orange County.

SoCalGas has also contracted with Breathe LA, which targets outreach to ethnic communities within the Los Angeles Basin. Both of these organizations (Breathe LA and Imprenta) are guiding SoCalGas in reaching out to faith-based organizations and local community groups. The events and workshops conducted in September by Breathe LA are included in section 1.3.2.

#### **Energy Savings Assistance Program Bill inserts/onserts**

There were no ESA Program bill inserts/onserts deployed during the month of September.

#### **Energy Savings Assistance Program Direct Mailings**

No ESA Program direct mail campaigns were conducted during the month of September.

#### **Energy Savings Assistance Program Outbound Dialing**

One automated voice messaging (AVM) campaign was launched in September to over 44,000 residential CARE customers throughout SoCalGas' service territory. The campaign was deployed in English and Spanish, and as a result of this campaign 2,750 ESA Program leads were generated. SoCalGas will continue to use AVM campaigns throughout 2012 as another method to reach out and encourage customers to enroll in the ESA Program.

#### **Energy Savings Assistance Program Web Activities**

SoCalGas includes its customer assistance programs website links in all of its communications that promote the ESA Program to customers. For the month of September, 299 customers completed the on-line English ESA Program request form. The email website link encourages low-income customers to apply for no-



cost home improvements to reduce energy usage and potentially save money on their monthly gas bills through SoCalGas' ESA Program.

### **1.3.2 Customer Assistance Events and Public Affairs/Public Relations Activities for the CARE and ESA Program**

#### **September 4, 2012 – Bingo Club for Seniors, Carson**

In collaboration with SoCalGas, Breathe LA participated in the Bingo Club for seniors in the city of Carson. Over 100 seniors and other members of the community attended the neighborhood bingo club. Interested seniors at this event received information on the CARE and ESA Programs.

#### **September 5, 2012 – El Centro De Acción ESL Class for Seniors, Pasadena**

Breathe LA conducted a workshop for seniors who speak English as a second language in the El Centro De Acción class in Pasadena. The workshop was conducted to inform and educate the seniors about the CARE and ESA Programs. Approximately 40 customers were present to learn about the CARE and ESA Program application process.

#### **September 8, 2012 - Arroyo Vista Health Center Fair, Los Angeles**

In collaboration with SoCalGas, Breathe LA participated in two workshops held in Los Angeles to educate and assist customers with filling out CARE and ESA Program applications. Approximately 200 low-income Spanish speaking customers attended the workshops, and 20 were provided support with SoCalGas' customer assistance programs.

#### **September 8, 2012 – Taste of East L.A. East Los Angeles**

SoCalGas' Public Affairs and Customer Assistance Programs staff participated in the Taste of East L.A., an event that showcases the exquisite food that can be found throughout the numerous restaurants of East Los Angeles. A program guide included coupons of various local eateries, and also contained a full page

advertisement with information on the CARE Program. Additionally, CARE and ESA Program forms were included in the booklet to facilitate applications for the program. Approximately 1,500 Los Angeles County residents attended the event. SoCalGas' information about the CARE and ESA Programs was distributed to 1,000 customers. SoCalGas' information was available in both English and Spanish.

**September 9, 2012 - Univision Central Coast Interview**

SoCalGas Media Relations participated in two thirty-minute interviews to promote the CARE and ESA Programs and provide information on gas safety. The interviews were conducted in Bakersfield for Lotus Broadcasting Group and KABE-TV Univision. The 30-minute radio interview aired on Sunday, September 16<sup>th</sup> on KIWI-FM 102.9 and re-aired in the evening on its sister stations KWAC-AM 1490, KCHJ-AM 1010 and KPSL-FM 96.5.

**September 12, 2012 – Imperial Avalon Mobile Home Estates Park, Carson**

In collaboration with SoCalGas, Breathe LA participated in a workshop to reach income qualified customers in the Imperial Avalon mobile home park, located in the city of Carson. Interested customers were educated in Spanish about the CARE and ESA Programs.

**September 12, 2012 – Simi Valley Fair, Simi Valley**

SoCalGas' participated in the community fair event at Rancho Simi Community Park. The Simi Valley Council on Aging, a committee appointed by the Simi Valley City Council, held the event, which is the largest senior-focused event in Ventura County. Approximately 600 seniors attended the event, and 150 customers visited SoCalGas' booth to inquire about its programs. SoCalGas ran a booth and presented information on its CARE, ESA and Energy Efficiency Programs to interested customers. The information provided to customers was in English and Spanish.

**September 13, 2012 – Route 66, San Bernardino**

SoCalGas Public Affairs staff coordinated participation in the 23<sup>rd</sup> Annual Route 66 event which took place September 13 – 16 in downtown San Bernardino. The four day event welcomed car enthusiasts and families of all ages to partake in car shows, fun activities, goods and services vendors, and entertainment. More than 100,000 spectators came to the 35 blocks of downtown San Bernardino for the free show. SoCalGas ran a booth and promoted the CARE, ESA, and Energy Efficiency Programs, and disseminated safety and energy conservation tips to interested customers.

**September 13 & 27, 2012 – Presentations at West San Gabriel Work Source Center, Monterey Park**

In collaboration with SoCalGas, Breathe LA participated in two workshops held in Monterey Park to educate and assist customers with filling out CARE and ESA Program applications. Approximately 20 low-income customers attended the workshops and were provided aid regarding SoCalGas' customer assistance programs.

**September 15, 2012 – Inland Empire Disability Resource Expo, Ontario**

SoCalGas participated in the Annual Inland Empire Disability Resource Expo. The Expo showcases services and products that enhance independent living for people of all types of disabilities; physical, cognitive, mental and sensory. SoCalGas ran a booth and promoted CARE, ESA and the Medical Baseline Programs. The event was also promoted on SoCalGas' Facebook page. Approximately 1,500 people attended the event and over 186 vendors were on hand with products and services for seniors, low-income customers and persons with disabilities.

**September 15 – 16, 2012 – “Calle Cuatro” Fiestas Patrias, Santa Ana**

SoCalGas participated in the 34<sup>th</sup> Annual “Calle Cuatro” Fiestas Patrias in Santa Ana. Over 5,000 community residents came to the event to celebrate with music festivities. More than 1,500 CARE and ESA Program brochures were distributed to interested customers in English and Spanish.

**September 15, 2012 – Arroyo Vista Health Center Fair, Los Angeles**

In collaboration with SoCalGas, Breathe LA participated in two workshops held in Los Angeles to educate and assist customers with filling out CARE and ESA Program applications. Approximately 50 seniors attended the workshops, and 17 were provided aid with SoCalGas’ customer assistance programs.

**September 17, 2012 – West Adams, Neighborhood Council, Los Angeles**

In collaboration with SoCalGas, Breathe LA participated in a neighborhood council workshop to low-income customers in the city of Los Angeles. Over 30 low-income customers were present, and 5 customers were assisted with SoCalGas’ CARE and ESA Programs.

**September 18, 2012 – Mexican Consulate Ventanilla de Salud, Los Angeles**

In collaboration with SoCalGas, Breathe LA participated in two workshops held in Los Angeles to educate and assist customers with filling out CARE and ESA Program applications. Approximately 100 customers who spoke Spanish attended the workshops, and 15 were provided support for SoCalGas’ customer assistance programs.

**September 20, 2012 - Corona-Norco YMCA Customer Assistance Briefing**

SoCalGas Public Affairs staff briefed the Corona-Norco YMCA Low-Income Assistance co-coordinator on Customer Assistance Programs including CARE, the ESA Program, and other programs such as the Level Pay Plan that benefit their underserved community members. Public Affairs is scheduled to provide

the YMCA with CARE forms and other information so they may be included in the YMCA's "Become Self-Sufficient Education" programs.

**September 20, 2012 – AQMD Health Fair, Los Angeles**

In collaboration with SoCalGas, Breathe LA participated in six workshops held in Los Angeles to educate and assist customers with filling out CARE and ESA Program applications. Approximately 2,000 seniors attended the workshops, and 51 were aided with SoCalGas' customer assistance programs.

**September 20, 2012 – City of Irvine ESA Presentation, Irvine**

In collaboration with Energy Efficiency and Southern California Edison (SCE), SoCalGas and SCE staff presented information regarding the CARE, ESA and Medical Baseline Programs to residents in the city of Irvine. The presentation was coordinated by the Energy Coalition and the City of Irvine. Approximately 30 customers attended and were assisted with questions on the ESA, Medical Baseline and CARE Programs.

**September 21, 2012 – Sickle Cell Symposium, Loma Linda**

SoCalGas' Customer Assistance Programs staff participated in the Sickle Cell Symposium in Loma Linda. The event was geared toward health care professionals including physicians, resident physicians, case managers and social workers. SoCalGas ran a booth and educated health care professionals regarding the Medical Baseline, CARE and ESA Programs. Over 45 health professionals learned about SoCalGas' programs and services available for their patients.

**September 22, 2012 – 11th Annual Community Health Fair, Los Angeles**

In collaboration with SoCalGas, Breathe LA participated in three workshops held in Los Angeles to educate and assist customers with filling out CARE and ESA Program applications. Approximately 600 low-income Spanish speaking

customers attended the workshops, and 40 were aided with SoCalGas' customer assistance programs.

**September 22 2012 – Latino Expo, Panorama Mal, Van Nuys**

SoCalGas participated in the Latino Expo in the city of Van Nuys. SoCalGas ran a booth and provided information on the Energy Efficiency, CARE, ESA and Medical Baseline Programs. Information regarding safety was also provided. Approximately 200 interested customers stopped by to receive information.

**September 26, 2012 – Unidad Y Fuerza – Disabled Children's Resources. Long Beach**

In collaboration with Breathe LA efforts to assist in reaching out to the disabled customers that may be eligible for CARE and the ESA Program, Breathe LA participated in one workshop in the city of Long Beach. Fifteen attendees were present at this event and were assisted with the application process.

**September 26, 2012 - Riverside Emergency Fair, Riverside**

SoCalGas' Public Affairs staff coordinated demonstrations on Natural Gas Safety and provided information on the Advanced Meter Initiative, Customer Assistance Programs, Energy Efficiency and Pipeline Safety in the City of Riverside. The emergency themed fair was organized by the Riverside Fire & Police Departments. Riverside Cable TV filmed SoCalGas' Natural Gas Safety demonstration for repeated broadcast in the month of October.

**September 26, 2012 - Safety and Program Outreach to Seniors, Coachella**

SoCalGas Public Affairs staff coordinated natural gas safety and program outreach in the city of Coachella Senior Center. SoCalGas staff provided information on CARE, the ESA Program and natural gas safety to over 70 attendees in English and Spanish.

**September 26, 2012 – Riverside County Disabled Community Access Center Presentation, Riverside**

SoCalGas' Public Affairs staff presented CARE, the ESA Program and Energy Efficiency information to the Riverside County Disabled Community Access Center (*independent living for people with Disabilities*), who will distribute SoCalGas program information to community members who visit the site.

**September 26, 2012 – Presentation at the Riverside County Habitat for Humanity, Riverside**

SoCalGas' Public Affairs staff presented CARE, the ESA Program and Energy Efficiency information to the Riverside County Habitat for Humanity, who will distribute SoCalGas program information to their building supply center.

**September 27, 2012 - Customer Assistance Program Presentation, Montebello**

SoCalGas' Public Affairs staff presented and distributed CARE and ESA Program information to 100 Montebello residents at the LA County consolidated Plan for Community Development forum.

**September 26, 2012 – Special Needs Network, Inc. 7<sup>th</sup> Annual Back-to-School Program, Los Angeles**

In collaboration with Breathe LA to assist in reaching out to disabled customers that may be eligible for CARE and the ESA Program, Breathe LA participated in the 7<sup>th</sup> Annual back-to-school event for Junior Blind of America in Los Angeles. Approximately 1,800 attendees were present at this event, and 26 customers were assisted with the application process.

**September 29, 2012 – Light the Night Lymphoma Walk at Angel Stadium, Anaheim**

SoCalGas participated in the Light the Night Lymphoma Walk. People from the community of Orange County stopped by to enjoy an evening of fun and inspiration as they walked leisurely along a two mile route at Angel Stadium. The Dedication banner and Remembrance Ceremonies provide an opportunity to display a name message honoring or commemorating a family member or friend with cancer. Over 500 community residents attended the event and approximately 85 people stopped by the booth to learn about SoCalGas' customer assistance programs.

**September 29, 2012 – Irvine Global Village Festival, Irvine**

SoCalGas' Customer Assistance Programs staff participated in the 11<sup>th</sup> Irvine Global Village Festival. The festival remains the largest multicultural festival in Orange County with over 5,000 people in attendance. The Irvine Global Village festival celebrates the diversity of the people in Orange County. SoCalGas' representatives educated over 400 customers about the CARE and ESA Programs and energy conservation. SoCalGas' information was available in English, Spanish, Chinese, Korean, Tagalog and Vietnamese.

**September 29, 2012 – Los Angeles DEAF Festival, Los Angeles**

SoCalGas hosted a booth at the 8<sup>th</sup> Annual Los Angeles DEAF festival held in Los Angeles. Council member Tony Cardenas served as the official host of the event. The festival was produced to generate greater public awareness of the Southern California deaf community, and offers a venue for community gathering and information for deaf children, adults and their families. Approximately 3,000 people attended the event, with over 300 attendees visiting SoCalGas' booth to sign up and get information about the CARE, ESA, and Medical Baseline Programs, as well as safety and other SoCalGas' programs.



### **September 30, 2012 – Moon Festival, Garden Grove**

SoCalGas' Customer Assistance Programs staff participated in the 2<sup>nd</sup> annual "Tet Trung Thru" Moon Festival at Garden Grove Park in Garden Grove. At the festival, SoCalGas educated customers about CARE and the ESA Program. As a culturally specific event, it drew thousands from the Vietnamese community from all over Southern California. The SoCalGas booth was placed centrally between the children's activity area and the pathway to the main stage. Approximately 5,000 community residents came to the event and over 3,000 customers stopped by the SoCalGas booth to receive information, including CARE and ESA Program applications. The information available for customers at this event was primarily in Vietnamese, although SoCalGas also had Customer Assistance Program information in Chinese, Korean, and Spanish.

#### **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?

D.12-08-044 approved the continuation of current leveraging efforts for 2012 – 2014. The decision also provided instruction regarding certain leveraging efforts with the California Department of Community Services and Development (CSD) During the month of September, a workshop was scheduled to be held with the Commission's Energy Division and representatives of CSD in the month of October to effectuate closer collaboration and leveraging with CSD.

SoCalGas continues its efforts to meet with municipal 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 in PY2012.

To this end, SoCalGas and Riverside Public Utilities (RPU) have signed an Inter-Utility Agreement that will allow customers residing in both utilities' overlapping service territory to benefit from SoCalGas' low-income energy efficiency program

services and from RPU's service offerings during the same visit. As with previous agreements with municipal utilities, SoCalGas ESA Program contractors will install certain electric measures, as well as any eligible gas measures, so that customers are able to realize the energy and bill savings inherent in both sets of measures. In the month of September, SoCalGas began matching the list of RPU customers eligible for its low-income program with potentially eligible SoCalGas customers to create valuable canvassing lists for the ESA Program contractors to enroll joint utility customers. Initial installations for this effort are expected in the fourth quarter of 2012.

SoCalGas is in the process of re-negotiating its leveraging agreements with both Imperial Irrigation District (IID) and Burbank Water and Power (BWP). Discussions are on-going with IID on how to craft a new low-income program leveraging agreement for 2013. IID has contracted directly with a SoCalGas ESA Program contractor which will represent both utilities as it did in the previous agreement, the only difference being that the contractor will directly bill IID rather than using SoCalGas for pass through billings. Additionally, SoCalGas has participated in meetings with BWP and believes that the low-income leveraging contract renewal is imminent.

Lastly, SoCalGas and Eastern Municipal Water District (EMWD) have completed a leveraging agreement where EMWD provides a rebate to SoCalGas for every High Efficiency Clothes Washer installed within the two utilities' joint service territory under SoCalGas' ESA Program. Initial installations under the signed agreement began in December 2010 and have continued throughout 2012. As a result of this agreement SoCalGas' ESA Program will receive rebates totaling more than \$246,000 for High Efficiency Clothes Washers installed in SoCalGas and EMWD joint service territory in 2012.

## 1.5. Workforce Education & Training

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

SoCalGas continued its internal training programs which contribute to the goals of workforce development. SoCalGas provides two areas of training: (1) Enrollment and Assessment (E&A); and (2) ESA Program Operations. The Year-to-Date results are shown in the following tables:

| SoCalGas Skill-Level Test Results |                            |                            |      |        |           |        |
|-----------------------------------|----------------------------|----------------------------|------|--------|-----------|--------|
|                                   | 1 <sup>st</sup><br>Quarter | 2 <sup>nd</sup><br>Quarter | July | August | September | Totals |
| Attended Testing                  | 55                         | 50                         | 14   | 24     | 19        | 162    |
| Passed Test                       | 52                         | 46                         | 14   | 22     | 17        | 151    |
| Pass Rate                         | 94.55%                     | 92%                        | 100% | 91.67% | 89.47%    | 93.21% |

After successful completion of the Skill Level Test, the potential outreach specialist attends a mandatory 5-day class which reviews the requirements for enrollment, assessment and in-home education.

|                  | 1 <sup>st</sup><br>Quarter | 2 <sup>nd</sup><br>Quarter | July   | August | September | Totals |
|------------------|----------------------------|----------------------------|--------|--------|-----------|--------|
| Attended Class   | 51                         | 37                         | 18     | 17     | 20        | 143    |
| Tested           | 50                         | 31                         | 17     | 17     | 20        | 135    |
| Passed Class     | 48                         | 29                         | 15     | 17     | 20        | 129    |
| Badged           | 47                         | 13                         | 8      | 10     | 3         | 81     |
| Census Attendees | 2                          | 0                          | 0      | 0      | 0         | 2      |
| Retention Rate*  | 96%                        | 93.55%                     | 88.24% | 100%   | 100%      | 95.56% |

\*Retention Rate is Passed/Tested

The 5-day class covers utility-specific items related to policies, security process and overall customer service standards as well as for leveraging opportunities amongst other low-income programs. A final exam must be passed for an outreach specialist to be registered and receive a SoCalGas identification badge. The year-to-date total for badged outreach specialists for SoCalGas is 81. The classes are held at SoCalGas' Energy Resource Center located in Downey, California.

SoCalGas field operations training includes initial training for new participants in weatherization, inspections, HVAC and NGAT. SoCalGas also provides refresher training primarily to address contractor issues and discuss new measures and procedures that have been implemented into the program. The class sizes range from 5 – 35 technicians. The table below shows the number of students that have attended class in 2012.

| Class Type         | 1 <sup>st</sup> Quarter |                | 2 <sup>nd</sup> Quarter |                | July and August |                | September     |                | YTD Total     |                |
|--------------------|-------------------------|----------------|-------------------------|----------------|-----------------|----------------|---------------|----------------|---------------|----------------|
|                    | No. of Classes          | No of Students | No. of Classes          | No of Students | No of Classes   | No of Students | No of Classes | No of Students | No of Classes | No of Students |
| <b>Initial</b>     | 10                      | 26             | 1                       | 4              | 2               | 8              | 1             | 3              | 14            | 41             |
| <b>Refreshers</b>  | 5                       | 41             | 1                       | 8              | 0               | 0              | 0             | 0              | 6             | 49             |
| <b>NGAT 5-Day</b>  | 1                       | 10             | 1                       | 9              | 0               | 0              | 0             | 0              | 2             | 19             |
| <b>Grand Total</b> | 16                      | 77             | 3                       | 21             | 2               | 8              | 1             | 3              | 22            | 109            |

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**2. CARE Executive Summary**

**2.1. CARE Program Summary - September**

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

| <b>CARE Budget Categories</b>            | <b>Authorized Budget</b> | <b>Actual Expenses to Date</b> | <b>% of Budget Spent</b> |
|--|--------------------------|--------------------------------|--------------------------|
| Outreach                                 | \$4,089,220              | \$2,091,184                    | 51%                      |
| Proc., Certification and Verification    | \$8,223,171              | \$921,182                      | 11%                      |
| Information Tech./Programming            | \$3,204,520              | \$551,074                      | 17%                      |
| Pilots                                   | N/A                      | N/A                            | N/A                      |
| Measurement and Evaluation               | \$50,972                 | \$0                            | 0%                       |
| Regulatory Compliance                    | \$227,412                | \$194,429                      | 85%                      |
| General Administration                   | \$887,541                | \$467,730                      | 53%                      |
| CPUC Energy Division Staff               | \$60,000                 | \$23,119                       | 39%                      |
| Cooling Centers                          | N/A                      | N/A                            | N/A                      |
| <b>Total Expenses</b>                    | <b>\$16,742,836</b>      | <b>\$4,248,717</b>             | <b>25%</b>               |
| <b>Subsidies and Benefits</b>            | <b>\$128,773,189</b>     | <b>\$78,941,538</b>            | <b>61%</b>               |
| <b>Total Program Costs and Discounts</b> | <b>\$145,516,025</b>     | <b>\$83,190,255</b>            | <b>57%</b>               |

\* Decision 12-08-044 was issued on Aug. 30, 2012 and is reflected in this table. Values may not sum to totals due to rounding.

