

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

Application of Southern California Edison Company (U 338E) for Approval of its Energy Savings Assistance and California Alternate Rates for Energy Programs and Budgets for Program Years 2015-2017.

And Related Matters.

Application 14-11-007
(Filed November 18, 2014)

Application 14-11-009
Application 14-11-010
Application 14-11-011

**MONTHLY REPORT OF SAN DIEGO GAS & ELECTRIC COMPANY (U 902 M) ON
LOW-INCOME ASSISTANCE PROGRAMS FOR NOVEMBER 2018**

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San Diego Gas & Electric Company

Energy Savings Assistance Program (ESA)

Program

And

California Alternate Rates for Energy (CARE)

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ENERGY SAVINGS ASSISTANCE PROGRAM MONTHLY REPORT

1. ESA PROGRAM EXECUTIVE SUMMARY

1.1 ESA Program Overview

1.1.1 Provide a summary of the ESA Program elements as approved in Decision (D.) 16-11-022.

ESA Program Summary through November 2018			
	2018 Authorized / Planning Assumptions	Actual to Date ¹	%
Budget ²	\$34,839,223	\$19,589,128	56%
Homes Treated ³	21,332	14,949	70%
kWh Saved	6,866,075	3,782,078	55%
kW Demand Reduced	2,148	1,473	69%
Therms Saved	292,308	140,690	48%
GHG Emissions Reduced (Tons)	5,486	2,903	53%

1.2 ESA Program Customer Outreach and Enrollment Update

1.2.1 Provide a summary of the ESA Program outreach and enrollment strategies deployed this month.

Below is a summary of ESA Program specific efforts conducted in November.

Joint CARE and ESA Programs marketing, education and outreach efforts are provided in section 1.2.2 below.

¹ Energy, demand, emissions savings reflects total savings from program including CSD leveraging and multifamily common area measure installations. Through November, there has been no measure installations for CSD leveraging or multifamily common area.

² Budget authorized in CPUC Resolution E-4884 which reflects program budget including unspent funds.

³ Includes total homes treated including CSD leveraging. Multifamily common area properties will be tracked separately once implemented.

ESA Program Contractor Outreach

SDG&E's Outreach and Assessment (O&A) Contractors canvas targeted neighborhoods to enroll customers in the ESA Program. In November, door-to-door canvassing from SDG&E's largest O&A contractor resulted in 1,157 ESA Program leads and 996 enrollments. Overall, ESA Program marketing, education and outreach efforts were successful in creating 6,479 leads and 1,277 enrollments for the month of November.

Single-Family Affordable Solar Housing (SASH) Program

SDG&E works with GRID Alternatives to enroll customers in the ESA Program based on participation in the SASH Program. Once approved, contractors install all feasible ESA Program measures in the home prior to the SASH Program's installation of a solar system. The ESA Program did not receive any leads from the SASH Program during the month of November.

Additionally, D.16-11-022 required the utilities to provide GRID Alternatives with information on CARE high energy usage (HEU) customers who have participated in the ESA program. In June, SDG&E implemented a new system for the ESA program which caused delays in providing GRID Alternatives with the list of CARE HEU customers receiving ESA. SDG&E notified GRID Alternatives of the delay and initially anticipated providing a list of customers who participated in June through August. In November, SDG&E sent the report to GRID Alternatives which included data from June through October, and a

reconciliation of customers previously missing from January through June reports.

ESA Program Multifamily Common Area Measure (MF CAM) Initiative

On May 30, 2018, SDG&E received approval of its ESA MF CAM Implementation Plan. Since the approval, SDG&E has been conducting outreach efforts utilizing SDG&E's multifamily Single Point of Contact (SPOC) and working to contract with a third party for the implementation of the program. In September, SDG&E finalized the contract with Willdan Energy, who will support ESA MF CAM implementation and act as a SPOC for eligible multifamily properties. SDG&E is working with Willdan Energy to establish processes and procedures for ESA Program MF CAM.

In November, SDG&E's ESA Program MF CAM implementor, Willdan, continued targeted marketing to potential ESA MF CAM properties, including re-syndication projects in SDG&E's service territory.

Language Line

Language Line[®] is utilized to make sure customers with limited English proficiency (LEP) have a channel in which to communicate with ESA Program contractors in the language of their preference. In November, 7 customers were served by the Language Line.

Language	Calls
Arabic	5
Tagalog	1
Mandarin	1
TOTAL	7

1.2.2 Customer Assistance Marketing, Education and Outreach for the CARE and ESA Programs.

Marketing, Education and Outreach activities summarized below represent joint efforts on behalf of the CARE and ESA Programs. SDG&E utilizes an integrated marketing, education and outreach strategy by connecting with customers using general awareness marketing, direct marketing, and community outreach and engagement. The 2018 campaign’s intent is to make an emotional connection with customers giving them one less thing to worry about and providing monthly savings on their energy bill. The campaign--running in English, Spanish and Asian languages-- includes TV, newspaper, digital (including paid search), email, direct mail and bill inserts, as well as a robust outreach program.

General Awareness Marketing

General awareness marketing allows SDG&E to connect with its customers through mass media efforts reaching both mass audiences and hard-to-reach populations including customers in rural areas, seniors, customers with special needs and multilingual/multicultural customers. The tactics for November are summarized in the following sections:

Print Advertising:

SDG&E is running in-language print advertising in Chinese, Vietnamese, Tagalog (Filipino) and Spanish language publications. English print is also running in African American publications, as well as rural community newspapers. The 2018 print campaign will continue running through December.

Online Advertising:

SDG&E continued its 2018 digital advertising campaign consisting of online banner and paid search advertising. For the month of November, SDG&E did a paid search (or search engine marketing) campaign, which is a more targeted type of online advertising as customers are specifically searching for related information. The paid search advertising garnered 89,967 impressions with 23,936 customers clicking through to the CARE/ESA Programs online enrollment process. SDG&E also used display advertising (advertising on websites or apps through banners or other ad formats) which is used for general awareness and farther reach. The display advertising garnered over 2.3 million impressions with 10,816 customers clicking through to the online application.

Social Media:

Using Facebook and Twitter channels, 35 CARE and ESA Program messages were sent by SDG&E to an audience of more than 34,000

followers. These followers are then able to redistribute the messages to their own networks on social media. Partner agencies as well as individuals also distributed these messages to their followers.



Direct Marketing

SDG&E continues its direct marketing campaign which allows SDG&E to connect with individual customers through targeted tactics including direct mail, e-mail, live calls, and outbound calling.

Each month, direct marketing efforts are focused on a particular segment of the population. For the month of November, SDG&E primarily targeted zip codes using its propensity model which considers a variety of factors to help identify customers that are more likely to qualify for CARE and ESA Programs.

In November, direct marketing efforts included the following tactics:

Live CARE Call Campaign:

SDG&E's third-party contractor, The Harris Group (THG), called targeted customers to enroll in the CARE Program and to promote the ESA Program.⁴

The campaign provides SDG&E with a way to directly connect with customers in the low-income and hard-to-reach areas. The Harris Group provides education about the CARE and ESA Programs and assist customers in completing program application forms. Outbound call activities in November generated 1,324 CARE Program enrollments, 72 CARE Program recertifications and 509 ESA Program leads.

Email:

SDG&E sent 3,121 ESA Program promotional emails to enrolled CARE customers that are potentially eligible for the ESA Program, to introduce the customers to the program and encourage them to apply for the ESA Program online. SDG&E adjusted the creative materials for this campaign by having the email link directly to an ESA outreach contractor – customers who clicked through would be connected by telephone and/or online calling to a contractor.

This adjustment was made to help streamline the qualified lead process. Over the

⁴ THG is a Diverse Business Enterprise (DBE) vendor and a woman-owned business.

course of the month, there was an average open rate of 37% and a 5% click through rate⁵.

Direct Mail

SDG&E sent an ESA Program promotional postcard to 1,352 recently enrolled CARE customers to inform them that they may qualify for the ESA Program.

The postcard encourages CARE customers to contact an authorized ESA Program outreach contractor for more information and/or to schedule an appointment.

Community Outreach & Engagement

Energy Solutions Partner Network:

SDG&E works closely with a network of over 250 community-based organizations (CBOs) to connect customers to the CARE and ESA Programs. These organizations represent the diversity of SDG&E's customers within its service area. A majority of these organizations are small, grassroots agencies serving customers that are multicultural/multilingual, seniors, veterans, special needs, and limited English proficient (LEP) audiences. These partners help educate and enroll customers in low-income programs utilizing a variety of tactics including: messaging through e-mail and social media channels such as Facebook,

⁵ Per the 2018 IBM Watson Marketing Cloud Benchmark Study, 2018 baseline averages for email metrics for the utility segment are: 28.4% Open Rate (recipients who open an email) and 3.2% Click Through Rate (recipients who click through to the offer).

Twitter, and Instagram, posting information on their websites, providing booth space at events, and hosting enrollment day fairs at their locations. In November, partner outreach activities resulted in 23 ESA Program leads and 22 CARE Program enrollments and 24 CARE Program recertifications.

Partner Spotlight:

In November, the SDG&E Customer Solutions Outreach Team participated in 26 events, presentations and trainings/workshops that featured information and enrollment in energy solutions programs, services and tools. Outreach activities were focused around engaging customers with solutions such as the CARE and ESA Programs.



In November, the SDG&E Outreach team partnered with Southern California American Indian Resource (SCAIR) to enroll customers in CARE and ESA programs during a holiday food distribution event. Over 110 customers attended the event and SDG&E's Outreach team spoke to customers about the CARE and ESA programs. The event was a great success and SDG&E will join SCAIR again in December to partner in the next holiday food distribution event.

Multicultural Outreach:

To continue efforts to reduce potential barriers for customers in the rural, multicultural/multilingual and special needs customer segments, as well as to increase education and program enrollments, SDG&E employs multicultural contractors with employees that are fluent in various languages to help at staff events and presentations. These contractors provide staff that are fluent in the following languages: Spanish, Vietnamese, Chinese, Tagalog, Aramaic/Arabic, American Sign Language, and other languages as requested. During November, SDG&E completed 6 outreach activities. A summary of these activities is listed below:

Date	Address	Partner	Event
11/3/2018	Oceanside Civic Center Plaza 300 N Coast Hwy Oceanside, CA 92054	NCHS	Fall Festival
11/13/2018	Southwestern College 900 Otoy Lakes Rd Chula Vista, CA 91910	SWC Child Development	Hunger & Homelessness Resource Fair
11/14/2018	City Heights Clinic 4060 Fairmount Ave San Diego, CA 92105	La Maestra Community Health Centers	Fall Festival Resource Fair
11/14/2018	2144 Pan American Rd West	Public Authority	Caregiver Recognition

Date	Address	Partner	Event
	San Diego CA 92101		
11/15/2018	Crystal Ballroom 414 Magnolia Ave El Cajon CA 92020	San Ysidro Health	Family Health & Wellness Fair
11/15/2018	Grocery Outlet 350 N. Second St El Cajon CA.	SCAIR	Howka Program

Other Customer Engagement Efforts

SDG&E has several other customer engagement efforts to educate, enroll, and provide direct service to its customers. These efforts include direct service from SDG&E's Customer Contact Center and Payment Offices, as well as the distribution of materials through other SDG&E customer-facing groups/programs and field services teams.

SDG&E Customer Contact Center (CCC), Branch Offices and Payment Offices

SDG&E's CCC, Branch Offices and Payment Offices promote and offer the CARE and ESA Programs to potentially-eligible customers. SDG&E also promotes these customer assistance solutions at its Authorized Payment Locations (APLs). Additionally, customer engagement events called Customer Solutions Tailgates are held at the Branch Office locations on a quarterly basis to help enroll customers.

In D.16-06-054,⁶ SDG&E received Commission authorization for its CCC's Energy

⁶ Decision Addressing the General Rate Cases of San Diego Gas & Electric Company and Southern California Gas Company and the Proposed Settlements, dated July 1, 2016.

Service Specialists (ESSs) to enroll customers directly into the CARE Program over the telephone.

In November, SDG&E's CCC generated 84 CARE Program enrollments and 9 ESA Program leads. The Branch Offices generated 523 CARE Program enrollments and 39 ESA Program leads.

