

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

|   |   |
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| Applications of Pacific Gas and Electric Company for Approval of the 2009-2011 Energy Savings Assistance Program and California Alternate Rates for Energy Programs and Budget (U39M) | Application 08-05-022<br>(Filed May 15, 2008) |
| Application of San Diego Gas & Electric Company (U 902 M) for Approval of Low-Income Assistance Programs and Budgets for Program Years 2009 – 2011.                                   | Application 08-05-024<br>(Filed May 15, 2008) |
| Application of Southern California Gas Company (U 904 G) for Approval of Low-Income Assistance Programs and Budgets for Program Years 2009 – 2011.                                    | Application 08-05-025<br>(Filed May 15, 2008) |
| Application of Southern California Edison Company (U 338-E) for Approval of Low-Income Assistance Programs and Budgets for Program Years 2009, 2010 and 2011.                         | Application 08-05-026<br>(Filed May 15, 2008) |

**MONTHLY REPORT OF SOUTHERN CALIFORNIA GAS COMPANY (U 904 G) ON  
LOW-INCOME ASSISTANCE PROGRAMS FOR SEPTEMBER 2011**

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October 21, 2011

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**MONTHLY REPORT OF SOUTHERN CALIFORNIA GAS COMPANY (U 904 G) ON  
LOW-INCOME ASSISTANCE PROGRAMS FOR SEPTEMBER 2011**

This is the ninth monthly report of program year (PY) 2011. 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 2011 for Southern California Gas Company (SoCalGas).

Respectfully Submitted

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October 21, 2011

**Southern California Gas Company  
Energy Savings Assistance 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.) 08-11-031:

| Program Summary through Month 9 |                                   |                |             |
|---------------------------------|-----------------------------------|----------------|-------------|
|                                 | Authorized / Planning Assumptions | Actual to Date | %           |
| Budget                          | \$78,256,269                      | 70,600,082     | 90%         |
| Homes Treated                   | 145,874                           | 106,506        | 73%         |
| kWh Saved                       | N/A                               | N/A            | N/A         |
| kW Demand Reduced               | N/A                               | N/A            | N/A         |
| Therms Saved                    | 3,345,967                         | 3,501,162      | <b>105%</b> |

During the month of September, SoCalGas and its Energy Savings Assistance Program contractor network continued to work diligently on managing the heightened workflow that the 2009-11 program cycle demands. As exhibited in the first nine months of 2011, SoCalGas and its Energy Savings Assistance Program contractors increased the number of homes treated, processed and paid in September 2011 by 36% as compared with the same 9 month period of 2010.

In September, SoCalGas processed and paid contractor invoices for 13,673 treated homes. SoCalGas also paid for the installation of weatherization measures in 11,070 homes. Energy Savings Assistance Program contractors serviced or replaced 1,713 appliances, which included 1,420 furnace repairs/replacements, 162 water heater replacements, and 131 high efficiency clothes washers.

Current efforts by SoCalGas and its Energy Savings Assistance Program contractor network have resulted in a total homes treated count that is 73% of the 2011 goal through September.

## **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 Energy Savings Assistance Program contractor network with an additional 207 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 such as: total number of completed homes; the number of customers who decline the program; successful canvassing and / or marketing efforts; and, any 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 Energy Savings Assistance 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 in new Zip+7 areas, not previously targeted for WNA efforts (see table below for areas). Collectively, the canvassing lists identified an additional 46,279 customer addresses, of which 19,271 (42%) are potentially eligible based on Energy Savings Assistance Program income eligibility criteria. Additionally, based on SoCalGas data, 7,700 of the 46,279 (17%) addresses are in targeted self-certification PRIZM codes.<sup>2</sup>

| <b>Number of WNA Events per City</b>  | <b>Contractor</b>                           |
|---|---|
| Corcoran – 17; Bakersfield – 11   | <b>Garcia and Sons</b>                      |
| Farmersville – 10; Frazier Park – 6; Ivanhoe – 8; Lebec – 2; Lindsay – 12; Lost Hills – 1                                     | <b>Proteus Inc.</b>                         |
| Banning – 10; Highland – 1; Beaumont – 1; Lake Elsinore – 21; Moreno Valley – 1; Wildomar – 8                                 | <b>Synergy Companies</b>                    |
| Downey – 17; South Gate – 3; Covina – 10; Bloomington – 7; Colton – 7; Fontana – 10; Riverside – 11; Anaheim – 8; Orange – 25 | <b>The East Los Angeles Community Union</b> |

Through September, SoCalGas and its Energy Savings Assistance Program contractors treated 3,688 homes through WNA activities. SoCalGas continues to involve more Energy Savings Assistance Program contractors as well as external

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<sup>1</sup> The HEAT System is SoCalGas’ Energy Savings Assistance 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.

partners in the planning of future WNA events. For future reporting, SoCalGas will continue to monitor the resulting enrollments and measure installations completed through WNA efforts. In addition, SoCalGas is actively investigating marketing, outreach, and enrollment tactics as well as geographic and customer segmentation strategies that will help increase the number of households served by the Energy Savings Assistance Program.

### **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.

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

No bill insert/onsert campaigns were conducted during the month of September.

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

Three personalized direct mail campaigns were sent in the month of September. The first campaign was mailed to 6,959 existing CARE and Medical Baseline customers. The second campaign was mailed to 1,423 households with a disabled resident.<sup>3</sup> The third campaign was mailed to eligible CARE residential customers in the counties of Fresno, Imperial, Kern, Los Angeles, Orange, Riverside, San Bernardino, Santa Barbara, Luis Obispo, Tulare and Ventura. The letter was developed to include information about the Energy Savings Assistance Program and directed customers to sign up for the program by visiting the SoCalGas website or calling a toll free telephone number. The campaign generated 51,343 personalized letters in English and Spanish to

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<sup>3</sup> Disability status was determined for customers in the second direct mailing based on three criteria: hearing-impaired customers that used a Telecommunications Device for the Deaf (TDD or TTY) to contact SoCalGas,

*Footnote continued on next page*



existing CARE customers in the following zip codes: 93654; 92227; 93561; 93245; 91303; 90222; 91780; 91107; 91321; 90638; 91356; 91803; 90242; 91340; 91007; 91106; 91403; 91202; 92841; 92870; 92806; 92591; 92284; 93455; 93618; 93065 and 93063.

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

An Automated Voice Messaging Campaign (AVM) was launched in September to 35,489 residential CARE customers throughout SoCalGas' service territory. As a result of this campaign, there were 1,687 Energy Savings Assistance Program leads generated. SoCalGas will continue to use AVM campaigns throughout 2011 as another method to reach out and encourage customers to enroll in the Energy Savings Assistance Program.

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

In September, 7,406 customers with e-mail access were sent an e-mail promoting the Energy Savings Assistance Program. Also, 683 new SoCalGas customers received a welcome e-mail from SoCalGas. In addition to general information, the e-mail also included information about SoCalGas' assistance programs and encouraged customers to apply for Energy Savings Assistance Program's no-cost home improvements. For customer convenience, a direct link to SoCalGas' on-line Energy Savings Assistance Program request (lead) form was imbedded in the e-mail. As of September 30<sup>th</sup>, 1,647 customers completed on-line English Energy Savings Assistance Program request forms.

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customers who voluntarily identified themselves as being disabled, and customers currently enrolled in SoCalGas' Medical Baseline program.

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

At the end of August 2011, SoCalGas concluded a seven week ethnic and mass media campaign targeting potentially eligible low income English and Spanish speaking customers. As part of its ongoing ethnic media strategy, SoCalGas will be launching an Asian media campaign in October. Via direct mail, the campaign will target Asian customers who may be eligible for the Energy Savings Assistance Program.

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

### **September 10 - First AME Foundation Back to School Give Away**

SoCalGas participated in the 7<sup>th</sup> Annual Back-to-School Giveaway and community outreach event held at the First AME church in Los Angeles. Over 5,000 low-income residents received clothing, school supplies, food, and a variety of social service information at this popular venue, which was also attended by several civic leaders who came out to show their support, greet their constituents and lend a hand in distributing backpacks to children. These civic leaders included Los Angeles County Supervisor Mark Ridley Thomas and other council members such as Bernard C. Parks. Over 1,500 CARE and Energy Savings Assistance program brochures were distributed to interested parties.

### **September 21 - Univision Central Coast Interview**

SoCalGas Media Relations conducted a thirty-minute interview on KPMR-TV Univision Central Coast (Santa Barbara, Santa Maria and San Luis Obispo) about SoCalGas' CARE and the Energy Savings Assistance Program. The story aired September 21<sup>st</sup> during the 6pm newscast. Below is the link of the story that was posted online.

<http://www.kpmrtv.com/videos.html>

### **September 24th – Los Angeles DEAF Festival**

SoCalGas hosted a booth at the 7<sup>th</sup> Annual Los Angeles DEAF festival held in Van Nuys. Councilmember Tony Cardenas served as the official host of the festival. 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 CARE, Energy Savings Assistance Program and SoCalGas' other assistance programs.

### **September 24<sup>th</sup> and 25<sup>th</sup> – Simi Valley Fair**

SoCalGas' participated in the 27<sup>th</sup> community outreach event at Rancho Simi Community Park. SoCalGas ran a booth and presented information on its CARE, Energy Savings Assistance Program and Energy Efficiency Programs to interested customers. The information provided to customers was in English and Spanish. Approximately 2,000 people attended the event and 150 customers visited SoCalGas' booth to inquire about its programs.

### **September 24<sup>th</sup> and 25<sup>th</sup> Latin Expo in Los Angeles at Panorama Mall**

SoCalGas participated in the 15<sup>th</sup> Annual Latino Expo in the Panorama Mall in the Greater San Fernando Valley. Over 2,900 people attended the event and over 300 low income customers were educated in SoCalGas' CARE and Energy Savings Assistance Program. About half of the customers who took interest in the low income programs were Spanish speaking.

## **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?

There are no updates from leveraging with the California Department of Community Development and Services (CSD) for the month of September. SoCalGas will continue to monitor discussions between CSD, the California Public Utilities Commission (CPUC) and other utilities for closer collaboration and leveraging with CSD.

SoCalGas continues its efforts to meet with various 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 PY2011.

Imperial Irrigation District and SoCalGas continue to canvass joint territory for the Energy Savings Assistance Program leveraging agreement. SoCalGas is monitoring the efforts and will document results in the CPUC Monthly Report.

In addition, SoCalGas and Burbank Water and Power also continue to canvass joint territory and will report results accordingly.

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' Energy Savings Assistance Program. Initial installations under the signed agreement began in December 2010 and have continued throughout 2011. As a result of this agreement SoCalGas' Energy Savings Assistance Program will receive rebates totaling more than \$120,500 for High Efficiency Clothes Washers installed through August 2011 in SoCalGas' and EMWD's joint service territory.

## 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) Energy Savings Assistance Program Operations. The Year-to-Date results are shown in the following tables:

| SoCalGas Skill-Level Test Results |       |       |      |        |           |           |
|-----------------------------------|-------|-------|------|--------|-----------|-----------|
|                                   | May   | June  | July | August | September | YTD Total |
| Attended Testing                  | 55    | 99    | 6    | 41     | 38        | 400       |
| Passed Test                       | 34    | 76    | 6    | 40     | 37        | 299       |
| Pass Rate                         | 61.8% | 76.8% | 100% | 97.6%  | 97.4%     | 74.8%     |

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.

| SoCalGas Enrollment and Assessment Training |      |       |      |        |           |           |
|---|------|-------|------|--------|-----------|-----------|
|   | May  | June  | July | August | September | YTD Total |
| Attended Class                              | 25   | 27    | 21   | 22     | 30        | 235       |
| Passed Class                                | 25   | 26    | 21   | 22     | 30        | 230       |
| Badged                                      | 25   | 26    | 21   | 22     | 30        | 222       |
| Census Attendees                            | 1    | 1     | 2    | 3      | 3         | 23        |
| Retention Rate                              | 100% | 96.3% | 100% | 100%   | 100%      | 94.5%     |

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 222. The classes are held at SoCalGas' Energy Resource Center located in Downey, California.