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

| <b>CARE Penetration</b>      |                              |                         |
|------------------------------|------------------------------|-------------------------|
| <b>Participants Enrolled</b> | <b>Eligible Participants</b> | <b>Penetration rate</b> |
| 1,709,377                    | 1,828,168                    | 93.5%                   |

**2.2 Outreach**

**2.2.1** Discuss utility outreach activities and those undertaken by third parties on the utility's behalf. (For additional CARE Outreach see section 1.3.2.)

### **CARE Telephone Enrollments and Recertification**

SoCalGas is working with its vendor to change the programming for its recertification calls. Previously, customers were able to recertify based on their participation in a designated assistance program (“categorical eligibility”). Per D.12-08-044, SoCalGas will only use income to recertify its customers. SoCalGas intends to resume telephone AVM recertification of its customers within two months.

### **CARE Web Activity & Enrollments**

SoCalGas references its website in virtually all communications, and CARE continues to be one of the top “search” topics on the company website. More than 5,000 customers’ submitted CARE applications via the company website during September and this activity resulted in 2,135 new enrollees and 1,521 renewing customers.

### **CARE Third-Party Enrollments & Outreach**

To reach customers who are “missed” by traditional outreach (bill inserts, phone campaigns, and direct mail, among others), SoCalGas’ employs a third-party contractor to canvass targeted neighborhoods to enroll customers in CARE. The representatives are bi-lingual (English and Spanish). Door-to-door outreach returned 3,969 applications in September. From the applications received, 3,287 customers were subsequently approved for enrollment into the CARE program. Year-to-date, more than 25,000 customers have enrolled in the CARE program through door-to-door canvassing.

Additionally, SoCalGas has an agreement with 211 LA County, which is a multilingual referral number for Los Angeles County. Through events and inbound calls, they direct customers in need of payment assistance to the CARE program.

SoCalGas continues to contract with two organizations (Imprenta and Breathe LA) to further grassroots communications regarding the CARE Program within Orange County and the LA Basin. Both organizations are guiding SoCalGas in reaching out to faith-based organization and local community groups. Activities from these collaborations are reported in Section 1.3.2.

### **CARE Direct Mail Activity and Enrollments**

At the end of August, SoCalGas has begun a direct mail campaign (in English and Spanish) to 10,000 new customers with a good probability of being eligible for the CARE program. The results of this campaign will be reported in future reports. In addition, SoCalGas plans to revise the number and the criteria of the direct mail pieces to fine tune the effectiveness of this on-going campaign.

### **CARE Bill Inserts**

In the month of July, SoCalGas mailed a bill insert to approximately 2.9 million residential customers who are not currently enrolled in the CARE program. To reinforce this bill insert, SoCalGas placed advertisements in a variety of local and print publications which are predominantly ethnic-owned. The ad copy called attention to the July bill insert and reinforced the impact of the bill insert. At this point, 1,821 customers have enrolled in the program from this initiative. Additional enrollments will be reported subsequently, given there is a time-lag between the time a bill insert reaches the customer and the customer's return of the bill insert.

During September, SoCalGas mailed bill inserts to commercial facilities (non-profit group living facilities, agricultural, and migrant farmworker housing). Another residential bill insert is scheduled for November.

### **CARE Bill Inserts Reinforcement Through Local Ethnic Media**

In order to reinforce the July bill insert, SoCalGas purchased advertising in local, ethnic-owned newspapers and one radio station. For example, advertisements in the *LA Sentinel*, which covers the LA basin, informed customers that the July

bill insert contained updates regarding the CARE program; *Presna Hispana*, which is an Inland Empire newspaper, communicated the message in Spanish; Radio Campesina in Tulare provided Spanish-language radio reinforcement to rural, Spanish-speaking customers. A total of 10 newspapers (Spanish-language, Asian-American, and African American) comprised this bill insert reinforcement campaign. SoCalGas will utilize a similar approach to reinforce the November bill insert.

### **Outreach by Field Employees**

From October 2011 through February 2012 (SoCalGas' gas furnace pilot re-lighting season) field employees distributed a bi-lingual (English/Spanish) leave-behind pamphlet with customers. The flyer contained information regarding Customer Assistance programs. During the "off-season," personnel distribute the flyers on an as-needed basis. The mandatory distribution will resume this coming October.

### **CARE Mass Media Campaign**

In addition to the print ads reinforcing the bill insert (mentioned above), SoCalGas launched an on-line campaign. Based on internal and secondary research, SoCalGas concluded that young customers (up to age 35) who are Spanish speaking and on-line represent an important segment of potential CARE enrollees. Even if these customers do not directly enroll in the program, they are an important advocacy group within their communities; therefore, SoCalGas launched a nine-week campaign that uses "age and geo-targeting" technology to reach young, Spanish-speaking customers. SoCalGas is awaiting the metrics from this campaign and will report the results in a future report.



## **Disability Outreach**

SoCalGas has hired a contractor whose responsibility is outreach to persons with disabilities. The contractor, who is visually impaired, is discussing SoCalGas' assistance programs in chapter meetings and in small group discussions throughout Southern California (primarily Los Angeles, Orange, and Santa Barbara counties). The contractor is also preparing a SoCalGas assistance workshop for the next statewide meeting of the California Council of the Blind.

### **2.2.2. Describe the efforts taken to reach and coordinate the CARE program with other related programs to reach eligible customers.**

To ensure continued increases in CARE enrollments and to retain customers already participating in CARE, SoCalGas shares customer enrollment information with other utilities such as the Los Angeles Department of Water and Power (LADWP), SCE, San Diego Gas & Electric, and Pacific Gas and Electric. During the month of September, 10,766 customers were enrolled in SoCalGas' CARE program as a result of inter-utility data sharing activities. Additionally, CARE shares data with internal programs such as SoCalGas' ESA Program and the Gas Assistance Fund. Intra-utility efforts in September generated 1,625 CARE enrollments.

Coordinating the CARE program with other related low-income programs not only results in higher program participation rates, it also helps increase Post Enrollment Verification (PEV) activities when customer information is shared with programs such as the Low Income Home Energy Assistance Program (LIHEAP). Since LIHEAP requires upfront proof of income and is a qualifying Categorically Eligible program, once CARE receives LIHEAP customer data, those customers are considered automatically eligible and their "pre enrollment verification" is used by SoCalGas to meet CARE's PEV requirements. As a result of leveraging activities during September, 94 LIHEAP customers were enrolled in SoCalGas' CARE program.

### **2.3 CARE Recertification Complaints**

There were no recertification complaints during the month of September.

### **3. Appendix Energy Savings Assistance Program Tables and CARE Tables**

**Energy Savings Assistance Program** - Table 1- Energy Savings Assistance Program Expenses

**Energy Savings Assistance Program** - Table 2- Energy Savings Assistance Program Expenses & Energy Savings by Measures Installed

**Energy Savings Assistance Program** - Table 3- Energy Savings Assistance Program Average Bill Savings per Treated Home

**Energy Savings Assistance Program** - Table 4- Energy Savings Assistance Program Homes Treated

**Energy Savings Assistance Program** - Table 5- Energy Savings Assistance Program Customer Summary

**Energy Savings Assistance Program** - Table 6- Energy Savings Assistance Program Expenditures for Pilots and Studies

**Energy Savings Assistance Program** - 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

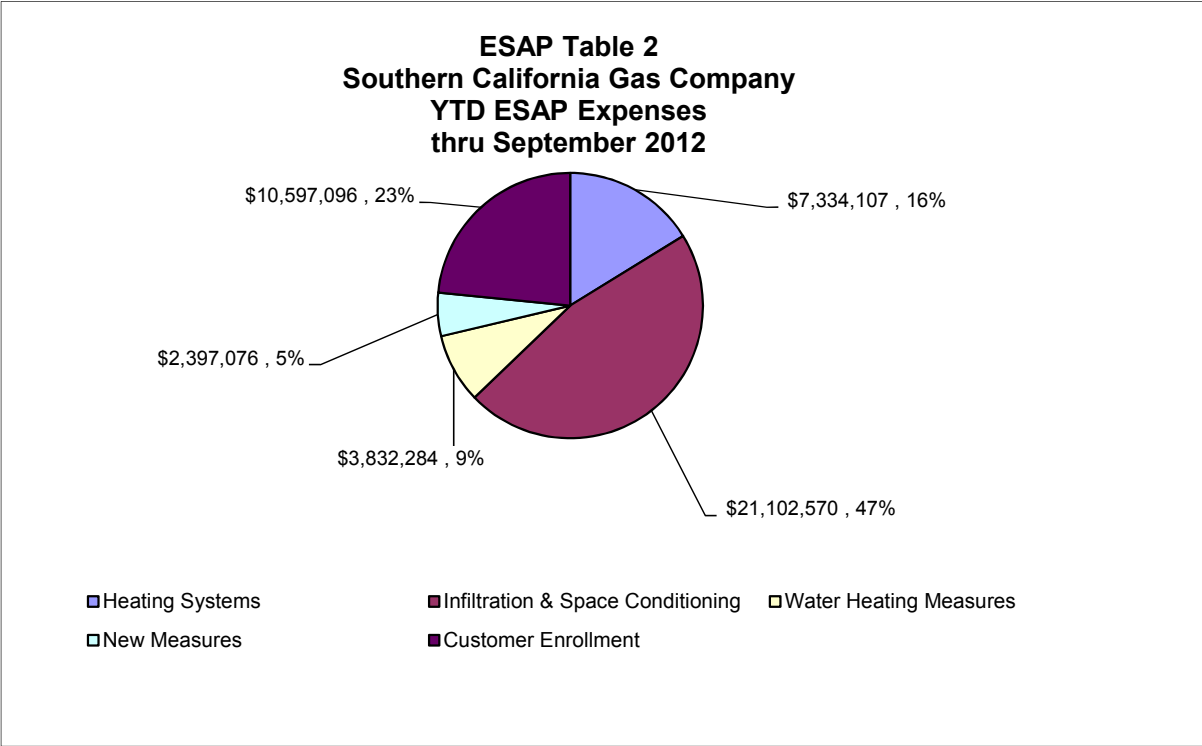
**CARE**- Table 7- Capitation Contractors

**CARE**- Table 8- Participants as of Month End

|    | A  | B                                    | C                     | D                     | E   | F                    | G                    | H  | I                    | J                    | K                                     | L          | M            |
|----|--|--------------------------------------|-----------------------|-----------------------|---|----------------------|----------------------|--|----------------------|----------------------|---------------------------------------|------------|--------------|
| 1  | <b>Energy Savings Assistance Program Table 1 - Energy Savings Assistance Program Expenses</b>  |                                      |                       |                       |   |                      |                      |  |                      |                      |                                       |            |              |
| 2  | <b>Southern California Gas Company</b>   |                                      |                       |                       |   |                      |                      |  |                      |                      |                                       |            |              |
| 3  | <b>September 2012</b>  |                                      |                       |                       |   |                      |                      |  |                      |                      |                                       |            |              |
| 4  |  | <b>Authorized Budget<sup>1</sup></b> |                       |                       | <b>Current Month Expenses<sup>3</sup></b> |                      |                      | <b>Year-To-Date Expenses<sup>3</sup></b> |                      |                      | <b>% of Budget Spent Year-To-Date</b> |            |              |
| 5  | <b>Energy Savings Assistance Program</b>   | <b>Electric</b>                      | <b>Gas</b>            | <b>Total</b>          | <b>Electric</b>                           | <b>Gas</b>           | <b>Total</b>         | <b>Electric</b>                          | <b>Gas</b>           | <b>Total</b>         | <b>Electric</b>                       | <b>Gas</b> | <b>Total</b> |
| 6  | Energy Efficiency  |                                      |                       |                       |   |                      |                      |  |                      |                      |                                       |            |              |
| 7  | - Gas Appliances   | \$ -                                 | \$ 22,084,142         | \$ 22,084,142         | \$ -                                      | \$ 4,376,399         | \$ 4,376,399         | \$ -                                     | \$ 12,915,153        | \$ 12,915,153        | 0%                                    | 58%        | 58%          |
| 8  | - Electric Appliances  | \$ -                                 | \$ -                  | \$ -                  | \$ -                                      | \$ -                 | \$ -                 | \$ -                                     | \$ -                 | \$ -                 | 0%                                    | 0%         | 0%           |
| 9  | - Weatherization   | \$ -                                 | \$ 53,550,541         | \$ 53,550,541         | \$ -                                      | \$ 8,694,334         | \$ 8,694,334         | \$ -                                     | \$ 31,437,272        | \$ 31,437,272        | 0%                                    | 59%        | 59%          |
| 10 | - Outreach and Assessment  | \$ -                                 | \$ 20,704,408         | \$ 20,704,408         | \$ -                                      | \$ 2,021,452         | \$ 2,021,452         | \$ -                                     | \$ 11,104,783        | \$ 11,104,783        | 0%                                    | 54%        | 54%          |
| 11 | - In Home Energy Education   | \$ -                                 | \$ 2,572,984          | \$ 2,572,984          | \$ -                                      | \$ 200,498           | \$ 200,498           | \$ -                                     | \$ 1,129,568         | \$ 1,129,568         | 0%                                    | 44%        | 44%          |
| 12 | - Education Workshops  | \$ -                                 | \$ -                  | \$ -                  | \$ -                                      | \$ -                 | \$ -                 | \$ -                                     | \$ -                 | \$ -                 | 0%                                    | 0%         | 0%           |
| 13 | - Pilot  | \$ -                                 | \$ -                  | \$ -                  | \$ -                                      | \$ -                 | \$ -                 | \$ -                                     | \$ -                 | \$ -                 | 0%                                    | 0%         | 0%           |
| 14 | - Cool Centers   | \$ -                                 | \$ -                  | \$ -                  | \$ -                                      | \$ -                 | \$ -                 | \$ -                                     | \$ -                 | \$ -                 | 0%                                    | 0%         | 0%           |
| 15 | <b>Energy Efficiency TOTAL</b>   |                                      | <b>\$ 98,912,075</b>  | <b>\$ 98,912,075</b>  | <b>\$ -</b>                               | <b>\$ 15,292,683</b> | <b>\$ 15,292,683</b> | <b>\$ -</b>                              | <b>\$ 56,586,775</b> | <b>\$ 56,586,775</b> | <b>0%</b>                             | <b>57%</b> | <b>57%</b>   |
| 16 |  |                                      |                       |                       |   |                      |                      |  |                      |                      |                                       |            |              |
| 17 | Training Center  | \$ -                                 | \$ 535,360            | \$ 535,360            | \$ -                                      | \$ 16,893            | \$ 16,893            | \$ -                                     | \$ 209,284           | \$ 209,284           | 0%                                    | 39%        | 39%          |
| 18 | Inspections  | \$ -                                 | \$ 2,959,003          | \$ 2,959,003          | \$ -                                      | \$ 371,602           | \$ 371,602           | \$ -                                     | \$ 1,269,444         | \$ 1,269,444         | 0%                                    | 43%        | 43%          |
| 19 | Marketing  | \$ -                                 | \$ 1,173,652          | \$ 1,173,652          | \$ -                                      | \$ 18,823            | \$ 18,823            | \$ -                                     | \$ 279,955           | \$ 279,955           | 0%                                    | 24%        | 24%          |
| 20 | M&E Studies <sup>2</sup>   | \$ -                                 | \$ 316,667            | \$ 316,667            | \$ -                                      | \$ -                 | \$ -                 | \$ -                                     | \$ 31,631            | \$ 31,631            | 0%                                    | 0%         | 0%           |
| 21 | Regulatory Compliance  | \$ -                                 | \$ 295,333            | \$ 295,333            | \$ -                                      | \$ 26,319            | \$ 26,319            | \$ -                                     | \$ 166,495           | \$ 166,495           | 0%                                    | 56%        | 56%          |
| 22 | General Administration   | \$ -                                 | \$ 5,603,781          | \$ 5,603,781          | \$ -                                      | \$ 309,548           | \$ 309,548           | \$ -                                     | \$ 3,296,697         | \$ 3,296,697         | 0%                                    | 59%        | 59%          |
| 23 | CPUC Energy Division   | \$ -                                 | \$ 86,000             | \$ 86,000             | \$ -                                      | \$ -                 | \$ -                 | \$ -                                     | \$ 9,908             | \$ 9,908             | 0%                                    | 12%        | 12%          |
| 24 |  |                                      |                       |                       |   |                      |                      |  |                      |                      |                                       |            |              |
| 25 | <b>TOTAL PROGRAM COSTS<sup>3</sup></b>   | <b>\$ -</b>                          | <b>\$ 109,881,871</b> | <b>\$ 109,881,871</b> | <b>\$ -</b>                               | <b>\$ 16,035,867</b> | <b>\$ 16,035,867</b> | <b>\$ -</b>                              | <b>\$ 61,850,189</b> | <b>\$ 61,850,189</b> | <b>0%</b>                             | <b>56%</b> | <b>56%</b>   |
| 26 | <b>Funded Outside of Energy Savings Assistance Program Budget</b>  |                                      |                       |                       |   |                      |                      |  |                      |                      |                                       |            |              |
| 27 | Indirect Costs   |                                      |                       |                       | \$ -                                      | \$ 365,908           | \$ 365,908           | \$ -                                     | \$ 2,498,864         | \$ 2,498,864         |                                       |            |              |
| 28 |  |                                      |                       |                       |   |                      |                      |  |                      |                      |                                       |            |              |
| 29 | NGAT Costs   |                                      |                       |                       | \$ 497,434                                | \$ 497,434           |                      | \$ 1,981,629                             | \$ 1,981,629         |                      |                                       |            |              |
| 30 | <sup>1</sup> Budget reflects 2012 budget authorized in D.12-08-044 of \$113,292,891 less a reduction for the carry back into PY2011 of \$3,411,020 authorized in the December 1, 2011 Joint Ruling of Assigned Commissioner and Administrative Law Judge on the Joint Emergency Motion of the East Los Angeles Community Union, et al. to continue the Low Income Energy Savings Assistance Program for Southern California Gas Company. The amount carried back into PY 2011 from the 2012 Authorized Budget is \$3,411,020 which was removed from the Gas Appliance sub-category (Gas Appliances = \$25,495,162- \$3,411,020 = \$22,084,142), Total 2012 Budget as authorized = \$113,292,891 - \$3,411,020 = \$109,881,871. |                                      |                       |                       |   |                      |                      |  |                      |                      |                                       |            |              |
| 31 | <sup>2</sup> Payment to PG&E for ESAP Process Evaluation Study at 25% share; invoice received in 2012 for work budgeted and completed in 2011.   |                                      |                       |                       |   |                      |                      |  |                      |                      |                                       |            |              |
| 32 | <sup>3</sup> The Current Month and Year To Date Expenses include a quarterly accrual of \$11,543,280.54 in the following reporting categories:<br>Gas Appliances - \$3,325,617.10 ; Weatherization - \$6,561,852.10 ; Outreach & Assessment \$1,324,906.00 ; In Home Energy Education \$149,707.50 ; Inspections \$181,197.84.   |                                      |                       |                       |   |                      |                      |  |                      |                      |                                       |            |              |
| 33 | <sup>4</sup> Any required corrections/adjustments are reported herein and supersede results reported in prior months and may reflect YTD adjustments.  |                                      |                       |                       |   |                      |                      |  |                      |                      |                                       |            |              |