1.3 Leveraging Success Evaluation, Including CSD

1.3.1 Please provide a status of the leveraging effort with CSD. What new steps or programs have been implemented? What were the results in terms of new enrollments?

SDG&E has been working closely with local Low-Income Home Energy Assistance Program (LIHEAP) agencies to improve leveraging opportunities between CSD's LIHEAP and the ESA Program. In July of 2017, SDG&E signed contracts with two local agencies offering Outreach and Assessments services. Previously, these organizations only contracted for the installation of weatherization measures. The agencies are leveraging LIHEAP payment assistance customers as the leads for ESA Program treatment and retreatment efforts.

Over the course of 2017 and continuing into 2018, SDG&E worked with CSD to finalize Non-Disclosure Agreements to provide customer usage information for

customers treated by CSD⁷. In December 2017, SDG&E received the first data request from CSD for usage data. SDG&E compiled the data and submitted it to CSD on January 30, 2018. The data sharing activity frequency will be bi-annual and will be submitted by CSD. SDG&E is currently in discussion with CSD on developing an application-programming interface (API), which would automate the data exchange process between SDG&E and CSD and allow for greater frequency of the data exchange. A cost benefit analysis will need to be conducted to determine the feasibility of the API. CSD and the utilities continue to work towards developing processes for sharing weatherization data and on leveraging ESA Program funds for the installation of Low-Income Weatherization Program (LIWP) measures.⁸

As a result of the drought emergency that impacted California in 2015-2016, SDG&E collaborated with the San Diego County Water Authority (SDCWA) to distribute SDCWA's supplemental water conservation educational materials entitled "Save Every Way, Every Day" with its education packet to all ESA Program enrollees.

⁷ D.17-12-009, OP 140.

⁸ Measures installed through LIWP effort will be reflected in the monthly reporting tables, Table 2A. Through November, no activity has occurred.

In June 2018, the SDCWA and SDG&E entered into an agreement to implement a residential low-income water-energy collaboration. This effort will allow SDCWA to augment ESA Program funding for certain measures that save both energy and water, thereby expanding the number of customers served and the amount of energy and water saved. Additionally, SDG&E and SDCWA will leverage outreach opportunities to raise awareness of their respective programs. SDCWA will promote the ESA Program as part of their customer education efforts, while SDG&E will continue to include SDCWA water saving educational materials as part of the In-Home Education process under the ESA Program. This collaboration will continue through December 31, 2020. SDG&E will work with other water agencies within its service territory to explore other opportunities for leveraging.

In September, SDG&E also entered into an agreement with Moulten Nigel Water District (MNWD) in an effort to leverage installation of water saving measures. Efforts with MNWD will be similar to those identified with SDCWA.

In October, SDG&E began working with MNWD to develop education collateral materials to be included in SDG&E's ESA Program In-Home Education workbook.

No additional activity occurred in November.

1.4 Workforce Education & Training (WE&T)

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

The ESA Program continues to identify opportunities to coordinated with the WE&T department to provide a training for ESA Program contractors. SDG&E plans on offering a second training class on Natural Gas Appliance Testing (NGAT) by the end of 2018 for those contractors that were unable to attend the original training.

1.5 Miscellaneous

1.5.1 ESA Program Studies

The current Low-Income Needs Assessment (LINA) must be completed by December 31, 2019, according to legislative mandate. A competitive solicitation for a consultant to conduct the statewide study was completed in January 2018. Research Into Action was selected as the winning bidder. A project initiation meeting with the consultant and the study team took place on February 14, 2018. The draft research plan was presented in a public webinar on May 29th. The final research plan was completed in June, and the study is now in the data collection phase.

The current Impact Evaluation Study for the ESA Program has been underway since January 2017. Phase 1 results were delivered on March 31, 2018 and revised on June 6, 2018. Energy Division directed the IOUs to use the Phase 1

results for the midcycle filing. The study will continue with additional data analysis in Phase 2 after which a public workshop to present the results will be scheduled and a final report will be provided in 2019.

A competitive solicitation for the Non-Energy Benefits Study was initiated in March 2018. The work scope was approved by the statewide study team and the ESA Cost Effectiveness Working Group. The study objectives are to update the non-energy benefit values used in ESA cost effectiveness analyses and to provide a workbook with the calculations. Skumatz Economic Research Associates (SERA) was selected to conduct the study, and the kickoff meeting was held on August 24th. The Study Team met biweekly during September and October to discuss status on the research and to plan a webinar to present the draft research plan. The webinar took place on October 12th. Study results are due in Q1 2019 and another webinar will be scheduled during that time to present the results and the draft report.

1.5.2 ESA Program Pilot

On May 3, 2018, SDG&E received approval of Advice Letter 3197-E/2655-G (AL) for the Programmable Communicating Thermostat (PCT or smart thermostat) Time-of-Use (TOU) Pilot, ordered in D.17-12-009. The goal of the pilot is to explore and evaluate whether a PCT paired with a mobile application impacts the behavior of high usage customers as they transition to TOU. The Pilot will have a Treatment Group, which will receive a smart thermostat and transition

to TOU, and a control group, which will transition to TOU but will not receive the thermostat. All customers will receive three surveys and will be compensated for their participation in the pilot.

SDG&E has begun recruitment efforts, which included email campaigns and direct mail to CARE and FERA customers with higher energy use. Customers responding to the campaigns are receiving a follow-up call to confirm their interest and to enroll them in the Pilot. Initial recruitment efforts have not yielded the results SDG&E anticipated, therefore SDG&E continued recruitment efforts through part of October. Additionally, the contract for the statewide pilot evaluator was executed in late September. SDG&E is currently working on a non-disclosure agreement and cybersecurity review for the evaluator, which is anticipated to delay the initial data delivery date. Based on this, Pacific Gas and Electric Company, Southern California Edison Company, and SDG&E submitted an extension of time to commence implementation from October 31, 2018 to January 1, 2019.⁹ The Executive Director approved the IOUs extension request. SDG&E continues to work towards implementing a successful pilot.

⁹ Extension requested submitted to Commission Executive Director on October 23, 2018.

2. CARE EXECUTIVE SUMMARY

2.1 CARE Program Summary

2.1.1 Please provide CARE Program summary costs.

CARE Budget Categories	Authorized Budget ¹⁰	Actual Expenses to Date	% of Budget Spent
Outreach	3,327,551	2,161,069	65%
Proc., Certification and Verification	507,020	531,804	105%
Post Enrollment Verification	356,501	235,588	66%
Information Tech./Programming	1,661,365	1,187,020	71%
Pilots-CHANGES	262,500	220,302	84%
Regulatory Compliance	247,184	208,655	84%
General Administration	819,769	391,506	48%
CPUC Energy Division Staff	56,712	34,395	61%
Cooling Centers	43,069	25,334	59%
Total Expenses	7,281,672	4,995,672	69%
Subsidies and Benefits	73,102,151	117,038,810	160%
Total Program Costs and Discounts	80,383,823	122,034,482	152%

2.1.2 Provide the CARE Program penetration rate to date.

CARE Penetration		
Participants Enrolled	Eligible Participants ¹¹	Penetration rate
280,481	321,323	87%

¹⁰ Reflects the authorized funding per year in D.17-12-009 and updated via Resolution E-4884 addressing conforming Advice Letter 3065-E/2568-G and 3065-E-A/2568-G-A.

¹¹ On February 9, 2018, the IOUs filed the Annual Estimates of Care Eligible Customers and Related Information. This number reflects SDG&E's CARE Eligible Participants for 2018. As reflected in filing A.14-11-007, et al., Annual CARE Eligibility Estimates.

2.2 Outreach

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

In November 2018, marketing and outreach efforts generated 12,013 completed CARE applications, and 5,503 new enrollments/recertifications for the program.

Below is a summary of CARE specific outreach efforts. A summary of SDG&E's joint CARE and ESA Program marketing, education and outreach efforts are provided in section 1.2.2.

Direct Marketing

Direct Mail

For November 2018, SDG&E continued its rate comparison campaign by mailing a comparison letter to 18,424 potential CARE customers. The letter compares a customer's yearly total 2017 bill cost to what it would have been had they been enrolled in CARE receiving an average discount of 30%. Customers are encouraged to call SDG&E's toll-free enrollment number or to apply through SDG&E's online application. The letter contributed to 164 CARE automated phone enrollments and 1,902 online enrollments.

Email

For the month of November 2018, SDG&E continued with its Rate Comparison Nurture Campaign. The Nurture Campaign sends a series of automated, pre-written messages over a specified period to move customers closer to conversion. Contacts receive messages based on behavioral triggers and may receive up to

three messages (including reminders) over a 30-day period, depending on engagement level. The November campaign was sent to 28,848 customers and generated a 38% open rate and an 8% click through rate over the course of the month.

SDG&E also sent recertification reminder emails to 1,920 CARE customers who were due to recertify within the next 60 days. SDG&E received an open rate of 54% for these emails, with a click through rate of 35%.

Community Outreach & Engagement

Community outreach & engagement efforts allow SDG&E to educate, connect and directly engage with customers in communities where they work and live. Outreach and engagement activities included events, presentations, workshops, trainings, partnerships with CBOs, and customized efforts.

CARE Partners (Capitation Agencies)

SDG&E partners with 20 social service agencies such as the WIC program, refugee assimilation organizations, 2-1-1 San Diego, and others to help enroll its hardest-to-reach customers. These organizations serve high-risk, low-income individuals and families with enrollment in state and federally-funded assistance programs, including Cal Fresh, LIHEAP, Covered California, and California Lifeline. The partnering organizations are located in diverse low-income communities serving multicultural/multilingual, seniors, veterans, special needs,

and limited English proficient (LEP) audiences and provide multilingual staffing. During the month of November, SDG&E's CARE Partners enrolled 238 customers in the CARE Program and generated 79 ESA Program leads.

Cool Zones

SDG&E partners with the County of San Diego's Aging & Independent Services to promote 117 county facilities that customers can visit to beat the heat in extreme hot weather conditions during the months of May through October each year. As of October 31, the Cool Zone program is closed for the remainder of the year until Spring of 2019 as weather in the region cools down.

Women's Infant & Children Organizations

SDG&E's Customer Solutions team provided training to the Women's Infant & Children's (WIC) Organizations, which included training for case workers on the CARE and FERA programs. As most of the WIC trainings occur in in late summer, early fall, there were no trainings scheduled for the offices in November.

County Health and Human Service Agency Collaboration:

SDG&E collaborates with the County of San Diego Health and Human Services Agency (HHSA) to connect customers to programs like CARE. All field HHSA offices include a source coded CARE application in their new client intake packets. In the month of November, 255 CARE applications were submitted to SDG&E resulting in 88 CARE enrollments

and 117 program recertifications. Since January, 1,830 CARE applications have been submitted resulting in 652 enrollments and 873 recertifications.

2.3 CARE Recertification Complaints

2.3.1 Report the number of customer complaints received (formal or informal, however and wherever received) about their CARE recertification efforts, with the nature of the complaints and resolution.

During November 2018, SDG&E received no customer complaints regarding CARE recertification.

3. CHANGES REPORTING

In compliance with requirements outlined in D.12-12-011, SDG&E has updated CARE Table 10 information for the month of October 2018. CARE Table 11 has been updated from August 1, 2018 through October 31, 2018. November 2018 activity for Table 10, and Table 11 activity for November 1, 2018 through January 31, 2019, will be reported in a subsequent report.¹²

¹² SDG&E provides data from the previous month due to reporting delays from CHANGES which prevents SDG&E from reporting current month activity.

