Application No.: Exhibit No.: Witnesses: A.08-07-021 SCE-10 G. Rodrigues



An EDISON INTERNATIONAL Company

(U 338-E)

SCE's 2010-2012 Energy Efficiency Program Implementation Plan Amendments

Before the **Public Utilities Commission of the State of California**

> Rosemead, California July 2, 2009

New Pages of July 2, 2009 Program Implementation Plans

Table of Contents

New Pages of July 2, 2009 Program Implementation Plans

Exhibit No. SCE-3A & 3B (Amended)

1.	Second Amended Residential Energy Efficiency Program1
2.	Second Amended Commercial Energy Efficiency Program2
3.	Second Amended Industrial Energy Efficiency Program3
4.	Second Amended Agriculture Energy Efficiency Program4
5.	Second Amended New Construction Program5
6.	Second Amended Lighting Market Transformation Program6
7.	Second Amended Residential and Commercial HVAC Program7
8.	Second Amended Codes and Standards8
9.	Second Amended Emerging Technologies Program9
10.	Second Amended Workforce Education & Training10
11.	Second Amended Marketing, Education & Outreach11
12.	Second Amended Integrated Demand Side Management12

Second Amended Residential Energy Efficiency Program *

 1. Program Name:
 Residential Energy Efficiency Program

 Program ID:
 SCE-SW-001

 Program Type:
 Core

2. Projected Program Budget Table

Table 1¹

SCE-SW-001	Main Program Name / Sub-Program	Total istrative Cost Actual)	Marketing & each (Actual)	Imp	otal Direct lementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	ıl Budget By ıram (Actual)
RESIDENTIAL							
	Residential Energy Efficiency Program						
	Home Energy Efficiency Survey Program	\$ 1,500,447	\$ 2,320,850	\$	8,964,703		\$ 12,786,000
	Residential Lighting Incentive Program for Basic CFLs	\$ 3,546,513	\$ 418,184	\$	24,913,521		\$ 28,878,218
	Advanced Consumer Lighting Program	\$ 4,809,480	\$ 859,863	\$	39,440,658		\$ 45,110,000
	Home Energy Efficiency Rebate Program	\$ 2,978,811	\$ 4,666,609	\$	23,109,363		\$ 30,754,782
	Appliance Recycling Program	\$ 3,492,779	\$ 6,434,108	\$	30,547,113		\$ 40,474,000
	Business and Consumer Electronics Program	\$ 1,534,141	\$ 3,959,459	\$	7,148,400		\$ 12,642,000
	Multifamily Energy Efficiency Rebate Program	\$ 4,346,275	\$ 832,735	\$	51,341,989		\$ 56,521,000
	TOTAL:	\$ 22,208,447	\$ 19,491,808	\$	185,465,746	\$ -	\$ 227,166,001

3. Projected Program Gross Impacts Table - by calendar year

Table	1
-------	---

SCE-SW-001	Residential Energy Efficiency Program	2010-12 EE Program Gross kWh Savings	2010-12 EE Program Gross kW Savings	2010-12 EE Program Gross Therm Savings
3CL-3W-001	Home Energy Efficiency Survey Program	28,306,815	8,194	Therm Savings
	Residential Lighting Incentive Program for Basic CFLs	809,608,301	108,593	-
	Advanced Consumer Lighting Program	349,315,423	31,519	-
	Home Energy Efficiency Rebate Program	83,862,561	39,055	-
	Appliance Recycling Program	304,114,440	46,865	-
	Business and Consumer Electronics Program	51,622,602	5,334	-
	Multifamily Energy Efficiency Rebate Program	157,672,718	12,313	-
	TOTAL	1,784,502,860	251,873	-

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

Integrated Budget Allocated to Other Programs includes budget utilized to coordinate with other EE, DR, or DG programs. Total Budget is the sum of all other columns presented here

Sub-Program:A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach
not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.Southern California Edison2010-2012 Energy Efficiency Plans

Second Amended Commercial Energy Efficiency Program *

1. Program Name: Commercial Energy Efficiency Program **Program ID: SCE-SW-002 Program Type:** Core

2. Projected Program Budget Table

Table 1¹

	Main Program Name / Sub-Program		 Total istrative Cost Actual)	l Marketing & each (Actual)	Imp	otal Direct lementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	al Budget By jram (Actual)
NONRESIDEN	FIAL							
	Commercial Energy Efficiency Program							
	Nonresidential Audits		\$ 1,698,381	\$ 446,802	\$	8,163,817		\$ 10,309,000
	Calculated Incentives Program		\$ 5,560,951	\$ 616,818	\$	44,936,231		\$ 51,114,000
	Deemed Incentives Program		\$ 5,064,586	\$ 1,203,080	\$	46,550,334		\$ 52,818,000
	Commercial Direct Install Program		\$ 8,741,598	\$ 3,390,365	\$	95,829,038		\$ 107,961,000
	Continuous Energy Improvement		\$ 115,877	\$ 623	\$	487,500		\$ 604,000
	Energy Efficiency for Entertainment Centers		\$ 142,386	\$ 2,179	\$	1,968,435		\$ 2,113,000
	Private Schools and Colleges Program		\$ 367,645	\$ 77,556	\$	2,032,799		\$ 2,478,000
	California Preschools Program		\$ 568,659	\$ 4,341	\$	3,636,000		\$ 4,209,000
		TOTAL:	\$ 22,260,083	\$ 5,741,763	\$	203,604,154	\$ -	\$ 231,606,000

3. Projected Program Gross Impacts Table – by calendar year

Table	2			
SCE-SW-002	Commercial Energy Efficiency Program	2010-14 EE Program Gross kWh Savings	2010-14 EE Program Gross kW Savings	2010-14 EE Program Gross Therm Savings
3CL-344-002	Non-Residential Audits	88,874,184	17,198	
	Calculated Incentives Program	246,579,542	37,936	-
	Deemed Incentives Program	273,934,503	60,017	-
	Commercial Direct Install Program	321,697,024	64,263	-
	Continuous Energy Improvement	-	-	-
	Energy Efficiency for Entertainment Centers	6,961,230	4,476	-
	Private Schools and Colleges Program	9,692,624	3,168	-
	California Preschools Program	5,095,831	895	-
	TOTA	952,834,938	187,952	-

SCE is forecasting installations beyond 2012 to capture those projects committed (funds reserved) in the 2010-2012 program cycle, however are not installed until after 2012.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

Total Administrative Cost includes all Managerial and Clerical Labor. Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

Total Direct Implementation - includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

Integrated Budget Allocated to Other Programs includes budget utilized to coordinate with other EE, DR, or DG programs. Total Budget is the sum of all other columns presented here

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts. 2010-2012 Energy Efficiency Plans Southern California Edison

Second Amended Industrial Energy Efficiency Program *

 1. Program Name:
 Industrial Energy Efficiency Program

 Program ID:
 SCE-SW-003

 Program Type:
 Core

2. Projected Program Budget Table

Table 1	1
---------	---

SCE-SW-003	Main Program Name / Sub-Program	 Total istrative Cost Actual)	l Marketing & each (Actual)	-	otal Direct lementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	al Budget By gram (Actual)
	Industrial Energy Efficiency Program						
	Industrial Energy Audit Program	\$ 394,924	\$ 82.214	\$	2,696,862		\$ 3,174,000
	Industrial Calculated Energy Efficiency Program	\$ 9,220,483	\$ 1,133,601	\$	74,455,916		\$ 84,810,000
	Industrial Deemed Energy Efficiency Program	\$ 1,121,168	\$ 216,063	\$	11,623,769		\$ 12,961,000
	Industrial Continuous Energy Improvement Program	\$ 23,375	\$ 125	\$	97,500		\$ 121,000
	TOTAL:	\$ 10,759,951	\$ 1,432,002	\$	88,874,047	\$ -	\$ 101,066,000