|    | A  | B            | C  | D                   | E                  | F                                  | G               | H                       |  |
|----|--|--------------|--|---------------------|--------------------|------------------------------------|-----------------|-------------------------|--|
|    | <b>Energy Savings Assistance Program Table 2</b>   |              |  |                     |                    |                                    |                 |                         |  |
|    | <b>Program Expenses and Energy Savings by Measures Installed</b>   |              |  |                     |                    |                                    |                 |                         |  |
|    | <b>Southern California Gas Company</b>   |              |  |                     |                    |                                    |                 |                         |  |
|    | <b>September 2012</b>  |              |  |                     |                    |                                    |                 |                         |  |
| 1  |  |              |  |                     |                    |                                    |                 |                         |  |
| 2  |  |              | <b>Year-To-Date Completed &amp; Expensed Installations</b> |                     |                    |                                    |                 |                         |  |
| 3  | <b>Measures</b>  | <b>Units</b> | <b>Quantity Installed</b>                                  | <b>kWh (Annual)</b> | <b>kW (Annual)</b> | <b>Therms (Annual)<sup>1</sup></b> | <b>Expenses</b> | <b>% of Expenditure</b> |  |
| 4  | <b>Heating Systems</b>   |              |  |                     |                    |                                    |                 |                         |  |
| 5  | Furnaces   | Each         | 6,724  |                     |                    |                                    | \$7,334,107     | 16%                     |  |
| 6  | <b>Cooling Measures</b>  |              |  |                     |                    |                                    |                 |                         |  |
| 7  | A/C Replacement - Room   | Each         |  |                     |                    |                                    |                 |                         |  |
| 8  | A/C Replacement - Central  | Each         |  |                     |                    |                                    |                 |                         |  |
| 9  | A/C Tune-up - Central  | Each         |  |                     |                    |                                    |                 |                         |  |
| 10 | A/C Services - Central   | Each         |  |                     |                    |                                    |                 |                         |  |
| 11 | Heat Pump  | Each         |  |                     |                    |                                    |                 |                         |  |
| 12 | Evaporative Coolers  | Each         |  |                     |                    |                                    |                 |                         |  |
| 13 | Evaporative Cooler Maintenance   | Each         |  |                     |                    |                                    |                 |                         |  |
| 14 | <b>Infiltration &amp; Space Conditioning</b>   |              |  |                     |                    |                                    |                 |                         |  |
| 15 | Envelope and Air Sealing Measures  | Home         | 58,418   |                     |                    | 206,533                            | \$15,612,840    | 34%                     |  |
| 16 | Duct Sealing   | Home         | 1,289  |                     |                    | 0                                  | \$1,413,712     | 3%                      |  |
| 17 | Attic Insulation   | Home         | 3,791  |                     |                    | 27,427                             | \$4,076,018     | 9%                      |  |
| 18 | <b>Water Heating Measures</b>  |              |  |                     |                    |                                    |                 |                         |  |
| 19 | Water Heater Conservation Measures   | Home         | 60,523   |                     |                    | 0                                  | \$3,081,164     | 7%                      |  |
| 20 | Water Heater Replacement - Gas   | Each         | 724  |                     |                    | 0                                  | \$751,120       | 0%                      |  |
| 21 | Water Heater Replacement - Electric  | Each         |  |                     |                    |                                    |                 |                         |  |
| 22 | Tankless Water Heater - Gas  | Each         |  |                     |                    |                                    |                 |                         |  |
| 23 | Tankless Water Heater - Electric   | Each         |  |                     |                    |                                    |                 |                         |  |
| 24 | <b>Lighting Measures</b>   |              |  |                     |                    |                                    |                 |                         |  |
| 25 | CFLs   | Each         |  |                     |                    |                                    |                 |                         |  |
| 26 | Interior Hard wired CFL fixtures   | Each         |  |                     |                    |                                    |                 |                         |  |
| 27 | Exterior Hard wired CFL fixtures   | Each         |  |                     |                    |                                    |                 |                         |  |
| 28 | Torchiere  | Each         |  |                     |                    |                                    |                 |                         |  |
| 29 | <b>Refrigerators</b>   |              |  |                     |                    |                                    |                 |                         |  |
| 30 | Refrigerators -Primary   | Each         |  |                     |                    |                                    |                 |                         |  |
| 31 | Refrigerators - Secondary  | Each         |  |                     |                    |                                    |                 |                         |  |
| 32 | <b>Pool Pumps</b>  |              |  |                     |                    |                                    |                 |                         |  |
| 33 | Pool Pumps   | Each         |  |                     |                    |                                    |                 |                         |  |
| 34 | <b>New Measures</b>  |              |  |                     |                    |                                    |                 |                         |  |
| 35 | Forced Air Unit Standing Pilot Change Out  | Each         | 48   |                     |                    | 0                                  | \$15,411        | 0%                      |  |
| 36 | Furnace Clean and Tune   | Each         | 12,248   |                     |                    | 26,321                             | \$760,016       | 2%                      |  |
| 37 | High Efficiency Clothes Washer   | Each         | 2,161  |                     |                    | 58,995                             | \$1,621,649     | 4%                      |  |
| 38 | Microwave  | Each         |  |                     |                    |                                    |                 |                         |  |
| 39 | Thermostatic Shower Valve  | Each         |  |                     |                    |                                    |                 |                         |  |
| 40 | LED Night Lights   | Each         |  |                     |                    |                                    |                 |                         |  |
| 41 | Occupancy Sensor   |              |  |                     |                    |                                    |                 |                         |  |
| 42 | <b>Pilots</b>  |              |  |                     |                    |                                    |                 |                         |  |
| 43 | A/C Tune-up Central  | Home         |  |                     |                    |                                    |                 |                         |  |
| 44 | Interior Hard wired CFL fixtures   | Each         |  |                     |                    |                                    |                 |                         |  |
| 45 | Ceiling Fans   | Each         |  |                     |                    |                                    |                 |                         |  |
| 46 | In-Home Display  | Each         |  |                     |                    |                                    |                 |                         |  |
| 47 | Programmable Controllable Thermostat   | Each         |  |                     |                    |                                    |                 |                         |  |
| 48 | Forced Air Unit  | Each         |  |                     |                    |                                    |                 |                         |  |
| 49 | Microwave  |              |  |                     |                    |                                    |                 |                         |  |
| 50 | High Efficiency Clothes Washer   |              |  |                     |                    |                                    |                 |                         |  |
| 51 |  |              |  |                     |                    |                                    |                 |                         |  |
| 52 | <b>Customer Enrollment</b>   |              |  |                     |                    |                                    |                 |                         |  |
| 53 | Outreach & Assessment  | Home         | 65,720   |                     |                    |                                    | \$9,779,768     | 22%                     |  |
| 54 | In-Home Education  | Home         | 67,816   |                     |                    |                                    | \$817,328       | 2%                      |  |
| 55 | Education Workshops  | Participant  |  |                     |                    |                                    |                 |                         |  |
| 56 |  |              |  |                     |                    |                                    |                 |                         |  |
| 57 |  |              |  |                     |                    |                                    |                 |                         |  |
| 58 | <b>Total Savings/Expenditures <sup>2</sup></b>   |              |  |                     |                    |                                    |                 |                         |  |
| 59 |  |              |  |                     |                    | 319,275                            | \$45,263,132    | 98%                     |  |
| 60 | Homes Weatherized  | Home         | 64,231   |                     |                    |                                    |                 |                         |  |
| 61 |  |              |  |                     |                    |                                    |                 |                         |  |
| 62 | <b>Homes Treated</b>   |              |  |                     |                    |                                    |                 |                         |  |
| 63 | - Single Family Homes Treated  | Home         | 47,476   |                     |                    |                                    |                 |                         |  |
| 64 | - Multi-family Homes Treated   | Home         | 12,238   |                     |                    |                                    |                 |                         |  |
| 65 | - Mobile Homes Treated   | Home         | 6,006  |                     |                    |                                    |                 |                         |  |
| 66 | - Total Number of Homes Treated  | Home         | 65,720   |                     |                    |                                    |                 |                         |  |
| 67 | # Eligible Homes to be Treated for PY <sup>3</sup>   | Home         | 136,836  |                     |                    |                                    |                 |                         |  |
| 68 | % OF Homes Treated   | %            | 48%  |                     |                    |                                    |                 |                         |  |
| 69 |  |              |  |                     |                    |                                    |                 |                         |  |
| 70 | - Total Master-Metered Homes Treated   | Home         | 8,736  |                     |                    |                                    |                 |                         |  |
| 71 |  |              |  |                     |                    |                                    |                 |                         |  |
| 72 | <sup>1</sup> Energy savings is based on the 2009 Load Impact Evaluation.   |              |  |                     |                    |                                    |                 |                         |  |
| 73 | <sup>2</sup> The Total Savings/Expenditures amount does not include a credit of \$199,012.50 from EMWD, an expense of \$162,532.91 related to Energy Education guides in In-Home Education, charges pending correction in the amount of \$4 and \$105 for capitation fees in the Outreach and Assessment category pending correction to \$0, a charge of \$1,020 to the Weatherization IO pending correction to be moved to the General Admin IO, and a pending correction charge of \$3,085.00 to the Furnace and Envelope & Air Sealing Measures Categories. |              |  |                     |                    |                                    |                 |                         |  |
| 74 | <sup>3</sup> Based on Appendix F of D. 12-08-044 issued 8/30/2012.   |              |  |                     |                    |                                    |                 |                         |  |
| 75 | Any required corrections/adjustments are reported herein and supersede results reported in prior months and may reflect YTD adjustments.   |              |  |                     |                    |                                    |                 |                         |  |

**PIE CHART 1- Expenses by Measures Category For September 2012**



|    | A   | B               |
|----|---|-----------------|
| 1  | <b>Energy Savings Assistance Program Table 3 - Average Bill Savings per Treated Home<br/>Southern California Gas Company<br/>September 2012</b> |                 |
| 2  | <b>Year-to-date Installations - Expensed</b>  |                 |
| 3  |   |                 |
| 4  | Annual kWh Savings  | n/a             |
| 5  | Annual Therm Savings  | 319,275         |
| 6  | Lifecycle kWh Savings   | n/a             |
| 7  | Lifecycle Therm Savings   | -               |
| 8  | Current kWh Rate  | \$ 0.11         |
| 9  | Current Therm Rate  | \$ 1.01         |
| 10 | Number of Treated Homes   | 65,720          |
| 11 | <b>Average 1st Year Bill Savings / Treated Home</b>   | <b>\$ 5.04</b>  |
| 12 | <b>Average Lifecycle Bill Savings / Treated Home</b>  | <b>\$ 37.06</b> |
| 13 | Any required corrections/adjustments are reported herein and supersede results reported in prior months and may reflect YTD adjustments.        |                 |

|    | A   | B                  | C                | D                | E                          | F             | G             |
|----|---|--------------------|------------------|------------------|----------------------------|---------------|---------------|
| 1  | <b>Energy Savings Assistance Program Table 4 - Energy Savings Assistance Program<br/>Homes Treated<br/>Southern California Gas Company<br/>September 2012</b> |                    |                  |                  |                            |               |               |
| 2  | County  | Eligible Customers |                  |                  | Homes Treated Year-To-Date |               |               |
| 3  |   | Rural              | Urban            | Total            | Rural                      | Urban         | Total         |
| 4  | Fresno  | 26                 | 10,964           | 10,990           | 86                         | 635           | 721           |
| 5  | Imperial  | 17,764             | 1                | 17,765           | 278                        | 17            | 295           |
| 6  | Kern  | 30,216             | 13,518           | 43,734           | 1,804                      | 735           | 2539          |
| 7  | Kings   | 14,168             | 18               | 14,186           | 651                        | -             | 651           |
| 8  | Los Angeles   | 2,902              | 1,125,078        | 1,127,980        | 387                        | 34,077        | 34464         |
| 9  | Orange  | 21                 | 247,915          | 247,936          | -                          | 4,595         | 4595          |
| 10 | Riverside   | 139,376            | 112,211          | 251,586          | 997                        | 7,742         | 8739          |
| 11 | San Bernardino  | 1,169              | 167,972          | 169,140          | 132                        | 8,104         | 8236          |
| 12 | San Luis Obispo   | 18,805             | 11,085           | 29,890           | 556                        | 2             | 558           |
| 13 | Santa Barbara   | 1,331              | 43,152           | 44,483           | 505                        | 322           | 827           |
| 14 | Tulare  | 44,399             | 10,073           | 54,472           | 2,667                      | 785           | 3452          |
| 15 | Ventura   | 2,154              | 62,421           | 64,575           | 127                        | 516           | 643           |
| 16 |   |                    |                  |                  |                            |               |               |
| 17 | <b>Total</b>  | <b>272,331</b>     | <b>1,804,407</b> | <b>2,076,738</b> | <b>8,190</b>               | <b>57,530</b> | <b>65,720</b> |
| 18 | Any required corrections/adjustments are reported herein and supersede results reported in prior months and may reflect YTD adjustments.                      |                    |                  |                  |                            |               |               |

|    | A   | B                            | C     | D   | E  | F                            | G       | H   | I  | J                            | K     | L   | M  | N                            | O       | P   | Q  |
|----|---|------------------------------|-------|-----|----|------------------------------|---------|-----|----|------------------------------|-------|-----|----|------------------------------|---------|-----|----|
| 1  | <b>Energy Savings Assistance Program Table 5 - Program Customer Summary<br/>Southern California Gas Company<br/>September 2012</b>  |                              |       |     |    |                              |         |     |    |                              |       |     |    |                              |         |     |    |
| 2  |   | Gas & Electric               |       |     |    | Gas Only                     |         |     |    | Electric Only                |       |     |    | Total                        |         |     |    |
| 3  |   | # of YTD<br>Homes<br>Treated | Therm | kWh | kW | # of YTD<br>Homes<br>Treated | Therm   | kWh | kW | # of YTD<br>Homes<br>Treated | Therm | kWh | kW | # of YTD<br>Homes<br>Treated | Therm   | kWh | kW |
| 4  | Month   |                              |       |     |    |                              |         |     |    |                              |       |     |    |                              |         |     |    |
| 5  | Jan-12  | 0                            | 0     | 0   | 0  | 0                            | 0       | 0   | 0  | 0                            | 0     | 0   | 0  | 0                            | 0       | 0   | 0  |
| 6  | Feb-12  | 0                            | 0     | 0   | 0  | 5878                         | 7,719   | 0   | 0  | 0                            | 0     | 0   | 0  | 5,878                        | 7,719   | 0   | 0  |
| 7  | Mar-12  | 0                            | 0     | 0   | 0  | 17974                        | 57,859  | 0   | 0  | 0                            | 0     | 0   | 0  | 17,974                       | 57,859  | 0   | 0  |
| 8  | Apr-12  | 0                            | 0     | 0   | 0  | 29,804                       | 103,016 | 0   | 0  | 0                            | 0     | 0   | 0  | 29,804                       | 103,016 | 0   | 0  |
| 9  | May-12  | 0                            | 0     | 0   | 0  | 38,776                       | 149,678 | 0   | 0  | 0                            | 0     | 0   | 0  | 38,776                       | 149,678 | 0   | 0  |
| 10 | Jun-12  | 0                            | 0     | 0   | 0  | 48,676                       | 193,411 | 0   | 0  | 0                            | 0     | 0   | 0  | 48,676                       | 193,411 | 0   | 0  |
| 11 | Jul-12  | 0                            | 0     | 0   | 0  | 54,657                       | 247,458 | 0   | 0  | 0                            | 0     | 0   | 0  | 54,657                       | 247,458 | 0   | 0  |
| 12 | Aug-12  | 0                            | 0     | 0   | 0  | 60,353                       | 282,836 | 0   | 0  | 0                            | 0     | 0   | 0  | 60,353                       | 282,836 | 0   | 0  |
| 13 | Sep-12  | 0                            | 0     | 0   | 0  | 65,720                       | 319,275 | 0   | 0  | 0                            | 0     | 0   | 0  | 65,720                       | 319,275 | 0   | 0  |
| 14 | Oct-12  |                              |       |     |    |                              |         |     |    |                              |       |     |    |                              |         |     |    |
| 15 | Nov-12  |                              |       |     |    |                              |         |     |    |                              |       |     |    |                              |         |     |    |
| 16 | Dec-12  |                              |       |     |    |                              |         |     |    |                              |       |     |    |                              |         |     |    |
| 17 | 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. |                              |       |     |    |                              |         |     |    |                              |       |     |    |                              |         |     |    |
| 18 | Any required corrections/adjustments are reported herein and supersede results reported in prior months and may reflect YTD adjustments.  |                              |       |     |    |                              |         |     |    |                              |       |     |    |                              |         |     |    |



|    | A  | B                               | C          | D            | E                             | F          | G            | H                                     | I          | J            | K                               | L          | M            |
|----|--|---------------------------------|------------|--------------|-------------------------------|------------|--------------|---------------------------------------|------------|--------------|---------------------------------|------------|--------------|
| 1  | <b>Energy Savings Assistance Program Table 6 - Expenditures for Pilots and Studies</b>   |                                 |            |              |                               |            |              |                                       |            |              |                                 |            |              |
| 2  | <b>Southern California Gas Company</b>   |                                 |            |              |                               |            |              |                                       |            |              |                                 |            |              |
| 3  | <b>September 2012</b>  |                                 |            |              |                               |            |              |                                       |            |              |                                 |            |              |
| 4  |  | <b>Authorized 3-Year Budget</b> |            |              | <b>Current Month Expenses</b> |            |              | <b>Expenses Since January 1, 2012</b> |            |              | <b>% of 3-Year Budget Spent</b> |            |              |
| 5  |  | <b>Electric</b>                 | <b>Gas</b> | <b>Total</b> | <b>Electric</b>               | <b>Gas</b> | <b>Total</b> | <b>Electric</b>                       | <b>Gas</b> | <b>Total</b> | <b>Electric</b>                 | <b>Gas</b> | <b>Total</b> |
| 6  | <b>Pilots:</b>   |                                 |            |              |                               |            |              |                                       |            |              |                                 |            |              |
| 7  |  | \$ -                            | \$ -       | \$ -         | \$ -                          | \$ -       | \$ -         | \$ -                                  | \$ -       | \$ -         | 0%                              | 0%         | 0%           |
| 8  |  | \$ -                            | \$ -       | \$ -         | \$ -                          |            | \$ -         | \$ -                                  | \$ -       | \$ -         | 0%                              | 0%         | 0%           |
| 9  |  |                                 |            |              |                               |            |              |                                       |            |              |                                 |            |              |
| 10 | <b>Total Pilots</b>  | \$ -                            | \$ -       | \$ -         | \$ -                          | \$ -       | \$ -         | \$ -                                  | \$ -       | \$ -         | 0%                              | 0%         | 0%           |
| 11 |  |                                 |            |              |                               |            |              |                                       |            |              |                                 |            |              |
| 12 | <b>Studies:</b>  |                                 |            |              |                               |            |              |                                       |            |              |                                 |            |              |
| 13 | Non-Energy Benefits  | \$ -                            | \$ -       | \$ -         | \$ -                          | \$ -       | \$ -         | \$ -                                  | \$ -       | \$ -         | 0%                              | 0%         | 0%           |
| 14 | Process Evaluation   | \$ -                            | \$ -       | \$ -         | \$ -                          | \$ -       | \$ -         | \$ -                                  | \$ -       | \$ -         | 0%                              | 0%         | 0%           |
| 15 | Impact Evaluation <sup>1</sup>   | \$ -                            | \$ -       | \$ -         | \$ -                          | \$ -       | \$ -         | \$ -                                  | \$ -       | \$ -         | 0%                              | 0%         | 0%           |
| 16 |  |                                 |            |              |                               |            |              |                                       |            |              |                                 |            |              |
| 17 |  |                                 |            |              |                               |            |              |                                       |            |              |                                 |            |              |
| 18 | <b>Total Studies</b>   | \$ -                            | \$ -       | \$ -         | \$ -                          | \$ -       | \$ -         | \$ -                                  | \$ -       | \$ -         | 0%                              | 0%         | 0%           |
| 19 | 1 Budget funds are carried over from the 2007-2008 Energy Savings Assistance Program Funding Cycle                                       |                                 |            |              |                               |            |              |                                       |            |              |                                 |            |              |
| 20 | Any required corrections/adjustments are reported herein and supersede results reported in prior months and may reflect YTD adjustments. |                                 |            |              |                               |            |              |                                       |            |              |                                 |            |              |