4. APPENDIX – ESA AND CARE PROGRAM TABLES

ESA Program - Table 1 - Program Expenses

ESA Program - Table 1A – Program Expenses Funded from 2009-2016 Unspent ESA Program Funds

ESA Program - Table 2 - Program Expenses & Energy Savings by Measures Installed

ESA Program - Table 2A - Program Expenses & Energy Savings by Measures Installed (CSD Leveraging)

ESA Program - Table 2B - Program Expenses & Energy Savings by Measures Installed (Multifamily Common Area Measures)

ESA Program - Table 3 - Average Bill Savings per Treated Home

ESA Program - Table 4a - Homes Treated

ESA Program - Table 4b - Homes Unwilling/Unable to Participate

ESA Program - Table 5 - Program Customer Summary

ESA Program - Table 6 - Expenditures for Pilots and Studies

ESA Program – Table 7 - Second Refrigerator, In-Home Education, MyEnergy/MyAccount Platform

CARE Program - Table 1 - CARE Overall Program Expenses

CARE Program - Table 2 - CARE Enrollment, Recertification, Attrition, and Penetration

CARE Program - Table 3a - CARE Post-Enrollment Verification Results (Model)

CARE Program - Table 3b - CARE Post-Enrollment Verification Results (High Usage)

CARE Program - Table 4 - Self Certification and Re-Certification

CARE Program - Table 5 - Enrollment by County

CARE Program - Table 6 - Recertification Results

CARE Program - Table 7 - Capitation Contractors

CARE Program - Table 8 - Participants as of Month End

CARE Program - Table 9 - Expenditures for the CHANGES Pilot

CARE Program - Table 10 - CHANGES One-On-One Customer Assistance Sessions

CARE Program - Table 11 - CHANGES Group Customer Assistance Sessions

	A	B	C	D	E	F	G	H	I	J	K	L	M
1	Energy Savings Assistance Program Table 1 - Expenses												
2	San Diego Gas & Electric												
3	November 2018												
4		Authorized Budget^[1,2]			Current Month Expenses^[3]			Year to Date Expenses			% of Budget Spent YTD		
5	ESA Program:	Electric	Gas	Total	Electric	Gas	Total	Electric	Gas	Total	Electric	Gas	Total
6	Energy Efficiency												
7	Appliances [3]	\$ 3,555,699	\$ 1,331,212	\$ 4,886,911	\$ 175,354	\$ -	\$ 175,354	\$ 1,896,531	\$ (81,639)	\$ 1,814,892	53%	-6%	37%
8	Domestic Hot Water	\$ 63,721	\$ 2,060,311	\$ 2,124,032	\$ 5,183	\$ 167,598	\$ 172,782	\$ 36,858	\$ 1,191,739	\$ 1,228,597	58%	58%	58%
9	Enclosure	\$ 1,917,114	\$ 2,966,933	\$ 4,884,047	\$ 259,553	\$ 344,059	\$ 603,612	\$ 1,701,756	\$ 2,255,817	\$ 3,957,573	89%	76%	81%
10	HVAC [3]	\$ 424,438	\$ 3,701,892	\$ 4,126,330	\$ (43,334)	\$ 266,242	\$ 222,908	\$ 55,199	\$ 2,041,437	\$ 2,096,636	13%	55%	51%
11	Maintenance [3]	\$ 13,491	\$ 556,995	\$ 570,486	\$ -	\$ (3,634)	\$ (3,634)	\$ (13,176)	\$ 161,323	\$ 148,147	-98%	29%	26%
12	Lighting [4]	\$ 2,977,421	\$ -	\$ 2,977,421	\$ 338,939	\$ -	\$ 338,939	\$ 3,698,009	\$ -	\$ 3,698,009	124%	0%	124%
13	Miscellaneous	\$ 1,576,005	\$ -	\$ 1,576,005	\$ 19,973	\$ -	\$ 19,973	\$ 440,079	\$ -	\$ 440,079	28%	0%	28%
14	Customer Enrollment [3]	\$ 2,150,145	\$ 2,150,145	\$ 4,300,290	\$ (128,255)	\$ (128,255)	\$ (256,510)	\$ 1,259,571	\$ 1,259,571	\$ 2,519,142	59%	59%	59%
15	In Home Education [3]	\$ 330,757	\$ 330,757	\$ 661,513	\$ (22,380)	\$ (22,380)	\$ (44,760)	\$ 209,379	\$ 209,379	\$ 418,758	63%	63%	63%
16	Pilot	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%	0%	0%
17	Fund Shifting Offset			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%	0%	0%
18	Multi-Family Common Area Measures			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%	0%	0%
19	Energy Efficiency TOTAL [5]	\$ 13,008,791	\$ 13,098,244	\$ 26,107,035	\$ 605,032	\$ 623,629	\$ 1,228,661	\$ 9,284,207	\$ 7,037,626	\$ 16,321,833	71%	54%	63%
20													
21	Training Center	\$ 239,417	\$ 239,417	\$ 478,834	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%	0%	0%
22	Inspections	\$ 86,707	\$ 86,707	\$ 173,414	\$ 5,325	\$ 5,325	\$ 10,651	\$ 55,460	\$ 55,460	\$ 110,921	64%	64%	64%
23	Marketing and Outreach	\$ 600,000	\$ 600,000	\$ 1,200,000	\$ 47,112	\$ 47,112	\$ 94,225	\$ 362,005	\$ 362,005	\$ 724,010	60%	60%	60%
24	Statewide Marketing Education and Outreach	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%	0%	0%
25	Measurement and Evaluation Studies [6]	\$ 17,083	\$ 17,083	\$ 34,166	\$ -	\$ -	\$ -	\$ 21,990	\$ 21,990	\$ 43,980	129%	129%	129%
26	Regulatory Compliance	\$ 136,982	\$ 136,982	\$ 273,964	\$ 29,058	\$ 29,058	\$ 58,116	\$ 119,394	\$ 119,394	\$ 238,788	87%	87%	87%
27	General Administration [7]	\$ 1,315,457	\$ 1,315,457	\$ 2,630,913	\$ 117,823	\$ 117,823	\$ 235,645	\$ 1,074,492	\$ 1,074,493	\$ 2,148,985	82%	82%	82%
28	CPUC Energy Division	\$ 22,950	\$ 22,950	\$ 45,900	\$ -	\$ -	\$ -	\$ 7,370	\$ 7,370	\$ 14,741	32%	32%	32%
29	Reallocation (ME&O budget reduced from \$1.2M)	\$ 343,848	\$ 343,848	\$ 687,695	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%	0%	0%
30													
31	TOTAL PROGRAM COSTS	\$ 15,771,234	\$ 15,860,687	\$ 31,631,921	\$ 804,350	\$ 822,947	\$ 1,627,298	\$ 10,924,919	\$ 8,678,338	\$ 19,603,257	69%	55%	62%
32	Funded Outside of ESA Program Budget												
33	Indirect Costs				\$ 40,426	\$ 40,485	\$ 80,911	\$ 438,829	\$ 428,725	\$ 867,553			
34	NGAT Costs [3]		\$ 305,000	\$ 305,000		\$ (7,414)	\$ (7,414)		\$ 153,960	\$ 153,960		50%	50%
35													
36	[1] Authorized budget does not include shifted funds from previous years and/or program cycles. Shifted funds, referred to as "2009-2016 Unspent ESA Program Funds", is reflected in ESA Table 1A.												
37	[2] Reflects the authorized funding in D.16-11-022 and updated via Resolution E-4884 addressing conforming Advice Letters 3065-E/2568-G and 3065-E-A/2568-G-A.												
38	[3] Negative amounts are due to the accrual-reversals and/or adjustments for 2017 invoices posted in 2018.												
39	[4] Increased expense due to additional installation of LED measures that were not included in the original authorized budget.												
40	[5] Current Month Expenses for Energy Efficiency Total includes November accrual and re-accrual of \$1,085,854 in the following reporting categories: Appliances \$116,354; Domestic Hot Water \$76,843; HVAC \$135,956; Misc. \$30,283; Lighting \$248,560; Maintenance \$5,264; Enclosure \$257,595; Customer Enrollment \$181,322; In Home Energy Education \$33,677.												
41	[6] Coverage due to the inclusion of overhead charges from SCG, which will be reversed in the December's closing process.												
42	[7] Includes the reclassification of \$95,913 from Multi-Family Common Area Measures (previously reported in 2017 ESA Table 1A) to General Administration as directed by the CPUC's Energy Division disposition dated 5/23/18 regarding AL 3196-E/2654-G.												
43													
44	Note: Any required corrections/adjustments are reported herein and supersede results reported in prior months and may reflect YTD adjustments.												

**Energy Savings Assistance Program Table 1A - Expenses Funded From 2009-2016 Unspent ESA Program Funds
San Diego Gas & Electric
November 2018**

ESA Program:	Authorized Budget [1]			Current Month Expenses			Year to Date Expenses			% of Budget Spent YTD		
	Electric	Gas	Total	Electric	Gas	Total	Electric	Gas	Total	Electric	Gas	Total
Energy Efficiency												
Multi-Family Common Area Measures [2]	\$ 989,875	\$ 1,010,125	\$ 2,000,000	\$ -	\$ -	\$ -	\$ (47,219)	\$ (47,219)	\$ (94,439)	-5%	-5%	-5%
In-Home Education	\$ 168,628	\$ 168,628	\$ 337,256	\$ -	\$ -	\$ -	\$ 23,438	\$ 23,438	\$ 46,877	14%	14%	14%
Leveraging - CSD	\$ 241,216	\$ 241,216	\$ 482,431	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%	0%	0%
Pilot [3]	\$ 112,500	\$ 112,500	\$ 225,000	\$ 3,245	\$ 3,245	\$ 6,490	\$ 5,538	\$ 5,538	\$ 11,076	0%	0%	5%
Measurement and Evaluation Studies [4]	\$ 30,625	\$ 30,625	\$ 61,250	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%	0%	0%
Regulatory Compliance	\$ -	\$ -	\$ -	\$ 7,645	\$ 7,645	\$ 15,289	\$ 7,645	\$ 7,645	\$ 15,289	0%	0%	0%
General Administration	\$ 50,683	\$ 50,683	\$ 101,365	\$ 388	\$ 388	\$ 776	\$ 3,534	\$ 3,534	\$ 7,068	7%	7%	7%
TOTAL UNSPENT PROGRAM COSTS	\$ 1,593,526	\$ 1,613,776	\$ 3,207,302	\$ 11,278	\$ 11,278	\$ 22,555	\$ (7,065)	\$ (7,064)	\$ (14,129)	16%	16%	21%

[1] Reflects the authorized funding in D.16-11-022 and updated via Resolution E-4884 addressing conforming Advice Letters 3065-E/2568-G and 3065-E-A/2568-G-A.

[2] Negative amount is the result of reclassifying \$95,913 from Multi-Family Common Area Measures charged in 2017 to General Administration (ESA Table 1) as outlined in the CPUC's Energy Division disposition letter AL 3196-E/2654-G.

[3] Programmable Communicating Thermostat (PCT) Pilot budget reduced to \$450,000 (\$225,000/yr. for 2018 and 2019), from requested amount of \$500,000, effective May 2018, pursuant to CPUC's Energy Division disposition letter dated 5/3/18 regarding SDG&E AL 3197-E/2655-G.

[4] Funding authorized for Rapid Feedback Research and Analysis and Potential and Goals Study.