3. Projected Program Gross Impacts Table - by calendar year

Table 2

			2010-14 EE	2010-14 EE	2010-14 EE
			Program Gross	Program Gross	Program Gross
SCE-SW-003	Industrial Energy Efficiency Program		kWh Savings	kW Savings	Therm Savings
	Industrial Energy Audit Program		68,059,926	11,767	-
	Industrial Calculated Energy Efficiency Program		468,090,293	75,101	-
	Industrial Deemed Energy Efficiency Program		48,341,383	10,591	-
	Industrial Continuous Energy Improvement Program		-	-	-
	T	DTAL	584.491.601	97.459	-

SCE is forecasting installations beyond 2012 to capture those projects committed (funds reserved) in the 2010-2012 program cycle, however are not installed until after 2012.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

Integrated Budget Allocated to Other Programs includes budget utilized to coordinate with other EE, DR, or DG programs. Total Budget is the sum of all other columns presented here

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

 Southern California Edison
 2010-2012 Energy Efficiency Plans

Second Amended Agriculture Energy Efficiency Program *

1. Program Name: Agriculture Energy Efficiency Program **Program ID#:** SCE-SW-004 **Program Type:** Core Program

2. Projected Program Budget Table

Table 1¹

	Main Program Name / Sub-Program	 Total nistrative Cost (Actual)	l Marketing & each (Actual)	otal Direct Ilementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Tota	ıl Budget By ıram (Actual)
NONRESIDENT							
	Agriculture Energy Efficiency Program						
	Agriculture Energy Audit Program	\$ 102,775	\$ 11,887	\$ 592,338		\$	707,000
	Agriculture Calculated Energy Efficiency Program	\$ 1,855,720	\$ 167 ,242	\$ 14,709,037		\$	16,732,000
	Agriculture Deemed Energy Efficiency Program	\$ 903,241	\$ 121,992	\$ 3,088,767		\$	4,114,000
	Agriculture Continuous Energy Improvement Program	\$ 15,917	\$ 83	\$ 65,000		\$	81,000
	Pump Test Services Program	\$ 2,867,906	\$ 8,195	\$ 5,067,900		\$	7,944,000
	TOTAL:	\$ 5,745,559	\$ 309,399	\$ 23,523,042	\$ -	\$	29,578,000

3. Projected Program Gross Impacts Table – by calendar year

Table 2

		2010-14 EE Program Gross	2010-14 EE Program Gross	2010-14 EE Program Gross
SCE-SW-004	Agriculture Energy Efficiency Program	kWh Savings	kW Savings	Therm Savings
	Agriculture Energy Audit Program	5,560,596	998	-
	Agriculture Calculated Energy Efficiency Program	95,766,084	17,447	-
	Agriculture Deemed Energy Efficiency Program	24,937,145	7,749	-
	Agriculture Continuous Energy Improvement Program	-	-	-
	Pump Test Services Program	46,712,091	15,538	-
	TOTAL	172,975,916	41,731	-

SCE is forecasting installations beyond 2012 to capture those projects committed (funds reserved) in the 2010-2012 program cycle, however are not installed until after 2012.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

Total Administrative Cost includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

Total Direct Implementation - includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts. 2010-2012 Energy Efficiency Plans Southern California Edison

Second Amended New Construction Program *

1. Program Name: Statewide New Construction Program Program ID#: SCE-SW-005 Program Type: Core

2. Projected Program Budget Table

Tal	ble	11

	Main Program Name / Sub-Program	Adminis			Marketing & each (Actual)			Integration Budget Allocated to other Programs (If Applicable)	l Budget By ram (Actual)
NONRESIDENT	TAL								
	New Construction Program								
	Savings By Design	\$	4,809,963	\$	505,798	\$	43,929,239		\$ 49,245,000
	California Advanced Homes	\$	4,261,422	\$	1,201,585	\$	19,430,993		\$ 24,894,000
	Energy Star Manufactured Homes	\$	715,013	\$	130,993	\$	2,669,994		\$ 3,516,000
	TOTAL:	\$	9,786,398	\$	1,838,376	\$	66,030,226	\$	\$ 77,655,000

3. Projected Program Gross Impacts Table - by calendar year

Table 2

		2010-16 EE	2010-16 EE	2010-16 EE
		Program Gross	Program Gross	Program Gross
SCE-SW-005	New Construction Program	kWh Savings	kW Savings	Therm Savings
	Savings by Design	224,330,122	46,739	-
	California Advanced Homes	14,517,212	13,583	-
	Energy Star Manufactured Housing	2,827,100	1,807	-
	TOTAL	241,674,434	62,128	-

SCE is forecasting installations beyond 2012 to capture those projects committed (funds reserved) in the 2010-2012 program cycle, however are not installed until after 2012.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

```
Integrated Budget Allocated to Other Programs includes budget utilized to coordinate with other EE, DR, or DG programs.
Total Budget is the sum of all other columns presented here
```

```
<u>Sub-Program</u>: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.
```

Southern California Edison

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

Total Administrative Cost includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Second Amended Lighting Market Transformation Program *

 1. Program Name:
 Statewide Lighting Market Transformation Program (LMT)

 Program ID:
 SCE-SW-006

 Program Type:
 Core

2. Projected Program Budget Table

Table 1¹

		Adm	Total inistrative Cost	Total Marketing &	Total Direct Implementation	Integration Budget Allocated to other Programs (If		ludget By
SCE-SW-006	Main Program Name / Sub-Program		(Actual)	Outreach (Actual)	(Actual)	Applicable)	Program	m (Actual)
CROSSCUTTI	IG							
	Statewide Lighting Market Transformation	\$	1,054,000				\$	1,054,000
	TOTAL	: \$	1,054,000	\$ -	\$ -	\$ -	\$	1,054,000

The table of annual costs above does not capture Integration Budgets of other programs that this program will intend to leverage. Much of the activity of this program is dependent on those budget relationships, and the anticipated total amount, including this program and all integrated activities, is expected to be about one million dollars annually. For SCE, the programs that will be leveraged include all rebate programs that have lighting measures, Emerging Technologies, and Codes and Standards. Additionally SCE will leverage funding for the Customer Experience Management and Measurement and Verification organizations.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

Total Administrative Cost includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Integrated Budget Allocated to Other Programs includes budget utilized to coordinate with other EE, DR, or DG programs. Total Budget is the sum of all other columns presented here

<u>Sub-Program</u>: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Second Amended Residential and Commercial HVAC Program *

 Program Name: Residential and Commercial HVAC Program Program ID#: SCE-SW-007 Program Type: Core

2. Projected Program Budget Table

Table 11

SCE-SW-007	Main Program Name / Sub-Program	 Total istrative Cost Actual)	Marketing & each (Actual)	Imp	otal Direct lementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Tota	ıl Budget By ıram (Actual)
CROSSCUTTI	IG							
	Residential & Commercial HVAC Program							
	Upstream HVAC Equipment Incentive	\$ 1,175,133	\$ 196,271	\$	12,650,595		\$	14,022,000
	HVAC Technologies and System Diagnostics Advocacy	\$ 1,000,276	\$ 85,353	\$	10,470,372		\$	11,556,000
	Commercial Quality Installation	\$ 295,110	\$ 1,400,691	\$	1,190,199		\$	2,886,000
	ENERGY STAR Residential Quality Installation Program	\$ 299,156	\$ 1,400,763	\$	1,256,081		\$	2,956,000
	Residential Quality Maintenance and Commercial Quality							
	Maintenance Development	\$ 2,834,770	\$ 1,565,827	\$	30,109,403		\$	34,510,000
	HVAC Workforce Education & Training	\$ 884,308	\$ 118,007	\$	9,480,685		\$	10,483,000
	TOTAL:	\$ 6,488,753	\$ 4,766,913	\$	65,157,335	\$ -	\$	76,413,000

3. Projected Program Gross Impacts Table – by calendar year

Table 2

SCE-SW-007	Residential & Commercial HVAC Program	2010-12 EE Program Gross kWh Savings	2010-12 EE Program Gross kW Savings	2010-12 EE Program Gross Therm Savings
	Upstream HVAC Equipment Incentive	38,637,911	19,694	-
	HVAC Technologies and System Diagnostics Advocacy	6,917,407	7,236	-
	Commerical Quality Installation	-	-	-
	ENERGY STAR Residential Quality Installation Program	9,235	15	-
	Residential Quality Maintenance and Commercial Quality Maintenance Development	78,879,347	65,009	-
	HVAC Workforce Education & Training	-	-	-
	TOTAL	124,443,900	91,954	-