SoCalGas continues to see the participation of previous U.S Census employees with its E&A contractors for Energy Savings Assistance Program outreach. As of September 2011, there are a total of 23 previous U.S. Census employees who successfully attended and passed SoCalGas' outreach and assessment training.

SoCalGas field operations training includes initial training for new participants in weatherization, inspections, Heating Ventilation and Air Conditioning (HVAC) and Natural Gas Appliance Testing (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 2011.

| Class Type         | June          |                | July          |                | 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>     | 4             | 15             | 7             | 28             | 6             | 14             | 4             | 22             | 52            | 217            |
| <b>Refreshers</b>  | 3             | 37             | 0             | 0              | 1             | 12             | 0             | 0              | 10            | 86             |
| <b>NGAT 5-Day</b>  | 1             | 13             | 1             | 14             | 1             | 12             | 0             | 0              | 11            | 132            |
| <b>Grand Total</b> | 8             | 65             | 8             | 42             | 8             | 38             | 4             | 22             | 73            | 435            |

## 2. CARE Executive Summary

### 2.1. CARE Program Summary

2.1.1. Please provide CARE program summary costs.

| CARE Budget Categories                   | Authorized Budget    | Actual Expenses to Date | % of Budget Spent |
|--|----------------------|-------------------------|-------------------|
| Outreach                                 | \$3,785,932          | \$1,596,481             | 42%               |
| Proc., Certification and Verification    | \$1,248,928          | \$813,841               | 65%               |
| Information Tech./Programming (1)        | \$522,554            | \$339,203               | 65%               |
| Pilots (2)                               | N/A                  | N/A                     | N/A               |
| Measurement and Evaluation               | \$17,192             | \$0                     | 0%                |
| Regulatory Compliance                    | \$236,919            | \$172,021               | 73%               |
| General Administration                   | \$604,963            | \$381,071               | 63%               |
| CPUC Energy Division Staff               | \$171,500            | \$31,761                | 19%               |
| Cooling Centers (3)                      | N/A                  | N/A                     | N/A               |
| <b>Total Expenses</b>                    | <b>\$6,587,988</b>   | <b>\$3,904,257</b>      | <b>51%</b>        |
| <b>Subsidies and Benefits (4)</b>        | <b>\$135,901,649</b> | <b>\$94,195,011</b>     | <b>69%</b>        |
| <b>Total Program Costs and Discounts</b> | <b>\$142,489,637</b> | <b>\$98,099,268</b>     | <b>69%</b>        |

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

| CARE Penetration      |                       |                  |
|-----------------------|-----------------------|------------------|
| Participants Enrolled | Eligible Participants | Penetration rate |
| 1,712,955             | 1,845,587             | <b>92.8%</b>     |

## **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 did not contact customers via telephone for recertification during the month of September. The September campaign rolled into early October. The results for early October (September) and late October (October) will be reported in the October report. SoCalGas did, however, email 8,341 customers informing them that they needed to recertify their eligibility in the program.

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

During September, SoCalGas received 7,400 applications through its internet-based outreach activities. These activities resulted in 2,553 enrollments.

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

As a result of the high unemployment rates, SoCalGas' third party contractors have been canvassing targeted neighborhoods. During the month of September, door-to-door outreach enrolled 2,319 hard-to-reach customers, who for a variety of reasons have been non-responsive to other outreach methods.

Additionally, as a result of an agreement between SoCalGas and 211 LA County, 211 continues to refer interested, potentially eligible callers to SoCalGas' CARE program as well as promote CARE and other SoCalGas assistance programs at select events. During September, 211 LA County was present at 7 events with an estimated attendance of 995.



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

Direct mail campaigns resumed in September and will continue throughout the rest of the year. The first wave enrollments from the September campaign will be reported in the October report.

### **CARE Bill Inserts**

In July, a bill insert (and CARE application form) announced the revised eligibility guidelines that went into effect on June 1<sup>st</sup>, 2011. Enrollments from this channel will be monitored during August and September. Thus far, 5,388 new customers have enrolled in the CARE program from this bill insert. A follow-up bill insert is scheduled for October.

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

To ensure continued increases in CARE enrollments and to retain customers already participating in CARE, SoCalGas shares customer information with other utilities such as Southern California Edison, San Diego Gas & Electric, Pacific Gas and Electric, and the Los Angeles Department of Water and Power. During the month of September, 10,415 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' Energy Savings Assistance Program and the Gas Assistance Fund. Intra-utility efforts in September, generated 2253 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 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 2011, 59 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

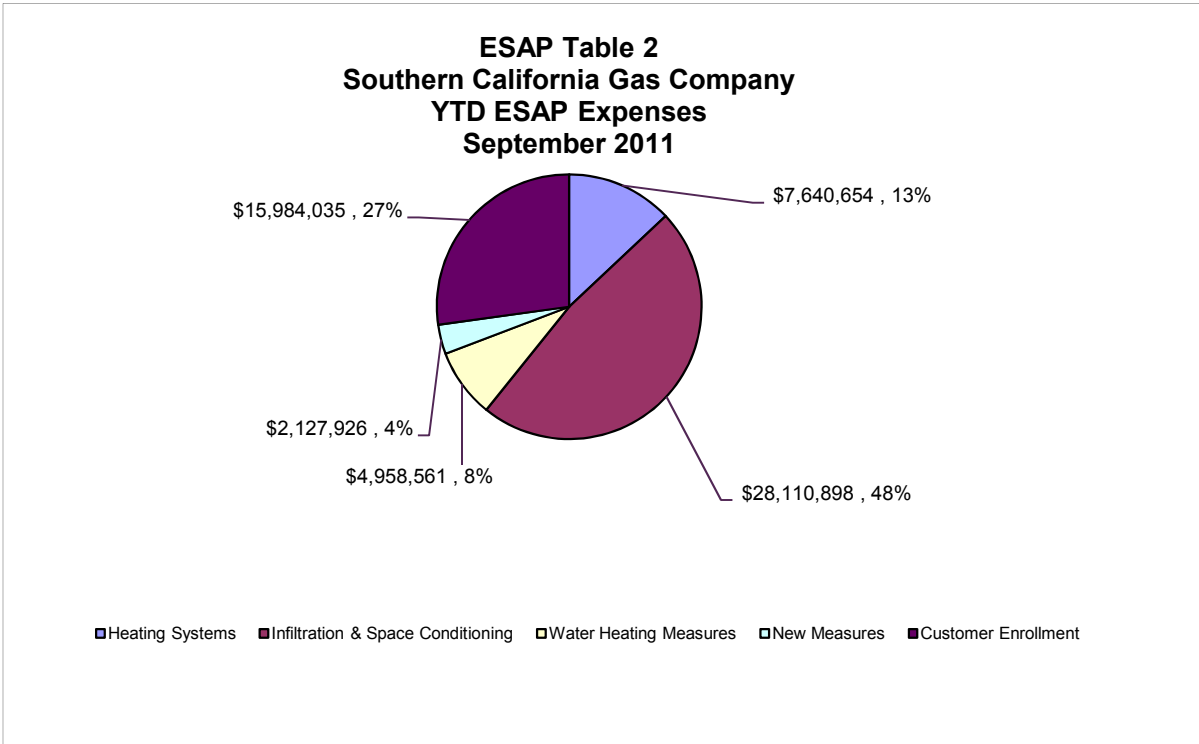
**CARE**- Table 7- Capitation Contractors