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

**Energy Savings Assistance Program Table 2
San Diego Gas & Electric
November 2018**

Energy Savings Assistance Program Table 2 San Diego Gas & Electric November 2018																												
ESA Program (Summary) Total								ESA Program (First Touch Homes Treated)						ESA Program (Re-Treated Homes/Go Backs)						ESA Program (Aliso Canyon - SCG & SCE) [6]								
Measures	Units	Year-To-Date Completed & Expensed Installation						Units	Year-To-Date Completed & Expensed Installation					Units	Year-To-Date Completed & Expensed Installation					Units	Year-To-Date Completed & Expensed Installation							
		Quantity Installed	kWh [4] (Annual)	kW [4] (Annual)	Therms [4] (Annual)	Expenses (\$) [7]	% of Expenditure		Quantity Installed	kWh[4] (Annual)	kW[4] (Annual)	Therms[4] (Annual)	Expenses (\$)		% of Expenditure	Quantity Installed	kWh[4] (Annual)	kW[4] (Annual)	Therms[4] (Annual)		Expenses (\$)	% of Expenditure	Quantity Installed	kWh[4] (Annual)	kW[4] (Annual)	Therms[4] (Annual)	Expenses (\$)	% of Expenditure
		(K+S)	(L+T)	(M+U)	(N+V)	(O+W)																						
Appliances																												
High Efficiency Clothes Washer	Each	283	1,107	0	3,965	\$ 215,780	1.4%	Each	153	861	0	2,173	\$ 116,752.66	1.5%	Each	130	246	0	1,792	\$ 99,027	1.4%	Each	-	-	-	-	\$ -	0.0%
Refrigerators	Each	865	538,728	64	-	\$ 737,342	4.9%	Each	534	332,722	39	-	\$ 468,270	5.9%	Each	331	206,006	24	-	\$ 269,073	3.7%	Each	-	-	-	-	\$ -	0.0%
Microwaves [5]	Each	6,573	142,752	14	97,768	\$ 717,198	4.8%	Each	1,768	50,755	6	21,755	\$ 198,915	2.5%	Each	4,805	91,997	9	76,013	\$ 518,283	7.2%	Each	-	-	-	-	\$ -	0.0%
Domestic Hot Water																												
Water Heater Blanket	Home	175	16	0	77	\$ 10,145	0.1%	Home	117	16	0	51	\$ 6,802	0.1%	Home	58	-	-	26	\$ 3,343	0.0%	Home	-	-	-	-	\$ -	0.0%
Low Flow Shower Head	Home	7,181	400	0	4,123	\$ 389,955	2.6%	Home	3,867	358	0	2,397	\$ 221,963	2.8%	Home	3,314	41	0	1,725	\$ 167,992	2.3%	Home	-	-	-	-	\$ -	0.0%
Water Heater Pipe Insulation	Home	226	0	-	5	\$ 6,716	0.0%	Home	186	0	-	4	\$ 5,691	0.1%	Home	40	-	-	1	\$ 1,025	0.0%	Home	-	-	-	-	\$ -	0.0%
Faucet Aerator	Home	11,906	289	0	3,380	\$ 86,862	0.6%	Home	3,898	183	0	1,257	\$ 31,737	0.4%	Home	8,008	106	0	2,122	\$ 55,126	0.8%	Home	-	-	-	-	\$ -	0.0%
Water Heater Repair/Replacement	Each	623	-	-	1,319	\$ 459,448	3.0%	Each	380	-	-	605	\$ 228,466	2.9%	Each	243	-	-	714	\$ 230,982	3.2%	Each	-	-	-	-	\$ -	0.0%
Thermostatic Shower Valve	Each	2,998	25,935	-	21,250	\$ 187,677	1.2%	Each	1,768	22,743	-	15,342	\$ 110,679	1.4%	Each	1,230	3,192	-	5,909	\$ 76,998	1.1%	Each	-	-	-	-	\$ -	0.0%
New - Combined Showerhead/TSV	Each	2	-	-	19	\$ 137	0.0%	Each	2	-	-	19	\$ 137	0.0%	Each	-	-	-	-	\$ -	0.0%	Each	-	-	-	-	\$ -	0.0%
New - Heat Pump Water Heater	Each	-	-	-	-	\$ -	0.0%	Each	-	-	-	-	\$ -	0.0%	Each	-	-	-	-	\$ -	0.0%	Each	-	-	-	-	\$ -	0.0%
New - Tub Diverter/ Tub Spout	Each	11	65	0	16	\$ 1,103	0.0%	Each	9	65	0	12	\$ 903	0.0%	Each	2	-	-	4	\$ 201	0.0%	Each	-	-	-	-	\$ -	0.0%
New - Thermostat-controlled Shower Valve	Each	-	-	-	-	\$ -	0.0%	Each	-	-	-	-	\$ -	0.0%	Each	-	-	-	-	\$ -	0.0%	Each	-	-	-	-	\$ -	0.0%
Enclosure																												
Air Sealing / Envelope [1]	Home	8,018	390,413	82	15,611	\$ 3,595,876	23.8%	Home	4,589	227,358	48	10,901	\$ 1,981,488	25.1%	Home	3,429	163,054	34	4,709	\$ 1,614,388	22.4%	Home	-	-	-	-	\$ -	0.0%
Caulking	Home	-	-	-	-	\$ -	0.0%	Home	-	-	-	-	\$ -	0.0%	Home	-	-	-	-	\$ -	0.0%	Home	-	-	-	-	\$ -	0.0%
Attic Insulation	Home	228	22,319	4	5,683	\$ 272,939	1.8%	Home	159	15,836	3	3,937	\$ 196,341	2.5%	Home	69	6,483	1	1,746	\$ 76,598	1.1%	Home	-	-	-	-	\$ -	0.0%
HVAC																												
FAU Standing Pilot Conversion	Each	1	-	-	15	\$ 324	0.0%	Each	1	-	-	15	\$ 324	0.0%	Each	-	-	-	-	\$ -	0.0%	Each	-	-	-	-	\$ -	0.0%
Furnace Repair/Replacement	Each	3,673	-	-	-	\$ 1,692,776	11.2%	Each	2,142	-	-	-	\$ 1,115,506	14.2%	Each	1,531	-	-	-	\$ 577,271	8.0%	Each	-	-	-	-	\$ -	0.0%
Room A/C Replacement	Each	139	2,060	0	-	\$ 137,272	0.9%	Each	75	1,729	0	-	\$ 71,092	0.9%	Each	64	331	0	-	\$ 66,180	0.9%	Each	-	-	-	-	\$ -	0.0%
Central A/C replacement	Each	-	-	-	-	\$ -	0.0%	Each	-	-	-	-	\$ -	0.0%	Each	-	-	-	-	\$ -	0.0%	Each	-	-	-	-	\$ -	0.0%
Heat Pump Replacement	Each	-	-	-	-	\$ -	0.0%	Each	-	-	-	-	\$ -	0.0%	Each	-	-	-	-	\$ -	0.0%	Each	-	-	-	-	\$ -	0.0%
Evaporative Cooler (Replacement)	Each	-	-	-	-	\$ -	0.0%	Each	-	-	-	-	\$ -	0.0%	Each	-	-	-	-	\$ -	0.0%	Each	-	-	-	-	\$ -	0.0%
Evaporative Cooler (Installation)	Each	-	-	-	-	\$ -	0.0%	Each	-	-	-	-	\$ -	0.0%	Each	-	-	-	-	\$ -	0.0%	Each	-	-	-	-	\$ -	0.0%
Duct Testing and Sealing	Home	119	6,519	1	1,656	\$ 26,231	0.2%	Home	104	5,739	1	1,471	\$ 23,040	0.3%	Home	15	780	0	185	\$ 3,191	0.0%	Home	-	-	-	-	\$ -	0.0%
New - Energy Efficient Fan Control	Home	-	-	-	-	\$ -	0.0%	Home	-	-	-	-	\$ -	0.0%	Home	-	-	-	-	\$ -	0.0%	Home	-	-	-	-	\$ -	0.0%
New - Prescriptive Duct Sealing	Home	-	-	-	-	\$ -	0.0%	Home	-	-	-	-	\$ -	0.0%	Home	-	-	-	-	\$ -	0.0%	Home	-	-	-	-	\$ -	0.0%
New - High Efficiency Forced Air Unit (HE FAU)	Home	-	-	-	-	\$ -	0.0%	Home	-	-	-	-	\$ -	0.0%	Home	-	-	-	-	\$ -	0.0%	Home	-	-	-	-	\$ -	0.0%
New - A/C Time Delay	Home	-	-	-	-	\$ -	0.0%	Home	-	-	-	-	\$ -	0.0%	Home	-	-	-	-	\$ -	0.0%	Home	-	-	-	-	\$ -	0.0%
Maintenance																												
Furnace Clean and Tune	Home	1,160	-	-	10,355	\$ 89,510	0.6%	Home	977	-	-	8,685	\$ 75,777	1.0%	Home	183	-	-	1,670	\$ 13,734	0.2%	Home	-	-	-	-	\$ -	0.0%
Central A/C Tune up	Home	-	-	-	-	\$ -	0.0%	Home	-	-	-	-	\$ -	0.0%	Home	-	-	-	-	\$ -	0.0%	Home	-	-	-	-	\$ -	0.0%
Lighting																												
Interior Hard wired LED fixtures	Each	5,711	396,750	392	-	\$ 599,060	4.0%	Each	1,993	208,421	308	-	\$ 274,793	3.5%	Each	3,718	188,329	85	-	\$ 324,267	4.5%	Each	-	-	-	-	\$ -	0.0%
Exterior Hard wired LED fixtures	Each	2,090	166,418	88	-	\$ 170,016	1.1%	Each	1,086	110,975	71	-	\$ 96,945	1.2%	Each	1,004	55,442	16	-	\$ 73,071	1.0%	Each	-	-	-	-	\$ -	0.0%
Torchiere LED	Each	8,198	500,917	689	-	\$ 1,005,897	6.7%	Each	3,601	330,426	540	-	\$ 541,165	6.9%	Each	4,597	170,491	149	-	\$ 464,732	6.4%	Each	-	-	-	-	\$ -	0.0%
Occupancy Sensor	Each	-	-	-	-	\$ -	0.0%	Each	-	-	-	-	\$ -	0.0%	Each	-	-	-	-	\$ -	0.0%	Each	-	-	-	-	\$ -	0.0%
LED Night Lights	Each	42,387	49,040	5	-	\$ 146,215	1.0%	Each	15,679	19,054	2	-	\$ 54,573	0.7%	Each	26,708	29,986	3	-	\$ 91,642	1.3%	Each	-	-	-	-	\$ -	0.0%
New - LED Diffuse Bulb (60W Replacement)	Each	98,618	1,199,163	119	(22,092)	\$ 1,380,652	9.1%	Each	53,557	667,104	66	(12,290)	\$ 749,798	9.5%	Each	45,061	532,059	53	(9,802)	\$ 630,854	8.7%	Each	-	-	-	-	\$ -	0.0%
New - LED Reflector Bulb	Each	6,309	146,937	15	(2,460)	\$ 97,160	0.6%	Each	4,393	106,137	11	(1,777)	\$ 67,654	0.9%	Each	1,916	40,799	4	(683)	\$ 29,506	0.4%	Each	-	-	-	-	\$ -	0.0%
New - LED Reflector Downlight Retrofit Kits	Each	-	-	-	-	\$ -	0.0%	Each	-	-	-	-	\$ -	0.0%	Each	-	-	-	-	\$ -	0.0%	Each	-	-	-	-	\$ -	0.0%
New - LED A-Lamps	Each	-	-	-	-	\$ -	0.0%	Each	-	-	-	-	\$ -	0.0%	Each	-	-	-	-	\$ -	0.0%	Each	-	-	-	-	\$ -	0.0%
Miscellaneous																												
Pool Pumps	Each	-	-	-	-	\$ -	0.0%	Each	-	-	-	-	\$ -	0.0%	Each	-	-	-	-	\$ -	0.0%	Each	-	-	-	-	\$ -	0.0%
Smart Power Strips - Tier 1	Each	5,914	145,481	-	-	\$ 223,866	1.5%	Each	4,037	99,495	-	-	\$ 152,809	1.9%	Each	1,877	45,987	-	-	\$ 71,057	1.0%	Each	-	-	-	-	\$ -	0.0%
New - Smart Power Strips - Tier 2	Each	2,619	46,771	-	-	\$ 181,240	1.2%	Each	1,939	32,830	-	-	\$ 134,710	1.7%	Each	680	13,941	-	-	\$ 46,530	0.6%	Each	-	-	-	-	\$ -	0.0%
Pilots																												
Customer Enrollment																												
Outreach & Assessment	Home	14,932	-	-	-	\$ 2,250,682	14.9%	Home	5,787	-	-	-	\$ 803,600	10.2%	Home	9,145	-	-	-	\$ 1,447,082	20.1%	Home	-	-	-	-	\$ -	0.0%
In-Home Education	Home	14,934	-	-	-	\$ 415,316	2.8%	Home	5,792	-	-	-	\$ 152,944	1.9%	Home	9,142	-	-	-	\$ 262,372	3.6%	Home	-	-	-	-	\$ -	0.0%
Total Savings/Expenditures																												
			3,782,078	1,473	140,690	\$ 15,097,395				2,232,808	1,095	54,559	\$ 7,882,870				1,549,270	378	86,131	\$ 7,214,525					\$ -			
Total Households Weatherized [2]																												
		7,109							3,972						3,137													
Households Treated																												
	Total (K+S)																											
- Single Family Households Treated	Home	6,557						Home	2,598					Home	3,959						Home							
- Multi-family Households Treated																												