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

Integrated Budget Allocated to Other Programs includes budget utilized to coordinate with other EE, DR, or DG programs. Total Budget is the sum of all other columns presented here

Sub-Program:A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach
not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.Southern California Edison2010-2012 Energy Efficiency Plans

Second Amended Codes and Standards *

1. Program Name:Codes and Standards (C&S)Program ID#:SCE-SW-008Program Type:Statewide Core Program

2. Projected Program Budget Table

Table 11

	Main Program Name / Sub-Program	Adminis	[°] otal trative Cost ctual)		arketing & h (Actual)	Imple	al Direct mentation ctual)	Integration Budget Allocated to other Programs (If Applicable)	l Budget By ram (Actual)
CROSSCUTTI									
	Codes & Standards								
	C&S Program Overall	N/A		N/A		N/A		N/A	\$ -
	Building Codes: Advocacy, Extension of Advocacy, and CASE studies	\$	1,017,580	\$	6,057	\$	4,848,363		\$ 5,872,000
	Appliance Standards: Advocacy, Extension of Advocacy, and CASE Studies	\$	230,574	\$	1,372	\$	1,098,055		\$ 1,330,000
	Compliance Enhancement Program: Measure-Based and Holistic	\$	383,621	\$	2,286	\$	1,830,093		\$ 2,216,000
	Reach Codes: Local Government Ordinances and Green Building Standards	\$	287,716	\$	1,715	\$	1,372,569		\$ 1,662,000
	Coordination (Statewide, EE Program and External Entities)	N/A		N/A		N/A		N/A	\$ -
	Education and Training (not for improving compliance)	N/A		N/A		N/A		N/A	\$ -
	Quality Assurance & Program Evaluation Activities	N/A		N/A		N/A		N/A	\$ -
	TOTAL:	\$	1,919,490	\$	11,430	\$	9,149,080	\$ -	\$ 11,080,000

3. Projected Program Gross Impacts Table – by calendar year

Table 2

		2010-12 EE	2010-12 EE	2010-12 EE
		Program Gross	Program Gross	Program Gross
SCE-SW-008	SW Codes & Standards	kWh Savings	kW Savings	Therm Savings
	SW Codes & Standards	270,023,041	47,516	-
	TOTAL	270,023,041	47,516	-

Includes Pre-2006 Codes and Standards

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

<u>Sub-Program</u>: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Second Amended Emerging Technologies Program *

 1. Program Name:
 Emerging Technologies Program (ETP)

 Program ID:
 SCE-SW-009

 Program Type:
 Core

2. Projected Program Budget Table

Table 1: Projected Program Budget Estimates (SCE)¹

	Direct Impl.	Admin	Marketing & outreach	Total Budget
Total ET program*	\$16,629,615	\$4,879,371	\$1,392,013	\$22,901,000
Assessments	\$ 7,000,158	\$1,450,930	\$ 576,912	\$ 9,028,000
Scaled field placement	\$ 2,896,808	\$ 570,559	\$ 84,633	\$ 3,552,000
Demonstration / showcasing	\$ 3,334,472	\$ 685,269	\$ 243,259	\$ 4,263,000
Market and behavioral studies	\$ 725,231	\$ 146,343	\$ 41,427	\$ 913,000
Technology supply- side efforts	\$ 516,641	\$ 122,117	\$ 122,241	\$ 761,000
Incubation	\$ 474,000	\$ 619,674	\$ 191,325	\$ 1,285,000
Technology Test Centers	\$ 1,682,306	\$ 623,161	\$ 131,532	\$ 2,437,000
Program Management & CPUC Reporting	\$ (0)	\$ 661,317	\$ 683	\$ 662,000

*Note: Administrative costs in addition to exhibited program element costs.

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

Total Administrative Cost includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

Integrated Budget Allocated to Other Programs includes budget utilized to coordinate with other EE, DR, or DG programs. Total Budget is the sum of all other columns presented here

<u>Sub-Program</u>: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Second Amended Workforce Education & Training *

1. Program Name:Workforce Education & Training
Program ID:Program ID:SCE-SW-010Program Type:Core

2. Projected Program Budget Table

Table 1¹

SCE-SW-010	Main Program Name / Sub-Program	Admi	Total nistrative Cost (Actual)	l Marketing & each (Actual)	Imp	otal Direct lementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	il Budget By ram (Actual)
CROSSCUTTIN	IG							
	SW Workforce Education & Training							
	WE&T Centergies	\$	10,578,843	\$ 6,100,564	\$	9,654,594		\$ 26,334,000
	WE&T Connections	\$	1,320,934	\$ 129,341	\$	7,605,724		\$ 9,056,000
	WE&T Planning	\$	1,050,412	\$ 28,588	\$	2,400,000		\$ 3,479,000
	<u>TOTAL</u> :	\$	12,950,189	\$ 6,258,494	\$	19,660,318	\$	\$ 38,869,000

3. Projected Program Gross Impacts Table – by calendar year

Workforce Education & Training (WE&T) is deemed a non-resource program and thus is not expected to provide energy savings to the Investor Owned Utility (IOU) Energy Efficiency portfolio for the 2009-2011 program cycle. However, as part of the on-going efforts of the IOUs and recommendations taken from future study results, the IOU WE&T programs are continually seeking methodologies that can support energy savings contributions for WE&T activities.

SCE-SW-010	SW Workforce Education & Training	2010-12 EE Program Gross kWh Savings	2010-12 EE Program Gross kW Savings	2010-12 EE Program Gross Therm Savings
	WE&T Centergies	-	-	-
	WE&T Connections	3,247,809	576	-
	WE&T Planning	-	-	-
	TOTAL	3,247,809	576	-

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

Integrated Budget Allocated to Other Programs includes budget utilized to coordinate with other EE, DR, or DG programs. Total Budget is the sum of all other columns presented here

Sub-Program:A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach
not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.Southern California Edison2010-2012 Energy Efficiency Plans

Second Amended Marketing, Education & Outreach *

 Program Name: Marketing, Education & Outreach Program ID#: SCE-SW-011 Program Type: Core

2. Projected Program Budget Table

Table 1¹

SCE-SW-011 Main Program Name / Sub-Program	Adı	Total ministrative Cost (Actual)	al Marketing & reach (Actual)	Imp	otal Direct lementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Total	Budget By am (Actual)
CROSSCUTTING								
SW Marketing, Education & Outreach								
Statewide ME&O	5	i 84,255	\$ -	\$	18,652,245		\$	18,736,500
ME&O Strategic Plan	9		\$ 1,477,014	\$	-		\$	1,477,014
<u>T0T/</u>	.L: \$	84,255	\$ 1,477,014	\$	18,652,245	\$ -	\$	20,213,514

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

Integrated Budget Allocated to Other Programs includes budget utilized to coordinate with other EE, DR, or DG programs. Total Budget is the sum of all other columns presented here

Southern California Edison

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

Total Administrative Cost includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Sub-Program</u>: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Second Amended Integrated Demand Side Management *

1. Program Name: Integrated DSM Program ID: SCE-SW-012 Program Type: Core

3. Projected Program Budget Table

Table 11

		Admir	Administrative Cost Total Marketing & Implemen		Total Direct plementation	Integration Budget Allocated to other Programs (If		ludget By	
SCE-SW-012	Main Program Name / Sub-Program		(Actual)	Outreach (Actual)		(Actual)	Applicable)	Progra	m (Actual)
CROSSCUTTIN	IG								
	Integrated DSM	\$	1,264,000	\$ -	\$	-		\$	1,264,000
	TOTAL:	\$	1,264,000	\$ -	\$	-	\$ -	\$	1,264,000

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

Total Administrative Cost includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Integrated Budget Allocated to Other Programs includes budget utilized to coordinate with other EE, DR, or DG programs. Total Budget is the sum of all other columns presented here

<u>Sub-Program</u>: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Table of Contents

New Pages of July 2, 2009 Program Implementation Plans

Exhibit No. SCE-4 (Amended)