**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 2011</b>  |                                      |                      |                      |                               |                      |                      |                              |                      |                      |                                       |            |              |
| 4  |  | <b>Authorized Budget<sup>1</sup></b> |                      |                      | <b>Current Month Expenses</b> |                      |                      | <b>Year-To-Date Expenses</b> |                      |                      | <b>% of Budget Spent Year-To-Date</b> |            |              |
| 5  | <b>Energy Savings</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   | \$ -                                 | \$ 24,497,547        | \$ 24,497,547        | \$ -                          | \$ 3,399,214         | \$ 3,399,214         | \$ -                         | \$ 11,320,534        | \$ 11,320,534        | 0%                                    | 46%        | 46%          |
| 8  | - Electric Appliances  | \$ -                                 | \$ -                 | \$ -                 | \$ -                          | \$ -                 | \$ -                 | \$ -                         | \$ -                 | \$ -                 | 0%                                    | 0%         | 0%           |
| 9  | - Weatherization <sup>3</sup>  | \$ -                                 | \$ 25,635,480        | \$ 25,635,480        | \$ -                          | \$ 7,681,218         | \$ 7,681,218         | \$ -                         | \$ 36,008,281        | \$ 36,008,281        | 0%                                    | 140%       | 140%         |
| 10 | - Outreach and Assessment  | \$ -                                 | \$ 17,211,246        | \$ 17,211,246        | \$ -                          | \$ 2,500,492         | \$ 2,500,492         | \$ -                         | \$ 15,214,981        | \$ 15,214,981        | 0%                                    | 88%        | 88%          |
| 11 | - In Home Energy Education   | \$ -                                 | \$ 2,188,110         | \$ 2,188,110         | \$ -                          | \$ 200,640           | \$ 200,640           | \$ -                         | \$ 1,403,888         | \$ 1,403,888         | 0%                                    | 64%        | 64%          |
| 12 | - Education Workshops  | \$ -                                 | \$ -                 | \$ -                 | \$ -                          | \$ -                 | \$ -                 | \$ -                         | \$ -                 | \$ -                 | 0%                                    | 0%         | 0%           |
| 13 | - Pilot  | \$ -                                 | \$ 28,127            | \$ 28,127            | \$ -                          | \$ -                 | \$ -                 | \$ -                         | \$ 57,932            | \$ 57,932            | 0%                                    | 206%       | 206%         |
| 14 | - Cool Centers   | \$ -                                 | \$ -                 | \$ -                 | \$ -                          | \$ -                 | \$ -                 | \$ -                         | \$ -                 | \$ -                 | 0%                                    | 0%         | 0%           |
| 15 | <b>Energy Efficiency TOTAL</b>   | <b>\$ -</b>                          | <b>\$ 69,560,510</b> | <b>\$ 69,560,510</b> | <b>\$ -</b>                   | <b>\$ 13,781,564</b> | <b>\$ 13,781,564</b> | <b>\$ -</b>                  | <b>\$ 64,005,616</b> | <b>\$ 64,005,616</b> | <b>0%</b>                             | <b>92%</b> | <b>92%</b>   |
| 16 |  |                                      |                      |                      |                               |                      |                      |                              |                      |                      |                                       |            |              |
| 17 | Training Center  | \$ -                                 | \$ 320,587           | \$ 320,587           | \$ -                          | \$ 21,440            | \$ 21,440            | \$ -                         | \$ 317,082           | \$ 317,082           | 0%                                    | 99%        | 99%          |
| 18 | Inspections  | \$ -                                 | \$ 1,701,533         | \$ 1,701,533         | \$ -                          | \$ 333,945           | \$ 333,945           | \$ -                         | \$ 1,435,873         | \$ 1,435,873         | 0%                                    | 84%        | 84%          |
| 19 | Marketing  | \$ -                                 | \$ 1,050,293         | \$ 1,050,293         | \$ -                          | \$ 133,269           | \$ 133,269           | \$ -                         | \$ 383,774           | \$ 383,774           | 0%                                    | 37%        | 37%          |
| 20 | M&E Studies  | \$ -                                 | \$ -                 | \$ -                 | \$ -                          | \$ -                 | \$ -                 | \$ -                         | \$ 30,704            | \$ 30,704            | 0%                                    | 0%         | 0%           |
| 21 | Regulatory Compliance  | \$ -                                 | \$ 272,837           | \$ 272,837           | \$ -                          | \$ 18,483            | \$ 18,483            | \$ -                         | \$ 152,147           | \$ 152,147           | 0%                                    | 56%        | 56%          |
| 22 | General Administration   | \$ -                                 | \$ 5,264,735         | \$ 5,264,735         | \$ -                          | \$ 438,006           | \$ 438,006           | \$ -                         | \$ 4,260,140         | \$ 4,260,140         | 0%                                    | 81%        | 81%          |
| 23 | CPUC Energy Division   | \$ -                                 | \$ 85,774            | \$ 85,774            | \$ -                          | \$ 1,134             | \$ 1,134             | \$ -                         | \$ 14,746            | \$ 14,746            | 0%                                    | 17%        | 17%          |
| 24 |  |                                      |                      |                      |                               |                      |                      |                              |                      |                      |                                       |            |              |
| 25 | <b>TOTAL PROGRAM COSTS</b>   | <b>\$ -</b>                          | <b>\$ 78,256,269</b> | <b>\$ 78,256,269</b> | <b>\$ -</b>                   | <b>\$ 14,727,841</b> | <b>\$ 14,727,841</b> | <b>\$ -</b>                  | <b>\$ 70,600,082</b> | <b>\$ 70,600,082</b> | <b>0%</b>                             | <b>90%</b> | <b>90%</b>   |
| 26 | <b>Funded Outside of Energy Savings Assistance Program Budget</b>  |                                      |                      |                      |                               |                      |                      |                              |                      |                      |                                       |            |              |
| 27 | Indirect Costs <sup>2</sup>  |                                      |                      |                      | \$ -                          | \$ 294,029           | \$ 294,029           |                              | \$ 2,682,363         | \$ 2,682,363         |                                       |            |              |
| 28 |  |                                      |                      |                      |                               |                      |                      |                              |                      |                      |                                       |            |              |
| 29 | NGAT Costs   |                                      |                      |                      |                               | \$ 463,348           | \$ 463,348           |                              | \$ 2,221,749         | \$ 2,221,749         |                                       |            |              |
| 30 | <sup>1</sup> Base Budget reflects PY2009 Annual Base and does not include Carry-Over funds.  |                                      |                      |                      |                               |                      |                      |                              |                      |                      |                                       |            |              |
| 31 | <sup>2</sup> The Indirect Costs included in this category (Pension & Benefits, Workmans Comp, Public Liability & Property Damage, Fleet, Purchasing & Warehouse) are included in base margin       |                                      |                      |                      |                               |                      |                      |                              |                      |                      |                                       |            |              |
| 32 | and therefore are not included in the Energy Savings Assistance Program Total Program Costs.   |                                      |                      |                      |                               |                      |                      |                              |                      |                      |                                       |            |              |
| 33 | <sup>3</sup> SoCalGas reached the authorized funding levels for the Weatherization subcategory. Carry-over funds will be used to cover over expenditures in the Weatherization budget subcategory. |                                      |                      |                      |                               |                      |                      |                              |                      |                      |                                       |            |              |
| 34 | SoCalGas will be filing a Motion to request authorization to Shift Funds in October to address any over-expenditures.  |                                      |                      |                      |                               |                      |                      |                              |                      |                      |                                       |            |              |
| 35 |  |                                      |                      |                      |                               |                      |                      |                              |                      |                      |                                       |            |              |
| 36 | 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 2011</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)<sup>1</sup></b> | <b>Therms (Annual)</b> | <b>Expenses</b>  | <b>% of Expenditure</b> |             |
| 4  | <b>Heating Systems</b>  |              |                           |  |                                |                        |                  |                         |             |
| 5  | Furnaces  | Each         | 10,899                    |  |                                | 37,529                 | \$7,640,654      | 13%                     |             |
| 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         | 55,791                    |  |                                | 871,903                | \$21,016,813     | 36%                     |             |
| 16 | Duct Sealing  | Home         | 1,477                     |  |                                | 31,121                 | \$1,950,054      | 3%                      |             |
| 17 | Attic Insulation  | Home         | 4,991                     |  |                                | 238,261                | \$5,144,031      | 9%                      |             |
| 18 | <b>Water Heating Measures</b>   |              |                           |  |                                |                        |                  |                         |             |
| 19 | Water Heater Conservation Measures  | Home         | 81,962                    |  |                                | 2,231,264              | \$3,992,778      | 7%                      |             |
| 20 | Water Heater Replacement - Gas  | Each         | 954                       |  |                                | 11,543                 | \$965,783        | 2%                      |             |
| 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         | 88                        |  |                                | 3,696                  | \$26,625         | 0%                      |             |
| 36 | Furnace Clean and Tune  | Each         | 10,248                    |  |                                | 35,440                 | \$829,440        | 1%                      |             |
| 37 | High Efficiency Clothes Washer  | Each         | 959                       |  |                                | 40,404                 | \$1,271,862      | 2%                      |             |
| 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         | 106,506                   |  |                                |                        | \$14,612,330     | 25%                     |             |
| 54 | In-Home Education   | Home         | 107,283                   |  |                                |                        | \$1,371,705      | 2%                      |             |
| 55 | Education Workshops   | Participant  |                           |  |                                |                        |                  |                         |             |
| 56 |   |              |                           |  |                                |                        |                  |                         |             |
| 57 |   |              |                           |  |                                |                        |                  |                         |             |
| 58 | <b>Total Savings/Expenditures</b>   |              |                           |  |                                |                        | <b>3,501,162</b> | <b>\$ 58,822,075</b>    | <b>100%</b> |
| 59 |   |              |                           |  |                                |                        |                  |                         |             |
| 60 | Homes Weatherized   | Home         | 85,570                    |  |                                |                        |                  |                         |             |
| 61 |   |              |                           |  |                                |                        |                  |                         |             |
| 62 | <b>Homes Treated</b>  |              |                           |  |                                |                        |                  |                         |             |
| 63 | - Single Family Homes Treated   | Home         | 80,345                    |  |                                |                        |                  |                         |             |
| 64 | - Multi-family Homes Treated  | Home         | 19,107                    |  |                                |                        |                  |                         |             |
| 65 | - Mobile Homes Treated  | Home         | 7,054                     |  |                                |                        |                  |                         |             |
| 66 | - Total Number of Homes Treated   | Home         | 106,506                   |  |                                |                        |                  |                         |             |
| 67 | # Eligible Homes to be Treated for PY <sup>2</sup>  | Home         | 145,874                   |  |                                |                        |                  |                         |             |
| 68 | % OF Homes Treated  | %            | 73%                       |  |                                |                        |                  |                         |             |
| 69 |   |              |                           |  |                                |                        |                  |                         |             |
| 70 | - Total Master-Metered Homes Treated  | Home         | 10,541                    |  |                                |                        |                  |                         |             |
| 71 | The Total Savings/Expenditures amount does not include the accrual total for the third quarter of PY2011 nor does it include a credit of \$67,787.50 from EMWD. |              |                           |  |                                |                        |                  |                         |             |
| 72 | Energy savings is based on the 2005 Load Impact Evaluation.   |              |                           |  |                                |                        |                  |                         |             |
| 73 | <sup>2</sup> Based on Attachment H of D. 08-11-031  |              |                           |  |                                |                        |                  |                         |             |
| 74 |   |              |                           |  |                                |                        |                  |                         |             |
| 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 2011**