**Energy Savings Assistance Program Table 2A
San Diego Gas & Electric
November 2018**

Measures	Units	ESA Program - CSD Leveraging					
		Year-To-Date Completed & Expensed Installation					
		Quantity Installed	kWh[3] (Annual)	kW[3] (Annual)	Therms[3] (Annual)	Expenses (\$)	% of Expenditure
Appliances							
High Efficiency Clothes Washer	Each	-	-	-	-	\$ -	0.0%
Refrigerators	Each	-	-	-	-	\$ -	0.0%
Microwaves [4]	Each	-	-	-	-	\$ -	0.0%
Domestic Hot Water							
Water Heater Blanket	Home	-	-	-	-	\$ -	0.0%
Low Flow Shower Head	Home	-	-	-	-	\$ -	0.0%
Water Heater Pipe Insulation	Home	-	-	-	-	\$ -	0.0%
Faucet Aerator	Home	-	-	-	-	\$ -	0.0%
Water Heater Repair/Replacement	Each	-	-	-	-	\$ -	0.0%
Thermostatic Shower Valve	Each	-	-	-	-	\$ -	0.0%
New - Combined Showerhead/TSV	Each	-	-	-	-	\$ -	0.0%
New - Heat Pump Water Heater	Each	-	-	-	-	\$ -	0.0%
New - Tub Diverter/ Tub Spout	Each	-	-	-	-	\$ -	0.0%
New - Thermostat-controlled Shower Valve	Each	-	-	-	-	\$ -	0.0%
Enclosure							
Air Sealing / Envelope [1]	Home	-	-	-	-	\$ -	0.0%
Caulking	Home	-	-	-	-	\$ -	0.0%
Attic Insulation	Home	-	-	-	-	\$ -	0.0%
HVAC							
FAU Standing Pilot Conversion	Each	-	-	-	-	\$ -	0.0%
Furnace Repair/Replacement	Each	-	-	-	-	\$ -	0.0%
Room A/C Replacement	Each	-	-	-	-	\$ -	0.0%
Central A/C replacement	Each	-	-	-	-	\$ -	0.0%
Heat Pump Replacement	Each	-	-	-	-	\$ -	0.0%
Evaporative Cooler (Replacement)	Each	-	-	-	-	\$ -	0.0%
Evaporative Cooler (Installation)	Each	-	-	-	-	\$ -	0.0%
Duct Testing and Sealing	Home	-	-	-	-	\$ -	0.0%
New - Energy Efficient Fan Control	Home	-	-	-	-	\$ -	0.0%
New - Prescriptive Duct Sealing	Home	-	-	-	-	\$ -	0.0%
New - High Efficiency Forced Air Unit (HE FAU)	Home	-	-	-	-	\$ -	0.0%
New - A/C Time Delay	Home	-	-	-	-	\$ -	0.0%
Maintenance							
Furnace Clean and Tune	Home	-	-	-	-	\$ -	0.0%
Central A/C Tune up	Home	-	-	-	-	\$ -	0.0%
Lighting							
Interior Hard wired LED fixtures	Each	-	-	-	-	\$ -	0.0%
Exterior Hard wired LED fixtures	Each	-	-	-	-	\$ -	0.0%
Torchiere LED	Each	-	-	-	-	\$ -	0.0%
Occupancy Sensor	Each	-	-	-	-	\$ -	0.0%
LED Night Lights	Each	-	-	-	-	\$ -	0.0%
New - LED Diffuse Bulb (60W Replacement)	Each	-	-	-	-	\$ -	0.0%
New - LED Reflector Bulb	Each	-	-	-	-	\$ -	0.0%
New - LED Reflector Downlight Retrofit Kits	Each	-	-	-	-	\$ -	0.0%
New - LED A-Lamps	Each	-	-	-	-	\$ -	0.0%
Miscellaneous							
Pool Pumps	Each	-	-	-	-	\$ -	0.0%
Smart Power Strips - Tier 1	Each	-	-	-	-	\$ -	0.0%
New - Smart Power Strips - Tier 2	Each	-	-	-	-	\$ -	0.0%
Pilots							
Customer Enrollment							
Outreach & Assessment	Home	-	-	-	-	\$ -	0.0%
In-Home Education	Home	-	-	-	-	\$ -	0.0%
Total Savings/Expenditures							
			-	-	-	\$ -	0.0%
Total Households Weatherized [2]							
CSD MF Buildings Treated							
			Total				
			-				
			-				
- Multifamily							

[1] Envelope and Air Sealing Measures may include outlet cover plate gaskets, attic access weatherization, weatherstripping - door, caulking and minor home repairs. Minor home repairs predominantly are door jamb repair / replacement, door repair, and window putty.

[2] Weatherization may consist of attic insulation, attic access weatherization, weatherstripping - door, caulking, & minor home repairs.

[3] All savings are calculated based on the following sources:

Evergreen Economics "Impact Evaluation of the 2011 CA Low Income Energy Efficiency Program, Final Report." August 30, 2013.

[4] Microwave savings are from ECONorthWest Study received in December of 2011.

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

**Energy Savings Assistance Program Table 2B
San Diego Gas & Electric
November 2018**

*ESA Program - Multifamily Common Area							
Measures	Units	Year-To-Date Completed & Expensed Installation					
		Quantity Installed	kWh[3] (Annual)	kW[3] (Annual)	Therms[3] (Annual)	Expenses (\$)	% of Expenditure
Appliances							
High Efficiency Clothes Washer	Each						0.0%
Refrigerators	Each						0.0%
Microwaves	Each						0.0%
Domestic Hot Water							
Water Heater Blanket	Home						0.0%
Low Flow Shower Head	Home						0.0%
Water Heater Pipe Insulation	Home						0.0%
Faucet Aerator	Home						0.0%
Water Heater Repair/Replacement	Each						0.0%
Thermostatic Shower Valve	Each						0.0%
New - Combined Showerhead/TSV	Each						0.0%
New - Heat Pump Water Heater	Each						0.0%
New - Tub Diverter/ Tub Spout	Each						0.0%
New - Thermostat-controlled Shower Valve	Each						0.0%
Enclosure							
Air Sealing / Envelope [1]	Home						0.0%
Caulking	Home						0.0%
Attic Insulation	Home						0.0%
HVAC							
FAU Standing Pilot Conversion	Each						0.0%
Furnace Repair/Replacement	Each						0.0%
Room A/C Replacement	Each						0.0%
Central A/C replacement	Each						0.0%
Heat Pump Replacement	Each						0.0%
Evaporative Cooler (Replacement)	Each						0.0%
Evaporative Cooler (Installation)	Each						0.0%
Duct Testing and Sealing	Home						0.0%
New - Energy Efficient Fan Control	Home						0.0%
New - Prescriptive Duct Sealing	Home						0.0%
New - High Efficiency Forced Air Unit (HE FAU)	Home						0.0%
New - A/C Time Delay	Home						0.0%
Maintenance							
Furnace Clean and Tune	Home						0.0%
Central A/C Tune up	Home						0.0%
Lighting							
Interior Hard wired LED fixtures	Each						0.0%
Exterior Hard wired LED fixtures	Each						0.0%
Torchiere LED	Each						0.0%
Occupancy Sensor	Each						0.0%
LED Night Lights	Each						0.0%
New - LED Diffuse Bulb (60W Replacement)	Each						0.0%
New - LED Reflector Bulb	Each						0.0%
New - LED Reflector Downlight Retrofit Kits	Each						0.0%
New - LED A-Lamps	Each						0.0%
Miscellaneous							
Pool Pumps	Each						0.0%
Smart Power Strips - Tier 1	Each						0.0%
New - Smart Power Strips - Tier 2	Each						0.0%
Ancillary Services							
Commissioning [5]	Home						0.0%
Audit	Home						0.0%
Administration [4]	Home						0.0%
Pilots							
Customer Enrollment							
Outreach & Assessment	Home					\$ -	0.0%
In-Home Education	Home					\$ -	0.0%
Total Savings/Expenditures							
			-	-	-	\$ -	0.0%
Total Multifamily Buildings Weatherized [2]							
Multifamily Buildings Treated							
	Total						
- Multifamily	0						

[1] Envelope and Air Sealing Measures may include outlet cover plate gaskets, attic access weatherization, weatherstripping - door, caulking and minor home repairs. Minor home repairs predominantly are door jamb repair / replacement, door repair, and window putty.

[2] Weatherization may consist of attic insulation, attic access weatherization, weatherstripping - door, caulking, & minor home repairs.

[3] All savings are calculated based on the following sources:

Evergreen Economics "Impact Evaluation of the 2011 CA Low Income Energy Efficiency Program, Final Report." August 30, 2013.

[4] Per D.16-11-022 at p.210, the CPUC imposes a cap of 10% of ESA Program funds for administrative activities and a ceiling of 20% for direct implementation non-incentive costs.

[5] Refers to optimizing the installation of the measure installed such as retrofitting pipes, etc.

* Note: Applicable to Deed-Restricted, government and non-profit owned multi-family buildings described in D.16-11-022 where 65% of tenants are income eligible based on CPUC income requirements of at or below 200% of the Federal Poverty Guidelines.

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

Note: Implementation of the MF CAM Initiative AL 3196-E-A_2654-G-A was approved effective 5/30/2018.

	A	B
1	Energy Savings Assistance Program Table 3 - Energy Savings and Average	
2	Bill Savings per Treated Home/Common Area	
3	San Diego Gas & Electric	
4	November 2018	
5	ESA Program	
6	Annual kWh Savings	3,782,078
7	Annual Therm Savings	140,690
8	Lifecycle kWh Savings	45,128,364
9	Lifecycle Therm Savings	1,490,937
10	Current kWh Rate	\$ 0.17
11	Current Therm Rate	\$ 0.63
12	Average 1st Year Bill Savings / Treated households	\$48.66
13	Average Lifecycle Bill Savings / Treated Household	\$515.65
14		
15		
16	ESA Program - CSD Leveraging	
17	Annual kWh Savings	-
18	Annual Therm Savings	-
19	Lifecycle kWh Savings	-
20	Lifecycle Therm Savings	-
21	Current kWh Rate	\$ -
22	Current Therm Rate	\$ -
23	Average 1st Year Bill Savings / Treated Households	\$ -
24	Average Lifecycle Bill Savings / Treated Household	\$ -
25		
26		
27	ESA Program - Multifamily Common Area	
28	Annual kWh Savings	-
29	Annual Therm Savings	-
30	Lifecycle kWh Savings	-
31	Lifecycle Therm Savings	-
32	Current kWh Rate	\$ -
33	Current Therm Rate	\$ -
34	Average 1st Year Bill Savings / Treated Buildings	\$ -
35	Average Lifecycle Bill Savings / Treated Buildings	\$ -
36		
37		
38	Summary - ESA Program/CSD Leveraging/ Multifamily Common Area [1]	
39	Annual kWh Savings	3,782,078
40	Annual Therm Savings	140,690
41	Lifecycle kWh Savings	45,128,364
42	Lifecycle Therm Savings	1,490,937
43	Current kWh Rate	\$ 0.17
44	Current Therm Rate	\$ 0.63
45	Average 1st Year Bill Savings / Treated households and Buildings	\$ 48.66
46	Average Lifecycle Bill Savings / Treated Household and Buildings	\$ 515.65
47		
48	[1] Summary is the sum of ESA Program + CSD Leveraging + Multifamily Common Area.	

	A	B	C	D	E	F	G
1	Energy Savings Assistance Program Table 4A - Homes/Buildings Treated						
2	San Diego Gas & Electric						
3	November 2018						
4							
5	ESA Program						
6	Eligible Households			Households Treated YTD			
7	County	Rural [1]	Urban	Total	Rural	Urban	Total
8	ORANGE	0	19,358	19,358	0	890	890
9	SAN DIEGO	7,533	305,205	312,738	420	13,639	14,059
10	Total	7,533	324,563	332,096	420	14,529	14,949
11							
12							
13	ESA Program - CSD Leveraging						
14					Households Treated YTD		
15	County				Rural	Urban	Total
16							0
17							0
18	Total				0	0	0
19							
20							
21	ESA Program - Multifamily Common Area						
22					Buildings Treated YTD		
23	County				Rural	Urban	Total
24							0
25							0
26	Total				0	0	0
27							
28	[1] For IOU low income-related and Energy Efficiency reporting and analysis, the Goldsmith definition is applied.						
29	Note: Any required corrections/adjustments are reported herein and supersede results reported in prior months and may reflect YTD adjustments.						