1.	Second Amended Residential: On-line Buyer's Guide	13
2.	Second Amended Financial Solutions	14
3.	Second Amended Integrated Demand Side Management	
	Pilot for Food Processing	15
4.	Second Amended Energy Leader Partnership Program	16
5.	Second Amended Institutional and Government Core	
	Energy Efficiency Partnership Program	19
6.	Second Amended Integrated Marketing & Outreach	21

Second Amended Residential: On-line Buyer's Guide *

1. Program Name: On-line Buyer's Guide **Program ID:** SCE-L-001 **Program Type:** Core

2. Projected Program Budget Table

Table 11

	Main Program Name / Sub-Program	Total Administrative Cost (Actual)		Total Marketing & Outreach (Actual)		Total Direct Implementation (Actual)		Integration Budget Allocated to other Programs (If Applicable)	B	tal Budget y Program (Actual)
RESIDENTI	аL									
	On-line Buyer's Guide	\$	284,186	\$	287,278	\$	788,537		\$	1,360,000
	Market Research *	\$	213,139	\$	25,000	\$	27,317			
	Collateral *			\$	54,000	\$	81,952			
	Delivery*	\$	71,046	\$	200,000	\$	679,268			
	TOTAL:	\$	284,186	\$	287,278	\$	788,537	\$-	\$	1,360,000
	* Estimated budget allocation provided in this manner, per	ED re	auest. SCE (, does r	not budget or	track r	program costs	as indicated on thi	is tab	le.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

Total Administrative Cost includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

Total Direct Implementation - includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts. Southern California Edison

Second Amended Financial Solutions *

1. Program Name: Financial Solutions Program ID: SCE-L-002 Program Type: Core

2. Projected Program Budget Table 1¹

		Admi	Total inistrative Cost		Marketing &	Imp	otal Direct lementation	Integration Budget Allocated to other Programs (If		al Budget By
SCE-L-002	Main Program Name / Sub-Program		(Actual)	Outre	ach (Actual)		(Actual)	Applicable)	Ргод	gram (Actual)
NONRESIDENT	IAL									
	Financial Solutions	\$	3,005,764	\$	1,241,769	\$	19,730,468		\$	23,978,000
	TOTAL:	\$	3,005,764	\$	1,241,769	\$	19,730,468	\$	\$	23,978,000

3. Projected Program Gross Impacts Table – by calendar year *Not Applicable, non-resource program.*

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

Total Administrative Cost includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts. Southern California Edison 2010-2012 Energy Efficiency Plan

<u>Second Amended Integrated Demand Side Management Pilot for Food</u> <u>Processing *</u>

 Program Name: Integrated Demand Side Management Pilot for Food Processing
 Program ID: SCE-L-003
 Program Type: Core

2. Projected Program Budget Table

Table 1¹

SCE-L-003	Main Program Name / Sub-Program	Adm	Total iinistrative Cost (Actual)	Marketing & ach (Actual)	otal Direct Dementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Total	Budget By am (Actual)
NONRESIDENT	IAL							
	Integrated Demand Side Management Pilot for Food Processing	\$	43,759	\$ 715	\$ 649,525		\$	694,000
	TOTAL:	\$	43,759	\$ 715	\$ 649,525	\$ -	\$	694,000

3. Projected Program Gross Impacts Table (by calendar year)

Not Applicable, non-resource program.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

 Southern California Edison
 2010-2012 Energy Efficiency Plan

Second Amended Energy Leader Partnership Program *

- **1.** Program Name:Energy Leader Partnership ProgramProgram ID:SCE-L-004
- 2. Projected Program Budget Table

Table 1¹

Program #	Main Program Name / Sub-Programs	Total Administra- tive Cost (Actual)	Total Government Facilties Cost (Actual)	Total Strategic Plan Support (Actual)	Total Core Program Coordination (Actual)	Total Budget by Program (Actual)
SCE-L-004	Local Government Partnerships					
		#00071 5	#2 0(1 04(\$216.000	¢1 421 520	Φ Γ (00.000
	Energy Leader Partnership Program	\$998,715		-		
	City of Beaumont Energy Leader Partnership	\$158,559	\$266,503	\$19,466	,	
	Community Energy Leader Partnership	\$686,859	\$2,057,823	-	\$995,486	\$3,891,000
	Desert Cities Energy Leader Partnership	\$324,061	\$746,301	\$54,689	,	
	Eastern Sierra Energy Leader Partnership	\$235,212	\$462,937	\$33,928		
	Energy Leader Partnership Strategic Support	\$173,000	\$243,000	\$578,000		\$994,000
	Kern County Energy Leader Partnership	\$481,635	\$1,389,387	\$101,839		
	City of Long Beach Energy Leader Partnership	\$378,597	\$945,809			\$1,851,000
	Orange County Cities Energy Leader Partnership	\$417,918	\$1,156,133			
	Palm Desert Demonstration Partnership	\$2,418,003	\$12,356,548	\$794,796	\$5,245,653	\$20,815,000
	City of Redlands Energy Leader Partnership	\$197,973	\$385,378	\$28,243	\$186,406	\$798,000
	City of Ridgecrest Energy Leader Partnership	\$191,352	\$381,922	\$27,990	\$184,737	\$786,001
	San Gabriel Valley Energy Leader Partnership	\$395,928	\$1,025,635	\$75,584	\$498,853	\$1,996,000
	San Joaquin Valley Energy Leader Partnership	\$423,025	\$1,155,412	\$85,074	\$561,488	\$2,224,999
	City of Santa Ana Energy Leader Partnership	\$337,932	\$976,289	\$71,550	\$472,229	\$1,858,000
	South Santa Barbara County Energy Leader	\$557,894	\$1,541,014	\$113,038	\$746,054	\$2,958,000
	Partnership					
	City of Simi Valley Energy Leader Partnership	\$190,990	\$128,460	\$9,414	\$62,136	\$391,000
	South Bay Energy Leader Partnership	\$560,402	\$1,546,825	\$113,391	\$748,382	\$2,969,000
	City of South Gate Energy Leader Partnership	\$197,973	\$385,378	\$28,243	\$186,406	\$798,000
	Ventura County Energy Leader Partnership	\$765,944	\$2,568,486	\$188,233	\$1,242,337	\$4,765,000
	TOTAL	\$10,091,972	\$32,681,085	\$2,845,229	\$14,963,714	\$60,582,000

* Estimated budget allocation provided in this manner, per ED request. SCE does not budget or track program costs as indicated on this table.

¹ Definition of Table 1 Column Headings:

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

<u>Sub-Program</u>: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts. Southern California Edison 2010-2012 Energy Efficiency Plan

3. Projected Program Gross Impacts Table

Table 2

		2010-12 EE Program Gross	2010-12 EE Program Gross	2010-12 EE Program Gross
SCE-L-004	Energy Leader Partnership Program	kWh Savings	kW Savings	Therm Savings
	Energy Leader Partnership Program	14,395,899	2,884	-
	City of Beaumont Energy Leader Partnership	1,250,000	251	-
	City of Long Beach Energy Leader Partnership	4,619,795	907	-
	City of Redlands Energy Leader Partnership	1,875,000	376	-
	City of Ridgecrest Energy Leader Partnership	1,856,250	376	-
	City of Santa Ana Energy Leader Partnership	4,750,000	943	-
	City of Simi Valley Energy Leader Partnership	625,000	126	-
	City of South Gate Energy Leader Partnership	1,875,000	372	-
	Community Energy Leader Partnership	10,000,000	1,986	-
	Desert Cities Energy Leader Partnership	3,750,000	728	-
	Eastern Sierra Energy Leader Partnership	2,250,000	487	-
	Energy Leader Partnership Strategic Support	-	-	-
	Kern County Energy Leader Partnership	6,743,750	1,354	-
	Orange County Cities Energy Leader Partnership	5,625,000	1,104	-
	Palm Desert Demonstration Partnership	62,130,677	18,214	-
	San Gabriel Valley Energy Leader Partnership	5,000,000	1,011	-
	San Joaquin Valley Energy Leader Partnership	5,625,000	1,129	-
	South Bay Energy Leader Partnership	7 ,500 ,000	1,490	-
	South Santa Barbara County Energy Leader Partnership	7,500,000	1,472	-
	Ventura County Energy Leader Partnership	12,500,000	2,454	-
	TOTAL	159,871,371	37,665	-

