

2006-8 Energy Efficiency Portfolio Quarterly Report Narrative

Program Name: SCG Local Business Energy Efficiency Program
(BEEP)

Program Number: SCG3513

Quarter: First Quarter 2006

1. Program description

Southern California Gas Company's (SCG) Local Business Energy Efficiency program (BEEP) program targets all nonresidential customers, including commercial, industrial and agricultural customers.

- This program consists of five program elements:
 - Efficient Equipment Rebate Program (EER)
 - Process Equipment Replacement Program (PER)
 - Custom Process Improvement Program (CPI)
 - The "Grant Program"
 - The "Recognition Program"

The Business Energy Efficiency Program (BEEP) is designed with multiple program elements to enable the creation of customized energy efficiency solutions for a wide range of customers. Combining the five elements into one program also minimizes administrative costs and increases cross element coordination since the same implementation staff delivers all five elements of this program.

2. Administrative activities

- Regular monthly administrative activities include but are not limited to the following activities: continued refining of the customer participation process and program design, review of customer participation and market activity, coordination with participating retailers, vendors, and manufacturers and other market participants, contract management, responding to customer inquiries and concerns, planning of future training events, and managing of program budgets and expenditures.
- During Q1 SCG finished the Phase 1 development of a BEEP calculation tool. Through implementation of this tool, all therm savings calculations for the various BEEP measures are thoroughly documented and include workpapers for each of the various categories of equipment. The BEEP Calculation Tool is now the standard for all CPI, PER and Recognition EE calculations. These procedures ensure that we have complete documentation for all EE savings calculations.
- SoCalGas provided four Commercial and Industrial DSM Energy Efficiency Program training sessions, including the Business Energy Efficiency Program (BEEP), for employees during Q1, 2006. Each training conference, comprised of multiple sessions, presented new program information including policies & procedures, program material and the new calculation tool.

3. Marketing activities

- SCG attended 17 outreach events during Q1 2006 at which BEEP, and other DSM collateral material, program information and applications were distributed.
- SCG employees delivered approximately 1051 Commercial Foodservice Rebate Program applications directly to customers during Q1, in addition to the applications and brochures distributed at the above outreach activities.

4. Direct implementation activities

- SCG's Business Energy Efficiency Program (BEEP) coordinates its activities with the utility Account Executives and Commercial and Industrial Service Technicians so as to present Energy Efficiency program details to their customers during the course of their

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- daily activities and interactions with SCG's customers. SCG Account Executives usually have an engineering background and have been tasked to meet the needs of their assigned customers with a focus on promoting rebate programs and to educate customers on energy efficiency matters. The C&I Service Techs are fully trained in the Business Energy Efficiency Programs (BEEP) and are alert for opportunities to assist customers in upgrading their energy inefficient equipment to high efficiency equipment through the BEEP program during their interaction with the customer's during daily service calls.
- SCG began development of a vendor program during Q1 2006. In addition to the vendor program, on Tuesday, March 14, 2006, The Gas Company conducted the first Energy Efficiency Expo held at the ERC in the City of Downey. The Gas Company's 2006-2008 Energy Efficiency Programs were presented to 300 business customers who received a package full of energy efficiency information (Express, Business Energy Efficiency Program, Food Service Rebate, Savings By Design, etc.). Approximately 400 people attended this event including 14 vendors and the event was well received by all.
5. Program performance/program status
- Program is on target
 - Program is exceeding expectations
 - Program is falling short of expectations
- Explain
- The SCG Business Energy Efficiency Program is on target to meet or exceed all goals within budget.
6. Program achievements (non-resource programs only):
- NA
7. Changes in program emphasis, if any, from previous quarter (new program elements, less or more emphasis on a particular delivery strategy, program elements discontinued, measure discontinued, budget changes, etc.).
- None
8. Discussion of near-term plans for program over the coming months (e.g., marketing and outreach efforts that are expected to significantly increase program participation, etc.)
- Marketing and outreach efforts will continue as per Q1.
9. Changes to staffing and staff responsibilities, if any
- None
10. Changes to contracts,
None, Contact is Joy Yamagata
- None
11. Changes to contractors and contractor responsibilities, if any
- None
12. Number of customer complaints received
- None
13. Revisions to program theory and logic model, if any
Provided in February 1, 2006 concept paper.
- None