**Energy Savings Assistance Program Table 4B - Homes Unwilling / Unable to Participate
San Diego Gas & Electric
November 2018**

ESA Program		Reason Provided					
County	Customer Unwilling/Declined Program Measures	Customer Unavailable - Scheduling Conflicts	Hazardous Environment (unsafe/unclean)	Landlord Refused to Authorize Participation	Household Exceeds Allowable Limits	Unable to Provide Required Documentation	Other Infeasible/Ineligible
SAN DIEGO	12,226	152			1,245	357	148
ORANGE	257	1			69	0	2
Total	12,483	153	0	0	1,314	357	150

Note: 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	Energy Savings Assistance Program Table 5 - Energy Savings Assistance Program Customer Summary																
2	San Diego Gas & Electric																
3	November 2018																
4	ESA Program																
5		Gas & Electric				Gas Only			Electric Only			Total					
6		# of Household Treated by Month	(Annual)			# of Household Treated by Month	(Annual)			# of Household Treated by Month	(Annual)			# of Household Treated by Month	(Annual)		
7	Month		Therm	kWh	kW		Therm	kWh	kW		Therm	kWh	kW		Therm	kWh	kW
8	January	60	4,507	118,496	98	-	-	-	21	-	12,111	2	81	4,507	130,607	100	
9	February	1,874	21,876	383,674	206	-	-	-	202	-	52,921	12	2,076	21,876	436,594	218	
10	March	2,135	26,553	471,716	289	-	-	-	237	-	56,700	16	2,372	26,553	528,417	305	
11	April	1,871	22,578	438,121	288	-	-	-	240	-	51,971	15	2,111	22,578	490,092	303	
12	May	2,089	23,075	522,932	356	-	-	-	125	-	30,414	6	2,214	23,075	553,346	363	
13	June	47	2,728	132,697	16	-	-	-	9	-	7,009	1	56	2,728	139,707	17	
14	July	533	5,512	227,021	26	-	-	-	34	-	12,676	2	567	5,512	239,697	28	
15	August	501	4,963	241,929	27	-	-	-	124	-	16,736	1	625	4,963	258,665	28	
16	September	441	2,396	267,683	28	-	-	-	33	-	8,142	1	474	2,396	275,826	29	
17	October	2,903	17,609	367,845	42	-	-	-	116	-	19,497	2	3,019	17,609	387,342	44	
18	November	1,207	8,895	316,584	37	-	-	-	147	-	25,203	2	1,354	8,895	341,787	39	
19	December	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
20	YTD	13,661	140,690	3,488,698	1,414	-	-	-	1,288	-	293,380	60	14,949	140,690	3,782,078	1,473	
21																	
22	YTD Total Energy Impacts for all fuel types should equal YTD energy impacts that are reported every month Table 2.																
23	Note: Any required corrections/adjustments are reported herein and supersede results reported in prior months and may reflect YTD adjustments.																
24																	
25																	
26	ESA Program - CSD Leveraging																
27		Gas & Electric				Gas Only			Electric Only			Total					
28		# of Buildings Treated by Month	(Annual)			# of Buildings Treated by Month	(Annual)			# of Buildings Treated by Month	(Annual)			# of Buildings Treated by Month	(Annual)		
29	Month		Therm	kWh	kW		Therm	kWh	kW		Therm	kWh	kW		Therm	kWh	kW
30	January	0															
31	February	0															
32	March	0															
33	April	0															
34	May	0															
35	June	0															
36	July	0															
37	August	0															
38	September	0															
39	October																
40	November																
41	December																
42	YTD	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
43																	
44																	
45	YTD Total Energy Impacts for all fuel types should equal YTD energy impacts that are reported every month Table 2A.																
46	Note: Any required corrections/adjustments are reported herein and supersede results reported in prior months and may reflect YTD adjustments.																
47																	
48	ESA Program - Multifamily Common Area																
49		Gas & Electric				Gas Only			Electric Only			Total					
50		# of Buildings Treated by Month	(Annual)			# of Buildings Treated by Month	(Annual)			# of Buildings Treated by Month	(Annual)			# of Buildings Treated by Month	(Annual)		
51	Month		Therm	kWh	kW		Therm	kWh	kW		Therm	kWh	kW		Therm	kWh	kW
52	January	0															
53	February	0															
54	March	0															
55	April	0															
56	May	0															
57	June	0															
58	July	0															
59	August	0															
60	September	0															
61	October																
62	November																
63	December																
64	YTD	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
65																	
66	YTD Total Energy Impacts for all fuel types should equal YTD energy impacts that are reported every month Table 2B.																
67	Note: 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	Energy Savings Assistance Program Table 6 - Expenditures for Pilots and Studies												
2	San Diego Gas & Electric												
3	November 2018												
4		Authorized 2018 Funding [1]			Current Month Expenses			Expenses Since January 1, 2018			% of Budget Expended		
5		Electric	Gas	Total	Electric	Gas	Total	Electric	Gas	Total	Electric	Gas	Total
6	Pilots												
7	Programmable Communicating Thermostat (PCT) [2]	\$ 112,500	\$ 112,500	\$225,000	\$0	\$0	\$0	\$0	\$0	\$0	0%	0%	0%
8													
9													
10	Total Pilots	\$112,500	\$112,500	\$225,000	\$0	\$0	\$0	\$0	\$0	\$0	0%	0%	0%
11													
12													
13	Studies												
14													
15	Low Income Needs Assessment Study [3]	\$8,334	\$8,334	\$16,667	\$0	\$0	\$0	\$0	\$0	\$0	0%	0%	0%
16	Load Impact Evaluation Study [3] [4]	\$9,167	\$9,167	\$18,333	\$699	\$699	\$1,397	\$21,990	\$21,990	\$43,980	240%	240%	240%
17	Equity Criteria and Non Energy Benefits Evaluation (NEB's) [3]	\$2,500	\$2,500	\$5,000	\$0	\$0	\$0	\$0	\$0	\$0	0%	0%	0%
18	Unallocated Funds [3] [5]	-\$2,917	-\$2,917	-\$5,834	\$0	\$0	\$0	\$0	\$0	\$0	0%	0%	0%
19	2017 Potential and Goals Study [3]	\$5,625	\$5,625	\$11,250	\$0	\$0	\$0	\$0	\$0	\$0	0%	0%	0%
20	Rapid Feedback Research and Analysis [3]	\$25,000	\$25,000	\$50,000	\$0	\$0	\$0	\$0	\$0	\$0	0%	0%	0%
21													
22													
23	Total Studies	\$47,708	\$47,708	\$95,416	\$699	\$699	\$1,397	\$21,990	\$21,990	\$43,980	46%	46%	46%
24													
25	[1] Reflects the authorized funding in D.16-11-022 and updated via Resolution E-4884 addressing conforming Advice Letters 3065-E/2568-G and 3065-E-A/2568-G-A.												
26	[2] AL 3197-E/2655-G reduces the Programmable Communicating Thermostat (PCT) Pilot budget from SDG&E's requested amount of \$500,000 to \$450,000, to be split between PY's 2018 and 2019. [Table 1A]												
27	[3] Budget amounts updated as a result of recalculation and reallocation of 2018-2020 budget amounts.												
28	[4] Overage due to the incorrect inclusion of overheads from SCG, which will be corrected during next month's closing process.												
29	[5] Unallocated funds represent the amount of funds originally requested for the Energy Education Phase II Study which was subsequently not authorized in D.16-11-022. However the budget was authorized and is not unallocated to a specific study.												
30													
31	Note: Any required corrections/adjustments are reported herein and supersede results reported in prior months and may reflect YTD adjustments.												

Energy Savings Assistance Program Table 7 (Second Refrigerators, In-Home Education, MyEnergy/My Account Platform)

**San Diego Gas & Electric
November 2018**

Measures	Units	Received Refrigerator	Not eligible for Refrigerator due to Less than Six Occupants
Second Refrigerators	Each	0	

Measures	Units	Households that Only Received Energy Education
In-Home Education	Home	0

Households for My Energy/My Account Platform		
Opt-Out	Already Enrolled	Opt-In
8,954	2,091	167

	A	B	C	D	E	F	G	H	I	J	K	L	M
1	CARE Table 1 - CARE Program Expenses												
2	San Diego Gas & Electric												
3	November 2018												
4	Authorized Budget [1]			Current Month Expenses			Year to Date Expenses			% of Budget Spent YTD			
5	CARE Program:	Electric	Gas	Total	Electric	Gas	Total	Electric	Gas	Total	Electric	Gas	Total
6	Outreach	\$ 2,994,796	\$ 332,755	\$ 3,327,551	\$ 350,121	\$ 30,445	\$ 380,567	\$ 1,977,166	\$ 183,903	\$ 2,161,069	66%	55%	65%
7	Processing / Certification Re-certification [2]	\$ 456,318	\$ 50,702	\$ 507,020	\$ 36,527	\$ 3,176	\$ 39,703	\$ 486,468	\$ 45,336	\$ 531,804	107%	89%	105%
8	Post Enrollment Verification	\$ 320,851	\$ 35,650	\$ 356,501	\$ 22,702	\$ 1,974	\$ 24,676	\$ 215,474	\$ 20,114	\$ 235,588	67%	56%	66%
9	IT Programming	\$ 1,495,229	\$ 166,137	\$ 1,661,365	\$ 237,968	\$ 20,693	\$ 258,660	\$ 1,084,064	\$ 102,957	\$ 1,187,020	73%	62%	71%
10	Cooling Centers	\$ 38,762	\$ 4,307	\$ 43,069	\$ 445	\$ 39	\$ 484	\$ 23,240	\$ 2,094	\$ 25,334	60%	49%	59%
11													
12	Pilots/CHANGES Program [3]	\$ 236,250	\$ 26,250	\$ 262,500	\$ 20,125	\$ 1,750	\$ 21,875	\$ 201,299	\$ 19,003	\$ 220,302	85%	72%	84%
13	Studies [4]	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%	0%	0%
14	Regulatory Compliance [5]	\$ 222,466	\$ 24,718	\$ 247,184	\$ (57,224)	\$ (4,976)	\$ (62,200)	\$ 190,443	\$ 18,213	\$ 208,655	86%	74%	84%
15	General Administration [6]	\$ 737,792	\$ 81,977	\$ 819,769	\$ (101,214)	\$ (8,801)	\$ (110,015)	\$ 360,366	\$ 31,140	\$ 391,506	49%	38%	48%
16	CPUC Energy Division	\$ 51,041	\$ 5,671	\$ 56,712	\$ -	\$ -	\$ -	\$ 31,411	\$ 2,984	\$ 34,395	62%	53%	61%
17													
18	SUBTOTAL MANAGEMENT COSTS	\$ 6,553,505	\$ 728,167	\$ 7,281,672	\$ 509,450	\$ 44,300	\$ 553,750	\$ 4,569,930	\$ 425,743	\$ 4,995,672	70%	58%	69%
19													
20	CARE Rate Discount	\$ 65,791,936	\$ 7,310,215	\$ 73,102,151	\$ 7,918,294	\$ 711,716	\$ 8,630,010	\$ 108,150,358	\$ 8,888,452	\$ 117,038,810	164%	122%	160%
21													
22	TOTAL PROGRAM COSTS & CUSTOMER DISCOUNTS	\$ 72,345,440	\$ 8,038,382	\$ 80,383,823	\$ 8,427,744	\$ 756,016	\$ 9,183,760	\$ 112,720,288	\$ 9,314,195	\$ 122,034,482	156%	116%	152%
23													
24	Other CARE Rate Benefits												
25	- DWR Bond Charge Exemption				\$ 518,042		\$ 518,042	\$ 6,291,142		\$ 6,291,142			
26	- CARE Surcharge Exemption				\$ 425,442	\$ 22,828	\$ 448,270	\$ 5,084,359	\$ 312,739	\$ 5,397,098			
27	- California Solar Initiative Exemption				\$ 13,165		\$ 13,165	\$ 168,682		\$ 168,682			
28	- kWh Surcharge Exemption				\$ 61,447		\$ 61,447	\$ 849,852		\$ 849,852			
29	- Vehicle Grid Integration Exemption				\$ 47,238		\$ 47,238	\$ 558,476		\$ 558,476			
30	Total Other CARE Rate Benefits				\$ 1,065,334	\$ 22,828	\$ 1,088,162	\$ 12,952,510	\$ 312,739	\$ 13,265,249			
31													
32	Indirect Costs				\$ 73,596	\$ 6,400	\$ 79,996	\$ 765,380	\$ 70,054	\$ 835,434			
33													
34	[1] Reflects the authorized funding per year in D.16-11-022 and updated via Resolution E-4884 addressing conforming Advice Letter 3065-E/2568-G and 3065-E-A/2568-G-A.												
35	[2] Overage due to additional labor for transfer of employees from Customer Contact Center at the beginning of Q2, coupled with increased labor hours for CARE re-bill project.												
36	[3] Decision 15-12-047 transitioned from CHANGES pilot to CHANGES program and funding for the effort is captured herein.												
37	[4] Reflects the Annual Eligibility Estimates prepared by Athens Research on behalf of the utilities. This effort was formerly referenced as Measurement and Evaluation.												
38	[5] Negative amount due to reclass of IT charges to the IT Programming category.												
39	[6] Negative amount due to accrual reversal and reclass of Fulfillment services to the Outreach category.												
40													