<u>Second Amended Institutional and Government Core Energy Efficiency</u>*

 1. Program Name:
 Institutional and Government Core Energy Efficiency Partnership Program

 Program ID:
 SCE-L-005

 Program Type:
 Core

2. Projected Program Budget Table

Table 1¹

SCE-L-005	Main Program Name / Sub-Program	Total nistrative Cost (Actual)	Marketing & each (Actual)	Imp	otal Direct lementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Tota	l Budget By ram (Actual)
CROSSCUTT	NG							
	Institutional and Government Core Energy Efficiency Partnership Program	\$ 1,023,731	\$ 28,653	\$	3,241,615		\$	4,294,000
	California Community Colleges Energy Efficiency Partnership	\$ 1,390,667	\$ 77,255	\$	10,573,078		\$	12,041,000
	California Department of Corrections and Rehabilitation Energy Efficiency Partnership	\$ 771,355	\$ 19,644	\$	2,450,000		\$	3,241,000
	County of Los Angeles Energy Efficiency Partnership	\$ 518,078	\$ 18,922	\$	2,200,000		\$	2,737,000
	County of Riverside Energy Efficiency Partnership	\$ 832,756	\$ 20,341	\$	2,873,903		\$	3,727,000
	County of San Bernardino Energy Efficiency Partnership	\$ 500,367	\$ 10,632	\$	1,675,000		\$	2,186,000
	State of California Energy Efficiency Partnership	\$ 898,743	\$ 70,257	\$	2,700,000		\$	3,669,000
	UC/CSU Energy Efficiency Partnership	\$ 1,420,910	\$ 80,090	\$	12,518,000		\$	14,019,000
	TOTAL:	\$ 7,356,607	\$ 325,795	\$	38,231,597	\$ -	\$	45,914,000

3. Projected Program Gross Impacts Table² – by calendar year

Table	2			
		2010-13 EE	2010-13 EE	2010-13 EE
	Institutional and Government Core Energy Efficiency	Program Gross	Program Gross	Program Gross
SCE-L-005	Partnership	kWh Savings	kW Savings	Therm Savings
	IGREEN	9,384,376	1,392	-
	California Community Colleges Energy Efficiency Partnership	38,926,292	5,774	-
	California Department of Corrections and Rehabilitation Energy	7,188,089	1,066	-
	County of Los Angeles Energy Efficiency Partnership	7,188,096	1,140	-
	County of Riverside Energy Efficiency Partnership	8,042,578	1,425	-
	County of San Bernardino Energy Efficiency Partnership	5,466,335	874	-
	State of California Energy Efficiency Partnership	7,982,776	1,184	-
	UC/CSU Energy Efficiency Partnership	45,516,901	6,705	-
	TOTAL	129,695,443	19,561	-

SCE is forecasting installations beyond 2012 to capture those projects committed (funds reserved) in the 2010-2012 program cycle, however are not installed until after 2012.

* SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

Integrated Budget Allocated to Other Programs includes budget utilized to coordinate with other EE, DR, or DG programs. <u>Total Budget</u> is the sum of all other columns presented here

<u>Sub-Program</u>: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Second Amended Integrated Marketing & Outreach *

1. Program Name: Integrated Marketing & Outreach **Program ID: SCE-L-006 Program Type:** Core

2. Projected Program Budget Table

Table 11

SCE-L-006	Main Program Name / Sub-Program			Total Direct Allocated to other Implementation (Actual) Alpolicable)		Total Budget By Program (Actual)				
CROSSCUTT	ING									
	Non-Resource Marketing and Outreach									
	Integrated Marketing and Outreach	\$	578,977	\$	11,526,023	\$	-		\$	12,105,000
	Market Research			\$	1,105,059					
	Collatera			\$	1,891,450					
	Delivery			\$	8,529,514					
	MEU	\$	790,182	\$	901,562	\$	2,665,256		\$	4,357,000
	Market Research	\$	39,509	\$	-	\$	266,526			
	Collatera	\$	-	\$	90,157	\$	-			
	Delivery	\$	750,672	\$	811,405	\$	2,398,730			
	Outreach	\$	149,940	\$	2,982,060	\$	-		\$	3,132,000
	Market Research			\$	-					
	Collatera			\$	596,412					
	Delivery			\$	2,385,648					
	TOTAL	\$	1,519,099	\$	15,409,645	\$	2,665,256	\$ -	\$	19,594,000
	* Estimated budget allocation provided in this manner, per ED r	ennest	SCE does not	հուղո	et or track pro	irams	coste as indic	ated on this table		

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

Total Administrative Cost includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

Total Direct Implementation - includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts. Southern California Edison

Table of Contents

New Pages of July 2, 2009 Program Implementation Plans

Exhibit No. SCE-5 (Amended)

1.	Second Amended Residential: Efficient Affordable Housing	22
2.	Second Amended Residential: Comprehensive Mobile Home	
3.	Second Amended Residential: Comprehensive	
	Home Performance	24
4.	Second Amended Residential: Community Language	
	Efficiency Outreach (CLEO)	25
5.	Second Amended Nonresidential: Cool Planet	
6.	Second Amended Nonresidential: Healthcare EE Program	27
7.	Second Amended Nonresidential: Livestock Industry	
	Resource Advantage	28
8.	Second Amended Nonresidential: Comprehensive Beverage	
	Manufacturing and Resource Efficiency	29
9.	Second Amended Nonresidential: Solid Waste Energy	
	Efficiency Program	30
10.	Second Amended Nonresidential: Data Center	
	Energy Efficiency	31
11.	Second Amended Nonresidential: Data Center Optimization	32
12.	Second Amended Nonresidential: Lodging EE Program	
13.	Second Amended Nonresidential: Food & Kindred Products	34
14.	Second Amended Nonresidential: Primary and	
	Fabricated Metals	35
15.	Second Amended Nonresidential: Industrial Gases	36
16.	Second Amended Nonresidential: Non-Metallic	
	Minerals and Products	37
17.	Second Amended Nonresidential: Comprehensive	
	Chemical Products	38
18.	Second Amended Nonresidential: Chemical Products	
	Efficiency Program	
19.	Second Amended Nonresidential: Comprehensive	
	Petroleum Refining	
20.	Second Amended Nonresidential: Oil Production	41
21.	Second Amended Nonresidential: Refinery Energy	
	Efficiency Program	42
22.	Second Amended Nonresidential: High Performance Hospitals	43
23.	Second Amended Nonresidential: Cool Schools	44
24.	Second Amended Nonresidential: Public Pre-Schools,	
	Elementary Schools and High Schools	45
25.	Second Amended Nonresidential: Retail Energy	
	Action Program	46
26.	Second Amended Nonresidential: Commercial Utility	
	Building Efficiency	47
27.	Second Amended Nonresidential: Monitoring-Based	
	Commissioning	48

28.	Second Amended Nonresidential: Monitoring-Based	
	Persistence Commissioning Program	49
29.	Second Amended Nonresidential: Leased Office	
	Space Retrofit Program	50
30.	Second Amended Nonresidential: Sustainable Portfolios	51
31.	Second Amended Nonresidential: Management	
	Affiliates Program	52
32.	Second Amended Nonresidential: Private College	
	Campus Housing	53
33.	Second Amended Nonresidential: Automatic Energy	
	Review for Schools	54
34.	Second Amended Nonresidential: Sustainable Communities	55
35.	Second Amended Nonresidential: Third Party	
	Solicitations Program	56

Second Amended Residential: Efficient Affordable Housing *

- **1.** Program Name:Efficient Affordable Housing
Program ID:Program ID:SCE-TP-001Program Type:Third party
- 2. Projected Program Budget Table

Table 1¹

SCE-TP-001	Main Program Name / Sub-Program	Total Administrative Cost (Actual)	Total Marketing & Outreach (Actual)	Total Direct Implementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Total Budget By Program (Actual)
RESIDENTIAL						
	Efficient Affordable Housing	\$ 522,000	\$ -	\$ 1,000,000		\$ 1,522,000
	TOTAL:	\$ 522,000	\$ -	\$ 1,000,000	\$ -	\$ 1,522,000