|    | A   | B                |
|----|---|------------------|
| 1  | <b>Energy Savings Assistance Program Table 3 - Average Bill Savings per Treated Home<br/>Southern California Gas Company<br/>September 2011</b> |                  |
| 2  | <b>Year-to-date Installations - Expensed</b>  |                  |
| 3  |   |                  |
| 4  | Annual kWh Savings  | n/a              |
| 5  | Annual Therm Savings  | 3,501,162        |
| 6  | Lifecycle kWh Savings   | n/a              |
| 7  | Lifecycle Therm Savings   | 1,631,365        |
| 8  | Current kWh Rate  | \$ 0.11          |
| 9  | Current Therm Rate  | \$ 1.01          |
| 10 | Number of Treated Homes   | 106,506          |
| 11 | <b>Average 1st Year Bill Savings / Treated Home</b>   | <b>\$ 34.09</b>  |
| 12 | <b>Average Lifecycle Bill Savings / Treated Home</b>  | <b>\$ 248.62</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<br/>Program Homes Treated<br/>Southern California Gas Company<br/>September 2011</b> |                    |                  |                  |                            |               |                |
| 2  | County  | Eligible Customers |                  |                  | Homes Treated Year-To-Date |               |                |
| 3  |   | Rural              | Urban            | Total            | Rural                      | Urban         | Total          |
| 4  | Fresno  | 24                 | 11,599           | 11,624           | 31                         | 1,932         | 1,963          |
| 5  | Imperial  | 18,907             | 1                | 18,908           | 194                        | 1             | 195            |
| 6  | Kern  | 30,123             | 13,419           | 43,542           | 3,452                      | 467           | 3,919          |
| 7  | Kings   | 13,789             | 12               | 13,801           | 1,727                      |               | 1,727          |
| 8  | Los Angeles   | 2,053              | 1,170,328        | 1,172,381        | 436                        | 54,599        | 55,035         |
| 9  | Orange  | 30                 | 248,061          | 248,091          |                            | 8,780         | 8,780          |
| 10 | Riverside   | 127,637            | 107,852          | 235,489          | 1,330                      | 6,965         | 8,295          |
| 11 | San Bernardino  | 1,172              | 168,113          | 169,285          | 314                        | 15,532        | 15,846         |
| 12 | San Luis Obispo   | 18,776             | 10,691           | 29,467           | 667                        |               | 667            |
| 13 | Santa Barbara   | 1,303              | 42,480           | 43,783           | 442                        | 377           | 819            |
| 14 | Tulare  | 44,833             | 11,247           | 56,080           | 6,900                      | 1,977         | 8,877          |
| 15 | Ventura   | 2,178              | 62,128           | 64,307           | 59                         | 324           | 383            |
| 16 |   |                    |                  |                  |                            |               |                |
| 17 | <b>Total</b>  | <b>260,826</b>     | <b>1,845,932</b> | <b>2,106,758</b> | <b>15,552</b>              | <b>90,954</b> | <b>106,506</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 2011</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-11  | 0                            | 0     | 0   | 0  | 0                            | -         | 0   | 0  | 0                            | 0     | 0   | 0  | 0                            | -         | 0   | 0  |
| 6  | Feb-11  | 0                            | 0     | 0   | 0  | 13,378                       | 418,515   | 0   | 0  | 0                            | 0     | 0   | 0  | 13,378                       | 418,515   | 0   | 0  |
| 7  | Mar-11  | 0                            | 0     | 0   | 0  | 29,905                       | 902,750   | 0   | 0  | 0                            | 0     | 0   | 0  | 29,905                       | 902,750   | 0   | 0  |
| 8  | Apr-11  | 0                            | 0     | 0   | 0  | 45,318                       | 1,433,849 | 0   | 0  | 0                            | 0     | 0   | 0  | 45,318                       | 1,433,849 | 0   | 0  |
| 9  | May-11  | 0                            | 0     | 0   | 0  | 57,293                       | 1,838,986 | 0   | 0  | 0                            | 0     | 0   | 0  | 57,293                       | 1,838,986 | 0   | 0  |
| 10 | Jun-11  | 0                            | 0     | 0   | 0  | 67,513                       | 2,177,482 | 0   | 0  | 0                            | 0     | 0   | 0  | 67,513                       | 2,177,482 | 0   | 0  |
| 11 | Jul-11  | 0                            | 0     | 0   | 0  | 81,518                       | 2,594,561 | 0   | 0  | 0                            | 0     | 0   | 0  | 81,518                       | 2,594,561 | 0   | 0  |
| 12 | Aug-11  | 0                            | 0     | 0   | 0  | 92,833                       | 3,044,827 | 0   | 0  | 0                            | 0     | 0   | 0  | 92,833                       | 3,044,827 | 0   | 0  |
| 13 | Sep-11  | 0                            | 0     | 0   | 0  | 106,506                      | 3,501,162 | 0   | 0  | 0                            | 0     | 0   | 0  | 106,506                      | 3,501,162 | 0   | 0  |
| 14 | Oct-11  |                              |       |     |    |                              |           |     |    |                              |       |     |    |                              |           |     |    |
| 15 | Nov-11  |                              |       |     |    |                              |           |     |    |                              |       |     |    |                              |           |     |    |
| 16 | Dec-11  |                              |       |     |    |                              |           |     |    |                              |       |     |    |                              |           |     |    |
| 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 2011</b>  |                                 |                   |                   |                               |             |              |                                       |                   |                   |                                 |            |              |
| 4  |  | <b>Authorized 3-Year Budget</b> |                   |                   | <b>Current Month Expenses</b> |             |              | <b>Expenses Since January 1, 2009</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  | FAU Pilot  | \$ -                            | \$ 725,000        | \$ 725,000        | \$ -                          | \$ -        | \$ -         | \$ -                                  | \$ 112,534        | \$ 112,534        | 0%                              | 16%        | 16%          |
| 8  | Wet Pilot  | \$ -                            | \$ 63,275         | \$ 63,275         | \$ -                          |             | \$ -         | \$ -                                  | \$ 57,932         | \$ 57,932         | 0%                              | 92%        | 92%          |
| 9  | - Pilot 3  |                                 |                   |                   |                               |             |              |                                       |                   |                   |                                 |            |              |
| 10 | <b>Total Pilots</b>  | <b>\$ -</b>                     | <b>\$ 788,275</b> | <b>\$ 788,275</b> | <b>\$ -</b>                   | <b>\$ -</b> | <b>\$ -</b>  | <b>\$ -</b>                           | <b>\$ 170,466</b> | <b>\$ 170,466</b> | <b>0%</b>                       | <b>22%</b> | <b>22%</b>   |
| 11 |  |                                 |                   |                   |                               |             |              |                                       |                   |                   |                                 |            |              |
| 12 | <b>Studies:</b>  |                                 |                   |                   |                               |             |              |                                       |                   |                   |                                 |            |              |
| 13 | Non-Energy Benefits  | \$ -                            | \$ 90,000         | \$ 90,000         |                               | \$ -        | \$ -         | \$ -                                  | \$ 37,156         | \$ 37,156         | 0%                              | 41%        | 41%          |
| 14 | Process Evaluation   | \$ -                            | \$ 62,500         | \$ 62,500         | \$ -                          |             | \$ -         | \$ -                                  | \$ 30,704         | \$ 30,704         | 0%                              | 49%        | 49%          |
| 15 | Impact Evaluation <sup>1</sup>   | \$ -                            | \$ 150,000        | \$ 150,000        | \$ -                          | \$ -        | \$ -         | \$ -                                  | \$ 76,450         | \$ 76,450         | 0%                              | 51%        | 51%          |
| 16 |  |                                 |                   |                   |                               |             |              |                                       |                   |                   |                                 |            |              |
| 17 |  |                                 |                   |                   |                               |             |              |                                       |                   |                   |                                 |            |              |
| 18 | <b>Total Studies</b>   | <b>\$ -</b>                     | <b>\$ 302,500</b> | <b>\$ 302,500</b> | <b>\$ -</b>                   | <b>\$ -</b> | <b>\$ -</b>  | <b>\$ -</b>                           | <b>\$ 144,310</b> | <b>\$ 144,310</b> | <b>0%</b>                       | <b>48%</b> | <b>48%</b>   |
| 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 2011</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 |
| 7  | 91723-14 - Richard Heath Associates                 | 130                         | 69                       | 18                      | 4                          |
| 8  | 91723-23 - Richard Heath Associates                 | 270                         | 144                      | 87                      | 6                          |
| 9  | 91723-27 - Richard Heath Associates                 | 311                         | 111                      | 37                      | 4                          |
| 10 | 91723-30 - Richard Heath Associates                 | 279                         | 139                      | 9                       | 4                          |
| 11 | 91723-31 - Richard Heath Associates                 | 273                         | 142                      | 13                      | 1                          |
| 12 | 91767-21 - Richard Heath Associates                 | 211                         | 63                       | 54                      | 0                          |
| 13 | 91767-23 - Richard Heath Associates                 | 458                         | 155                      | 122                     | 1                          |
| 14 | 91767-25 - Richard Heath Associates                 | 485                         | 215                      | 182                     | 2                          |
| 15 | 91767-26 - Richard Heath Associates                 | 359                         | 211                      | 188                     | 1                          |
| 16 | 91767-27 - Richard Heath Associates                 | 198                         | 70                       | 46                      | 0                          |
| 17 | 91767-31 - Richard Heath Associates                 | 234                         | 58                       | 35                      | 0                          |
| 18 | 91767-32 - Richard Heath Associates                 | 263                         | 127                      | 71                      | 0                          |
| 19 | 91767-33 - Richard Heath Associates                 | 351                         | 158                      | 134                     | 5                          |
| 20 | 91767-34 - Richard Heath Associates                 | 258                         | 115                      | 81                      | 2                          |
| 21 | 91767-35 - Richard Heath Associates                 | 521                         | 262                      | 103                     | 0                          |
| 22 | 91767-38 - Richard Heath Associates                 | 100                         | 35                       | 7                       | 0                          |
| 23 | 91767-39 - Richard Heath Associates                 | 236                         | 69                       | 24                      | 1                          |
| 24 | 91767-41 - Richard Heath Associates                 | 313                         | 127                      | 91                      | 1                          |
| 25 | 91767-42 - Richard Heath Associates                 | 332                         | 139                      | 118                     | 2                          |
| 26 | 91767-43 - Richard Heath Associates                 | 223                         | 82                       | 88                      | 1                          |
| 27 | 91767-44 - Richard Heath Associates                 | 215                         | 82                       | 54                      | 1                          |
| 28 | 93203-14 - Staples and Associates                   | 131                         | 105                      | 74                      | 0                          |
| 29 | 93203-19 - Staples and Associates                   | 138                         | 105                      | 59                      | 0                          |
| 30 | 93280-16 - Staples and Associates                   | 147                         | 87                       | 31                      | 1                          |
| 31 | 93280-18 - Staples and Associates                   | 141                         | 86                       | 79                      | 1                          |
| 32 | 93280-33 - Staples and Associates                   | 119                         | 59                       | 69                      | 2                          |
| 33 | 91791-18 - The East Los Angeles Community Union     | 350                         | 83                       | 28                      | 0                          |
| 34 | 91791-25 - The East Los Angeles Community Union     | 267                         | 63                       | 17                      | 1                          |
| 35 | 91791-26 - The East Los Angeles Community Union     | 239                         | 59                       | 44                      | 0                          |
| 36 | 92335-12 - The East Los Angeles Community Union     | 103                         | 57                       | 26                      | 7                          |
| 37 | 92335-24 - The East Los Angeles Community Union     | 201                         | 148                      | 71                      | 0                          |
| 38 | 92335-27 - The East Los Angeles Community Union     | 17                          | 8                        | 2                       | 0                          |
| 39 | 92335-34 - The East Los Angeles Community Union     | 306                         | 170                      | 133                     | 0                          |
| 40 | 92335-41 - The East Los Angeles Community Union     | 469                         | 266                      | 167                     | 0                          |
| 41 | 92335-60 - The East Los Angeles Community Union     | 368                         | 146                      | 74                      | 2                          |
| 42 | 92335-62 - The East Los Angeles Community Union     | 384                         | 211                      | 137                     | 2                          |
| 43 | 92335-63 - The East Los Angeles Community Union     | 417                         | 204                      | 140                     | 10                         |
| 44 | 92586-34 - The East Los Angeles Community Union     | 428                         | 79                       | 26                      | 0                          |
| 45 | 92586-35 - The East Los Angeles Community Union     | 419                         | 122                      | 26                      | 1                          |
| 46 | 92586-44 - The East Los Angeles Community Union     | 195                         | 36                       | 11                      | 1                          |
| 47 | 92586-48 - The East Los Angeles Community Union     | 215                         | 59                       | 0                       | 0                          |
| 48 | 92586-65 - The East Los Angeles Community Union     | 76                          | 22                       | 6                       | 0                          |
| 49 | 93277-16 - Garcia & Sons                            | 196                         | 117                      | 61                      | 9                          |
| 50 | 93501-12 - Garcia & Sons                            | 8                           | 5                        | 1                       | 3                          |
| 51 | 93501-13 - Garcia & Sons                            | 195                         | 111                      | 38                      | 8                          |
| 52 | 93505-18 - Garcia & Sons                            | 139                         | 62                       | 31                      | 2                          |
| 53 | 90003-10 - Reliable Energy Management               | 346                         | 232                      | 69                      | 22                         |