CARE Table 2 - Enrollment, Recertification, Attrition, & Penetration⁵
San Diego Gas & Electric
November 2018

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	W	X	Y
	CARE Table 2 - Enrollment, Recertification, Attrition, & Penetration ⁵																								
	San Diego Gas & Electric																								
	November 2018																								
	New Enrollment										Recertification				Attrition (Drop Offs)				Enrollment		Total CARE Participants	Estimated CARE Eligible ⁵	Penetration Rate % (W/X)		
	Automatic Enrollment				Self-Certification (Income or Categorical)						Total New Enrollment (E+J)	Scheduled	Non-Scheduled (Duplicates)	Automatic	Total Recertification (L+M+N)	No Response ⁴	Failed PEV	Failed Recertification	Other	Total Attrition (P+Q+R+S)				Gross (K+O)	Net Adjusted (K-T)
	Inter-Utility ¹	Intra-Utility ²	Leveraging ³	Combined (B+C+D)	Online	Paper	Phone	Capitation	Combined (F+G+H+I)																
7	January	1	301	0	302	4,613	226	275	882	5,996	6,298	2,971	3,445	4,121	10,537	2,948	66	77	3,787	6,878	16,835	-580	281,648	321,323	88%
8	February	0	260	0	260	3,640	1,461	203	303	5,607	5,867	2,477	2,707	3,200	8,384	1,924	126	106	3,664	5,820	14,251	47	281,695	321,323	88%
9	March	0	226	0	226	3,667	1,071	322	217	5,277	5,503	1,951	2,573	4,158	8,682	1,819	55	80	2,297	4,251	14,185	1,252	282,947	321,323	88%
10	April	0	227	0	227	3,368	943	262	186	4,759	4,986	2,289	2,154	3,354	7,797	648	44	66	4,685	5,443	12,783	-457	282,490	321,323	88%
11	May	0	179	0	179	4,198	1,197	330	240	5,965	6,144	2,620	2,037	4,400	9,057	1,340	41	52	2,873	4,306	15,201	1,838	284,328	321,323	88%
12	June	0	36	0	36	3,603	1,111	339	102	5,155	5,191	1,481	1,163	3,263	5,907	1,298	48	27	11,081	12,454	11,098	-7,263	277,065	321,323	86%
13	July	0	27	0	27	2,681	1,065	188	109	4,043	4,070	1,196	2,583	2,353	6,132	1,285	41	63	-5,990	-4,601	10,202	8,671	285,736	321,323	89%
14	August	0	74	0	74	5,793	1,727	788	260	8,568	8,642	2,140	2,688	3,079	7,907	851	62	210	5,577	6,700	16,549	1,942	287,678	321,323	90%
15	September	0	133	0	133	4,072	1,203	597	231	6,103	6,236	1,557	2,728	2,685	6,970	786	53	173	2,045	3,057	13,206	3,179	290,857	321,323	91%
16	October	0	320	0	320	3,741	653	199	224	4,817	5,137	2,049	4,104	3,003	9,156	2,413	49	119	6,884	9,465	14,293	-4,328	284,884	321,323	89%
17	November	500	296	0	796	3,297	997	176	238	4,704	5,500	1,740	2,775	3,765	8,280	7,310	38	61	2,494	9,903	13,780	-4,403	280,481	321,323	87%
18	December			0	0						0				0					0	0	0			
19	YTD Total	501	2,079	0	2,580	42,673	11,654	3,679	2,992	60,994	63,574	22,471	28,957	37,381	88,809	22,622	623	1,034	39,397	63,676	152,383	-102	280,481	321,323	87%

¹ Enrollments via data sharing between the IOUs.
² Enrollments via data sharing between departments and/or programs within the utility.
³ Enrollments via data sharing with programs outside the IOU that serve low-income customers.
⁴ No response includes no response to both Recertification and Verification.
⁵ As reflected in filing A.14-11-007, et al., Annual CARE Eligibility Estimates filed February 9, 2018.

Note: 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	CARE Table 3A - Post-Enrollment Verification Results (Model)								
2	San Diego Gas & Electric								
3	November 2018								
4	Month	Total CARE Households Enrolled	Households Requested to Verify ¹	% of CARE Enrolled Requested to Verify Total	CARE Households De-enrolled (Due to no response)	CARE Households De-enrolled (Verified as Ineligible) ²	Total Households De-enrolled ³	% De-enrolled through Post Enrollment Verification ⁴	% of Total CARE Households De-enrolled
5	January	290,016	1,808	0.6%	940	54	1,047	57.9%	0.4%
6	February	288,055	1,063	0.4%	586	39	664	62.5%	0.2%
7	March	289,906	1,162	0.4%	645	33	66	5.7%	0.0%
8	April	287,654	1,029	0.4%	521	39	598	58.1%	0.2%
9	May	289,639	1,134	0.4%	631	46	723	63.8%	0.2%
10	June	289,371	1,124	0.4%	425	27	472	42.0%	0.2%
11	July	287,470	1,451	0.5%	696	30	618	42.6%	0.2%
12	August	290,328	1,472	0.5%	30	11	52	3.5%	0.0%
13	September	289,212	1,202	0.4%	10	2	13	1.1%	0.0%
14	October	284,884	1,480	0.5%	9	1	11	0.7%	0.0%
15	November	280,481	1,188	0.4%	7	0	2	0.2%	0.0%
16	December								
17	YTD Total	280,481	14,113	5.0%	4,500	282	4,266	30.2%	1.5%
18									
19	¹ Includes all customers who failed SDG&E's CARE eligibility probability model.								
20	² Includes customers verified as over income or who requested to be de-enrolled.								
21	³ Verification results are tied to the month initiated and the verification process allows customers 90 days to respond to the verification request.								
22	⁴ Percentage of customers dropped compared to the total participants requested to provide verification in that month.								
23	Note: Any required corrections/adjustments are reported herein and supersede results reported in prior months and may reflect YTD								
24									
25	CARE Table 3B Post-Enrollment Verification Results (Electric only High Usage)								
26	San Diego Gas & Electric								
27	November 2018								
28	Month	Total CARE Households Enrolled	Households Requested to Verify ¹	% of CARE Enrolled Requested to Verify Total	CARE Households De-enrolled (Due to no response)	CARE Households De-enrolled (Verified as Ineligible) ²	Total Households De-enrolled ³	% De-enrolled through Post Enrollment Verification ⁴	% of Total CARE Households De-enrolled
29	January	281,648	1,590	0.6%	461	114	575	36.2%	0.2%
30	February	281,695	816	0.3%	290	40	330	40.4%	0.1%
31	March	282,947	965	0.3%	311	65	376	39.0%	0.1%
32	April	282,490	937	0.3%	429	65	494	52.7%	0.2%
33	May	284,328	1,013	0.4%	525	82	607	59.9%	0.2%
34	June	277,065	1,035	0.4%	276	54	330	31.9%	0.1%
35	July	285,736	1,068	0.4%	0	56	56	5.2%	0.0%
36	August	287,678	1,048	0.4%	0	14	14	1.3%	0.0%
37	September	290,857	1,056	0.4%	0	1	1	0.1%	0.0%
38	October	284,884	954	0.3%	0	0	0	0.0%	0.0%
39	November	280,481	662	0.2%	1	3	4	0.6%	0.0%
40	December								
41	YTD Total	280,481	11,144	4.0%	2,293	494	2,787	25.0%	1.0%
42									
43	¹ Includes all participants who were selected for high usage verification process.								
44	² Includes customers verified as over income, who requested to be de-enrolled, did not reduce usage, or did not agree to be weatherized.								
45	³ Medium (400%) and high usage (600%) customers are dropped at 60 days (2 or 3 bill cycles) for non-response to HUV (high usage income verification request). Additionally, 600% + users that have not reduced usage within the 60 day window (2 or 3 bill cycles) are removed from the program. Results may be pending due to the time permitted for a participant to respond.								
46	⁴ Percentage of customers dropped compared to the total participants requested to provide verification in that month.								
47	Note: 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	CARE Table 4 - CARE Self-Certification and Self-Recertification Applications¹						
2							
3							
		Provided	Received	Approved	Denied	Pending/Never Completed	Duplicates
4							
5	Total (Y-T-D)	1,674,575	143,930	110,606	21,947	135	11,242
6	Percentage		100%	77%	15%	0%	8%
7							
8	¹ Includes sub-metered.						
9	Note: 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	CARE Table 5 - Enrollment by County									
2	San Diego Gas & Electric									
3	November 2018									
4	County	Estimated Eligible Households¹			Total Households Enrolled²			Penetration Rate		
5		Urban	Rural	Total	Urban	Rural	Total	Urban	Rural	Total
6	Orange	18,049	0	18,049	11,761	0	11,761	65%	0%	65%
7	San Diego	295,928	7,346	303,274	262,999	5,721	268,720	89%	78%	89%
8	Total	313,977	7,346	321,323	274,760	5,721	280,481	88%	78%	87%
9										
10	¹ As reflected in filing A.14-11-007, et al., Annual CARE Eligibility Estimates filed February 9, 2018.									
11	² Total Households Enrolled includes submeter tenants.									
12	Note: 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	CARE Table 6 - Recertification Results							
2	San Diego Gas & Electric							
3	November 2018							
4	Month	Total CARE Households	Households Requested to Recertify ¹	% of Households Total (C/B)	Households Recertified ²	Households De-enrolled ³	Recertification Rate % ⁴ (E/C)	% of Total Households De-enrolled (F/B)
5	January	281,648	2,970	1.1%	2,106	477	70.9%	0.2%
6	February	281,695	2,174	0.8%	1,548	359	71.2%	0.1%
7	March	282,947	3,299	1.2%	2,631	637	79.8%	0.2%
8	April	282,490	2,832	1.0%	1,990	628	70.3%	0.2%
9	May	284,328	1,954	0.7%	1,360	389	69.6%	0.1%
10	June	277,065	2,402	0.9%	1,145	82	47.7%	0.0%
11	July	285,736	2,917	1.0%	1,674	104	57.4%	0.0%
12	August	287,678	2,730	0.9%	887	54	32.5%	0.0%
13	September	290,857	2,571	0.9%	134	17	5.2%	0.0%
14	October	284,884	3,091	1.1%	439	14	14.2%	0.0%
15	November	280,481	3,635	1.3%	288	16	7.9%	0.0%
16	December							
17	YTD	280,481	30,575	10.9%	14,202	2,777	46.4%	1.0%
18								
19	¹ Excludes count of customers recertified through the probability model.							
20	² Recertification results are tied to the month initiated and the recertification process allows customers 90 days (3 or 4 bill cycles) to respond to the recertification request. Results may be pending due to the time permitted for a participant to respond.							
21	³ Includes customers who did not respond or who requested to be de-enrolled.							
22	⁴ Percentage of customers recertified compared to the total participants requested to recertify in that month.							
23	Note: 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	CARE Table 7 - Capitation Contractors¹						
2	San Diego Gas & Electric						
3	November 2018						
4	Contractor	Contractor Type (Check one or more if applicable)				Total Enrollments	
5		Private	CBO	WMDVBE	LIHEAP	Current Month	Year-to-Date
6							
7	211 SAN DIEGO (SD)		X			206	2,514
8	ALLIANCE FOR AFRICAN ASSISTANCE		X			1	16
9	AMERICAN RED CROSS WIC		X	X		15	124
10	CHULA VISTA COMM COLLABORATIVE		X			5	52
11	COMMUNITY RESOURCE CENTER - 2010		X			3	7
12	DEAF COMMUNITY SERVICES		X			0	0
13	HEARTS AND HANDS TOGETHER		X			0	7
14	INTERFAITH COMMUNITY SERVICES		X			0	6
15	LA MAESTRA FAMILY CLINIC (LMFC)		X			40	302
16	MAAC PROJECT - CARE		X		X	21	139
17	NEIGHBORHOOD HEALTH CARE		X			4	21
18	NEIGHBORHOOD HEALTH INSURANCE CENTER	X				0	1
19	NORTH COUNTY HEALTH SERVICES		X			25	229
20	SAN DIEGO STATE UNIVERSITY WIC		X			9	66
21	SAN YSIDRO HEALTH CENTERS		X			70	375
22	SCRIPPS HEALTH WIC (SHW)		X			5	25
23	UNION OF PAN ASIAN COMMUNITIES (UPAC)		X			0	0
24	VISTA COMMUNITY CLINIC		X			0	17
25	Total Enrollments					404	3,901
26	¹ All capitation contractors with current contracts are listed regardless of whether they have signed up customers or submitted invoices this year. Note: Any required corrections/adjustments are reported herein and supersede results reported in prior months and may reflect YTD adjustments.						
27							
28							