3. Projected Program Gross Impacts Table – by calendar year

Table 2

		2010-12 EE Program Gross	2010-12 EE Program Gross	2010-12 EE Program Gross
SCE-TP-001	Efficient Affordable Housing	kWh Savings	kW Savings	Therm Savings
	Efficient Affordable Housing	874,721	713	-
	TOTAL	874,721	713	-

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts. Southern California Edison 2010-2012 Energy Efficiency Pla

Second Amended Residential: Comprehensive Mobile Home *

Program Name:Comprehensive Mobile Home**Program ID:**SCE-TP-002**Program Type:**Third party

2. Projected Program Budget Table

Table 1¹

SCE-TP-002	Main Program Name / Sub-Program	Total Administrative Cost (Actual)		Total Marketing & Outreach (Actual)				Integration Budget Allocated to other Programs (If Applicable)		Tot	al Budget By gram (Actual)
RESIDENTIAL											
	Comprehensive Mobile Home	\$	1,495,600	\$	12,000	\$	9,441,400			\$	10,949,000
	TOTAL:	\$	1,495,600	\$	12,000	\$	9,441,400	\$	-	\$	10,949,000

3. Projected Program Gross Impacts Table - by calendar year

Table 2

		2010-12 EE Program Gross	2010-12 EE Program Gross	2010-12 EE Program Gross
SCE-TP-002	Comprehensive Mobile Home	kWh Savings	kW Savings	Therm Savings
	Comprehensive Mobile Home	30,254,753	10,852	-
	TOTAL	30,254,753	10,852	-

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

 Southern California Edison
 2010-2012 Energy Efficiency Plan

Second Amended Residential: Comprehensive Home Performance *

1. Program Name:Comprehensive Home PerformanceProgram ID:SCE-TP-003Program Type:Third party

2. Projected Program Budget Table

Table 1¹

SCE-TP-003	Main Program Name / Sub-Program			Total Marketing & Outreach (Actual)				Integration Budget Allocated to other Programs (If Applicable)	l Budget By ram (Actual)
RESIDENTIAL									
	Comprehensive Home Performance	\$	662,716	\$	9,000	\$	2,694,284		\$ 3,366,000
	TOTAL:	\$	662,716	\$	9,000	\$	2,694,284	\$ -	\$ 3,366,000

3. Projected Program Gross Impacts Table - by calendar year

Table 2

		2010-12 EE	2010-12 EE	2010-12 EE
		Program Gross	Program Gross	Program Gross
SCE-TP-003	Comprehensive Home Performance	kWh Savings	kW Savings	Therm Savings
	Comprehensive Home Performance	1,176,146	1,304	-
	TOTAL	1,176,146	1,304	-

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

<u>Sub-Program</u>: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts. Southern California Edison 2010-2012 Energy Efficiency Plan

<u>Second Amended Residential: Community Language Efficiency Outreach</u> (CLEO) *

1. Program Name:Community Language Efficiency Outreach
Program ID:Program ID:SCE-TP-004Program Type:Third party

2. Projected Program Budget Table

Table 1¹

SCE-TP-004	Main Program Name / Sub-Program	Adm	Total inistrative Cost (Actual)	arketing & ch (Actual)	Total Direct plementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Total B	udget By n (Actual)
RESIDENTIAL	Community Language Efficiency Outreach	\$	583,437	\$ 665,989	\$ 3,510,574		\$	4,760,000
	TOTAL	\$	583,437	\$ 665.989	\$ 3,510,574	\$ -	\$	4,760,000

3. Projected Program Gross Impacts Table – by calendar year

Table 2

SCE-TP-004	Community Language Efficiency Outreach	2010-12 EE Program Gross kWh Savings	2010-12 EE Program Gross kW Savings	2010-12 EE Program Gross Therm Savings
	Community Language Efficiency Outreach	2,547,860	699	-
	TOTAL	2,547,860	699	-

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts. Southern California Edison 2010-2012 Energy Efficiency Pla

1. Program Name:Cool PlanetProgram ID:SCE-TP-005Program Type:Third party

2. Projected Program Budget Table

Table 1¹

		Adm	Total inistrative Cost	Tot	al Marketing &	Total Direct	Integration Budget Allocated to other Programs (If	Total Budg	net By
SCE-TP-005	Main Program Name / Sub-Program	Aum	(Actual)		treach (Actual)	 (Actual)	Applicable)	Program (A	
NON-RESIDENTIAL			· · ·		,,	· · ·			<u> </u>
	Cool Planet	\$	129,504	\$	100,495	\$ 250,000		\$ 4	480,000
	TOTAL:	\$	129,504	\$	100,495	\$ 250,000	\$ -	\$ 4	480,000

3. Projected Program Gross Impacts Table – by calendar year

Table 2 - Not applicable. This is a non-resource program.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

 Southern California Edison
 2010-2012 Energy Efficiency Plan

Second Amended Nonresidential: Healthcare EE Program *

1. Program Name:Healthcare EE ProgramProgram ID:SCE-TP-006Program Type:Third party

2. Projected Program Budget Table

Table 1¹

SCE-TP-006	Main Program Name / Sub-Program	Total Administrative Cost (Actual)	Total Marketing & Outreach (Actual)	Total Direct Implementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Total Budget By Program (Actual)
NON-RESIDENTIAL						
	Healthcare EE Program	\$ 611,915	\$ 4,085	\$ 3,345,000		\$ 3,961,000
	TOTAL:	\$ 611,915	\$ 4,085	\$ 3,345,000	\$ -	\$ 3,961,000

3. Projected Program Gross Impacts Table – by calendar year

SCE-TP-006	Healthcare EE Program	2010-12 EE Program Gross kWh Savings	2010-12 EE Program Gross kW Savings	2010-12 EE Program Gross Therm Savings
	Healthcare EE Program	16,600,617	2,343	-
	TOTAL	16,600,617	2,343	-

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

 Southern California Edison
 2010-2012 Energy Efficiency Plan

Second Amended Nonresidential: Livestock Industry Resource Advantage *

 1. Program Name:
 Livestock Industry Resource Advantage

 Program ID:
 SCE-TP-007

 Program Type:
 Third party

2. Projected Program Budget Table

Table 1¹

SCE-TP-007	Main Program Name / Sub-Program			Total Marketing & Outreach (Actual)				Integration Budget Allocated to other Programs (If Applicable)	Tot	al Budget By gram (Actual)
NON-RESIDENTIAL										
	Livestock Industry Resource Advantage	\$	511,654	\$	55,454		\$ 3,077,892		\$	3,645,000
	TOTAL:	\$	511,654	\$	55,454	\$	3,077,892	\$	\$	3,645,000

3. Projected Program Gross Impacts Table - by calendar year

Table 2

		2010-12 EE Program Gross	2010-12 EE Program Gross	2010-12 EE Program Gross
SCE-TP-007	Livestock Industry Resource Advantage	kWh Savings	kW Savings	Therm Savings
	Livestock Industry Resource Advantage	7,900,000	2,215	-
	TOTAL	7,900,000	2,215	-

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

 Southern California Edison
 2010-2012 Energy Efficiency Plan

<u>Second Amended Nonresidential: Comprehensive Beverage Manufacturing</u> <u>and Resource Efficiency *</u>

 Program Name:
 Comprehensive Beverage Manufacturing and Resource Efficiency

 Program ID:
 SCE-TP-008

 Program Type:
 Third party

2. Projected Program Budget Table

Table 1¹

SCE-TP-008	Main Program Name / Sub-Program	Total Administrative Cost (Actual)	Total Marketing & Outreach (Actual)	Total Direct Implementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Total Budget By Program (Actual)
NON-RESIDENTIAL						
	Comprehensive Beverage Manufacturing and Resource Efficiency	\$ 184,105	\$ 43,819	\$ 1,289,076		\$ 1,517,000
	TOTAL:	\$ 184,105	\$ 43,819	\$ 1,289,076	\$ -	\$ 1,517,000