|    | A   | B                           | C                        | D                       | E                                       |
|----|---|-----------------------------|--------------------------|-------------------------|---|
| 1  | <b>Energy Savings Assistance Program Table 7</b>    |                             |                          |                         |   |
| 2  | <b>Whole Neighborhood Approach</b>                  |                             |                          |                         |   |
| 3  | <b>Southern California Gas Company</b>              |                             |                          |                         |   |
| 4  | <b>September 2012</b>                               |                             |                          |                         |   |
| 5  | A   | B                           | C                        | D                       | E                                       |
| 6  | Neighborhood (County, Zipcode, Zip+7 etc.) Targeted | Total Residential Customers | Total Estimated Eligible | Total Treated 2002-2010 | Total Treated Year-to-Date <sup>1</sup> |
| 7  | 90631-15 - ACS Group                                | 126                         | 62                       | 45                      | 0                                       |
| 8  | 90631-22 - ACS Group                                | 105                         | 43                       | 7                       | 2                                       |
| 9  | 90631-37 - ACS Group                                | 239                         | 105                      | 55                      | 2                                       |
| 10 | 90631-39 - ACS Group                                | 280                         | 147                      | 28                      | 0                                       |
| 11 | 90631-40 - ACS Group                                | 195                         | 99                       | 56                      | 2                                       |
| 12 | 90631-45 - ACS Group                                | 361                         | 169                      | 116                     | 9                                       |
| 13 | 90631-46 - ACS Group                                | 384                         | 210                      | 146                     | 14                                      |
| 14 | 90631-47 - ACS Group                                | 408                         | 207                      | 138                     | 6                                       |
| 15 | 90631-52 - ACS Group                                | 247                         | 125                      | 25                      | 7                                       |
| 16 | 90631-53 - ACS Group                                | 296                         | 176                      | 92                      | 7                                       |
| 17 | 90631-54 - ACS Group                                | 191                         | 105                      | 52                      | 6                                       |
| 18 | 90631-55 - ACS Group                                | 311                         | 155                      | 54                      | 5                                       |
| 19 | 90631-60 - ACS Group                                | 304                         | 167                      | 61                      | 0                                       |
| 20 | 90631-61 - ACS Group                                | 202                         | 108                      | 51                      | 3                                       |
| 21 | 90631-67 - ACS Group                                | 361                         | 124                      | 79                      | 1                                       |
| 22 | 90631-68 - ACS Group                                | 249                         | 133                      | 74                      | 1                                       |
| 23 | 90631-89 - ACS Group                                | 290                         | 128                      | 45                      | 3                                       |
| 24 | 90631-92 - ACS Group                                | 194                         | 92                       | 4                       | 1                                       |
| 25 | 90631-93 - ACS Group                                | 18                          | 10                       | 1                       | 0                                       |
| 26 | 90631-94 - ACS Group                                | 25                          | 12                       | 0                       | 0                                       |
| 27 | 92567-88 - Synergy                                  | 26                          | 10                       | 2                       | 0                                       |
| 28 | 92567-89 - Synergy                                  | 210                         | 78                       | 14                      | 0                                       |
| 29 | 92567-90 - Synergy                                  | 88                          | 30                       | 11                      | 0                                       |
| 30 | 92567-91 - Synergy                                  | 212                         | 74                       | 20                      | 0                                       |
| 31 | 92567-92 - Synergy                                  | 183                         | 59                       | 27                      | 0                                       |
| 32 | 92567-93 - Synergy                                  | 162                         | 54                       | 22                      | 9                                       |
| 33 | 92567-94 - Synergy                                  | 197                         | 67                       | 26                      | 0                                       |
| 34 | 92567-95 - Synergy                                  | 175                         | 58                       | 29                      | 0                                       |
| 35 | 92567-96 - Synergy                                  | 367                         | 130                      | 73                      | 0                                       |
| 36 | 92567-97 - Synergy                                  | 270                         | 88                       | 42                      | 0                                       |
| 37 | 92557-68 - The East Los Angeles Community Union     | 301                         | 118                      | 41                      | 5                                       |
| 38 | 92557-69 - The East Los Angeles Community Union     | 304                         | 131                      | 82                      | 2                                       |
| 39 | 90620-39 - ACS Group                                | 76                          | 42                       | 38                      | 0                                       |
| 40 | 90620-48 - ACS Group                                | 116                         | 52                       | 58                      | 0                                       |
| 41 | 90621-19 - ACS Group                                | 383                         | 217                      | 109                     | 1                                       |
| 42 | 90621-20 - ACS Group                                | 265                         | 160                      | 81                      | 0                                       |
| 43 | 90621-22 - ACS Group                                | 161                         | 100                      | 40                      | 0                                       |
| 44 | 90621-23 - ACS Group                                | 233                         | 125                      | 58                      | 1                                       |
| 45 | 90621-24 - ACS Group                                | 195                         | 95                       | 67                      | 1                                       |
| 46 | 90621-25 - ACS Group                                | 263                         | 113                      | 12                      | 0                                       |
| 47 | 90621-26 - ACS Group                                | 243                         | 140                      | 34                      | 2                                       |
| 48 | 90621-27 - ACS Group                                | 406                         | 229                      | 125                     | 8                                       |
| 49 | 90621-28 - ACS Group                                | 289                         | 151                      | 77                      | 8                                       |
| 50 | 90621-29 - ACS Group                                | 130                         | 72                       | 45                      | 2                                       |
| 51 | 90621-30 - ACS Group                                | 271                         | 163                      | 38                      | 1                                       |
| 52 | 90621-31 - ACS Group                                | 355                         | 206                      | 133                     | 0                                       |
| 53 | 90621-34 - ACS Group                                | 114                         | 59                       | 41                      | 0                                       |
| 54 | 90621-35 - ACS Group                                | 295                         | 164                      | 47                      | 1                                       |
| 55 | 90621-40 - ACS Group                                | 119                         | 61                       | 16                      | 0                                       |
| 56 | 90621-41 - ACS Group                                | 83                          | 39                       | 2                       | 0                                       |
| 57 | 90621-42 - ACS Group                                | 49                          | 27                       | 0                       | 0                                       |
| 58 | 90621-43 - ACS Group                                | 37                          | 22                       | 4                       | 0                                       |
| 59 | 90621-44 - ACS Group                                | 15                          | 8                        | 0                       | 0                                       |
| 60 | 92553-17 - EASE                                     | 66                          | 34                       | 49                      | 1                                       |

|     | A   | B                           | C                        | D                       | E                                       |
|-----|---|-----------------------------|--------------------------|-------------------------|---|
| 1   | <b>Energy Savings Assistance Program Table 7</b>    |                             |                          |                         |   |
| 2   | <b>Whole Neighborhood Approach</b>                  |                             |                          |                         |   |
| 3   | <b>Southern California Gas Company</b>              |                             |                          |                         |   |
| 4   | <b>September 2012</b>                               |                             |                          |                         |   |
| 5   | A   | B                           | C                        | D                       | E                                       |
| 6   | Neighborhood (County, Zipcode, Zip+7 etc.) Targeted | Total Residential Customers | Total Estimated Eligible | Total Treated 2002-2010 | Total Treated Year-to-Date <sup>1</sup> |
| 61  | 92553-20 - EASE                                     | 231                         | 0                        | 1                       | 0                                       |
| 62  | 92553-23 - EASE                                     | 133                         | 83                       | 59                      | 1                                       |
| 63  | 92553-27 - EASE                                     | 29                          | 11                       | 13                      | 0                                       |
| 64  | 92553-28 - EASE                                     | 488                         | 328                      | 155                     | 0                                       |
| 65  | 92553-30 - EASE                                     | 175                         | 151                      | 127                     | 0                                       |
| 66  | 92553-31 - EASE                                     | 327                         | 248                      | 178                     | 0                                       |
| 67  | 92553-34 - EASE                                     | 533                         | 252                      | 285                     | 0                                       |
| 68  | 92553-37 - EASE                                     | 392                         | 229                      | 186                     | 0                                       |
| 69  | 92553-41 - EASE                                     | 403                         | 246                      | 164                     | 0                                       |
| 70  | 92553-42 - EASE                                     | 328                         | 176                      | 173                     | 2                                       |
| 71  | 92553-43 - EASE                                     | 449                         | 199                      | 221                     | 0                                       |
| 72  | 92553-65 - EASE                                     | 437                         | 186                      | 51                      | 0                                       |
| 73  | 92553-75 - EASE                                     | 342                         | 255                      | 0                       | 0                                       |
| 74  | 92553-76 - EASE                                     | 138                         | 70                       | 59                      | 2                                       |
| 75  | 92553-77 - EASE                                     | 149                         | 128                      | 113                     | 2                                       |
| 76  | 92553-80 - EASE                                     | 265                         | 210                      | 156                     | 0                                       |
| 77  | 92553-83 - EASE                                     | 234                         | 175                      | 94                      | 0                                       |
| 78  | 92553-93 - EASE                                     | 176                         | 115                      | 81                      | 0                                       |
| 79  | 92583-27 - EASE                                     | 128                         | 78                       | 58                      | 4                                       |
| 80  | 92583-28 - EASE                                     | 134                         | 53                       | 70                      | 6                                       |
| 81  | 92583-32 - EASE                                     | 209                         | 138                      | 138                     | 2                                       |
| 82  | 92583-33 - EASE                                     | 211                         | 148                      | 129                     | 5                                       |
| 83  | 92583-34 - EASE                                     | 83                          | 59                       | 31                      | 6                                       |
| 84  | 92583-35 - EASE                                     | 142                         | 102                      | 63                      | 9                                       |
| 85  | 92583-36 - EASE                                     | 214                         | 144                      | 116                     | 2                                       |
| 86  | 92583-39 - EASE                                     | 135                         | 80                       | 73                      | 3                                       |
| 87  | 92583-40 - EASE                                     | 147                         | 89                       | 73                      | 3                                       |
| 88  | 92583-41 - EASE                                     | 114                         | 69                       | 47                      | 2                                       |
| 89  | 92583-42 - EASE                                     | 186                         | 136                      | 99                      | 4                                       |
| 90  | 92583-43 - EASE                                     | 274                         | 198                      | 112                     | 1                                       |
| 91  | 92583-46 - EASE                                     | 65                          | 44                       | 23                      | 1                                       |
| 92  | 92583-47 - EASE                                     | 269                         | 175                      | 147                     | 4                                       |
| 93  | 92583-48 - EASE                                     | 320                         | 166                      | 96                      | 5                                       |
| 94  | 92583-50 - EASE                                     | 242                         | 176                      | 13                      | 25                                      |
| 95  | 92583-51 - EASE                                     | 293                         | 162                      | 124                     | 11                                      |
| 96  | 92583-65 - EASE                                     | 435                         | 179                      | 53                      | 16                                      |
| 97  | 92583-67 - EASE                                     | 32                          | 14                       | 11                      | 2                                       |
| 98  | 91786-81 - Quality Conservation Services            | 407                         | 119                      | 174                     | 0                                       |
| 99  | 91786-82 - Quality Conservation Services            | 2                           | 1                        | 0                       | 0                                       |
| 100 | 91786-85 - Quality Conservation Services            | 13                          | 5                        | 0                       | 0                                       |
| 101 | 91786-86 - Quality Conservation Services            | 8                           | 3                        | 3                       | 0                                       |
| 102 | 91786-87 - Quality Conservation Services            | 2                           | 1                        | 0                       | 0                                       |
| 103 | 91786-89 - Quality Conservation Services            | 41                          | 10                       | 3                       | 0                                       |
| 104 | 91786-94 - Quality Conservation Services            | 191                         | 93                       | 0                       | 0                                       |
| 105 | 91752-11 - Synergy                                  | 97                          | 56                       | 72                      | 0                                       |
| 106 | 91752-12 - Synergy                                  | 602                         | 345                      | 67                      | 0                                       |
| 107 | 91752-13 - Synergy                                  | 725                         | 418                      | 118                     | 0                                       |
| 108 | 91752-14 - Synergy                                  | 255                         | 22                       | 3                       | 0                                       |
| 109 | 91752-16 - Synergy                                  | 357                         | 27                       | 20                      | 1                                       |
| 110 | 91752-17 - Synergy                                  | 211                         | 35                       | 27                      | 0                                       |

|     | A   | B                           | C                        | D                       | E                                       |
|-----|---|-----------------------------|--------------------------|-------------------------|---|
| 1   | <b>Energy Savings Assistance Program Table 7</b>    |                             |                          |                         |   |
| 2   | <b>Whole Neighborhood Approach</b>                  |                             |                          |                         |   |
| 3   | <b>Southern California Gas Company</b>              |                             |                          |                         |   |
| 4   | <b>September 2012</b>                               |                             |                          |                         |   |
| 5   | A   | B                           | C                        | D                       | E                                       |
| 6   | Neighborhood (County, Zipcode, Zip+7 etc.) Targeted | Total Residential Customers | Total Estimated Eligible | Total Treated 2002-2010 | Total Treated Year-to-Date <sup>1</sup> |
| 111 | 91752-18 - Synergy                                  | 306                         | 121                      | 105                     | 0                                       |
| 112 | 91752-19 - Synergy                                  | 309                         | 123                      | 111                     | 3                                       |
| 113 | 91752-20 - Synergy                                  | 221                         | 36                       | 30                      | 0                                       |
| 114 | 91752-21 - Synergy                                  | 246                         | 46                       | 20                      | 0                                       |
| 115 | 91752-22 - Synergy                                  | 309                         | 86                       | 71                      | 0                                       |
| 116 | 91752-23 - Synergy                                  | 321                         | 91                       | 89                      | 0                                       |
| 117 | 91752-24 - Synergy                                  | 174                         | 67                       | 46                      | 0                                       |
| 118 | 91752-25 - Synergy                                  | 170                         | 65                       | 37                      | 0                                       |
| 119 | 91752-26 - Synergy                                  | 202                         | 66                       | 38                      | 1                                       |
| 120 | 91752-27 - Synergy                                  | 102                         | 39                       | 33                      | 0                                       |
| 121 | 91752-28 - Synergy                                  | 356                         | 205                      | 135                     | 1                                       |
| 122 | 91752-29 - Synergy                                  | 86                          | 5                        | 1                       | 0                                       |
| 123 | 91752-30 - Synergy                                  | 278                         | 53                       | 11                      | 1                                       |
| 124 | 91752-31 - Synergy                                  | 173                         | 51                       | 0                       | 0                                       |
| 125 | 91752-34 - Synergy                                  | 488                         | 39                       | 7                       | 0                                       |
| 126 | 91752-36 - Synergy                                  | 315                         | 92                       | 1                       | 0                                       |
| 127 | 91752-42 - Synergy                                  | 156                         | 46                       | 0                       | 0                                       |
| 128 | 91752 -43- Synergy                                  | 487                         | 39                       | 9                       | 0                                       |
| 129 | 91752-44 - Synergy                                  | 215                         | 14                       | 4                       | 0                                       |
| 130 | 91752-66 - Synergy                                  | 195                         | 57                       | 0                       | 0                                       |
| 131 | 91752-73 - Synergy                                  | 249                         | 20                       | 0                       | 0                                       |
| 132 | 91752-76 - Synergy                                  | 105                         | 31                       | 3                       | 0                                       |
| 133 | 90670-44 - ACS Group                                | 222                         | 110                      | 1                       | 0                                       |
| 134 | 90670-59 - ACS Group                                | 110                         | 55                       | 36                      | 0                                       |
| 135 | 90670-71 - ACS Group                                | 101                         | 50                       | 17                      | 0                                       |
| 136 | 91732-23 - ACS Group                                | 425                         | 228                      | 170                     | 4                                       |
| 137 | 91732-24 - ACS Group                                | 464                         | 269                      | 196                     | 0                                       |
| 138 | 91732-26 - ACS Group                                | 434                         | 245                      | 224                     | 0                                       |
| 139 | 91732-27 - ACS Group                                | 433                         | 263                      | 250                     | 0                                       |
| 140 | 91732-28 - ACS Group                                | 457                         | 261                      | 229                     | 1                                       |
| 141 | 91732-30 - ACS Group                                | 305                         | 177                      | 165                     | 1                                       |
| 142 | 91732-31 - ACS Group                                | 130                         | 63                       | 72                      | 0                                       |
| 143 | 91732-33 - ACS Group                                | 474                         | 270                      | 284                     | 3                                       |
| 144 | 91732-34 - ACS Group                                | 612                         | 400                      | 342                     | 7                                       |
| 145 | 91732-35 - ACS Group                                | 506                         | 295                      | 251                     | 2                                       |
| 146 | 91732-36 - ACS Group                                | 581                         | 276                      | 287                     | 7                                       |
| 147 | 91732-37 - ACS Group                                | 396                         | 199                      | 268                     | 2                                       |
| 148 | 91732-39 - ACS Group                                | 472                         | 228                      | 320                     | 6                                       |
| 149 | 91732-42 - ACS Group                                | 265                         | 158                      | 111                     | 0                                       |
| 150 | 91732-45 - ACS Group                                | 75                          | 44                       | 32                      | 0                                       |
| 151 | 91732-46 - ACS Group                                | 76                          | 40                       | 38                      | 0                                       |
| 152 | 91732-47 - ACS Group                                | 75                          | 33                       | 53                      | 0                                       |
| 153 | 91767-48 - Quality Conservation Services            | 435                         | 194                      | 261                     | 10                                      |
| 154 | 91767-49 - Quality Conservation Services            | 334                         | 178                      | 211                     | 3                                       |
| 155 | 91767-50 - Quality Conservation Services            | 347                         | 199                      | 227                     | 4                                       |
| 156 | 91767-52 - Quality Conservation Services            | 206                         | 142                      | 149                     | 0                                       |
| 157 | 91767-56 - Quality Conservation Services            | 168                         | 94                       | 72                      | 0                                       |
| 158 | 91767-57 - Quality Conservation Services            | 106                         | 63                       | 73                      | 0                                       |
| 159 | 93223-11 - Synergy                                  | 185                         | 113                      | 151                     | 0                                       |
| 160 | 93223-12 - Synergy                                  | 159                         | 75                       | 110                     | 0                                       |

|     | A   | B                           | C                        | D                       | E                                       |
|-----|---|-----------------------------|--------------------------|-------------------------|---|
| 1   | <b>Energy Savings Assistance Program Table 7</b>    |                             |                          |                         |   |
| 2   | <b>Whole Neighborhood Approach</b>                  |                             |                          |                         |   |
| 3   | <b>Southern California Gas Company</b>              |                             |                          |                         |   |
| 4   | <b>September 2012</b>                               |                             |                          |                         |   |
| 5   | A   | B                           | C                        | D                       | E                                       |
| 6   | Neighborhood (County, Zipcode, Zip+7 etc.) Targeted | Total Residential Customers | Total Estimated Eligible | Total Treated 2002-2010 | Total Treated Year-to-Date <sup>1</sup> |
| 161 | 93223-13 - Synergy                                  | 244                         | 113                      | 180                     | 0                                       |
| 162 | 93223-14 - Synergy                                  | 246                         | 157                      | 152                     | 1                                       |
| 163 | 93223-15 - Synergy                                  | 131                         | 83                       | 108                     | 0                                       |
| 164 | 93223-16 - Synergy                                  | 132                         | 83                       | 116                     | 0                                       |
| 165 | 93223-17 - Synergy                                  | 172                         | 108                      | 141                     | 0                                       |
| 166 | 93223-18 - Synergy                                  | 153                         | 101                      | 128                     | 0                                       |
| 167 | 93223-19 - Synergy                                  | 156                         | 100                      | 98                      | 0                                       |
| 168 | 93223-20 - Synergy                                  | 219                         | 143                      | 84                      | 0                                       |
| 169 | 93654-23 - Synergy                                  | 382                         | 185                      | 256                     | 1                                       |
| 170 | 93654-26 - Synergy                                  | 85                          | 60                       | 50                      | 0                                       |
| 171 | 93654-29 - Synergy                                  | 51                          | 35                       | 39                      | 0                                       |
| 172 | 93654-30 - Synergy                                  | 167                         | 119                      | 118                     | 0                                       |
| 173 | 93654-31 - Synergy                                  | 369                         | 284                      | 250                     | 0                                       |
| 174 | 93654-32 - Synergy                                  | 370                         | 210                      | 196                     | 0                                       |
| 175 | 93654-33 - Synergy                                  | 155                         | 64                       | 104                     | 0                                       |
| 176 | 93654-34 - Synergy                                  | 116                         | 83                       | 90                      | 0                                       |
| 177 | 93654-35 - Synergy                                  | 327                         | 179                      | 237                     | 0                                       |
| 178 | 93654-40 - Synergy                                  | 381                         | 276                      | 156                     | 0                                       |
| 179 | 93654-42 - Synergy                                  | 164                         | 82                       | 111                     | 0                                       |
| 180 | 93654-43 - Synergy                                  | 72                          | 52                       | 65                      | 0                                       |
| 181 | 93654-53 - Synergy                                  | 182                         | 89                       | 144                     | 0                                       |
| 182 | 92543-17 - The East Los Angeles Community Union     | 278                         | 141                      | 75                      | 7                                       |
| 183 | 92543-18 - The East Los Angeles Community Union     | 230                         | 133                      | 109                     | 1                                       |
| 184 | 92543-26 - The East Los Angeles Community Union     | 373                         | 292                      | 150                     | 5                                       |
| 185 | 92543-27 - The East Los Angeles Community Union     | 263                         | 201                      | 130                     | 1                                       |
| 186 | 92543-28 - The East Los Angeles Community Union     | 153                         | 115                      | 29                      | 1                                       |
| 187 | 92543-29 - The East Los Angeles Community Union     | 131                         | 88                       | 72                      | 2                                       |
| 188 | 92543-30 - The East Los Angeles Community Union     | 491                         | 306                      | 232                     | 2                                       |
| 189 | 92543-31 - The East Los Angeles Community Union     | 14                          | 7                        | 4                       | 0                                       |
| 190 | 92543-38 - The East Los Angeles Community Union     | 63                          | 48                       | 24                      | 0                                       |
| 191 | 92543-39 - The East Los Angeles Community Union     | 159                         | 119                      | 64                      | 1                                       |
| 192 | 92543-40 - The East Los Angeles Community Union     | 144                         | 106                      | 71                      | 1                                       |
| 193 | 92543-41 - The East Los Angeles Community Union     | 221                         | 162                      | 114                     | 1                                       |
| 194 | 92543-42 - The East Los Angeles Community Union     | 63                          | 35                       | 15                      | 0                                       |
| 195 | 92543-43 - The East Los Angeles Community Union     | 208                         | 111                      | 65                      | 7                                       |
| 196 | 92543-44 - The East Los Angeles Community Union     | 33                          | 16                       | 15                      | 2                                       |
| 197 | 92543-45 - The East Los Angeles Community Union     | 75                          | 42                       | 43                      | 0                                       |
| 198 | 92543-46 - The East Los Angeles Community Union     | 31                          | 24                       | 16                      | 0                                       |
| 199 | 92543-48 - The East Los Angeles Community Union     | 63                          | 35                       | 18                      | 0                                       |
| 200 | 92543-51 - The East Los Angeles Community Union     | 39                          | 22                       | 18                      | 0                                       |
| 201 | 92543-58 - The East Los Angeles Community Union     | 454                         | 259                      | 128                     | 9                                       |
| 202 | 92543-59 - The East Los Angeles Community Union     | 446                         | 251                      | 205                     | 24                                      |
| 203 | 92543-60 - The East Los Angeles Community Union     | 430                         | 238                      | 160                     | 12                                      |
| 204 | 92543-61 - The East Los Angeles Community Union     | 384                         | 208                      | 148                     | 4                                       |
| 205 | 92543-62 - The East Los Angeles Community Union     | 48                          | 18                       | 27                      | 0                                       |
| 206 | 92543-67 - The East Los Angeles Community Union     | 19                          | 15                       | 7                       | 0                                       |
| 207 | 92543-68 - The East Los Angeles Community Union     | 442                         | 213                      | 228                     | 16                                      |
| 208 | 92543-69 - The East Los Angeles Community Union     | 670                         | 356                      | 293                     | 13                                      |
| 209 | 92543-70 - The East Los Angeles Community Union     | 406                         | 218                      | 180                     | 2                                       |
| 210 | 92543-72 - The East Los Angeles Community Union     | 391                         | 144                      | 151                     | 3                                       |