|     | 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 2011</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 |
| 54  | 90003-11 - Reliable Energy Management               | 481                         | 308                      | 116                     | 9                          |
| 55  | 90003-12 - Reliable Energy Management               | 467                         | 348                      | 93                      | 40                         |
| 56  | 90003-13 - Reliable Energy Management               | 291                         | 200                      | 75                      | 3                          |
| 57  | 90011-46 - Reliable Energy Management               | 561                         | 409                      | 186                     | 30                         |
| 58  | 90011-47 - Reliable Energy Management               | 445                         | 323                      | 127                     | 16                         |
| 59  | 90011-48 - Reliable Energy Management               | 418                         | 286                      | 129                     | 11                         |
| 60  | 90011-49 - Reliable Energy Management               | 493                         | 348                      | 139                     | 14                         |
| 61  | 90011-51 - Reliable Energy Management               | 450                         | 322                      | 148                     | 13                         |
| 62  | 90011-52 - Reliable Energy Management               | 316                         | 232                      | 89                      | 20                         |
| 63  | 90011-53 - Reliable Energy Management               | 99                          | 67                       | 40                      | 2                          |
| 64  | 90301-13 - Reliable Energy Management               | 189                         | 87                       | 14                      | 0                          |
| 65  | 90301-14 - Reliable Energy Management               | 101                         | 42                       | 3                       | 0                          |
| 66  | 90301-19 - Reliable Energy Management               | 131                         | 71                       | 5                       | 0                          |
| 67  | 90301-48 - Reliable Energy Management               | 88                          | 58                       | 19                      | 2                          |
| 68  | 90301-92 - Reliable Energy Management               | 215                         | 138                      | 36                      | 0                          |
| 69  | 90502-14 - Reliable Energy Management               | 329                         | 136                      | 48                      | 6                          |
| 70  | 90502-15 - Reliable Energy Management               | 177                         | 74                       | 9                       | 1                          |
| 71  | 91706-32 - Reliable Energy Management               | 373                         | 208                      | 115                     | 13                         |
| 72  | 91706-67 - Reliable Energy Management               | 48                          | 27                       | 2                       | 1                          |
| 73  | 91731-23 - Richard Heath Associates                 | 361                         | 262                      | 124                     | 2                          |
| 74  | 91731-24 - Richard Heath Associates                 | 124                         | 76                       | 73                      | 0                          |
| 75  | 91731-31 - Richard Heath Associates                 | 343                         | 194                      | 130                     | 25                         |
| 76  | 91731-32 - Richard Heath Associates                 | 150                         | 98                       | 86                      | 7                          |
| 77  | 91731-33 - Richard Heath Associates                 | 320                         | 144                      | 98                      | 6                          |
| 78  | 91731-34 - Richard Heath Associates                 | 170                         | 100                      | 119                     | 2                          |
| 79  | 91731-45 - Richard Heath Associates                 | 53                          | 42                       | 47                      | 2                          |
| 80  | 91803-32 - Richard Heath Associates                 | 161                         | 88                       | 13                      | 0                          |
| 81  | 91803-33 - Richard Heath Associates                 | 206                         | 111                      | 12                      | 1                          |
| 82  | 93206-97 - Staples and Associates                   | 270                         | 168                      | 89                      | 5                          |
| 83  | 93215-18 - Staples and Associates                   | 297                         | 194                      | 181                     | 0                          |
| 84  | 93215-19 - Staples and Associates                   | 151                         | 104                      | 51                      | 0                          |
| 85  | 93215-30 - Staples and Associates                   | 299                         | 143                      | 63                      | 1                          |
| 86  | 93250-13 - Staples and Associates                   | 342                         | 242                      | 152                     | 1                          |
| 87  | 93250-15 - Staples and Associates                   | 140                         | 99                       | 66                      | 0                          |
| 88  | 93250-16 - Staples and Associates                   | 332                         | 237                      | 116                     | 0                          |
| 89  | 93280-28 - Staples and Associates                   | 172                         | 84                       | 113                     | 1                          |
| 90  | 92879-14 - Synergy                                  | 50                          | 28                       | 23                      | 0                          |
| 91  | 92879-15 - Synergy                                  | 196                         | 117                      | 66                      | 1                          |
| 92  | 92879-16 - Synergy                                  | 215                         | 134                      | 96                      | 0                          |
| 93  | 92879-18 - Synergy                                  | 389                         | 226                      | 155                     | 0                          |
| 94  | 92879-20 - Synergy                                  | 164                         | 82                       | 69                      | 0                          |
| 95  | 92879-21 - Synergy                                  | 158                         | 95                       | 24                      | 0                          |
| 96  | 92879-22 - Synergy                                  | 221                         | 143                      | 46                      | 0                          |
| 97  | 92879-23 - Synergy                                  | 453                         | 226                      | 150                     | 1                          |
| 98  | 92879-57 - Synergy                                  | 243                         | 142                      | 45                      | 0                          |
| 99  | 92882-12 - Synergy                                  | 45                          | 29                       | 0                       | 0                          |
| 100 | 92882-16 - Synergy                                  | 31                          | 20                       | 3                       | 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 2011</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 |
| 101 | 92882-17 - Synergy                                  | 73                          | 53                       | 35                      | 0                          |
| 102 | 92882-18 - Synergy                                  | 196                         | 110                      | 63                      | 0                          |
| 103 | 92882-19 - Synergy                                  | 311                         | 196                      | 121                     | 0                          |
| 104 | 92882-20 - Synergy                                  | 26                          | 17                       | 4                       | 0                          |
| 105 | 92882-21 - Synergy                                  | 191                         | 121                      | 28                      | 0                          |
| 106 | 92882-22 - Synergy                                  | 119                         | 71                       | 37                      | 0                          |
| 107 | 92882-24 - Synergy                                  | 30                          | 18                       | 5                       | 0                          |
| 108 | 92882-27 - Synergy                                  | 166                         | 61                       | 2                       | 0                          |
| 109 | 92882-30 - Synergy                                  | 392                         | 238                      | 53                      | 0                          |
| 110 | 92882-31 - Synergy                                  | 188                         | 128                      | 78                      | 1                          |
| 111 | 92882-32 - Synergy                                  | 356                         | 231                      | 152                     | 1                          |
| 112 | 92882-35 - Synergy                                  | 202                         | 133                      | 9                       | 0                          |
| 113 | 92882-65 - Synergy                                  | 48                          | 32                       | 1                       | 0                          |
| 114 | 92882-71 - Synergy                                  | 13                          | 3                        | 0                       | 0                          |
| 115 | 92882-72 - Synergy                                  | 197                         | 101                      | 4                       | 0                          |
| 116 | 92882-78 - Synergy                                  | 144                         | 44                       | 1                       | 0                          |
| 117 | 90650-16 - The East Los Angeles Community Union     | 54                          | 39                       | 0                       | 0                          |
| 118 | 90650-17 - The East Los Angeles Community Union     | 504                         | 189                      | 108                     | 1                          |
| 119 | 90650-18 - The East Los Angeles Community Union     | 352                         | 129                      | 177                     | 2                          |
| 120 | 90650-19 - The East Los Angeles Community Union     | 578                         | 194                      | 194                     | 2                          |
| 121 | 90650-20 - The East Los Angeles Community Union     | 442                         | 116                      | 128                     | 7                          |
| 122 | 90650-23 - The East Los Angeles Community Union     | 392                         | 104                      | 77                      | 4                          |
| 123 | 90650-24 - The East Los Angeles Community Union     | 477                         | 124                      | 84                      | 1                          |
| 124 | 90650-26 - The East Los Angeles Community Union     | 342                         | 108                      | 78                      | 1                          |
| 125 | 90650-27 - The East Los Angeles Community Union     | 466                         | 172                      | 125                     | 1                          |
| 126 | 90650-28 - The East Los Angeles Community Union     | 660                         | 272                      | 265                     | 0                          |
| 127 | 90650-29 - The East Los Angeles Community Union     | 197                         | 80                       | 94                      | 0                          |
| 128 | 90650-30 - The East Los Angeles Community Union     | 295                         | 160                      | 107                     | 1                          |
| 129 | 90650-31 - The East Los Angeles Community Union     | 336                         | 183                      | 81                      | 0                          |
| 130 | 90650-32 - The East Los Angeles Community Union     | 192                         | 44                       | 49                      | 0                          |
| 131 | 90650-43 - The East Los Angeles Community Union     | 274                         | 56                       | 63                      | 0                          |
| 132 | 90650-76 - The East Los Angeles Community Union     | 161                         | 70                       | 55                      | 1                          |
| 133 | 90650-77 - The East Los Angeles Community Union     | 424                         | 136                      | 84                      | 0                          |
| 134 | 90650-78 - The East Los Angeles Community Union     | 444                         | 99                       | 88                      | 1                          |
| 135 | 90650-79 - The East Los Angeles Community Union     | 411                         | 138                      | 92                      | 2                          |
| 136 | 90650-83 - The East Los Angeles Community Union     | 384                         | 112                      | 113                     | 0                          |
| 137 | 91761-16 - The East Los Angeles Community Union     | 303                         | 62                       | 7                       | 0                          |
| 138 | 91761-18 - The East Los Angeles Community Union     | 22                          | 15                       | 9                       | 0                          |
| 139 | 91761-19 - The East Los Angeles Community Union     | 98                          | 66                       | 22                      | 1                          |
| 140 | 91761-25 - The East Los Angeles Community Union     | 40                          | 28                       | 22                      | 0                          |
| 141 | 91761-33 - The East Los Angeles Community Union     | 255                         | 173                      | 96                      | 1                          |
| 142 | 91761-34 - The East Los Angeles Community Union     | 308                         | 207                      | 121                     | 5                          |
| 143 | 91761-42 - The East Los Angeles Community Union     | 335                         | 213                      | 138                     | 1                          |
| 144 | 91761-43 - The East Los Angeles Community Union     | 457                         | 300                      | 206                     | 4                          |
| 145 | 91761-44 - The East Los Angeles Community Union     | 479                         | 262                      | 247                     | 4                          |
| 146 | 91761-53 - The East Los Angeles Community Union     | 85                          | 49                       | 25                      | 2                          |
| 147 | 91761-54 - The East Los Angeles Community Union     | 240                         | 126                      | 66                      | 5                          |