3. Projected Program Gross Impacts Table – by calendar year

Table 2

SCE-TP-008	Comprehensive Beverage Manufacturing and Resource Efficiency	2010-12 EE Program Gross kWh Savings	2010-12 EE Program Gross kW Savings	2010-12 EE Program Gross Therm Savings		
3CE-1P-000	Comprehensive Beverage Manufacturing and Resource Efficiency		584	Therm Savings		
	TOTAL	4,337,806	584	-		

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

 Southern California Edison
 2010-2012 Energy Efficiency Plan

Second Amended Nonresidential: Solid Waste Energy Efficiency Program *

1. Program Name:Solid Waste Energy Efficiency ProgramProgram ID:SCE-TP-009Program Type:Third party

2. Projected Program Budget Table

Table 1¹

SCE-TP-009	Main Program Name / Sub-Program	Admi	Total nistrative Cost (Actual)	farketing & ch (Actual)		Total Direct plementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	To	tal Budget By gram (Actual)
NON-RESIDENTIAL									
	Solid Waste Energy Efficiency Program	\$	192,785	\$ 34,813	\$	1,423,403		\$	1,651,000
					-				
	TOTAL:	\$	192,785	\$ 34,813	\$	1,423,403	- S	\$	1,651,000

3. Projected Program Gross Impacts Table

Table 2

		2010-12 EE	2010-12 EE	2010-12 EE
		Program Gross	Program Gross	Program Gross
SCE-TP-009	Solid Waste Energy Efficiency Program	kWh Savings	kW Savings	Therm Savings
	Solid Waste Energy Efficiency Program	6,180,205	1,318	-
	TOTAL	6,180,205	1,318	-

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

 Southern California Edison
 2010-2012 Energy Efficiency Plan

Second Amended Nonresidential: Data Center Energy Efficiency *

1. Program Name:Data Center Energy EfficiencyProgram ID:SCE-TP-010Program Type:Third party

2. Projected Program Budget Table

Table 1¹

SCE-TP-010	Main Program Name / Sub-Program	Total Administrative Cost (Actual)		ministrative Cost Total Marketing &				Integration Budget Allocated to other Programs (If Applicable)			
NON RESIDENTIAL											
	Data Center Energy Efficiency	\$	179,041	\$	2,858		\$ 2,589,101			\$	2,771,000
	TOTAL:	\$	179,041	\$	2,858	\$	2,589,101	\$	-	\$	2,771,000

3. Projected Program Gross Impacts Table – by calendar year

Table 2

		2010-12 EE Program Gross	2010-12 EE Program Gross	2010-12 EE Program Gross
SCE-TP-010	Data Center Energy Efficiency	kWh Savings	kW Savings	Therm Savings
	Data Center Energy Efficiency	10,200,000	988	-
	TOTAL	10,200,000	988	-

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

 Southern California Edison
 2010-2012 Energy Efficiency Plan

Second Amended Nonresidential: Data Center Optimization *

1. Program Name:Data Center OptimizationProgram ID:SCE-TP-011Program Type:Third party

2. Projected Program Budget Table

Table 1¹

SCE-TP-011	Main Program Name / Sub-Program	Adm	Total inistrative Cost (Actual)	t Total Marketing & Outreach (Actual)				Integration Budget Allocated to other Programs (If Applicable)		
NON-RESIDENTIAL	Data Center Optimization	\$	193,739	\$	3,081	1	2,790,180		\$	2,987,000
	TOTAL:	\$	193,739	\$	3,081	\$	2,790,180	\$ -	\$	2,987,000

3. Projected Program Gross Impacts Table – by calendar year

Table 2

SCE-TP-011	Data Center Optimization	2010-12 EE Program Gross kWh Savings	2010-12 EE Program Gross kW Savings	2010-12 EE Program Gross Therm Savings
	Data Center Optimization	10,572,770	538	-
	TOTAL	10,572,770	538	-

¹ Definition of Table 1 Column Headings:

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts. Southern California Edison 2010-2012 Energy Efficiency Placeton 2010-2012 Energy Efficiency 2010-2012 En

Second Amended Nonresidential: Lodging EE Program *

Program Name:Lodging EE Program**Program ID:**SCE-TP-012**Program Type:**Third party

2. Projected Program Budget Table

Table 1¹

SCE-TP-012	Main Program Name / Sub-Program	Total iistrative Cost (Actual)	al Marketing & reach (Actual)	Total Direct plementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Total Budget By Program (Actual)
NON-RESIDENTIAL						
	Lodging EE Program	\$ 772,148	\$ 18,104	\$ 8,035,748		\$ 8,826,000
	TOTAL:	\$ 772,148	\$ 18,104	\$ 8,035,748	\$ -	\$ 8,826,000

3. Projected Program Gross Impacts Table – by calendar year

Table	2			
		2010-12 EE	2010-12 EE	2010-12 EE
		Program Gross	Program Gross	Program Gross
SCE-TP-012	Lodging EE Program	kWh Savings	kW Savings	Therm Savings
	Lodging EE Program	28,516,027	7,072	-
	TOTA	L 28.516.027	7.072	

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

<u>Sub-Program</u>: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts. Southern California Edison 2010-2012 Energy Efficiency Pla

Second Amended Nonresidential: Food & Kindred Products *

Program Name:Food & Kindred Products**Program ID:**SCE-TP-013**Program Type:**Third party

2. Projected Program Budget Table

Table 1¹

SCE-TP-013	Main Program Name / Sub-Program	Adm	Total inistrative Cost (Actual)	l Marketing & each (Actual)	Total Direct plementation (Actual)	Alloc	ration Budget cated to other cograms (If pplicable)	Tota	l Budget By ram (Actual)
NON-RESIDENTIAL									
	Food & Kindred Products	\$	660,164	\$ 78,724	\$ 6,952,111			\$	7,691,000
	TOTAL:	\$	660,164	\$ 78,724	\$ 6,952,111	\$	-	\$	7,691,000

3. Projected Program Gross Impacts Table (by calendar year)

Table 2	2			
		2010-12 EE	2010-12 EE	2010-12 EE
		Program Gross	Program Gross	Program Gross
SCE-TP-013	Food & Kindred Products	kWh Savings	kW Savings	Therm Savings
	Food & Kindred Products	32,864,000	4,509	-
	TOTAL	32,864.000	4.509	-

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

<u>Sub-Program</u>: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts. Southern California Edison 2010-2012 Energy Efficiency Plan

Second Amended Nonresidential: Primary and Fabricated Metals *

1. Program Name:Primary and Fabricated MetalsProgram ID:SCE-TP-014Program Type:Third party

2. Projected Program Budget Table

Table 1¹

SCE-TP-014	Main Program Name / Sub-Program	Total istrative Cost Actual)	Marketing & each (Actual)	Fotal Direct plementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Tota	l Budget By ram (Actual)
NON-RESIDENTIAL							
	Primary and Fabricated Metals	\$ 760,187	\$ 80,382	\$ 8,457,430		\$	9,298,000
	TOTAL:	\$ 760,187	\$ 80,382	\$ 8,457,430	\$ -	\$	9,298,000

3. Projected Program Gross Impacts Table- by calendar year

Table 2

		2010-12 EE Program Gross	2010-12 EE Program Gross	2010-12 EE Program Gross
SCE-TP-014	Primary and Fabricated Metals	kWh Savings	kW Savings	Therm Savings
	Primary and Fabricated Metals	39,816,000	5,121	-
	TOTAL	39,816,000	5,121	-

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts. Southern California Edison 2010-2012 Energy Efficiency Placeton 2010-2012 Energy Efficiency 2010-2012 En

Second Amended Nonresidential: Industrial Gases *

1. Program Name:Industrial GasesProgram ID:SCE-TP-015Program Type:Third party

2. Projected Program Budget Table

Table 1¹

SCE-TP-015	Main Program Name / Sub-Program	Admi	Total nistrative Cost (Actual)	al Marketing & reach (Actual)	Total Direct plementation (Actual)	Integration Allocated Progra Applic	to other ms (lf	Tota	l Budget By ram (Actual)
NON-RESIDENTIAL									
	Industrial Gases	\$	303,568	\$ 41,219	\$ 3,084,213			\$	3,429,000
	TOTAL:	\$	303,568	\$ 41,219	\$ 3,084,213	\$	-	\$	3,429,000