|     | A   | B                           | C                        | D                       | E                                       |
|-----|---|-----------------------------|--------------------------|-------------------------|---|
| 1   | <b>Energy Savings Assistance Program Table 7</b>    |                             |                          |                         |   |
| 2   | <b>Whole Neighborhood Approach</b>                  |                             |                          |                         |   |
| 3   | <b>Southern California Gas Company</b>              |                             |                          |                         |   |
| 4   | <b>September 2012</b>                               |                             |                          |                         |   |
| 5   | A   | B                           | C                        | D                       | E                                       |
| 6   | Neighborhood (County, Zipcode, Zip+7 etc.) Targeted | Total Residential Customers | Total Estimated Eligible | Total Treated 2002-2010 | Total Treated Year-to-Date <sup>1</sup> |
| 211 | 92543-74 - The East Los Angeles Community Union     | 32                          | 23                       | 8                       | 0                                       |
| 212 | 92543-79 - The East Los Angeles Community Union     | 167                         | 104                      | 38                      | 2                                       |
| 213 | 92543-81 - The East Los Angeles Community Union     | 133                         | 48                       | 57                      | 0                                       |
| 214 | 92543-86 - The East Los Angeles Community Union     | 83                          | 62                       | 43                      | 0                                       |
| 215 | 92543-88 - The East Los Angeles Community Union     | 162                         | 120                      | 113                     | 1                                       |
| 216 | 90280-20 - ACS Group                                | 333                         | 205                      | 214                     | 1                                       |
| 217 | 90280-21 - ACS Group                                | 699                         | 411                      | 515                     | 9                                       |
| 218 | 90280-22 - ACS Group                                | 705                         | 339                      | 471                     | 1                                       |
| 219 | 90280-23 - ACS Group                                | 340                         | 188                      | 200                     | 2                                       |
| 220 | 90280-26 - ACS Group                                | 316                         | 211                      | 229                     | 0                                       |
| 221 | 90280-27 - ACS Group                                | 594                         | 384                      | 441                     | 1                                       |
| 222 | 90280-28 - ACS Group                                | 569                         | 350                      | 369                     | 2                                       |
| 223 | 90280-29 - ACS Group                                | 634                         | 392                      | 363                     | 0                                       |
| 224 | 90280-30 - ACS Group                                | 441                         | 252                      | 265                     | 0                                       |
| 225 | 90280-31 - ACS Group                                | 523                         | 274                      | 326                     | 1                                       |
| 226 | 90280-32 - ACS Group                                | 278                         | 153                      | 187                     | 0                                       |
| 227 | 90280-39 - ACS Group                                | 663                         | 439                      | 488                     | 0                                       |
| 228 | 90280-40 - ACS Group                                | 623                         | 281                      | 432                     | 0                                       |
| 229 | 90280-41 - ACS Group                                | 589                         | 347                      | 385                     | 1                                       |
| 230 | 90280-42 - ACS Group                                | 353                         | 205                      | 217                     | 4                                       |
| 231 | 90280-43 - ACS Group                                | 233                         | 122                      | 163                     | 1                                       |
| 232 | 90280-44 - ACS Group                                | 395                         | 208                      | 270                     | 0                                       |
| 233 | 90280-45 - ACS Group                                | 392                         | 202                      | 274                     | 0                                       |
| 234 | 90280-46 - ACS Group                                | 379                         | 194                      | 247                     | 0                                       |
| 235 | 90280-47 - ACS Group                                | 528                         | 257                      | 346                     | 0                                       |
| 236 | 90280-48 - ACS Group                                | 334                         | 162                      | 230                     | 0                                       |
| 237 | 90280-49 - ACS Group                                | 404                         | 201                      | 247                     | 0                                       |
| 238 | 90280-55 - ACS Group                                | 192                         | 108                      | 124                     | 1                                       |
| 239 | 90280-57 - ACS Group                                | 229                         | 104                      | 171                     | 0                                       |
| 240 | 90280-58 - ACS Group                                | 385                         | 170                      | 243                     | 0                                       |
| 241 | 90280-59 - ACS Group                                | 473                         | 240                      | 307                     | 1                                       |
| 242 | 90280-60 - ACS Group                                | 267                         | 122                      | 150                     | 0                                       |
| 243 | 90280-65 - ACS Group                                | 503                         | 223                      | 334                     | 1                                       |
| 244 | 92404-65 - American Insulation                      | 184                         | 125                      | 78                      | 0                                       |
| 245 | 90501-41 - Avalon-Carver                            | 359                         | 219                      | 27                      | 2                                       |
| 246 | 90501-42 - Avalon-Carver                            | 285                         | 181                      | 42                      | 2                                       |
| 247 | 90501-48 - Avalon-Carver                            | 216                         | 127                      | 40                      | 5                                       |
| 248 | 90501-49 - Avalon-Carver                            | 488                         | 274                      | 51                      | 7                                       |
| 249 | 90501-50 - Avalon-Carver                            | 283                         | 164                      | 62                      | 1                                       |
| 250 | 90501-56 - Avalon-Carver                            | 164                         | 30                       | 4                       | 0                                       |
| 251 | 90249-15 - Reliable Energy Management               | 367                         | 182                      | 84                      | 1                                       |
| 252 | 90249-16 - Reliable Energy Management               | 324                         | 94                       | 47                      | 2                                       |
| 253 | 90249-17 - Reliable Energy Management               | 355                         | 95                       | 77                      | 1                                       |
| 254 | 90249-18 - Reliable Energy Management               | 391                         | 137                      | 49                      | 0                                       |
| 255 | 90249-19 - Reliable Energy Management               | 140                         | 40                       | 50                      | 0                                       |
| 256 | 90249-23 - Reliable Energy Management               | 369                         | 169                      | 46                      | 1                                       |
| 257 | 90249-27 - Reliable Energy Management               | 249                         | 83                       | 34                      | 0                                       |
| 258 | 90249-31 - Reliable Energy Management               | 266                         | 88                       | 57                      | 5                                       |
| 259 | 90249-32 - Reliable Energy Management               | 290                         | 83                       | 17                      | 0                                       |
| 260 | 90249-33 - Reliable Energy Management               | 405                         | 148                      | 49                      | 4                                       |

|     | A   | B                           | C                        | D                       | E                                       |
|-----|---|-----------------------------|--------------------------|-------------------------|---|
| 1   | <b>Energy Savings Assistance Program Table 7</b>    |                             |                          |                         |   |
| 2   | <b>Whole Neighborhood Approach</b>                  |                             |                          |                         |   |
| 3   | <b>Southern California Gas Company</b>              |                             |                          |                         |   |
| 4   | <b>September 2012</b>                               |                             |                          |                         |   |
| 5   | <b>A</b>  | <b>B</b>                    | <b>C</b>                 | <b>D</b>                | <b>E</b>                                |
| 6   | Neighborhood (County, Zipcode, Zip+7 etc.) Targeted | Total Residential Customers | Total Estimated Eligible | Total Treated 2002-2010 | Total Treated Year-to-Date <sup>1</sup> |
| 261 | 90249-34 - Reliable Energy Management               | 315                         | 204                      | 131                     | 0                                       |
| 262 | 90249-36 - Reliable Energy Management               | 283                         | 95                       | 48                      | 29                                      |
| 263 | 90249-37 - Reliable Energy Management               | 241                         | 51                       | 13                      | 1                                       |
| 264 | 90249-38 - Reliable Energy Management               | 246                         | 77                       | 19                      | 3                                       |
| 265 | 90249-40 - Reliable Energy Management               | 312                         | 100                      | 19                      | 1                                       |
| 266 | 90249-42 - Reliable Energy Management               | 277                         | 93                       | 7                       | 1                                       |
| 267 | 90249-43 - Reliable Energy Management               | 133                         | 55                       | 1                       | 0                                       |
| 268 | 90249-46 - Reliable Energy Management               | 376                         | 70                       | 13                      | 1                                       |
| 269 | 90249-47 - Reliable Energy Management               | 284                         | 101                      | 14                      | 0                                       |
| 270 | 90249-48 - Reliable Energy Management               | 219                         | 38                       | 6                       | 0                                       |
| 271 | 90249-60 - Reliable Energy Management               | 29                          | 11                       | 7                       | 0                                       |
| 272 | 92530-5 - Synergy                                   | 203                         | 118                      | 36                      | 11                                      |
| 273 | 92530-46 - Synergy                                  | 300                         | 168                      | 46                      | 8                                       |
| 274 | 92595-85 - Synergy                                  | 277                         | 67                       | 28                      | 1                                       |
| 275 | 92595-91 - Synergy                                  | 331                         | 79                       | 29                      | 17                                      |
| 276 | 92595-92 - Synergy                                  | 315                         | 80                       | 29                      | 4                                       |
| 277 | 92595-93 - Synergy                                  | 250                         | 62                       | 38                      | 2                                       |
| 278 | 92595-94 - Synergy                                  | 249                         | 55                       | 31                      | 3                                       |
| 279 | 92595-96 - Synergy                                  | 312                         | 60                       | 50                      | 5                                       |
| 280 | 92595-97 - Synergy                                  | 249                         | 53                       | 42                      | 2                                       |
| 281 | 91784-17 - The East Los Angeles Community Union     | 684                         | 90                       | 25                      | 3                                       |
| 282 | 91784-18 - The East Los Angeles Community Union     | 549                         | 68                       | 12                      | 0                                       |
| 283 | 91784-19 - The East Los Angeles Community Union     | 301                         | 37                       | 5                       | 0                                       |
| 284 | 91784-20 - The East Los Angeles Community Union     | 448                         | 83                       | 9                       | 2                                       |
| 285 | 91784-88 - The East Los Angeles Community Union     | 18                          | 2                        | 0                       | 0                                       |
| 286 | 91786-21 - The East Los Angeles Community Union     | 368                         | 19                       | 7                       | 0                                       |
| 287 | 91786-22 - The East Los Angeles Community Union     | 385                         | 36                       | 8                       | 0                                       |
| 288 | 91786-23 - The East Los Angeles Community Union     | 405                         | 73                       | 13                      | 0                                       |
| 289 | 91786-25 - The East Los Angeles Community Union     | 447                         | 56                       | 16                      | 1                                       |
| 290 | 91786-26 - The East Los Angeles Community Union     | 376                         | 66                       | 48                      | 0                                       |
| 291 | 91786-27 - The East Los Angeles Community Union     | 458                         | 56                       | 10                      | 1                                       |
| 292 | 91786-29 - The East Los Angeles Community Union     | 235                         | 132                      | 11                      | 1                                       |
| 293 | 91786-30 - The East Los Angeles Community Union     | 228                         | 46                       | 24                      | 0                                       |
| 294 | 91786-31 - The East Los Angeles Community Union     | 315                         | 47                       | 11                      | 0                                       |
| 295 | 91786-32 - The East Los Angeles Community Union     | 330                         | 76                       | 20                      | 0                                       |
| 296 | 91786-33 - The East Los Angeles Community Union     | 247                         | 61                       | 25                      | 2                                       |
| 297 | 91786-39 - The East Los Angeles Community Union     | 299                         | 110                      | 34                      | 1                                       |
| 298 | 91786-44 - The East Los Angeles Community Union     | 267                         | 52                       | 112                     | 0                                       |
| 299 | 91786-45 - The East Los Angeles Community Union     | 237                         | 51                       | 27                      | 1                                       |
| 300 | 91786-46 - The East Los Angeles Community Union     | 321                         | 76                       | 37                      | 3                                       |
| 301 | 91786-47 - The East Los Angeles Community Union     | 222                         | 78                       | 10                      | 1                                       |
| 302 | 91786-48 - The East Los Angeles Community Union     | 280                         | 104                      | 63                      | 3                                       |
| 303 | 91786-50 - The East Los Angeles Community Union     | 160                         | 54                       | 26                      | 1                                       |
| 304 | 91786-52 - The East Los Angeles Community Union     | 364                         | 117                      | 189                     | 1                                       |
| 305 | 91786-60 - The East Los Angeles Community Union     | 31                          | 13                       | 4                       | 0                                       |
| 306 | 91786-63 - The East Los Angeles Community Union     | 236                         | 88                       | 59                      | 0                                       |
| 307 | 91786-74 - The East Los Angeles Community Union     | 55                          | 11                       | 0                       | 0                                       |
| 308 | 91786-77 - The East Los Angeles Community Union     | 69                          | 41                       | 33                      | 0                                       |
| 309 | 91786-85 - The East Los Angeles Community Union     | 13                          | 5                        | 0                       | 0                                       |
| 310 | 92532-19 - Synergy                                  | 124                         | 63                       | 19                      | 1                                       |

|     | A   | B                           | C                        | D                       | E                                       |
|-----|---|-----------------------------|--------------------------|-------------------------|---|
| 1   | <b>Energy Savings Assistance Program Table 7</b>    |                             |                          |                         |   |
| 2   | <b>Whole Neighborhood Approach</b>                  |                             |                          |                         |   |
| 3   | <b>Southern California Gas Company</b>              |                             |                          |                         |   |
| 4   | <b>September 2012</b>                               |                             |                          |                         |   |
| 5   | A   | B                           | C                        | D                       | E                                       |
| 6   | Neighborhood (County, Zipcode, Zip+7 etc.) Targeted | Total Residential Customers | Total Estimated Eligible | Total Treated 2002-2010 | Total Treated Year-to-Date <sup>1</sup> |
| 311 | 92532-20 - Synergy                                  | 333                         | 172                      | 35                      | 6                                       |
| 312 | 92532-22 - Synergy                                  | 143                         | 66                       | 12                      | 1                                       |
| 313 | 90004-17 - The East Los Angeles Community Union     | 438                         | 207                      | 47                      | 1                                       |
| 314 | 90004-18 - The East Los Angeles Community Union     | 372                         | 165                      | 92                      | 0                                       |
| 315 | 90004-19 - The East Los Angeles Community Union     | 501                         | 287                      | 141                     | 2                                       |
| 316 | 90004-20 - The East Los Angeles Community Union     | 385                         | 224                      | 82                      | 0                                       |
| 317 | 90004-21 - The East Los Angeles Community Union     | 359                         | 182                      | 50                      | 0                                       |
| 318 | 90004-22 - The East Los Angeles Community Union     | 471                         | 258                      | 70                      | 0                                       |
| 319 | 90004-23 - The East Los Angeles Community Union     | 419                         | 242                      | 49                      | 1                                       |
| 320 | 90004-25 - The East Los Angeles Community Union     | 440                         | 183                      | 36                      | 0                                       |
| 321 | 90004-26 - The East Los Angeles Community Union     | 154                         | 78                       | 24                      | 0                                       |
| 322 | 90004-27 - The East Los Angeles Community Union     | 371                         | 164                      | 39                      | 0                                       |
| 323 | 90004-28 - The East Los Angeles Community Union     | 435                         | 262                      | 128                     | 0                                       |
| 324 | 90004-29 - The East Los Angeles Community Union     | 408                         | 243                      | 126                     | 0                                       |
| 325 | 90004-30 - The East Los Angeles Community Union     | 265                         | 102                      | 3                       | 0                                       |
| 326 | 90004-31 - The East Los Angeles Community Union     | 342                         | 135                      | 16                      | 1                                       |
| 327 | 90004-32 - The East Los Angeles Community Union     | 352                         | 202                      | 84                      | 4                                       |
| 328 | 90004-33 - The East Los Angeles Community Union     | 358                         | 181                      | 44                      | 0                                       |
| 329 | 90004-34 - The East Los Angeles Community Union     | 173                         | 92                       | 67                      | 0                                       |
| 330 | 90004-35 - The East Los Angeles Community Union     | 57                          | 35                       | 23                      | 0                                       |
| 331 | 90004-36 - The East Los Angeles Community Union     | 354                         | 148                      | 52                      | 0                                       |
| 332 | 90004-41 - The East Los Angeles Community Union     | 60                          | 35                       | 0                       | 0                                       |
| 333 | 90004-42 - The East Los Angeles Community Union     | 126                         | 75                       | 17                      | 0                                       |
| 334 | 90004-43 - The East Los Angeles Community Union     | 330                         | 169                      | 51                      | 0                                       |
| 335 | 90004-44 - The East Los Angeles Community Union     | 214                         | 116                      | 33                      | 1                                       |
| 336 | 90004-45 - The East Los Angeles Community Union     | 402                         | 217                      | 113                     | 4                                       |
| 337 | 90004-46 - The East Los Angeles Community Union     | 368                         | 245                      | 80                      | 0                                       |
| 338 | 90004-47 - The East Los Angeles Community Union     | 270                         | 178                      | 52                      | 1                                       |
| 339 | 90004-48 - The East Los Angeles Community Union     | 32                          | 16                       | 3                       | 0                                       |
| 340 | 90004-51 - The East Los Angeles Community Union     | 298                         | 178                      | 152                     | 0                                       |
| 341 | 90004-52 - The East Los Angeles Community Union     | 272                         | 160                      | 57                      | 1                                       |
| 342 | 90004-53 - The East Los Angeles Community Union     | 282                         | 171                      | 112                     | 0                                       |
| 343 | 90004-54 - The East Los Angeles Community Union     | 324                         | 191                      | 116                     | 0                                       |
| 344 | 90004-55 - The East Los Angeles Community Union     | 280                         | 170                      | 59                      | 0                                       |
| 345 | 90004-56 - The East Los Angeles Community Union     | 208                         | 133                      | 73                      | 0                                       |
| 346 | 90004-57 - The East Los Angeles Community Union     | 259                         | 168                      | 38                      | 0                                       |
| 347 | 90004-58 - The East Los Angeles Community Union     | 260                         | 160                      | 64                      | 0                                       |
| 348 | 90004-59 - The East Los Angeles Community Union     | 57                          | 30                       | 24                      | 0                                       |
| 349 | 90004-60 - The East Los Angeles Community Union     | 319                         | 152                      | 66                      | 4                                       |
| 350 | 90004-61 - The East Los Angeles Community Union     | 160                         | 62                       | 23                      | 0                                       |
| 351 | 90004-62 - The East Los Angeles Community Union     | 335                         | 194                      | 23                      | 0                                       |
| 352 | 90004-63 - The East Los Angeles Community Union     | 79                          | 46                       | 34                      | 0                                       |
| 353 | 90004-65 - The East Los Angeles Community Union     | 55                          | 34                       | 3                       | 0                                       |
| 354 | 90004-66 - The East Los Angeles Community Union     | 18                          | 12                       | 3                       | 0                                       |
| 355 | 90004-67 - The East Los Angeles Community Union     | 205                         | 117                      | 66                      | 0                                       |
| 356 | 90004-68 - The East Los Angeles Community Union     | 101                         | 57                       | 18                      | 0                                       |
| 357 | 90004-69 - The East Los Angeles Community Union     | 72                          | 27                       | 10                      | 0                                       |
| 358 | 90004-70 - The East Los Angeles Community Union     | 32                          | 17                       | 0                       | 0                                       |
| 359 | 90004-71 - The East Los Angeles Community Union     | 5                           | 2                        | 0                       | 0                                       |
| 360 | 90004-72 - The East Los Angeles Community Union     | 10                          | 6                        | 0                       | 0                                       |