|     | 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 2011</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 |
| 148 | 91761-55 - The East Los Angeles Community Union     | 496                         | 215                      | 281                     | 3                          |
| 149 | 91761-77 - The East Los Angeles Community Union     | 204                         | 44                       | 14                      | 7                          |
| 150 | 91764-24 - The East Los Angeles Community Union     | 31                          | 18                       | 8                       | 0                          |
| 151 | 91764-26 - The East Los Angeles Community Union     | 326                         | 161                      | 77                      | 4                          |
| 152 | 91764-27 - The East Los Angeles Community Union     | 236                         | 96                       | 139                     | 8                          |
| 153 | 91764-28 - The East Los Angeles Community Union     | 210                         | 77                       | 17                      | 0                          |
| 154 | 91764-29 - The East Los Angeles Community Union     | 298                         | 113                      | 30                      | 0                          |
| 155 | 91764-31 - The East Los Angeles Community Union     | 157                         | 62                       | 61                      | 2                          |
| 156 | 91764-33 - The East Los Angeles Community Union     | 314                         | 164                      | 104                     | 4                          |
| 157 | 91764-36 - The East Los Angeles Community Union     | 243                         | 112                      | 61                      | 3                          |
| 158 | 91764-37 - The East Los Angeles Community Union     | 342                         | 136                      | 119                     | 4                          |
| 159 | 91764-38 - The East Los Angeles Community Union     | 231                         | 167                      | 35                      | 0                          |
| 160 | 91764-39 - The East Los Angeles Community Union     | 411                         | 249                      | 199                     | 2                          |
| 161 | 91764-40 - The East Los Angeles Community Union     | 357                         | 187                      | 181                     | 12                         |
| 162 | 91764-41 - The East Los Angeles Community Union     | 334                         | 193                      | 128                     | 1                          |
| 163 | 91764-42 - The East Los Angeles Community Union     | 117                         | 90                       | 11                      | 0                          |
| 164 | 91764-43 - The East Los Angeles Community Union     | 361                         | 227                      | 170                     | 0                          |
| 165 | 91764-44 - The East Los Angeles Community Union     | 397                         | 265                      | 194                     | 4                          |
| 166 | 91764-67 - The East Los Angeles Community Union     | 357                         | 174                      | 28                      | 0                          |
| 167 | 92316-12 - The East Los Angeles Community Union     | 197                         | 131                      | 144                     | 0                          |
| 168 | 92316-13 - The East Los Angeles Community Union     | 247                         | 102                      | 55                      | 2                          |
| 169 | 92316-14 - The East Los Angeles Community Union     | 264                         | 81                       | 37                      | 3                          |
| 170 | 92316-15 - The East Los Angeles Community Union     | 355                         | 123                      | 92                      | 5                          |
| 171 | 92316-16 - The East Los Angeles Community Union     | 458                         | 132                      | 110                     | 5                          |
| 172 | 92316-17 - The East Los Angeles Community Union     | 294                         | 151                      | 70                      | 4                          |
| 173 | 92316-18 - The East Los Angeles Community Union     | 334                         | 190                      | 69                      | 3                          |
| 174 | 92316-19 - The East Los Angeles Community Union     | 317                         | 149                      | 83                      | 2                          |
| 175 | 92316-20 - The East Los Angeles Community Union     | 316                         | 195                      | 82                      | 4                          |
| 176 | 92316-21 - The East Los Angeles Community Union     | 312                         | 137                      | 102                     | 5                          |
| 177 | 92316-22 - The East Los Angeles Community Union     | 382                         | 127                      | 91                      | 2                          |
| 178 | 92316-23 - The East Los Angeles Community Union     | 39                          | 18                       | 11                      | 0                          |
| 179 | 92316-24 - The East Los Angeles Community Union     | 113                         | 52                       | 28                      | 1                          |
| 180 | 92316-25 - The East Los Angeles Community Union     | 33                          | 14                       | 9                       | 0                          |
| 181 | 92316-26 - The East Los Angeles Community Union     | 196                         | 90                       | 28                      | 1                          |
| 182 | 92316-27 - The East Los Angeles Community Union     | 392                         | 188                      | 86                      | 5                          |
| 183 | 92316-28 - The East Los Angeles Community Union     | 189                         | 82                       | 19                      | 2                          |
| 184 | 92316-29 - The East Los Angeles Community Union     | 227                         | 101                      | 52                      | 1                          |
| 185 | 92316-30 - The East Los Angeles Community Union     | 11                          | 5                        | 1                       | 0                          |
| 186 | 92316-31 - The East Los Angeles Community Union     | 154                         | 65                       | 19                      | 1                          |
| 187 | 92316-32 - The East Los Angeles Community Union     | 106                         | 59                       | 26                      | 0                          |
| 188 | 92316-35 - The East Los Angeles Community Union     | 171                         | 109                      | 30                      | 2                          |
| 189 | 92316-38 - The East Los Angeles Community Union     | 31                          | 16                       | 6                       | 0                          |
| 190 | 92316-39 - The East Los Angeles Community Union     | 61                          | 28                       | 10                      | 2                          |
| 191 | 92316-41 - The East Los Angeles Community Union     | 23                          | 13                       | 3                       | 3                          |
| 192 | 92335-11 - The East Los Angeles Community Union     | 237                         | 70                       | 21                      | 2                          |
| 193 | 92335-17 - The East Los Angeles Community Union     | 7                           | 5                        | 2                       | 3                          |
| 194 | 92335-19 - The East Los Angeles Community Union     | 42                          | 26                       | 3                       | 2                          |

|     | 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 2011</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 |
| 195 | 92335-20 - The East Los Angeles Community Union     | 182                         | 94                       | 5                       | 0                          |
| 196 | 92335-21 - The East Los Angeles Community Union     | 213                         | 98                       | 55                      | 7                          |
| 197 | 92335-22 - The East Los Angeles Community Union     | 19                          | 0                        | 2                       | 0                          |
| 198 | 92335-23 - The East Los Angeles Community Union     | 53                          | 0                        | 7                       | 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 2011</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 |
| 199 | 92335-25 - The East Los Angeles Community Union     | 181                         | 119                      | 99                      | 0                          |
| 200 | 92335-26 - The East Los Angeles Community Union     | 428                         | 186                      | 117                     | 9                          |
| 201 | 92335-28 - The East Los Angeles Community Union     | 53                          | 0                        | 15                      | 0                          |
| 202 | 92335-29 - The East Los Angeles Community Union     | 30                          | 0                        | 2                       | 1                          |
| 203 | 92335-30 - The East Los Angeles Community Union     | 210                         | 103                      | 33                      | 0                          |
| 204 | 92335-31 - The East Los Angeles Community Union     | 193                         | 92                       | 53                      | 7                          |
| 205 | 92335-32 - The East Los Angeles Community Union     | 269                         | 147                      | 84                      | 3                          |
| 206 | 92335-33 - The East Los Angeles Community Union     | 264                         | 147                      | 147                     | 4                          |
| 207 | 92335-35 - The East Los Angeles Community Union     | 459                         | 189                      | 134                     | 10                         |
| 208 | 92335-36 - The East Los Angeles Community Union     | 219                         | 126                      | 58                      | 5                          |
| 209 | 92335-37 - The East Los Angeles Community Union     | 238                         | 144                      | 65                      | 5                          |
| 210 | 92335-38 - The East Los Angeles Community Union     | 526                         | 234                      | 139                     | 3                          |
| 211 | 92335-39 - The East Los Angeles Community Union     | 238                         | 136                      | 115                     | 0                          |
| 212 | 92335-40 - The East Los Angeles Community Union     | 404                         | 198                      | 161                     | 2                          |
| 213 | 92335-42 - The East Los Angeles Community Union     | 187                         | 84                       | 56                      | 1                          |
| 214 | 92335-43 - The East Los Angeles Community Union     | 574                         | 241                      | 212                     | 7                          |
| 215 | 92335-44 - The East Los Angeles Community Union     | 560                         | 260                      | 208                     | 11                         |
| 216 | 92335-45 - The East Los Angeles Community Union     | 673                         | 316                      | 258                     | 7                          |
| 217 | 92335-46 - The East Los Angeles Community Union     | 318                         | 193                      | 159                     | 0                          |
| 218 | 92335-47 - The East Los Angeles Community Union     | 478                         | 320                      | 259                     | 9                          |
| 219 | 92335-48 - The East Los Angeles Community Union     | 225                         | 103                      | 59                      | 5                          |
| 220 | 92335-49 - The East Los Angeles Community Union     | 337                         | 138                      | 99                      | 5                          |
| 221 | 92335-50 - The East Los Angeles Community Union     | 322                         | 118                      | 72                      | 0                          |
| 222 | 92335-51 - The East Los Angeles Community Union     | 468                         | 145                      | 108                     | 3                          |
| 223 | 92335-52 - The East Los Angeles Community Union     | 497                         | 221                      | 109                     | 6                          |
| 224 | 92335-53 - The East Los Angeles Community Union     | 106                         | 62                       | 24                      | 3                          |
| 225 | 92335-54 - The East Los Angeles Community Union     | 551                         | 270                      | 142                     | 9                          |
| 226 | 92335-55 - The East Los Angeles Community Union     | 488                         | 177                      | 144                     | 9                          |
| 227 | 92335-56 - The East Los Angeles Community Union     | 490                         | 195                      | 174                     | 3                          |
| 228 | 92335-57 - The East Los Angeles Community Union     | 574                         | 293                      | 185                     | 1                          |
| 229 | 92335-58 - The East Los Angeles Community Union     | 459                         | 306                      | 192                     | 2                          |
| 230 | 92335-59 - The East Los Angeles Community Union     | 584                         | 213                      | 135                     | 3                          |
| 231 | 92335-61 - The East Los Angeles Community Union     | 500                         | 149                      | 111                     | 2                          |
| 232 | 92335-64 - The East Los Angeles Community Union     | 542                         | 264                      | 172                     | 2                          |
| 233 | 92335-65 - The East Los Angeles Community Union     | 299                         | 172                      | 104                     | 6                          |
| 234 | 92335-66 - The East Los Angeles Community Union     | 329                         | 152                      | 88                      | 3                          |
| 235 | 92335-67 - The East Los Angeles Community Union     | 632                         | 360                      | 253                     | 1                          |
| 236 | 92335-70 - The East Los Angeles Community Union     | 185                         | 114                      | 26                      | 1                          |
| 237 | 92335-71 - The East Los Angeles Community Union     | 233                         | 98                       | 119                     | 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 2011</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 |
| 238 | 92335-72 - The East Los Angeles Community Union     | 117                         | 65                       | 23                      | 1                          |
| 239 | 92335-73 - The East Los Angeles Community Union     | 97                          | 54                       | 32                      | 5                          |
| 240 | 92335-77 - The East Los Angeles Community Union     | 39                          | 13                       | 7                       | 1                          |
| 241 | 92335-78 - The East Los Angeles Community Union     | 310                         | 203                      | 146                     | 4                          |
| 242 | 92335-80 - The East Los Angeles Community Union     | 224                         | 104                      | 73                      | 2                          |
| 243 | 92335-81 - The East Los Angeles Community Union     | 274                         | 139                      | 101                     | 1                          |
| 244 | 92335-85 - The East Los Angeles Community Union     | 62                          | 21                       | 14                      | 0                          |
| 245 | 92335-86 - The East Los Angeles Community Union     | 83                          | 55                       | 23                      | 1                          |
| 246 | 92335-87 - The East Los Angeles Community Union     | 234                         | 128                      | 71                      | 3                          |
| 247 | 92335-88 - The East Los Angeles Community Union     | 106                         | 68                       | 43                      | 1                          |
| 248 | 92335-89 - The East Los Angeles Community Union     | 318                         | 191                      | 211                     | 1                          |
| 249 | 92335-90 - The East Los Angeles Community Union     | 131                         | 86                       | 40                      | 3                          |
| 250 | 92335-91 - The East Los Angeles Community Union     | 14                          | 5                        | 1                       | 0                          |
| 251 | 92335-92 - The East Los Angeles Community Union     | 75                          | 40                       | 20                      | 3                          |
| 252 | 92337-68 - The East Los Angeles Community Union     | 761                         | 309                      | 20                      | 7                          |
| 253 | 92337-70 - The East Los Angeles Community Union     | 142                         | 54                       | 14                      | 3                          |
| 254 | 92337-71 - The East Los Angeles Community Union     | 126                         | 55                       | 9                       | 0                          |
| 255 | 92337-72 - The East Los Angeles Community Union     | 217                         | 101                      | 31                      | 9                          |
| 256 | 92337-73 - The East Los Angeles Community Union     | 178                         | 100                      | 27                      | 2                          |
| 257 | 92337-74 - The East Los Angeles Community Union     | 217                         | 97                       | 29                      | 0                          |
| 258 | 92337-75 - The East Los Angeles Community Union     | 172                         | 68                       | 15                      | 5                          |
| 259 | 92337-90 - The East Los Angeles Community Union     | 455                         | 89                       | 37                      | 14                         |
| 260 | 92337-93 - The East Los Angeles Community Union     | 83                          | 27                       | 10                      | 0                          |
| 261 | 92553-12 - The East Los Angeles Community Union     | 92                          | 26                       | 19                      | 1                          |
| 262 | 92553-23 - The East Los Angeles Community Union     | 132                         | 84                       | 40                      | 2                          |
| 263 | 92553-29 - The East Los Angeles Community Union     | 222                         | 95                       | 78                      | 0                          |
| 264 | 92553-41 - The East Los Angeles Community Union     | 397                         | 250                      | 116                     | 6                          |
| 265 | 92553-42 - The East Los Angeles Community Union     | 325                         | 194                      | 153                     | 2                          |
| 266 | 92553-43 - The East Los Angeles Community Union     | 444                         | 197                      | 196                     | 5                          |
| 267 | 92553-44 - The East Los Angeles Community Union     | 402                         | 130                      | 147                     | 1                          |
| 268 | 92553-47 - The East Los Angeles Community Union     | 543                         | 172                      | 134                     | 11                         |
| 269 | 92553-48 - The East Los Angeles Community Union     | 442                         | 161                      | 123                     | 2                          |
| 270 | 92553-49 - The East Los Angeles Community Union     | 492                         | 176                      | 179                     | 7                          |
| 271 | 92553-68 - The East Los Angeles Community Union     | 407                         | 117                      | 86                      | 4                          |
| 272 | 92555-23 - The East Los Angeles Community Union     | 296                         | 100                      | 68                      | 3                          |
| 273 | 92555-24 - The East Los Angeles Community Union     | 442                         | 158                      | 138                     | 4                          |
| 274 | 92555-25 - The East Los Angeles Community Union     | 228                         | 79                       | 21                      | 7                          |
| 275 | 92555-35 - The East Los Angeles Community Union     | 164                         | 54                       | 0                       | 0                          |
| 276 | 92555-37 - The East Los Angeles Community Union     | 132                         | 47                       | 1                       | 1                          |
| 277 | 92555-38 - The East Los Angeles Community Union     | 207                         | 0                        | 2                       | 0                          |
| 278 | 92845-26 - The East Los Angeles Community Union     | 340                         | 53                       | 3                       | 0                          |
| 279 | 92845-27 - The East Los Angeles Community Union     | 284                         | 51                       | 6                       | 0                          |

