PG&E Government and Community Partnership Program
Program Purpose

Economy, Environment, Community

- Provide comprehensive energy efficiency projects and resources to small businesses, special districts, non-profits, and local governments in the Sierra Nevada
- Maximize the social, economic, and environmental benefits of energy efficiency in the Sierra Nevada
- Leverage funds provided through Public Goods Charge to Sierra Nevada communities
- Provide job training for local workers
- Bring educational workshops to the region for local elected officials, contractors, general public
- Assist Local Governments meet GHGE reduction goals
- Assist Local Governments in Climate Action Planning
- Implement the vision of the CA Energy Efficiency Strategic Plan
The Big Vision

- Workforce Development
- Local Energy and Climate Policy
- Comprehensive & Cost-effective Energy Savings

Leverage real energy savings to build community support for long-term energy use transformation.
LGP / SNEW Territory
SNEW - Incentive Structure

- Calculated rebates based on connected kW reduced
- Deemed Measures
- All projects have a co-pay of at least 10% (or “in-kind”)
- Incentives *usually* cover at least 75% of a project’s equipment and installation cost
- Payback usually less than 1 year (calculated at $0.15/kWh)
Challenges:
– Large geographic area, low population density
– Increased time and transportation

Design:
• Always friendly, Knowledgeable Staff
• Bundle projects together for economy of scale
• Use a geographically dispersed network of local contractors
• Ensure installation quality
• Validate customer satisfaction
• CRM & Customer Tools
SBC’s Sugar CRM
PG&E's Energy Insight
SBC Customer Report

Small Business Direct Install (Ver. Test)

Attention: California 95650
Phone: 
Email: 
Auditor: Alicia Powers
Cell: 775-354-5005
Audit Date: Nov 08, 2013

<table>
<thead>
<tr>
<th></th>
<th>Estimated Costs*</th>
<th>Estimated Annual Savings**</th>
<th>Simple Payback (years)</th>
<th>ROI</th>
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</thead>
<tbody>
<tr>
<td>Total Installed Cost</td>
<td>4116.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Rebate</td>
<td>2700.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Your Final Cost</td>
<td>1416.00</td>
<td>1711.07</td>
<td>0.83</td>
<td>87.00%</td>
</tr>
</tbody>
</table>

* The project cost is based on current program pricing and incentives and is valid for a period of 14 days from the date of this report.

<table>
<thead>
<tr>
<th></th>
<th>Demand (kW)</th>
<th>Electricity (kWh)</th>
<th>Utility ($)</th>
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</thead>
<tbody>
<tr>
<td>Annual Utility Savings Summary</td>
<td>1.84</td>
<td>10065.11</td>
<td>1711.07</td>
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<tr>
<td>Monthly Utility Savings (Assumed rate: $0.17/kWh)</td>
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<td>142.59</td>
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</table>

The CO2 reduction resulting from implementation of the projects in this report: 5274.12 lbs or 2.64 Tons of CO2 Annually

*Note – Savings are estimated using current PG&E electricity rates and are based on statewide standard hours of operation. Your savings may be higher or lower depending upon changes to your electricity rates and actual hours of operation. The savings indicated above are NOT guaranteed.

<table>
<thead>
<tr>
<th>Monthly Operation Schedule</th>
<th>h/day</th>
<th>d/wk</th>
<th>h/wk</th>
<th>h/year</th>
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<tr>
<td></td>
<td>19</td>
<td>5</td>
<td>94</td>
<td>4910</td>
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Program ID:

Sierra Nevada Energy Watch is implemented by the Sierra Business Council.
This program is funded by California utility customers and administered by Pacific Gas and Electric Company, under the auspices of the California Public Utility Commission.
Thank You

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