|     | A   | B                           | C                        | D                       | E                                       |
|-----|---|-----------------------------|--------------------------|-------------------------|---|
| 1   | <b>Energy Savings Assistance Program Table 7</b>    |                             |                          |                         |   |
| 2   | <b>Whole Neighborhood Approach</b>                  |                             |                          |                         |   |
| 3   | <b>Southern California Gas Company</b>              |                             |                          |                         |   |
| 4   | <b>September 2012</b>                               |                             |                          |                         |   |
| 5   | A   | B                           | C                        | D                       | E                                       |
| 6   | Neighborhood (County, Zipcode, Zip+7 etc.) Targeted | Total Residential Customers | Total Estimated Eligible | Total Treated 2002-2010 | Total Treated Year-to-Date <sup>1</sup> |
| 361 | 90004-73 - The East Los Angeles Community Union     | 7                           | 5                        | 0                       | 0                                       |
| 362 | 90004-74 - The East Los Angeles Community Union     | 3                           | 2                        | 0                       | 0                                       |
| 363 | 90004-75 - The East Los Angeles Community Union     | 16                          | 7                        | 0                       | 0                                       |
| 364 | 90004-76 - The East Los Angeles Community Union     | 1                           | 0                        | 0                       | 0                                       |
| 365 | 90004-77 - The East Los Angeles Community Union     | 4                           | 2                        | 0                       | 0                                       |
| 366 | 91701-64 - The East Los Angeles Community Union     | 103                         | 27                       | 1                       | 0                                       |
| 367 | 91730-31 - The East Los Angeles Community Union     | 321                         | 108                      | 48                      | 1                                       |
| 368 | 91730-32 - The East Los Angeles Community Union     | 403                         | 138                      | 57                      | 5                                       |
| 369 | 91730-33 - The East Los Angeles Community Union     | 486                         | 168                      | 48                      | 1                                       |
| 370 | 91730-44 - The East Los Angeles Community Union     | 192                         | 64                       | 8                       | 0                                       |
| 371 | 91730-45 - The East Los Angeles Community Union     | 22                          | 2                        | 5                       | 0                                       |
| 372 | 91730-47 - The East Los Angeles Community Union     | 688                         | 180                      | 61                      | 2                                       |
| 373 | 91730-50 - The East Los Angeles Community Union     | 318                         | 110                      | 46                      | 3                                       |
| 374 | 91730-52 - The East Los Angeles Community Union     | 202                         | 72                       | 125                     | 4                                       |
| 375 | 91730-65 - The East Los Angeles Community Union     | 32                          | 11                       | 1                       | 0                                       |
| 376 | 91730-70 - The East Los Angeles Community Union     | 24                          | 6                        | 2                       | 0                                       |
| 377 | 91730-71 - The East Los Angeles Community Union     | 488                         | 168                      | 22                      | 1                                       |
| 378 | 91730-81 - The East Los Angeles Community Union     | 290                         | 44                       | 0                       | 0                                       |
| 379 | 91739-96 - The East Los Angeles Community Union     | 405                         | 127                      | 160                     | 7                                       |
| 380 | 92840-13 - The East Los Angeles Community Union     | 110                         | 61                       | 23                      | 0                                       |
| 381 | 92840-43 - The East Los Angeles Community Union     | 138                         | 68                       | 7                       | 0                                       |
| 382 | 92840-44 - The East Los Angeles Community Union     | 133                         | 69                       | 12                      | 0                                       |
| 383 | 92840-45 - The East Los Angeles Community Union     | 218                         | 109                      | 111                     | 0                                       |
| 384 | 92840-49 - The East Los Angeles Community Union     | 90                          | 45                       | 26                      | 0                                       |
| 385 | 92840-50 - The East Los Angeles Community Union     | 420                         | 120                      | 20                      | 0                                       |
| 386 | 92840-53 - The East Los Angeles Community Union     | 302                         | 94                       | 9                       | 2                                       |
| 387 | 92840-60 - The East Los Angeles Community Union     | 355                         | 163                      | 78                      | 0                                       |
| 388 | 92843-15 - The East Los Angeles Community Union     | 204                         | 117                      | 42                      | 0                                       |
| 389 | 92843-16 - The East Los Angeles Community Union     | 295                         | 143                      | 14                      | 2                                       |
| 390 | 92843-18 - The East Los Angeles Community Union     | 211                         | 123                      | 43                      | 3                                       |
| 391 | 92843-29 - The East Los Angeles Community Union     | 123                         | 72                       | 2                       | 0                                       |
| 392 | 92843-41 - The East Los Angeles Community Union     | 336                         | 131                      | 13                      | 2                                       |
| 393 | 92843-43 - The East Los Angeles Community Union     | 111                         | 55                       | 13                      | 0                                       |
| 394 | 92843-44 - The East Los Angeles Community Union     | 48                          | 33                       | 34                      | 5                                       |
| 395 | 92843-56 - The East Los Angeles Community Union     | 19                          | 9                        | 5                       | 0                                       |
| 396 | 92223-14 - EASE                                     | 161                         | 50                       | 26                      | 0                                       |
| 397 | 92223-16 - EASE                                     | 315                         | 129                      | 75                      | 0                                       |
| 398 | 92223-17 - EASE                                     | 559                         | 232                      | 163                     | 11                                      |
| 399 | 92223-18 - EASE                                     | 267                         | 129                      | 51                      | 1                                       |
| 400 | 92223-19 - EASE                                     | 254                         | 118                      | 49                      | 7                                       |
| 401 | 92223-21 - EASE                                     | 95                          | 59                       | 19                      | 0                                       |
| 402 | 92223-22 - EASE                                     | 96                          | 63                       | 19                      | 1                                       |
| 403 | 92223-23 - EASE                                     | 226                         | 141                      | 51                      | 0                                       |
| 404 | 92223-24 - EASE                                     | 473                         | 181                      | 88                      | 1                                       |
| 405 | 92223-25 - EASE                                     | 307                         | 103                      | 103                     | 0                                       |
| 406 | 92223-26 - EASE                                     | 52                          | 0                        | 10                      | 0                                       |
| 407 | 92223-28 - EASE                                     | 21                          | 4                        | 3                       | 0                                       |
| 408 | 92223-29 - EASE                                     | 16                          | 0                        | 6                       | 1                                       |
| 409 | 92223-31 - EASE                                     | 461                         | 130                      | 45                      | 2                                       |
| 410 | 92223-41 - EASE                                     | 91                          | 27                       | 5                       | 1                                       |

|     | A   | B                           | C                        | D                       | E                                       |
|-----|---|-----------------------------|--------------------------|-------------------------|---|
| 1   | <b>Energy Savings Assistance Program Table 7</b>    |                             |                          |                         |   |
| 2   | <b>Whole Neighborhood Approach</b>                  |                             |                          |                         |   |
| 3   | <b>Southern California Gas Company</b>              |                             |                          |                         |   |
| 4   | <b>September 2012</b>                               |                             |                          |                         |   |
| 5   | A   | B                           | C                        | D                       | E                                       |
| 6   | Neighborhood (County, Zipcode, Zip+7 etc.) Targeted | Total Residential Customers | Total Estimated Eligible | Total Treated 2002-2010 | Total Treated Year-to-Date <sup>1</sup> |
| 411 | 92223-42 - EASE                                     | 96                          | 29                       | 14                      | 0                                       |
| 412 | 92223-54 - EASE                                     | 372                         | 127                      | 87                      | 12                                      |
| 413 | 92223-55 - EASE                                     | 332                         | 114                      | 21                      | 5                                       |
| 414 | 92223-56 - EASE                                     | 93                          | 32                       | 24                      | 2                                       |
| 415 | 92223-57 - EASE                                     | 156                         | 47                       | 38                      | 0                                       |
| 416 | 92223-59 - EASE                                     | 194                         | 123                      | 50                      | 0                                       |
| 417 | 92223-60 - EASE                                     | 56                          | 19                       | 1                       | 0                                       |
| 418 | 92223-64 - EASE                                     | 201                         | 65                       | 14                      | 1                                       |
| 419 | 92223-77 - EASE                                     | 48                          | 21                       | 5                       | 0                                       |
| 420 | 92399-15 - Synergy                                  | 265                         | 0                        | 15                      | 5                                       |
| 421 | 92399-16 - Synergy                                  | 126                         | 0                        | 16                      | 0                                       |
| 422 | 92399-17 - Synergy                                  | 439                         | 0                        | 102                     | 1                                       |
| 423 | 92399-18 - Synergy                                  | 448                         | 0                        | 96                      | 0                                       |
| 424 | 92399-19 - Synergy                                  | 267                         | 0                        | 37                      | 0                                       |
| 425 | 92399-20 - Synergy                                  | 239                         | 0                        | 19                      | 0                                       |
| 426 | 92399-21 - Synergy                                  | 272                         | 0                        | 26                      | 0                                       |
| 427 | 92399-22 - Synergy                                  | 427                         | 0                        | 27                      | 0                                       |
| 428 | 92399-23 - Synergy                                  | 229                         | 0                        | 53                      | 0                                       |
| 429 | 92399-24 - Synergy                                  | 135                         | 0                        | 63                      | 0                                       |
| 430 | 92399-25 - Synergy                                  | 342                         | 0                        | 52                      | 0                                       |
| 431 | 92399-26 - Synergy                                  | 338                         | 0                        | 127                     | 0                                       |
| 432 | 92399-27 - Synergy                                  | 259                         | 0                        | 63                      | 3                                       |
| 433 | 92399-28 - Synergy                                  | 487                         | 0                        | 72                      | 1                                       |
| 434 | 92399-29 - Synergy                                  | 194                         | 0                        | 4                       | 0                                       |
| 435 | 92399-30 - Synergy                                  | 84                          | 0                        | 11                      | 1                                       |
| 436 | 92399-31 - Synergy                                  | 193                         | 0                        | 12                      | 0                                       |
| 437 | 92399-32 - Synergy                                  | 74                          | 0                        | 2                       | 0                                       |
| 438 | 92399-33 - Synergy                                  | 210                         | 0                        | 6                       | 0                                       |
| 439 | 92399-34 - Synergy                                  | 731                         | 0                        | 6                       | 5                                       |
| 440 | 92399-35 - Synergy                                  | 299                         | 0                        | 43                      | 5                                       |
| 441 | 92399-36 - Synergy                                  | 31                          | 0                        | 0                       | 1                                       |
| 442 | 92399-37 - Synergy                                  | 19                          | 0                        | 1                       | 0                                       |
| 443 | 92399-38 - Synergy                                  | 251                         | 0                        | 47                      | 0                                       |
| 444 | 92399-39 - Synergy                                  | 454                         | 0                        | 29                      | 0                                       |
| 445 | 92399-40 - Synergy                                  | 124                         | 0                        | 12                      | 0                                       |
| 446 | 92399-41 - Synergy                                  | 159                         | 0                        | 55                      | 3                                       |
| 447 | 92399-42 - Synergy                                  | 243                         | 0                        | 64                      | 0                                       |
| 448 | 92399-43 - Synergy                                  | 212                         | 0                        | 62                      | 1                                       |
| 449 | 92399-44 - Synergy                                  | 484                         | 0                        | 96                      | 0                                       |
| 450 | 92399-45 - Synergy                                  | 540                         | 0                        | 137                     | 0                                       |
| 451 | 92399-46 - Synergy                                  | 79                          | 0                        | 16                      | 0                                       |
| 452 | 92399-47 - Synergy                                  | 199                         | 0                        | 38                      | 0                                       |
| 453 | 92399-48 - Synergy                                  | 317                         | 0                        | 36                      | 0                                       |
| 454 | 92399-49 - Synergy                                  | 344                         | 0                        | 17                      | 0                                       |
| 455 | 92399-50 - Synergy                                  | 260                         | 0                        | 28                      | 1                                       |
| 456 | 92399-51 - Synergy                                  | 247                         | 0                        | 16                      | 0                                       |
| 457 | 92399-52 - Synergy                                  | 372                         | 0                        | 22                      | 3                                       |
| 458 | 92399-53 - Synergy                                  | 289                         | 0                        | 70                      | 4                                       |
| 459 | 92399-54 - Synergy                                  | 285                         | 0                        | 34                      | 0                                       |
| 460 | 92399-55 - Synergy                                  | 403                         | 0                        | 18                      | 0                                       |

|     | A   | B                           | C                        | D                       | E                                       |
|-----|---|-----------------------------|--------------------------|-------------------------|---|
| 1   | <b>Energy Savings Assistance Program Table 7</b>    |                             |                          |                         |   |
| 2   | <b>Whole Neighborhood Approach</b>                  |                             |                          |                         |   |
| 3   | <b>Southern California Gas Company</b>              |                             |                          |                         |   |
| 4   | <b>September 2012</b>                               |                             |                          |                         |   |
| 5   | <b>A</b>  | <b>B</b>                    | <b>C</b>                 | <b>D</b>                | <b>E</b>                                |
| 6   | Neighborhood (County, Zipcode, Zip+7 etc.) Targeted | Total Residential Customers | Total Estimated Eligible | Total Treated 2002-2010 | Total Treated Year-to-Date <sup>1</sup> |
| 461 | 92399-56 - Synergy                                  | 84                          | 0                        | 16                      | 0                                       |
| 462 | 92399-57 - Synergy                                  | 181                         | 0                        | 1                       | 0                                       |
| 463 | 92399-58 - Synergy                                  | 174                         | 0                        | 1                       | 0                                       |
| 464 | 92399-59 - Synergy                                  | 180                         | 0                        | 4                       | 0                                       |
| 465 | 92399-60 - Synergy                                  | 75                          | 0                        | 2                       | 1                                       |
| 466 | 92399-61 - Synergy                                  | 67                          | 0                        | 39                      | 0                                       |
| 467 | 92399-62 - Synergy                                  | 28                          | 0                        | 6                       | 2                                       |
| 468 | 92399-63 - Synergy                                  | 47                          | 0                        | 0                       | 6                                       |
| 469 | 92399-64 - Synergy                                  | 212                         | 0                        | 3                       | 0                                       |
| 470 | 92399-66 - Synergy                                  | 43                          | 0                        | 7                       | 0                                       |
| 471 | 92399-67 - Synergy                                  | 31                          | 0                        | 0                       | 0                                       |
| 472 | 92399-68 - Synergy                                  | 578                         | 0                        | 8                       | 0                                       |
| 473 | 92399-69 - Synergy                                  | 621                         | 0                        | 4                       | 0                                       |
| 474 | 92399-70 - Synergy                                  | 190                         | 45                       | 2                       | 0                                       |
| 475 | 92399-72 - Synergy                                  | 44                          | 0                        | 0                       | 0                                       |
| 476 | 92399-77 - Synergy                                  | 17                          | 0                        | 4                       | 0                                       |
| 477 | 92399-92 - Synergy                                  | 3                           | 0                        | 0                       | 0                                       |
| 478 | 92399-93 - Synergy                                  | 31                          | 0                        | 0                       | 0                                       |
| 479 | 92399-94 - Synergy                                  | 160                         | 0                        | 1                       | 0                                       |
| 480 | 92399-95 - Synergy                                  | 140                         | 0                        | 2                       | 0                                       |
| 481 | 92399-96 - Synergy                                  | 246                         | 0                        | 4                       | 0                                       |
| 482 | 92399-97 - Synergy                                  | 250                         | 0                        | 3                       | 0                                       |
| 483 | 92399-98 - Synergy                                  | 14                          | 0                        | 1                       | 0                                       |
| 484 | 91744-29 - The East Los Angeles Community Union     | 271                         | 136                      | 135                     | 7                                       |
| 485 | 91744-30 - The East Los Angeles Community Union     | 349                         | 99                       | 159                     | 1                                       |
| 486 | 91744-31 - The East Los Angeles Community Union     | 217                         | 37                       | 93                      | 2                                       |
| 487 | 91744-32 - The East Los Angeles Community Union     | 345                         | 123                      | 145                     | 5                                       |
| 488 | 91744-33 - The East Los Angeles Community Union     | 451                         | 91                       | 185                     | 10                                      |
| 489 | 91744-40 - The East Los Angeles Community Union     | 361                         | 157                      | 115                     | 6                                       |
| 490 | 91744-41 - The East Los Angeles Community Union     | 413                         | 103                      | 179                     | 14                                      |
| 491 | 91744-42 - The East Los Angeles Community Union     | 414                         | 100                      | 175                     | 9                                       |
| 492 | 91744-46 - The East Los Angeles Community Union     | 149                         | 64                       | 75                      | 3                                       |
| 493 | 91744-47 - The East Los Angeles Community Union     | 205                         | 82                       | 54                      | 2                                       |
| 494 | 91744-48 - The East Los Angeles Community Union     | 332                         | 94                       | 86                      | 0                                       |
| 495 | 91744-49 - The East Los Angeles Community Union     | 455                         | 139                      | 228                     | 2                                       |
| 496 | 91744-50 - The East Los Angeles Community Union     | 245                         | 130                      | 108                     | 4                                       |
| 497 | 91744-51 - The East Los Angeles Community Union     | 28                          | 14                       | 15                      | 0                                       |
| 498 | 91744-54 - The East Los Angeles Community Union     | 116                         | 42                       | 43                      | 0                                       |
| 499 | 91744-55 - The East Los Angeles Community Union     | 341                         | 112                      | 139                     | 5                                       |
| 500 | 92630-41 - The East Los Angeles Community Union     | 213                         | 14                       | 6                       | 0                                       |
| 501 | 92630-42 - The East Los Angeles Community Union     | 208                         | 14                       | 1                       | 0                                       |
| 502 | 92630-46 - The East Los Angeles Community Union     | 311                         | 21                       | 16                      | 0                                       |
| 503 | 90713-10 - ACS Group                                | 659                         | 106                      | 26                      | 0                                       |
| 504 | 90713-11 - ACS Group                                | 246                         | 42                       | 5                       | 0                                       |
| 505 | 90713-12 - ACS Group                                | 401                         | 61                       | 10                      | 0                                       |
| 506 | 90713-13 - ACS Group                                | 218                         | 36                       | 12                      | 0                                       |
| 507 | 90713-14 - ACS Group                                | 359                         | 34                       | 10                      | 0                                       |
| 508 | 90713-15 - ACS Group                                | 206                         | 24                       | 7                       | 0                                       |
| 509 | 90713-16 - ACS Group                                | 292                         | 86                       | 10                      | 0                                       |
| 510 | 90713-17 - ACS Group                                | 533                         | 77                       | 19                      | 0                                       |