|    | 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 2011</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>   | \$ -                     | \$3,785,932    | \$3,785,932    |                               | \$333,563   | \$333,563    |                              | \$1,930,044  | \$1,930,044  | 0%                                    | 51%        | 51%          |
| 7  | Automatic Enrollment  | \$ -                     | \$0            | \$0            | \$ -                          | \$0         | \$0          | \$ -                         | \$0          | \$0          | 0%                                    | 0%         | 0%           |
| 8  | Processing/<br>Certification/Verification   | \$ -                     | \$1,248,928    | \$1,248,928    | \$ -                          | \$125,710   | \$125,710    | \$ -                         | \$939,551    | \$939,551    | 0%                                    | 75%        | 75%          |
| 9  | Information Technology /<br>Programming   | \$ -                     | \$522,554      | \$522,554      | \$ -                          | \$42,389    | \$42,389     | \$ -                         | \$381,591    | \$381,591    | 0%                                    | 73%        | 73%          |
| 10 |   |                          |                |                |                               |             |              |                              |              |              |                                       |            |              |
| 11 | <b>Pilots</b>   |                          |                |                |                               |             |              |                              |              |              |                                       |            |              |
| 12 | - Pilot SB 580  | \$ -                     | \$ -           | \$ -           | \$ -                          | \$ -        | \$ -         | \$ -                         | \$ -         | \$ -         | 0%                                    | 0%         | 0%           |
| 13 | - Pilot   | \$ -                     | \$ -           | \$ -           | \$ -                          | \$ -        | \$ -         | \$ -                         | \$ -         | \$ -         | 0%                                    | 0%         | 0%           |
| 14 | - Pilot   | \$ -                     | \$ -           | \$ -           | \$ -                          | \$ -        | \$ -         | \$ -                         | \$ -         | \$ -         | 0%                                    | 0%         | 0%           |
| 15 | <b>Total Pilots</b>   | \$ -                     | \$ -           | \$ -           | \$ -                          | \$ -        | \$ -         | \$ -                         | \$ -         | \$ -         | 0%                                    | 0%         | 0%           |
| 16 |   |                          |                |                |                               |             |              |                              |              |              |                                       |            |              |
| 17 | Measurement & Evaluation <sup>[2]</sup>   | \$ -                     | \$17,192       | \$17,192       | \$ -                          | \$0         | \$0          | \$ -                         | \$ -         | \$ -         | 0%                                    | 0%         | 0%           |
| 18 | Regulatory Compliance   | \$ -                     | \$236,919      | \$236,919      | \$ -                          | \$15,889    | \$15,889     | \$ -                         | \$187,910    | \$187,910    | 0%                                    | 79%        | 79%          |
| 19 | General Administration  | \$ -                     | \$604,963      | \$604,963      | \$ -                          | \$49,683    | \$49,683     | \$ -                         | \$430,754    | \$430,754    | 0%                                    | 71%        | 71%          |
| 20 | CPUC Energy Division  | \$ -                     | \$171,500      | \$171,500      |                               | \$2,646     | \$2,646      | \$ -                         | \$34,407     | \$34,407     | 0%                                    | 20%        | 20%          |
| 21 |   |                          |                |                |                               |             |              |                              |              |              |                                       |            |              |
| 22 | <b>SUBTOTAL MANAGEMENT COSTS</b>  | \$ -                     | \$ 6,587,988   | \$ 6,587,988   | \$ -                          | \$569,880   | \$569,880    | \$ -                         | \$3,904,257  | \$3,904,257  | 0%                                    | 59%        | 59%          |
| 23 |   |                          |                |                |                               |             |              |                              |              |              |                                       |            |              |
| 24 | CARE Rate Discount  | \$ -                     | \$132,712,188  | \$132,712,188  | \$ -                          | \$6,805,611 | \$6,805,611  | \$ -                         | \$91,336,176 | \$91,336,176 | 0%                                    | 69%        | 69%          |
| 25 | Service Establishment Charge Discount   | \$ -                     | \$3,189,461    | \$3,189,461    | \$ -                          | \$334,260   | \$334,260    | \$ -                         | \$2,858,835  | \$2,858,835  | 0%                                    | 90%        | 90%          |
| 26 |   |                          |                |                |                               |             |              |                              |              |              |                                       |            |              |
| 27 | <b>TOTAL PROGRAM COSTS &amp; CUSTOMER DISCOUNTS</b>   | \$ -                     | \$ 142,489,637 | \$ 142,489,637 | \$ -                          | \$7,709,751 | \$7,709,751  | \$ -                         | \$98,099,268 | \$98,099,268 | 0%                                    | 69%        | 69%          |
| 28 |   |                          |                |                |                               |             |              |                              |              |              |                                       |            |              |
| 29 | <b>Other CARE Rate Benefits</b>   |                          |                |                |                               |             |              |                              |              |              |                                       |            |              |
| 30 | DWR Bond Charge Exemption   |                          |                |                |                               |             |              |                              |              |              |                                       |            |              |
| 31 | CARE PPP Exemption  |                          |                |                | \$ -                          | \$920,208   | \$920,208    |                              | \$14,780,175 | \$14,780,175 |                                       |            |              |
| 32 | California Solar Initiative Exemption <sup>[3]</sup>  |                          |                |                |                               |             |              |                              |              |              |                                       |            |              |
| 33 | kWh Surcharge Exemption   |                          |                |                |                               |             |              |                              |              |              |                                       |            |              |
| 34 | <b>TOTAL - OTHER CARE RATE BENEFITS</b>   |                          |                |                | \$ -                          | \$920,208   | \$920,208    | \$ -                         | \$14,780,175 | \$14,780,175 |                                       |            |              |
| 35 |   |                          |                |                |                               |             |              |                              |              |              |                                       |            |              |
| 36 | Indirect Costs  |                          |                |                |                               | \$99,149    | \$99,149     | \$ -                         | \$928,096    | \$928,096    |                                       |            |              |
| 37 | <sup>1</sup> Outreach includes costs associated with Capitation Fees, Other Outreach and Mass Media   |                          |                |                |                               |             |              |                              |              |              |                                       |            |              |
| 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 |   |                          |                |                |                               |             |              |                              |              |              |                                       |            |              |