	A	B	C	D	E	F	G	H	I
1	CARE Table 8 - Households as of Month-End								
2	San Diego Gas & Electric								
3	November 2018								
4	Month	Gas and Electric	Gas Only	Electric Only	Total	Eligible Households ¹	Penetration	% Change	Total Residential Accounts ²
5	January	182,376	N/A	99,272	281,648	321,323	88%	0.1%	1,287,352
6	February	181,926	N/A	99,769	281,695	321,323	88%	0.0%	1,288,509
7	March	182,776	N/A	100,171	282,947	321,323	88%	0.4%	1,289,393
8	April	182,038	N/A	100,452	282,490	321,323	88%	-0.1%	1,291,259
9	May	183,734	N/A	100,594	284,328	321,323	88%	0.6%	1,292,452
10	June	184,136	N/A	92,929	277,065	321,323	86%	-2.3%	1,293,419
11	July	183,967	N/A	101,769	285,736	321,323	89%	2.7%	1,288,593
12	August	184,839	N/A	102,839	287,678	321,323	90%	0.6%	1,289,272
13	September	187,148	N/A	103,709	290,857	321,323	91%	1.0%	1,290,427
14	October	174,117	N/A	110,767	284,884	321,323	89%	-2.3%	1,295,377
15	November	170,799	N/A	109,682	280,481	321,323	87%	-1.4%	1,295,600
16	December								
17	YTD	170,799	N/A	109,682	280,481	321,323	87%	1.0%	1,295,600
18									
19	¹ As reflected in filing A.14-11-007, et al., Annual CARE Eligibility Estimates filed February 9, 2018.								
20	² Data represents total residential electric customers.								
21									
22	Note: 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	CARE Program Table 9 - Expenditures for Pilots/CHANGES Program [1]				
2	San Diego Gas & Electric				
3	November 2018				
4	2018	Authorized 2018 Budget	Current Month Expenses	Expenses Since Jan. 1, 2018	% of 2018 Budget Expended
5		Total	Total	Total	Total
6					
7					
8	CHANGES Program	\$ 262,500	\$ 21,875	\$ 220,302	84%
9					
10					
11	Total	\$ 262,500	\$ 21,875	\$ 220,302	84%
12					
13	[1] Decision 15-12-047 transitioned from CHANGES pilot to CHANGES program and funding for the effort is captured herein.				
14					
15	Note: Any required corrections/adjustments are reported herein and supersede results reported in prior months and may reflect YTD adjustments.				

CARE Table 10 CHANGES One-On-One Customer Assistance San Diego Gas & Electric Reporting Period October 2018[1]	
No. of attendees at education sessions	121
Disputes	
Add Level Pay Plan	0
Assisted with CARE Re-Certification/Audit	0
Changed 3rd party Company/Gas Aggregation	0
Changed 3rd Party Electricity Aggregation	0
Medical Baseline Application	0
Refer to Energy Assistance Programs	3
Request Meter Service or Testing	0
Request Bill Adjustment	2
Request Customer Service Visit	0
Schedule Energy Audit	0
Payment Extension	2
Payment Plan	1
Solar	0
Stop Disconnection	1
Time of Use	0
Wildfire Related Issue	0
Total disputes [3]	9

Needs Assistance	
Add Level Pay Plan	0
Assisted with CARE Re-Certification/Audit	0
Assisted with Changes to Account	0
Energy Efficiency Tool	0
Assisted High Energy User with CARE Doc Submission	0
Assisted with Reconnection	0
Billing Language Changed	0
Consumer Education Only	1
Electricity Aggregation	0
Energy Alerts	0
Enrolled in Demand Response Programs	0
ESAP	0
HEAP	5
Medical Baseline	2
Neighbor to Neighbor	23
REACH	0
Reported Safety Problem	0
Reported Scam	0
Set Up 3rd Party Notification	0
Set Up New Account	0
Payment Extension	0
Payment Plan	0
Wildfire Related Issue	0
Total Needs Assistance [2]	48

Education: Education sessions were held in a mix of one on one, and group sessions. Education materials are available as fact sheets on the CPUC Website: http://consumers.cpuc.ca.gov/team_and_changes/

Disputes & Needs Assistance -Support was provided in the following languages: Arabic, English, Swahili, Somail and Spanish.

[1] There is a one-month lag behind the current reporting month.

[2] Contractor is in the process of validating the total. If there is a discrepancy in the numbers reported, the numbers will be corrected in the November 2018 report.

[3] Per CHANGES Vendor: The total number of services may exceed the total number of cases because some cases will include more than one service provided.

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

CARE Table 11 CHANGES Group Customer Assistance Sessions						
San Diego Gas & Electric						
Q2 August 1, 2018 - October 31, 2018 [1,2]						
Date ³	Session Language	Description of Service Provided (e.g. utility bill assistance, utility bill dispute resolution, and other energy related issues)	Session Logistics			
			# of Sessions	Length (Hours) ⁴	Number of Attendees	Description of Information / Literature Provided
N/A	ASL	Avoiding Disconnection	1	N/A	4	CHANGES Ed Handout
N/A	Spanish	Avoiding Disconnection	1	N/A	30	CHANGES Ed Handout
N/A	Arabic	CARE/FERA and Other Assistance Programs	63	N/A	211	CHANGES Ed Handout
N/A	Amharic	CARE/FERA and Other Assistance Programs	1	N/A	1	CHANGES Ed Handout
N/A	Burmese	CARE/FERA and Other Assistance Programs	3	N/A	6	CHANGES Ed Handout
N/A	Dari	CARE/FERA and Other Assistance Programs	1	N/A	1	CHANGES Ed Handout
N/A	English	CARE/FERA and Other Assistance Programs	40	N/A	106	CHANGES Ed Handout
N/A	Farsi	CARE/FERA and Other Assistance Programs	14	N/A	30	CHANGES Ed Handout
N/A	French	CARE/FERA and Other Assistance Programs	2	N/A	5	CHANGES Ed Handout
N/A	Karen	CARE/FERA and Other Assistance Programs	1	N/A	1	CHANGES Ed Handout
N/A	Pashto	CARE/FERA and Other Assistance Programs	2	N/A	2	CHANGES Ed Handout
N/A	Russian	CARE/FERA and Other Assistance Programs	1	N/A	1	CHANGES Ed Handout
N/A	Spanish	CARE/FERA and Other Assistance Programs	7	N/A	68	CHANGES Ed Handout
N/A	Swahili	CARE/FERA and Other Assistance Programs	4	N/A	7	CHANGES Ed Handout
N/A	Tagalog	CARE/FERA and Other Assistance Programs	2	N/A	2	CHANGES Ed Handout
N/A	Tigrinia	CARE/FERA and Other Assistance Programs	4	N/A	6	CHANGES Ed Handout
N/A	Urdu	CARE/FERA and Other Assistance Programs	1	N/A	2	CHANGES Ed Handout
N/A	Arabic	Electric and Natural Gas Safety	6	N/A	17	CHANGES Ed Handout
N/A	ASL	Electric and Natural Gas Safety	1	N/A	5	CHANGES Ed Handout
N/A	Burmese	Electric and Natural Gas Safety	1	N/A	3	CHANGES Ed Handout
N/A	English	Electric and Natural Gas Safety	3	N/A	10	CHANGES Ed Handout
N/A	Farsi	Electric and Natural Gas Safety	1	N/A	4	CHANGES Ed Handout
N/A	Russian	Electric and Natural Gas Safety	1	N/A	1	CHANGES Ed Handout
N/A	Tigrinia	Electric and Natural Gas Safety	1	N/A	1	CHANGES Ed Handout
N/A	Arabic	Energy Conservation	3	N/A	8	CHANGES Ed Handout
N/A	English	Energy Conservation	2	N/A	8	CHANGES Ed Handout
N/A	Farsi	Energy Conservation	1	N/A	3	CHANGES Ed Handout
N/A	Spanish	Energy Conservation	3	N/A	42	CHANGES Ed Handout
N/A	Tigrinia	Energy Conservation	1	N/A	1	CHANGES Ed Handout
N/A	Arabic	Gas Aggregation	23	N/A	84	CHANGES Ed Handout
N/A	Amharic	Gas Aggregation	1	N/A	1	CHANGES Ed Handout
N/A	Dari	Gas Aggregation	1	N/A	1	CHANGES Ed Handout
N/A	English	Gas Aggregation	11	N/A	42	CHANGES Ed Handout
N/A	Farsi	Gas Aggregation	3	N/A	4	CHANGES Ed Handout
N/A	Pashto	Gas Aggregation	1	N/A	1	CHANGES Ed Handout
N/A	Spanish	Gas Aggregation	3	N/A	22	CHANGES Ed Handout
N/A	Swahili	Gas Aggregation	2	N/A	4	CHANGES Ed Handout
N/A	Tagalog	Gas Aggregation	1	N/A	1	CHANGES Ed Handout
N/A	Arabic	High Energy Use	13	N/A	52	CHANGES Ed Handout
N/A	English	High Energy Use	9	N/A	16	CHANGES Ed Handout
N/A	Farsi	High Energy Use	3	N/A	7	CHANGES Ed Handout
N/A	Spanish	High Energy Use	2	N/A	46	CHANGES Ed Handout
N/A	Urdu	High Energy Use	1	N/A	2	CHANGES Ed Handout
N/A	ASL	Level Pay Plan	2	N/A	9	CHANGES Ed Handout
N/A	Arabic	Understanding Your Bill	1	N/A	4	CHANGES Ed Handout
N/A	Farsi	Understanding Your Bill	2	N/A	5	CHANGES Ed Handout
N/A	Spanish	Understanding Your Bill	5	N/A	139	CHANGES Ed Handout
N/A	Tigrinia	Understanding Your Bill	1	N/A	2	CHANGES Ed Handout
Current Month			257		1028	
Year-to-Date			403		2541	

[1] This table was provided by CHANGES contractor, Self Help for the Elderly, via CSID. This table was edited and reformatted from its original version in order to have a more consistent appearance and format with existing SDG&E tables.

[2] As of May 1st, 2017, CHANGES one-on-one data reports have moved from monthly to quarterly the program year. The data for Q3 November 1, 2018 through January 31, 2019 will be reported once received.

[3] Date of the workshops not available.

[4] Contractor states all sessions last at least 30 minutes.

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