|     | A   | B                           | C                        | D                       | E                                       |
|-----|---|-----------------------------|--------------------------|-------------------------|---|
| 1   | <b>Energy Savings Assistance Program Table 7</b>    |                             |                          |                         |   |
| 2   | <b>Whole Neighborhood Approach</b>                  |                             |                          |                         |   |
| 3   | <b>Southern California Gas Company</b>              |                             |                          |                         |   |
| 4   | <b>September 2012</b>                               |                             |                          |                         |   |
| 5   | A   | B                           | C                        | D                       | E                                       |
| 6   | Neighborhood (County, Zipcode, Zip+7 etc.) Targeted | Total Residential Customers | Total Estimated Eligible | Total Treated 2002-2010 | Total Treated Year-to-Date <sup>1</sup> |
| 511 | 90713-18 - ACS Group                                | 649                         | 120                      | 21                      | 0                                       |
| 512 | 90713-19 - ACS Group                                | 407                         | 57                       | 11                      | 0                                       |
| 513 | 90713-20 - ACS Group                                | 182                         | 29                       | 7                       | 0                                       |
| 514 | 90713-21 - ACS Group                                | 272                         | 32                       | 3                       | 0                                       |
| 515 | 90713-22 - ACS Group                                | 233                         | 28                       | 4                       | 0                                       |
| 516 | 90713-23 - ACS Group                                | 470                         | 70                       | 9                       | 0                                       |
| 517 | 90713-24 - ACS Group                                | 482                         | 72                       | 8                       | 0                                       |
| 518 | 90713-25 - ACS Group                                | 584                         | 106                      | 12                      | 0                                       |
| 519 | 90713-26 - ACS Group                                | 353                         | 55                       | 10                      | 0                                       |
| 520 | 90713-27 - ACS Group                                | 532                         | 87                       | 14                      | 0                                       |
| 521 | 90713-28 - ACS Group                                | 420                         | 52                       | 7                       | 0                                       |
| 522 | 90713-29 - ACS Group                                | 522                         | 80                       | 5                       | 0                                       |
| 523 | 90713-30 - ACS Group                                | 297                         | 21                       | 4                       | 0                                       |
| 524 | 90713-31 - ACS Group                                | 339                         | 51                       | 11                      | 0                                       |
| 525 | 90713-32 - ACS Group                                | 486                         | 108                      | 10                      | 0                                       |
| 526 | 90713-33 - ACS Group                                | 448                         | 52                       | 8                       | 0                                       |
| 527 | 90715-10 - ACS Group                                | 215                         | 37                       | 20                      | 1                                       |
| 528 | 90715-11 - ACS Group                                | 280                         | 43                       | 13                      | 0                                       |
| 529 | 90715-12 - ACS Group                                | 381                         | 110                      | 47                      | 0                                       |
| 530 | 90715-13 - ACS Group                                | 608                         | 239                      | 177                     | 0                                       |
| 531 | 90715-14 - ACS Group                                | 480                         | 127                      | 103                     | 0                                       |
| 532 | 90715-15 - ACS Group                                | 442                         | 111                      | 67                      | 0                                       |
| 533 | 90715-16 - ACS Group                                | 490                         | 127                      | 59                      | 0                                       |
| 534 | 90715-18 - ACS Group                                | 266                         | 66                       | 19                      | 0                                       |
| 535 | 90715-19 - ACS Group                                | 254                         | 63                       | 13                      | 0                                       |
| 536 | 90715-20 - ACS Group                                | 400                         | 60                       | 18                      | 0                                       |
| 537 | 90715-21 - ACS Group                                | 304                         | 86                       | 69                      | 0                                       |
| 538 | 90715-22 - ACS Group                                | 5                           | 2                        | 0                       | 0                                       |
| 539 | 90715-23 - ACS Group                                | 291                         | 79                       | 24                      | 0                                       |
| 540 | 90715-24 - ACS Group                                | 319                         | 86                       | 5                       | 0                                       |
| 541 | 90715-25 - ACS Group                                | 133                         | 22                       | 6                       | 0                                       |
| 542 | 90715-26 - ACS Group                                | 89                          | 22                       | 18                      | 0                                       |
| 543 | 90715-28 - ACS Group                                | 148                         | 35                       | 3                       | 0                                       |
| 544 | 90715-34 - ACS Group                                | 10                          | 4                        | 0                       | 0                                       |
| 545 | 90715-36 - ACS Group                                | 8                           | 2                        | 0                       | 0                                       |
| 546 | 91761-16 - ACS Group                                | 22                          | 13                       | 9                       | 3                                       |
| 547 | 91761-17 - ACS Group                                | 113                         | 64                       | 52                      | 0                                       |
| 548 | 91761-18 - ACS Group                                | 91                          | 52                       | 28                      | 0                                       |
| 549 | 91761-19 - ACS Group                                | 33                          | 18                       | 17                      | 0                                       |
| 550 | 91761-25 - ACS Group                                | 258                         | 146                      | 105                     | 0                                       |
| 551 | 91761-33 - ACS Group                                | 313                         | 171                      | 135                     | 0                                       |
| 552 | 91761-34 - ACS Group                                | 334                         | 165                      | 147                     | 0                                       |
| 553 | 91761-42 - ACS Group                                | 450                         | 248                      | 227                     | 0                                       |
| 554 | 91761-43 - ACS Group                                | 481                         | 187                      | 287                     | 0                                       |
| 555 | 91761-44 - ACS Group                                | 84                          | 26                       | 28                      | 0                                       |
| 556 | 91761-53 - ACS Group                                | 243                         | 122                      | 114                     | 0                                       |
| 557 | 91761-57 - ACS Group                                | 511                         | 237                      | 206                     | 0                                       |
| 558 | 91010-14 - LA Works                                 | 272                         | 40                       | 28                      | 1                                       |
| 559 | 91010-15 - LA Works                                 | 266                         | 35                       | 9                       | 0                                       |
| 560 | 91010-18 - LA Works                                 | 204                         | 93                       | 16                      | 0                                       |

|     | A   | B                           | C                        | D                       | E                                       |
|-----|---|-----------------------------|--------------------------|-------------------------|---|
| 1   | <b>Energy Savings Assistance Program Table 7</b>  |                             |                          |                         |   |
| 2   | <b>Whole Neighborhood Approach</b>  |                             |                          |                         |   |
| 3   | <b>Southern California Gas Company</b>  |                             |                          |                         |   |
| 4   | <b>September 2012</b>   |                             |                          |                         |   |
| 5   | A   | B                           | C                        | D                       | E                                       |
| 6   | Neighborhood (County, Zipcode, Zip+7 etc.) Targeted   | Total Residential Customers | Total Estimated Eligible | Total Treated 2002-2010 | Total Treated Year-to-Date <sup>1</sup> |
| 561 | 91010-19 - LA Works   | 318                         | 94                       | 28                      | 0                                       |
| 562 | 92555-23 - Synergy  | 15                          | 2                        | 5                       | 1                                       |
| 563 | 92555-24 - Synergy  | 22                          | 7                        | 8                       | 0                                       |
| 564 | 92555-25 - Synergy  | 4                           | 1                        | 1                       | 0                                       |
| 565 | 92555-33 - Synergy  | 17                          | 4                        | 1                       | 0                                       |
| 566 | 92555-38 - Synergy  | 8                           | 1                        | 0                       | 0                                       |
| 567 | 92555-41 - Synergy  | 7                           | 2                        | 1                       | 0                                       |
| 568 | 92555-47 - Synergy  | 5                           | 1                        | 0                       | 0                                       |
| 569 | 92555-49 - Synergy  | 5                           | 1                        | 0                       | 0                                       |
| 570 | 92555-57 - Synergy  | 9                           | 2                        | 0                       | 0                                       |
| 571 | 92555-58 - Synergy  | 11                          | 2                        | 0                       | 0                                       |
| 572 | 92555-62 - Synergy  | 5                           | 1                        | 0                       | 0                                       |
| 573 | 92555-63 - Synergy  | 8                           | 2                        | 0                       | 0                                       |
| 574 | 92555-70 - Synergy  | 5                           | 1                        | 0                       | 0                                       |
| 575 | 92555-72 - Synergy  | 5                           | 1                        | 1                       | 0                                       |
| 576 | 92555-83 - Synergy  | 9                           | 2                        | 2                       | 0                                       |
| 577 |   |                             |                          |                         |   |
| 578 | <sup>1</sup> Any required corrections/adjustments are reported herein and supersede results reported in prior months and may reflect YTD adjustments. |                             |                          |                         |   |

|    | A   | B                        | C              | D              | E                             | F           | G             | H                            | I            | J            | K                                     | L          | M            |
|----|---|--------------------------|----------------|----------------|-------------------------------|-------------|---------------|------------------------------|--------------|--------------|---------------------------------------|------------|--------------|
| 1  | <b>CARE Table 1 - CARE Program Expenses</b>   |                          |                |                |                               |             |               |                              |              |              |                                       |            |              |
| 2  | <b>Southern California Gas Company</b>  |                          |                |                |                               |             |               |                              |              |              |                                       |            |              |
| 3  | <b>September 2012</b>   |                          |                |                |                               |             |               |                              |              |              |                                       |            |              |
| 4  |   | <b>Authorized Budget</b> |                |                | <b>Current Month Expenses</b> |             |               | <b>Year-To-Date Expenses</b> |              |              | <b>% of Budget Spent Year-To-Date</b> |            |              |
| 5  | <b>CARE Program:</b>  | <b>Electric</b>          | <b>Gas</b>     | <b>Total</b>   | <b>Electric</b>               | <b>Gas</b>  | <b>Total</b>  | <b>Electric</b>              | <b>Gas</b>   | <b>Total</b> | <b>Electric</b>                       | <b>Gas</b> | <b>Total</b> |
| 6  | Outreach <sup>[1]</sup>   | N/A                      | \$4,089,220    | \$4,089,220    | N/A                           | \$399,967   | \$399,967     | N/A                          | \$2,091,184  | \$2,091,184  | 0%                                    | 51%        | 51%          |
| 7  | Automatic Enrollment  | N/A                      | \$0            | \$0            | N/A                           | \$0         | \$0           | N/A                          | \$0          | \$0          | 0%                                    | 0%         | 0%           |
| 8  | Processing/<br>Certification/Verification   | N/A                      | \$8,223,171    | \$8,223,171    | N/A                           | \$91,459    | \$91,459      | N/A                          | \$921,182    | \$921,182    | 0%                                    | 11%        | 11%          |
| 9  | Information Technology /<br>Programming   | N/A                      | \$3,204,520    | \$3,204,520    | N/A                           | \$41,107    | \$41,107      | N/A                          | \$551,074    | \$551,074    | 0%                                    | 17%        | 17%          |
| 10 |   |                          |                |                |                               |             |               |                              |              |              |                                       |            |              |
| 11 | <b>Pilots</b>   |                          |                |                |                               |             |               |                              |              |              |                                       |            |              |
| 12 | - Pilot SB 580  | N/A                      | \$ -           | \$ -           | N/A                           | \$ -        | \$ -          | N/A                          | \$ -         | \$ -         | 0%                                    | 0%         | 0%           |
| 13 | - Pilot   | N/A                      | \$ -           | \$ -           | N/A                           | \$ -        | \$ -          | N/A                          | \$ -         | \$ -         | 0%                                    | 0%         | 0%           |
| 14 | - Pilot   | N/A                      | \$ -           | \$ -           | N/A                           | \$ -        | \$ -          | N/A                          | \$ -         | \$ -         | 0%                                    | 0%         | 0%           |
| 15 | <b>Total Pilots</b>   | N/A                      | \$ -           | \$ -           | N/A                           | \$ -        | \$ -          | N/A                          | \$ -         | \$ -         | 0%                                    | 0%         | 0%           |
| 16 |   |                          |                |                |                               |             |               |                              |              |              |                                       |            |              |
| 17 | Measurement & Evaluation <sup>[2]</sup>   | N/A                      | \$50,972       | \$50,972       | N/A                           | \$0         | \$0           | N/A                          | \$ -         | \$ -         | 0%                                    | 0%         | 0%           |
| 18 | Regulatory Compliance   | N/A                      | \$227,412      | \$227,412      | N/A                           | \$19,738    | \$19,738      | N/A                          | \$ 194,429   | \$ 194,429   | 0%                                    | 85%        | 85%          |
| 19 | General Administration  | N/A                      | \$887,541      | \$887,541      | N/A                           | \$46,353    | \$46,353      | N/A                          | \$ 467,730   | \$ 467,730   | 0%                                    | 53%        | 53%          |
| 20 | CPUC Energy Division  | N/A                      | \$60,000       | \$60,000       | N/A                           | \$1,337     | \$1,337       | N/A                          | \$ 23,119    | \$ 23,119    | 0%                                    | 39%        | 39%          |
| 21 |   |                          |                |                |                               |             |               |                              |              |              |                                       |            |              |
| 22 | <b>SUBTOTAL MANAGEMENT COSTS</b>  | N/A                      | \$ 16,742,836  | \$ 16,742,836  | N/A                           | \$599,961   | \$599,961     | N/A                          | \$4,248,717  | \$4,248,717  | 0%                                    | 25%        | 25%          |
| 23 |   |                          |                |                |                               |             |               |                              |              |              |                                       |            |              |
| 24 | CARE Rate Discount  | N/A                      | \$128,773,189  | \$128,773,189  | N/A                           | \$5,799,802 | \$5,799,802   | N/A                          | \$76,220,732 | \$76,220,732 | 0%                                    | 59%        | 59%          |
| 25 | Service Establishment Charge<br>Discount  | N/A                      | \$0            | \$0            | N/A                           | \$328,155   | \$328,155     | N/A                          | \$2,720,806  | \$2,720,806  | 0%                                    | 0%         | 0%           |
| 26 |   |                          |                |                |                               |             |               |                              |              |              |                                       |            |              |
| 27 | <b>TOTAL PROGRAM COSTS &amp; CUSTOMER DISCOUNTS</b>   | N/A                      | \$ 145,516,025 | \$ 145,516,025 | N/A                           | \$6,727,918 | \$6,727,918   | N/A                          | \$83,190,255 | \$83,190,255 | 0%                                    | 57%        | 57%          |
| 28 |   |                          |                |                |                               |             |               |                              |              |              |                                       |            |              |
| 29 | <b>Other CARE Rate Benefits</b>   |                          |                |                |                               |             |               |                              |              |              |                                       |            |              |
| 30 | DWR Bond Charge Exemption   |                          |                |                |                               |             |               |                              |              |              |                                       |            |              |
| 31 | CARE PPP Exemption  |                          |                | \$ 894,548     | \$894,548                     |             |               | \$14,574,450                 | \$14,574,450 | \$14,574,450 |                                       |            |              |
| 32 | California Solar Initiative<br>Exemption <sup>[3]</sup>   |                          |                |                |                               |             |               |                              |              |              |                                       |            |              |
| 33 | kWh Surcharge Exemption   |                          |                |                |                               |             |               |                              |              |              |                                       |            |              |
| 34 | <b>TOTAL - OTHER CARE RATE BENEFITS</b>   |                          |                | \$ -           | \$894,548                     | \$894,548   | \$ 14,574,450 | \$14,574,450                 | \$14,574,450 |              |                                       |            |              |
| 35 |   |                          |                |                |                               |             |               |                              |              |              |                                       |            |              |
| 36 | Indirect Costs  |                          |                |                | \$ 428,220                    | \$428,220   |               |                              | \$ 986,665   | \$986,665    | \$ 986,665                            |            |              |
| 37 | <sup>1</sup> Outreach includes costs associated with Capitation Fees, Other Outreach and Mass Media. The total reflects a reversal of a 2011 yearend accrual still pending receipt of invoices expected later in Jan.                                     |                          |                |                |                               |             |               |                              |              |              |                                       |            |              |
| 38 | <sup>2</sup> Measurement and Evaluation consists of Needs Assessment costs  |                          |                |                |                               |             |               |                              |              |              |                                       |            |              |
| 39 | <sup>3</sup> DWR Bond Charge, CARE PPP, California Solar Initiative and kWh Exemptions have been included to reflect discounts received by CARE customers not charged to the CARE balancing account.  |                          |                |                |                               |             |               |                              |              |              |                                       |            |              |
| 40 | <sup>4</sup> 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 the CARE Total Program Costs. |                          |                |                |                               |             |               |                              |              |              |                                       |            |              |
| 41 | Any required corrections/adjustments are reported herein and supersede results reported in prior months and may reflect YTD adjustments.  |                          |                |                |                               |             |               |                              |              |              |                                       |            |              |

|    | A  | B                          | C                          | D                       | E                      | F        | G                    | H          | I                          | J              | K                            | L                    | M                                  | N              | O                  | P                       | Q                       | R                        |  |
|----|--|----------------------------|----------------------------|-------------------------|------------------------|----------|----------------------|------------|----------------------------|----------------|------------------------------|----------------------|------------------------------------|----------------|--------------------|-------------------------|-------------------------|--------------------------|--|
| 1  | <b>CARE Table 2 - Enrollment, Recertification, Attrition, &amp; Penetration</b>  |                            |                            |                         |                        |          |                      |            |                            |                |                              |                      |                                    |                |                    |                         |                         |                          |  |
| 2  | <b>Southern California Gas Company</b>   |                            |                            |                         |                        |          |                      |            |                            |                |                              |                      |                                    |                |                    |                         |                         |                          |  |
| 3  | <b>September 2012</b>  |                            |                            |                         |                        |          |                      |            |                            |                |                              |                      |                                    |                |                    |                         |                         |                          |  |
| 4  |  | Gross Enrollment           |                            |                         |                        |          |                      |            |                            |                |                              |                      | Enrollment                         |                |                    |                         |                         |                          |  |
| 5  |  | Automatic Enrollment       |                            |                         |                        |          |                      |            |                            |                |                              |                      |                                    |                |                    |                         |                         |                          |  |
| 6  | <b>2012</b>  | Inter-Utility <sup>1</sup> | Intra-Utility <sup>2</sup> | Leveraging <sup>3</sup> | One-e-App <sup>4</sup> | SB580    | Combined (B+C+D+E+F) | Capitation | Other Sources <sup>5</sup> | Total (G+H+I)  | Recertification <sup>6</sup> | Total Adjusted (J+K) | Attrition (Drop Offs) <sup>7</sup> | Net (L-M)      | Net Adjusted (N-K) | Total CARE Participants | Estimated CARE Eligible | Penetration Rate % (P/Q) |  |
| 7  | <b>January</b>   | 5,471                      | 2,170                      | 102                     | 0                      | 0        | 7,743                | 33         | 12,360                     | 20,136         | 45,131                       | 65,267               | 23,805                             | 41,462         | -3,669             | 1,712,826               | 1,826,972               | 93.8%                    |  |
| 8  | <b>February</b>  | 6,282                      | 2,316                      | 169                     | 0                      | 0        | 8,767                | 16         | 15,442                     | 24,225         | 45,308                       | 69,533               | 25,140                             | 44,393         | -915               | 1,711,911               | 1,826,972               | 93.7%                    |  |
| 9  | <b>March</b>   | 5,935                      | 1,971                      | 171                     | 0                      | 0        | 8,077                | 50         | 13,278                     | 21,405         | 48,899                       | 70,304               | 35,116                             | 35,188         | -13,711            | 1,698,200               | 1,826,972               | 93.0%                    |  |
| 10 | <b>April</b>   | 8,125                      | 2,071                      | 134                     | 0                      | 0        | 10,330               | 3          | 22,047                     | 32,380         | 35,314                       | 67,694               | 26,887                             | 40,807         | 5,493              | 1,703,693               | 1,830,476               | 93.1%                    |  |
| 11 | <b>May</b>   | 3,909                      | 1,857                      | 129                     | 0                      | 0        | 5,895                | 36         | 38,149                     | 44,080         | 21,683                       | 65,763               | 26,692                             | 39,071         | 17,388             | 1,721,081               | 1,830,476               | 94.0%                    |  |
| 12 | <b>June</b>  | 7,254                      | 1,366                      | 155                     | 0                      | 0        | 8,775                | 19         | 11,018                     | 19,812         | 77,286                       | 97,098               | 21,537                             | 75,561         | -1,725             | 1,719,356               | 1,830,476               | 93.9%                    |  |
| 13 | <b>July</b>  | 7,846                      | 1,276                      | 165                     | 0                      | 0        | 9,287                | 17         | 8,133                      | 17,437         | 54,190                       | 71,627               | 21,427                             | 50,200         | -3,990             | 1,715,366               | 1,828,168               | 93.8%                    |  |
| 14 | <b>August</b>  | 8,669                      | 1,303                      | 191                     | 0                      | 0        | 10,163               | 4          | 13,189                     | 23,356         | 56,037                       | 79,393               | 24,924                             | 54,469         | -1,568             | 1,713,798               | 1,828,168               | 93.7%                    |  |
| 15 | <b>September</b>   | 10,766                     | 1,625                      | 94                      | 0                      | 0        | 12,485               | 17         | 12,044                     | 24,546         | 42,872                       | 67,418               | 28,967                             | 38,451         | -4,421             | 1,709,377               | 1,828,168               | 93.5%                    |  |
| 16 | <b>October</b>   |                            |                            |                         |                        |          |                      |            |                            |                |                              |                      |                                    |                |                    |                         |                         |                          |  |
| 17 | <b>November</b>  |                            |                            |                         |                        |          |                      |            |                            |                |                              |                      |                                    |                |                    |                         |                         |                          |  |
| 18 | <b>December</b>  |                            |                            |                         |                        |          |                      |            |                            |                |                              |                      |                                    |                |                    |                         |                         |                          |  |
| 19 | <b>Total for 2012</b>  | <b>64,257</b>              | <b>15,955</b>              | <b>1,310</b>            | <b>0</b>               | <b>0</b> | <b>81,522</b>        | <b>195</b> | <b>145,660</b>             | <b>227,377</b> | <b>426,720</b>               | <b>654,097</b>       | <b>234,495</b>                     | <b>419,602</b> | <b>-7,118</b>      |                         |                         |                          |  |
| 20 | <sup>1</sup> Enrollments via data sharing between the IOUs.  |                            |                            |                         |                        |          |                      |            |                            |                |                              |                      |                                    |                |                    |                         |                         |                          |  |
| 21 | <sup>2</sup> Enrollments via data sharing between departments and/or programs within the utility.  |                            |                            |                         |                        |          |                      |            |                            |                |                              |                      |                                    |                |                    |                         |                         |                          |  |
| 22 | <sup>3</sup> Enrollments via data sharing with programs outside the IOU that serve low-income customers.   |                            |                            |                         |                        |          |                      |            |                            |                |                              |                      |                                    |                |                    |                         |                         |                          |  |
| 23 | <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 customers into the CARE program based on the customers' applications or reapplications for related low-income health and social welfare services. (e.g. MediCAL, Healthy Families, 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. |                            |                            |                         |                        |          |                      |            |                            |                |                              |                      |                                    |                |                    |                         |                         |                          |  |
| 24 | <sup>5</sup> Not including Recertification.  |                            |                            |                         |                        |          |                      |            |                            |                |                              |                      |                                    |                |                    |                         |                         |                          |  |
| 25 | <sup>6</sup> Recertifications completed regardless of month requested.   |                            |                            |                         |                        |          |                      |            |                            |                |                              |                      |                                    |                |                    |                         |                         |                          |  |
| 26 | <sup>7</sup> The drop offs include self-declined applications, ineligible applications and closed CARE accounts.   |                            |                            |                         |                        |          |                      |            |                            |                |                              |                      |                                    |                |                    |                         |                         |                          |  |
| 27 | Any required corrections/adjustments are reported herein and supersede results reported in prior months and may reflect YTD adjustments.   |                            |                            |                         |                        |          |                      |            |                            |                |                              |                      |                                    |                |                    |                         |                         |                          |  |