|    | A  | B | C | D | E | F | G | H | I | J | K | L | M |
|----|--|---|---|---|---|---|---|---|---|---|---|---|---|
| 42 | 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 2011</b>  |                            |                            |                         |                        |          |                      |            |                            |                |                              |                      |                                    |                |                    |                         |                         |                          |  |
| 4  |  | Gross Enrollment           |                            |                         |                        |          |                      |            |                            |                |                              |                      |                                    | Enrollment     |                    |                         |                         |                          |  |
| 5  |  | Automatic Enrollment       |                            |                         |                        |          |                      |            |                            |                |                              |                      |                                    |                |                    |                         |                         |                          |  |
| 6  | <b>2011</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>   | 6,068                      | 1,679                      | 75                      | 0                      | 0        | 7,822                | 24         | 15,055                     | 22,901         | 45,730                       | 68,631               | 16,928                             | 51,703         | 5,973              | 1,720,017               | 1,842,984               | 93.3%                    |  |
| 8  | <b>February</b>  | 7,086                      | 196                        | 94                      | 0                      | 0        | 7,376                | 33         | 18,393                     | 25,802         | 40,802                       | 66,604               | 38,145                             | 28,459         | -12,343            | 1,707,674               | 1,842,984               | 92.7%                    |  |
| 9  | <b>March</b>   | 7,237                      | 3,172                      | 45                      | 0                      | 0        | 10,454               | 16         | 32,652                     | 43,122         | 52,037                       | 95,159               | 29,582                             | 65,577         | 13,540             | 1,721,214               | 1,842,984               | 93.4%                    |  |
| 10 | <b>April</b>   | 7,883                      | 2,312                      | 161                     | 0                      | 0        | 10,356               | 29         | 19,571                     | 29,956         | 53,772                       | 83,728               | 14,344                             | 69,384         | 15,612             | 1,736,826               | 1,847,383               | 94.0%                    |  |
| 11 | <b>May</b>   | 7,418                      | 2,382                      | 93                      | 0                      | 0        | 9,893                | 32         | 13,159                     | 23,084         | 47,545                       | 70,629               | 17,690                             | 52,939         | 5,394              | 1,742,220               | 1,847,383               | 94.3%                    |  |
| 12 | <b>June</b>  | 5,628                      | 1,844                      | 166                     | 0                      | 0        | 7,638                | 29         | 13,082                     | 20,749         | 48,765                       | 69,514               | 24,412                             | 45,102         | -3,663             | 1,738,557               | 1,847,383               | 94.1%                    |  |
| 13 | <b>July</b>  | 8,672                      | 2,676                      | 178                     | 0                      | 0        | 11,526               | 41         | 8,632                      | 20,199         | 51,237                       | 71,436               | 43,582                             | 27,854         | -23,383            | 1,715,174               | 1,845,587               | 92.9%                    |  |
| 14 | <b>August</b>  | 7,446                      | 1,981                      | 125                     | 0                      | 0        | 9,552                | 7          | 12,660                     | 22,219         | 50,103                       | 72,322               | 18,369                             | 53,953         | 3,850              | 1,719,024               | 1,845,587               | 93.1%                    |  |
| 15 | <b>September</b>   | 10,415                     | 2,253                      | 59                      | 0                      | 0        | 12,727               | 42         | 15,076                     | 27,845         | 52,573                       | 80,418               | 33,914                             | 46,504         | -6,069             | 1,712,955               | 1,845,587               | 92.8%                    |  |
| 16 | <b>October</b>   | 0                          | 0                          | 0                       | 0                      | 0        | 0                    | 0          | 0                          | 0              | 0                            | 0                    | 0                                  | 0              | 0                  | 0                       | 0                       | #DIV/0!                  |  |
| 17 | <b>November</b>  | 0                          | 0                          | 0                       | 0                      | 0        | 0                    | 0          | 0                          | 0              | 0                            | 0                    | 0                                  | 0              | 0                  | 0                       | 0                       | #DIV/0!                  |  |
| 18 | <b>December</b>  | 0                          | 0                          | 0                       | 0                      | 0        | 0                    | 0          | 0                          | 0              | 0                            | 0                    | 0                                  | 0              | 0                  | 0                       | 0                       | #DIV/0!                  |  |
| 19 | <b>Total for 2011</b>  | <b>67,853</b>              | <b>18,495</b>              | <b>996</b>              | <b>0</b>               | <b>0</b> | <b>87,344</b>        | <b>253</b> | <b>148,280</b>             | <b>235,877</b> | <b>442,564</b>               | <b>678,441</b>       | <b>236,966</b>                     | <b>441,475</b> | <b>-1,089</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 2011</b>   |                       |                                  |                       |   |   |               |                                       |                               |
| 4  | <b>2011</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>  | 1,720,017             | 4,278                            | 0.25%                 | 2,193                                     | 162   | 2,355         | 55%                                   | 0.14%                         |
| 6  | <b>February</b>   | 1,707,674             | 4,419                            | 0.26%                 | 2,281                                     | 134   | 2,415         | 55%                                   | 0.14%                         |
| 7  | <b>March</b>  | 1,721,214             | 6,763                            | 0.39%                 | 3,257                                     | 228   | 3,485         | 52%                                   | 0.20%                         |
| 8  | <b>April</b>  | 1,736,826             | 6,041                            | 0.35%                 | 3,030                                     | 237   | 3,267         | 54%                                   | 0.19%                         |
| 9  | <b>May</b>  | 1,742,220             | 5,570                            | 0.32%                 | 2,812                                     | 170   | 2,982         | 54%                                   | 0.17%                         |
| 10 | <b>June</b>   | 1,738,557             | 5,551                            | 0.32%                 | 2,164                                     | 174   | 2,338         | 42%                                   | 0.13%                         |
| 11 | <b>July</b>   | 1,715,174             | 4,842                            | 0.28%                 | 10  | 139   | 149           | 3%                                    | 0.01%                         |
| 12 | <b>August</b>   | 1,719,024             | 5,328                            | 0.31%                 | 3   | 118   | 121           | 2%                                    | 0.01%                         |
| 13 | <b>September</b>  | 1,712,955             | 5,180                            | 0.30%                 | 1   | 25  | 26            | 1%                                    | 0.00%                         |
| 14 | <b>October</b>  |                       |                                  |                       |   |   |               |                                       |                               |
| 15 | <b>November</b>   |                       |                                  |                       |   |   |               |                                       |                               |
| 16 | <b>December</b>   |                       |                                  |                       |   |   |               |                                       |                               |
| 17 | <b>Total for 2011</b>   | <b>1,712,955</b>      | <b>47,972</b>                    | <b>2.80%</b>          | <b>15,751</b>                             | <b>1,387</b>                                  | <b>17,138</b> | <b>36%</b>                            | <b>1.00%</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 2011</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>   | 4,321,436                   | 888,539         | 678,441                     | 27,986                    | 182,112   |                               |
| 6  | <b>Percentage</b>  |                             | 100.00%         | 76.35%                      | 3.15%                     | 20.50%  | 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 2011</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   | 11,163             | 24                 | 11,187           | 12,022             | 17             | 12,039           | 108%             | 71%        | 108%         |
| 7  | Imperial   | 38                 | 17,233             | 17,271           | 11                 | 13,495         | 13,506           | 29%              | 78%        | 78%          |
| 8  | Kern   | 12,649             | 28,997             | 41,646           | 10,748             | 27,916         | 38,664           | 85%              | 96%        | 93%          |
| 9  | Kings  | 14                 | 13,571             | 13,585           | 18                 | 14,267         | 14,285           | 132%             | 105%       | 105%         |
| 10 | Los Angeles  | 997,082            | 2,018              | 999,100          | 927,729            | 1,165          | 928,894          | 93%              | 58%        | 93%          |
| 11 | Orange   | 203,350            | 30                 | 203,381          | 170,700            | 19             | 170,719          | 84%              | 0%         | 84%          |
| 12 | Riverside  | 102,274            | 120,776            | 223,051          | 93,657             | 116,883        | 210,540          | 92%              | 97%        | 94%          |
| 13 | San Bernardino   | 155,013            | 1,132              | 156,145          | 165,715            | 870            | 166,585          | 107%             | 77%        | 107%         |
| 14 | San Luis Obispo  | 9,360              | 17,905             | 27,266           | 5,271              | 13,967         | 19,238           | 56%              | 78%        | 71%          |
| 15 | Santa Barbara  | 37,304             | 1,235              | 38,539           | 30,271             | 734            | 31,005           | 81%              | 59%        | 80%          |
| 16 | Tulare   | 11,064             | 43,926             | 54,990           | 11,463             | 46,543         | 58,006           | 104%             | 106%       | 105%         |
| 17 | Ventura  | 57,557             | 1,870              | 59,428           | 48,034             | 1,440          | 49,474           | 83%              | 77%        | 83%          |
| 18 |  |                    |                    |                  |                    |                |                  |                  |            |              |
| 19 | <b>Total</b>   | <b>1,596,867</b>   | <b>248,720</b>     | <b>1,845,587</b> | <b>1,475,639</b>   | <b>237,316</b> | <b>1,712,955</b> | <b>92%</b>       | <b>95%</b> | <b>92.8%</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 2011</b>  |                       |  |                       |  |                                   |                              |                                     |
| 4  | <b>2011</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>   | 1,720,017             | 18,700   | 1.09%                 | 14,666                                   | 6,683                             | 78%                          | 0.39%                               |
| 6  | <b>February</b>  | 1,707,674             | 20,779   | 1.22%                 | 17,146                                   | 6,982                             | 83%                          | 0.41%                               |
| 7  | <b>March</b>   | 1,721,214             | 31,482   | 1.83%                 | 26,225                                   | 10,896                            | 83%                          | 0.63%                               |
| 8  | <b>April</b>   | 1,736,826             | 32,027   | 1.84%                 | 24,796                                   | 12,275                            | 77%                          | 0.71%                               |
| 9  | <b>May</b>   | 1,742,220             | 29,200   | 1.68%                 | 22,992                                   | 10,799                            | 79%                          | 0.62%                               |
| 10 | <b>June</b>  | 1,738,557             | 35,594   | 2.05%                 | 25,708                                   | 10,220                            | 72%                          | 0.59%                               |
| 11 | <b>July</b>  | 1,715,174             | 26,601   | 1.55%                 | 18,072                                   | 489                               | 68%                          | 0.03%                               |
| 12 | <b>August</b>  | 1,719,024             | 32,272   | 1.88%                 | 15,721                                   | 469                               | 49%                          | 0.03%                               |
| 13 | <b>September</b>   | 1,712,955             | 23,455   | 1.37%                 | 1,982                                    | 54                                | 8%                           | 0.00%                               |
| 14 | <b>October</b>   |                       |  |                       |  |                                   |                              |                                     |
| 15 | <b>November</b>  |                       |  |                       |  |                                   |                              |                                     |
| 16 | <b>December</b>  |                       |  |                       |  |                                   |                              |                                     |
| 17 | <b>Total for 2011</b>  | <b>1,712,955</b>      | <b>250,110</b>                                   | <b>14.60%</b>         | <b>167,308</b>                           | <b>58,867</b>                     | <b>67%</b>                   | <b>3.44%</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 2011</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            | 1          | 1          |
| 9  | Proteus, Inc.   |                 | X   |        |        | 0            | 11         | 11         |
| 10 | Community Pantry of Hemet   |                 | X   |        |        | 0            | 4          | 4          |
| 11 | Community Action Partnership of San Bernardino  |                 | X   |        | X      | 0            | 79         | 79         |
| 12 | LA Works  |                 | X   |        |        | 0            | 0          | 0          |
| 13 | Children’s Hospital of Orange County  |                 | X   |        |        | 0            | 0          | 0          |
| 14 | The Companion Line  |                 | X   |        |        | 0            | 2          | 2          |
| 15 | Across Amer Foundation  |                 | X   |        |        | 0            | 0          | 0          |
| 16 | All Peoples Christian Center  |                 | X   |        |        | 0            | 0          | 0          |
| 17 | LA County 211   |                 | X   |        |        | 0            | 31         | 31         |
| 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            | 2          | 2          |
| 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            | 1          | 1          |
| 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            | 9          | 9          |
| 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            | 15         | 15         |
| 35 | Koreatown Youth and Community Center  |                 | X   |        |        | 0            | 2          | 2          |
| 36 | MEND  |                 | X   |        |        | 0            | 0          | 0          |
| 37 | Armenian Relief Society   |                 | X   |        |        | 0            | 0          | 0          |
| 38 | Catholic Charities of LA – Brownson House   |                 | X   |        |        | 0            | 0          | 0          |
| 39 | BroadSpectrum   |                 | X   |        |        | 0            | 0          | 0          |
| 40 | OCCC, Inc. (Orange County Community Center)   |                 | X   |        |        | 0            | 7          | 7          |
| 41 | Green Light Shipping  | X               |     |        |        | 0            | 0          | 0          |
| 42 | APAC Service Center   |                 | X   |        |        | 0            | 88         | 88         |
| 43 | Visalia Emergency Aid Council   |                 | X   |        |        | 0            | 0          | 0          |
| 44 | <b>Total Enrollments</b>  |                 |     |        |        | <b>0</b>     | <b>252</b> | <b>252</b> |
| 45 | <sup>1</sup> All capitation contractors with current contracts are listed regardless of whether they have signed up customers or<br>Any required corrections/adjustments are reported herein and supersede results reported in prior months and may reflect<br>YTD adjustments. |                 |     |        |        |              |            |            |
| 46 |   |                 |     |        |        |              |            |            |

|    | 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 2011</b>  |                         |                 |                      |              |                            |                    |                             |
| 4  | <b>2011</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                     | 1,720,017       | n/a                  | 1,720,017    | 1,842,984                  | 93.3%              | 10.2%                       |
| 6  | <b>February</b>  | n/a                     | 1,707,674       | n/a                  | 1,707,674    | 1,842,984                  | 92.7%              | -0.7%                       |
| 7  | <b>March</b>   | n/a                     | 1,721,214       | n/a                  | 1,721,214    | 1,842,984                  | 93.4%              | 0.8%                        |
| 8  | <b>April</b>   | n/a                     | 1,736,826       | n/a                  | 1,736,826    | 1,847,383                  | 94.0%              | 0.9%                        |
| 9  | <b>May</b>   | n/a                     | 1,742,220       | n/a                  | 1,742,220    | 1,847,383                  | 94.3%              | 0.3%                        |
| 10 | <b>June</b>  | n/a                     | 1,738,557       | n/a                  | 1,738,557    | 1,847,383                  | 94.1%              | -0.2%                       |
| 11 | <b>July</b>  | n/a                     | 1,715,174       | n/a                  | 1,715,174    | 1,845,587                  | 92.9%              | -1.3%                       |
| 12 | <b>August</b>  | n/a                     | 1,719,024       | n/a                  | 1,719,024    | 1,845,587                  | 93.1%              | 0.2%                        |
| 13 | <b>September</b>   | n/a                     | 1,712,955       | n/a                  | 1,712,955    | 1,845,587                  | 92.8%              | -0.4%                       |
| 14 | <b>October</b>   |                         |                 |                      |              |                            |                    |                             |
| 15 | <b>November</b>  |                         |                 |                      |              |                            |                    |                             |
| 16 | <b>December</b>  |                         |                 |                      |              |                            |                    |                             |
| 17 | <b>Total for 2011</b>  |                         |                 |                      |              |                            |                    |                             |
| 18 | Any required corrections/adjustments are reported herein and supersede results reported in prior months and may reflect YTD adjustments. |                         |                 |                      |              |                            |                    |                             |