|    | A   | B                     | C                                | D                     | E   | F   | G             | H                                     | I                             |
|----|---|-----------------------|----------------------------------|-----------------------|---|---|---------------|---------------------------------------|-------------------------------|
| 1  | <b>CARE Table 3 - Standard Random Verification Results</b>  |                       |                                  |                       |   |   |               |                                       |                               |
| 2  | <b>Southern California Gas Company</b>  |                       |                                  |                       |   |   |               |                                       |                               |
| 3  | <b>September 2012</b>   |                       |                                  |                       |   |   |               |                                       |                               |
| 4  | <b>2012</b>   | Total CARE Population | Participants Requested to Verify | % of Population Total | Participants Dropped (Due to no response) | Participants Dropped (Verified as Ineligible) | Total Dropped | % Dropped through Random Verification | % of Total Population Dropped |
| 5  | <b>January</b>  | 1,712,826             | 4,630                            | 0.27%                 | 2,378                                     | 211   | 2,589         | 56%                                   | 0.15%                         |
| 6  | <b>February</b>   | 1,711,911             | 4,882                            | 0.29%                 | 2,451                                     | 202   | 2,653         | 54%                                   | 0.15%                         |
| 7  | <b>March</b>  | 1,698,200             | 5,923                            | 0.35%                 | 3,029                                     | 218   | 3,247         | 55%                                   | 0.19%                         |
| 8  | <b>April</b>  | 1,703,693             | 412                              | 0.02%                 | 33  | 6   | 39            | 9%                                    | 0.00%                         |
| 9  | <b>May</b>  | 1,721,081             | 451                              | 0.03%                 | 32  | 7   | 39            | 9%                                    | 0.00%                         |
| 10 | <b>June</b>   | 1,719,356             | 4,126                            | 0.24%                 | 1,398                                     | 166   | 1,564         | 38%                                   | 0.09%                         |
| 11 | <b>July</b>   | 1,715,366             | 4,517                            | 0.26%                 | 21  | 133   | 154           | 3%                                    | 0.01%                         |
| 12 | <b>August</b>   | 1,713,798             | 5,984                            | 0.35%                 | 7   | 97  | 104           | 2%                                    | 0.01%                         |
| 13 | <b>September</b>  | 1,709,377             | 4,548                            | 0.27%                 | 2   | 1   | 3             | 0%                                    | 0.00%                         |
| 14 | <b>October</b>  |                       |                                  |                       |   |   |               |                                       |                               |
| 15 | <b>November</b>   |                       |                                  |                       |   |   |               |                                       |                               |
| 16 | <b>December</b>   |                       |                                  |                       |   |   |               |                                       |                               |
| 17 | <b>Total for 2012</b>   | <b>1,709,377</b>      | <b>35,473</b>                    | <b>2.08%</b>          | <b>9,351</b>                              | <b>1,041</b>                                  | <b>10,392</b> | <b>29%</b>                            | <b>0.61%</b>                  |
| 18 | SoCalGas' random verification process allows customers 90 days to respond to the verification request. Verification results are tied to the month initiated. Therefore, verification results may be pending due to the time permitted for a participant to respond. |                       |                                  |                       |   |   |               |                                       |                               |
| 19 | Any required corrections/adjustments are reported herein and supersede results reported in prior months and may reflect YTD adjustments.  |                       |                                  |                       |   |   |               |                                       |                               |



|    | A  | B                           | C               | D                           | E                         | F   | G                             |
|----|--|-----------------------------|-----------------|-----------------------------|---------------------------|---|-------------------------------|
| 1  | <b>CARE Table 4 - CARE Self-Certification and Self-Recertification Applications<sup>1</sup></b>  |                             |                 |                             |                           |   |                               |
| 2  | <b>Southern California Gas Company</b>   |                             |                 |                             |                           |   |                               |
| 3  | <b>September 2012</b>  |                             |                 |                             |                           |   |                               |
| 4  |  | <b>Provided<sup>2</sup></b> | <b>Received</b> | <b>Approved<sup>3</sup></b> | <b>Denied<sup>4</sup></b> | <b>Pending/<br/>Never Completed<sup>5</sup></b> | <b>Duplicates<sup>6</sup></b> |
| 5  | <b>YTD Total</b>   | 4,643,331                   | 822,454         | 654,097                     | 25,865                    | 142,492   |                               |
| 6  | <b>Percentage</b>  |                             | 100.00%         | 79.53%                      | 3.14%                     | 17.33%  | 0.00%                         |
| 7  | <sup>1</sup> Includes sub-metered customers.   |                             |                 |                             |                           |   |                               |
| 8  | <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. |                             |                 |                             |                           |   |                               |
| 9  | <sup>3</sup> Approved includes customers who are approved through SoCalGas' CARE eligible probability model, data exchange, mail-in, via web, by phone, and through duplicated applications.   |                             |                 |                             |                           |   |                               |
| 10 | <sup>4</sup> Customers are denied due to not being CARE eligible, not customer of record, or not the customer's primary residence.   |                             |                 |                             |                           |   |                               |
| 11 | <sup>5</sup> Pending/Never Completed includes closed accounts, incomplete applications, and customers of other utilities who are not SoCalGas customers.   |                             |                 |                             |                           |   |                               |
| 12 | <sup>6</sup> SoCalGas treats duplicated applications as recertification applications. Duplicates are customers who are already enrolled in CARE and mail in another CARE application.  |                             |                 |                             |                           |   |                               |
| 13 | Any required corrections/adjustments are reported herein and supersede results reported in prior months and may reflect YTD adjustments.   |                             |                 |                             |                           |   |                               |

|    | A  | B                  | C                  | D                | E                  | F              | G                | H                | I          | J            |
|----|--|--------------------|--------------------|------------------|--------------------|----------------|------------------|------------------|------------|--------------|
| 1  | <b>CARE Table 5 - Enrollment by County</b>   |                    |                    |                  |                    |                |                  |                  |            |              |
| 2  | <b>Southern California Gas Company</b>   |                    |                    |                  |                    |                |                  |                  |            |              |
| 3  | <b>September 2012</b>  |                    |                    |                  |                    |                |                  |                  |            |              |
| 4  | County   | Estimated Eligible |                    |                  | Total Participants |                |                  | Penetration Rate |            |              |
| 5  |  | Urban <sup>1</sup> | Rural <sup>1</sup> | Total            | Urban              | Rural          | Total            | Urban            | Rural      | Total        |
| 6  | Fresno   | 10,564             | 24                 | 10,587           | 11,410             | 15             | 11,425           | 108%             | 63%        | 108%         |
| 7  | Imperial   | 0                  | 16,138             | 16,138           | 19                 | 13,265         | 13,284           | #DIV/0!          | 82%        | 82%          |
| 8  | Kern   | 12,937             | 28,721             | 41,657           | 11,083             | 28,738         | 39,821           | 86%              | 100%       | 96%          |
| 9  | Kings  | 24                 | 13,927             | 13,951           | 18                 | 14,836         | 14,854           | 76%              | 107%       | 106%         |
| 10 | Los Angeles  | 963,911            | 2,465              | 966,376          | 915,877            | 1,210          | 917,087          | 95%              | 49%        | 95%          |
| 11 | Orange   | 205,803            | 0                  | 205,803          | 168,901            | 21             | 168,922          | 82%              | 0%         | 82%          |
| 12 | Riverside  | 106,508            | 132,041            | 238,548          | 95,592             | 117,992        | 213,584          | 90%              | 89%        | 90%          |
| 13 | San Bernardino   | 154,633            | 1,094              | 155,727          | 168,133            | 866            | 168,999          | 109%             | 79%        | 109%         |
| 14 | San Luis Obispo  | 10,261             | 17,344             | 27,605           | 5,225              | 14,055         | 19,280           | 51%              | 81%        | 70%          |
| 15 | Santa Barbara  | 37,580             | 1,177              | 38,757           | 30,427             | 708            | 31,135           | 81%              | 60%        | 80%          |
| 16 | Tulare   | 9,913              | 43,353             | 53,265           | 11,703             | 48,595         | 60,298           | 118%             | 112%       | 113%         |
| 17 | Ventura  | 57,851             | 1,902              | 59,753           | 49,194             | 1,494          | 50,688           | 85%              | 79%        | 85%          |
| 18 |  |                    |                    |                  |                    |                |                  |                  |            |              |
| 19 | <b>Total</b>   | <b>1,569,983</b>   | <b>258,185</b>     | <b>1,828,168</b> | <b>1,467,582</b>   | <b>241,795</b> | <b>1,709,377</b> | <b>93%</b>       | <b>94%</b> | <b>93.5%</b> |
| 20 | <sup>1</sup> Define Urban vs Rural   |                    |                    |                  |                    |                |                  |                  |            |              |
| 21 | Any required corrections/adjustments are reported herein and supersede results reported in prior months and may reflect YTD adjustments. |                    |                    |                  |                    |                |                  |                  |            |              |

|    | A  | B                     | C  | D                     | E  | F                                 | G                            | H                                   |
|----|--|-----------------------|--|-----------------------|--|-----------------------------------|------------------------------|-------------------------------------|
| 1  | <b>CARE Table 6 - Recertification Results</b>  |                       |  |                       |  |                                   |                              |                                     |
| 2  | <b>Southern California Gas Company</b>   |                       |  |                       |  |                                   |                              |                                     |
| 3  | <b>September 2012</b>  |                       |  |                       |  |                                   |                              |                                     |
| 4  | <b>2012</b>  | Total CARE Population | Participants Requested to Recertify <sup>1</sup> | % of Population Total | Participants Recertified <sup>2, 3</sup> | Participants Dropped <sup>3</sup> | Recertification Rate % (E/C) | % of Total Population Dropped (F/B) |
| 5  | <b>January</b>   | 1,712,826             | 27,257   | 1.59%                 | 19,984                                   | 11,116                            | 73%                          | 0.65%                               |
| 6  | <b>February</b>  | 1,711,911             | 22,728   | 1.33%                 | 13,021                                   | 9,779                             | 57%                          | 0.57%                               |
| 7  | <b>March</b>   | 1,698,200             | 28,733   | 1.69%                 | 16,277                                   | 13,357                            | 57%                          | 0.79%                               |
| 8  | <b>April</b>   | 1,703,693             | 650  | 0.04%                 | 535                                      | 120                               | 82%                          | 0.01%                               |
| 9  | <b>May</b>   | 1,721,081             | 729  | 0.04%                 | 688                                      | 129                               | 94%                          | 0.01%                               |
| 10 | <b>June</b>  | 1,719,356             | 99,716   | 5.80%                 | 60,056                                   | 43,428                            | 60%                          | 2.53%                               |
| 11 | <b>July</b>  | 1,715,366             | 35,698   | 2.08%                 | 15,012                                   | 1,180                             | 42%                          | 0.07%                               |
| 12 | <b>August</b>  | 1,713,798             | 30,272   | 1.77%                 | 4,710                                    | 371                               | 16%                          | 0.02%                               |
| 13 | <b>September</b>   | 1,709,377             | 29,611   | 1.73%                 | 1,444                                    | 120                               | 5%                           | 0.01%                               |
| 14 | <b>October</b>   |                       |  |                       |  |                                   |                              |                                     |
| 15 | <b>November</b>  |                       |  |                       |  |                                   |                              |                                     |
| 16 | <b>December</b>  |                       |  |                       |  |                                   |                              |                                     |
| 17 | <b>Total for 2012</b>  | <b>1,709,377</b>      | <b>275,394</b>                                   | <b>16.11%</b>         | <b>131,727</b>                           | <b>79,600</b>                     | <b>48%</b>                   | <b>4.66%</b>                        |
| 18 | <sup>1</sup> Participants requested to recertify.  |                       |  |                       |  |                                   |                              |                                     |
| 19 | <sup>2</sup> Participants recertified number does not include the customers who are recertified through SoCalGas' CARE eligible probability model .                    |                       |  |                       |  |                                   |                              |                                     |
| 20 | <sup>3</sup> Recertification results are tied to the month initiated. Therefore, recertification results may be pending due to the time permitted for a participant to |                       |  |                       |  |                                   |                              |                                     |
| 21 |  |                       |  |                       |  |                                   |                              |                                     |
| 22 | Any required corrections/adjustments are reported herein and supersede results reported in prior months and may reflect YTD adjustments.                               |                       |  |                       |  |                                   |                              |                                     |

|    | A  | B               | C   | D      | E      | F            | G          | H          |
|----|--|-----------------|-----|--------|--------|--------------|------------|------------|
| 1  | <b>CARE Table 7 - Capitation Contractors</b>   |                 |     |        |        |              |            |            |
| 2  | <b>Southern California Gas Company</b>   |                 |     |        |        |              |            |            |
| 3  | <b>September 2012</b>  |                 |     |        |        |              |            |            |
| 4  |  | Contractor Type |     |        |        | Year-to-Date |            |            |
| 5  | Contractor Name <sup>1</sup>   | Private         | CBO | WMDVBE | LIHEAP | Rural        | Urban      | Total      |
| 6  | Community Action Partnership of Orange County  |                 | X   | X      | X      | 0            | 0          | 0          |
| 7  | ELA Communications Energy ED Program   |                 | X   |        |        | 0            | 0          | 0          |
| 8  | PACE – Pacific Asian Consortium in Employment  |                 | X   | X      | X      | 0            | 0          | 0          |
| 9  | Proteus, Inc.  |                 | X   |        |        | 0            | 1          | 1          |
| 10 | Community Pantry of Hemet  |                 | X   |        |        | 0            | 0          | 0          |
| 11 | Community Action Partnership of San Bernardino   |                 | X   |        | X      | 0            | 23         | 23         |
| 12 | LA Works   |                 | X   |        |        | 0            | 0          | 0          |
| 13 | Children’s Hospital of Orange County   |                 | X   |        |        | 0            | 0          | 0          |
| 14 | The Companion Line   |                 | X   |        |        | 0            | 0          | 0          |
| 15 | Across Amer Foundation   |                 | X   |        |        | 0            | 0          | 0          |
| 16 | All Peoples Christian Center   |                 | X   |        |        | 0            | 0          | 0          |
| 17 | LA County 211  |                 | X   |        |        | 0            | 12         | 12         |
| 18 | Sr. Citizens Emergency Fund I.V., Inc.   |                 | X   |        |        | 0            | 0          | 0          |
| 19 | Coachella Valley Housing Coalition   |                 | X   |        |        | 0            | 0          | 0          |
| 20 | HABBM  |                 | X   |        |        | 0            | 0          | 0          |
| 21 | Second Harvest Food Bank of Orange County  |                 | X   |        |        | 0            | 0          | 0          |
| 22 | Southeast Community Development Corp.  |                 | X   |        |        | 0            | 0          | 0          |
| 23 | Latino Resource Organization   |                 | X   |        |        | 0            | 0          | 0          |
| 24 | Independent Living Center of Southern California   |                 | X   |        |        | 0            | 0          | 0          |
| 25 | Community Action Partnership - Kern County   |                 | X   |        |        | 0            | 0          | 0          |
| 26 | El Concilio del Condado de Ventura   |                 | X   |        |        | 0            | 0          | 0          |
| 27 | Blessed Sacrament Church   |                 | X   |        |        | 0            | 0          | 0          |
| 28 | Starbright Management Services   |                 | X   |        |        | 0            | 0          | 0          |
| 29 | Hermanidad Mexicana  |                 | X   |        |        | 0            | 0          | 0          |
| 30 | CSET   |                 | X   |        |        | 0            | 17         | 17         |
| 31 | Crest Forest Family and Community Service  |                 | X   |        |        | 0            | 0          | 0          |
| 32 | CUI – Campesinos Unidos, Inc.  |                 | X   | X      | X      | 0            | 0          | 0          |
| 33 | Veterans in Community Service  |                 | X   | X      | X      | 0            | 0          | 0          |
| 34 | Chinatown Service Center   |                 | X   |        |        | 0            | 6          | 6          |
| 35 | Koreatown Youth and Community Center   |                 | X   |        |        | 0            | 0          | 0          |
| 36 | MEND   |                 | X   |        |        | 0            | 0          | 0          |
| 37 | Armenian Relief Society  |                 | X   |        |        | 0            | 0          | 0          |
| 38 | Catholic Charities of LA – Brownson House  |                 | X   |        |        | 0            | 2          | 2          |
| 39 | BroadSpectrum  |                 | X   |        |        | 0            | 0          | 0          |
| 40 | OCCC, Inc. (Orange County Community Center)  |                 | X   |        |        | 0            | 1          | 1          |
| 41 | Green Light Shipping   | X               |     |        |        | 0            | 0          | 0          |
| 42 | APAC Service Center  |                 | X   |        |        | 0            | 133        | 133        |
| 43 | Visalia Emergency Aid Council  |                 | X   |        |        | 0            | 0          | 0          |
| 44 | <b>Total Enrollments</b>   |                 |     |        |        | <b>0</b>     | <b>195</b> | <b>195</b> |
| 45 | <sup>1</sup> All capitation contractors with current contracts are listed regardless of whether they have signed up customers or submitted invoices this year. |                 |     |        |        |              |            |            |
| 46 | Any required corrections/adjustments are reported herein and supersede results reported in prior months and may reflect YTD adjustments.                       |                 |     |        |        |              |            |            |

|    | A  | B                       | C               | D                    | E            | F                          | G                  | H                           |
|----|--|-------------------------|-----------------|----------------------|--------------|----------------------------|--------------------|-----------------------------|
| 1  | <b>CARE Table 8 - Participants as of Month-End</b>   |                         |                 |                      |              |                            |                    |                             |
| 2  | <b>Southern California Gas Company</b>   |                         |                 |                      |              |                            |                    |                             |
| 3  | <b>September 2012</b>  |                         |                 |                      |              |                            |                    |                             |
| 4  | <b>2012</b>  | <b>Gas and Electric</b> | <b>Gas Only</b> | <b>Electric Only</b> | <b>Total</b> | <b>Eligible Households</b> | <b>Penetration</b> | <b>% Change<sup>1</sup></b> |
| 5  | <b>January</b>   | n/a                     | 1,712,826       | n/a                  | 1,712,826    | 1,826,972                  | 93.8%              | 9.8%                        |
| 6  | <b>February</b>  | n/a                     | 1,711,911       | n/a                  | 1,711,911    | 1,826,972                  | 93.7%              | -0.1%                       |
| 7  | <b>March</b>   | n/a                     | 1,698,200       | n/a                  | 1,698,200    | 1,826,972                  | 93.0%              | -0.8%                       |
| 8  | <b>April</b>   | n/a                     | 1,703,693       | n/a                  | 1,703,693    | 1,830,476                  | 93.1%              | 0.3%                        |
| 9  | <b>May</b>   | n/a                     | 1,721,081       | n/a                  | 1,721,081    | 1,830,476                  | 94.0%              | 1.0%                        |
| 10 | <b>June</b>  | n/a                     | 1,719,356       | n/a                  | 1,719,356    | 1,830,476                  | 93.9%              | -0.1%                       |
| 11 | <b>July</b>  | n/a                     | 1,715,366       | n/a                  | 1,715,366    | 1,828,168                  | 93.8%              | -0.2%                       |
| 12 | <b>August</b>  | n/a                     | 1,713,798       | n/a                  | 1,713,798    | 1,828,168                  | 93.7%              | -0.1%                       |
| 13 | <b>September</b>   | n/a                     | 1,709,377       | n/a                  | 1,709,377    | 1,828,168                  | 93.5%              | -0.3%                       |
| 14 | <b>October</b>   |                         |                 |                      |              |                            |                    |                             |
| 15 | <b>November</b>  |                         |                 |                      |              |                            |                    |                             |
| 16 | <b>December</b>  |                         |                 |                      |              |                            |                    |                             |
| 17 | <b>Total for 2012</b>  |                         |                 |                      |              |                            |                    |                             |
| 18 | Any required corrections/adjustments are reported herein and supersede results reported in prior months and may reflect YTD adjustments. |                         |                 |                      |              |                            |                    |                             |