3. Projected Program Gross Impacts Table - by calendar year

Table 2	2
---------	---

		2010-12 EE Program Gross	2010-12 EE Program Gross	2010-12 EE Program Gross
SCE-TP-015	Industrial Gases	kWh Savings	kW Savings	Therm Savings
	Industrial Gases	16,116,000	1,980	-
	TOTAL	16,116,000	1,980	-

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

 Southern California Edison
 2010-2012 Energy Efficiency Plan

Second Amended Nonresidential: Non-Metallic Minerals and Products *

Program Name:Non-Metallic Minerals and Products**Program ID:**SCE-TP-016**Program Type:**Third party

2. Projected Program Budget Table

Table 1¹

SCE-TP-016	Main Program Name / Sub-Program			Total Marketing & Outreach (Actual)				gration Budget cated to other Programs (If Applicable)		
NON-RESIDENTIAL										
	Nonmetallic Minerals and Products	\$ 564,133	\$	77,150	\$	5,522,717			\$	6,164,000
	TOTAL:	\$ 564,133	\$	77,150	\$	5,522,717	\$	-	\$	6,164,000

3. Projected Program Gross Impacts Table - by calendar year

Table 2

SCE-TP-016	Nonmetallic Minerals and Products	2010-12 EE Program Gross kWh Savings	2010-12 EE Program Gross kW Savings	2010-12 EE Program Gross Therm Savings
	Nonmetallic Minerals and Products	43,482,088	4,719	
	TOTAL	43,482,088	4,719	-

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts. Southern California Edison 2010-2012 Energy Efficiency Placeton 2010-2012 Energy Efficiency 2010-2012 En

<u>Second Amended Nonresidential: Comprehensive Chemical Products *</u>

1. Program Name:Comprehensive Chemical ProductsProgram ID:SCE-TP-017Program Type:Third party

2. Projected Program Budget Table

Table 1¹

SCE-TP-017	Main Program Name / Sub-Program	Adn	Total ninistrative Cost (Actual)	al Marketing & reach (Actual)	Total Direct plementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Tota	al Budget By gram (Actual)
NON-RESIDENTIAL								
	Comprehensive Chemical Products	\$	618,881	\$ 78,041	\$ 6,332,078		\$	7,029,000
	TOTAL:	\$	618,881	\$ 78,041	\$ 6,332,078	\$ -	\$	7,029,000

3. Projected Program Gross Impacts Table – by calendar year

Table 2	2			
		2010-12 EE	2010-12 EE	2010-12 EE
		Program Gross	Program Gross	Program Gross
SCE-TP-017	Comprehensive Chemical Products	kWh Savings	kW Savings	Therm Savings
SCE-TP-017	Comprehensive Chemical Products Comprehensive Chemical Products	kWh Savings 24,142,400	kW Savings 3,193	Therm Savings -

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts. Southern California Edison 2010-2012 Energy Efficiency Placeton 2010-2012 Energy Efficiency 2010-2012 En

<u>Second Amended Nonresidential: Chemical Products Efficiency Program *</u>

- Program Name:
 Chemical Products Efficiency Program

 Program ID:
 SCE-TP-018

 Program Type:
 Third party
- 2. Projected Program Budget Table

Table 1¹

SCE-TP-018	Main Program Name / Sub-Program		Total nistrative Cost (Actual)		Marketing & each (Actual)		Fotal Direct plementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Tota	l Budget By ram (Actual)
NON-RESIDENTIAL		_		_		-			-	
	Chemical Products Efficiency Program	\$	474,138	\$	80,236	\$	4,169,625		\$	4,724,000
	TOTAL:	\$	474,138	\$	80,236	\$	4,169,625	\$ -	\$	4,724,000

3. Projected Program Gross Impacts Table - by calendar year

Table 2

		2010-12 EE Program Gross	2010-12 EE Program Gross	2010-12 EE Program Gross
SCE-TP-018	Chemical Products Efficiency Program	kWh Savings	kW Savings	Therm Savings
	Chemical Products Efficiency Program	20,811,608	2,448	-
	TOTAL	20,811,608	2,448	-

¹ Definition of Table 1 Column Headings:

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts. Southern California Edison 2010-2012 Energy Efficiency Placeton 2010-2012 Energy Efficiency 2010-2012 En

Second Amended Nonresidential: Comprehensive Petroleum Refining *

1. Program Name:Comprehensive Petroleum Refining
Program ID:Program ID:SCE-TP-019Program Type:Third party

2. Projected Program Budget Table

Table 1¹

SCE-TP-019	Main Program Name / Sub-Program	Admi	Total nistrative Cost (Actual)	al Marketing & reach (Actual)	In	Total Direct nplementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Tot	al Budget By gram (Actual)
NON-RESIDENTIAL									
	Comprehensive Petroleum Refining	\$	323,581	\$ 46,120	\$	3,378,300		\$	3,748,000
	TOTAL:	\$	323,581	\$ 46,120	\$	3,378,300	\$ -	\$	3,748,000

3. Projected Program Gross Impacts Table – by calendar year

Table 2

		2010-12 EE Program Gross	2010-12 EE Program Gross	2010-12 EE Program Gross
SCE-TP-019	Comprehensive Petroleum Refining	kWh Savings	kW Savings	Therm Savings
	Comprehensive Petroleum Refining	13,884,250	1,880	-
	TOTAL	13,884,250	1,880	-

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts. Southern California Edison 2010-2012 Energy Efficiency Placeton 2010-2012 Energy Efficiency 2010-2012 En

Program Name:Oil Production**Program ID:**SCE-TP-020**Program Type:**Third party

2. Projected Program Budget Table

Table 1¹

SCE-TP-020	Main Program Name / Sub-Program	Total nistrative Cost (Actual)	nl Marketing & reach (Actual)	Total Direct plementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Tota	l Budget By ram (Actual)
NON-RESIDENTIAL							
	Oil Production	\$ 475,978	\$ 80,258	\$ 4,188,764		\$	4,745,000
	TOTAL:	\$ 475,978	\$ 80,258	\$ 4,188,764	\$ -	\$	4,745,000

3. Projected Program Gross Impacts Table (by calendar year)

Table 2

		2010-12 EE	2010-12 EE	2010-12 EE
		Program Gross	Program Gross	Program Gross
SCE-TP-020	Oil Production	kWh Savings	kW Savings	Therm Savings
	Oil Production	14,489,467	1,654	-
	TOTAL	14,489,467	1,654	-

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

 Southern California Edison
 2010-2012 Energy Efficiency Plan

Second Amended Nonresidential: Refinery Energy Efficiency Program *

1. Program Name:Refinery Energy Efficiency ProgramProgram ID:SCE-TP-021Program Type:Third party

2. Projected Program Budget Table

Table 1¹

SCE-TP-021	Main Program Name / Sub-Program	Total Administrative Cos (Actual)	t Total Marketing & Outreach (Actual)		Integration Budget Allocated to other Programs (If Applicable)	Total Budget By Program (Actual)
NON-RESIDENTIAL						
	Refinery Energy Efficiency Program	\$ 323,581	\$ 46,120	\$ 3,378,300		\$ 3,748,000
	TOTAL:	\$ 323,581	\$ 46,120	\$ 3,378,300	\$ -	\$ 3,748,000

3. Projected Program Gross Impacts Table (by calendar year)

Table 2

		2010-12 EE Program Gross	2010-12 EE Program Gross	2010-12 EE Program Gross
SCE-TP-021	Refinery Energy Efficiency Program	kWh Savings	kW Savings	Therm Savings
	Refinery Energy Efficiency Program	20,456,284	2,404	-
	TOTAL	20,456,284	2,404	-

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts. Southern California Edison 2010-2012 Energy Efficiency Placeton 2010-2012 Energy Efficiency 2010-2012 En

<u>Second Amended Nonresidential: High Performance Hospitals *</u>

Program Name:High Performance Hospitals**Program ID:**SCE-TP-022**Program Type:**Third party

2. Projected Program Budget Table

Table 1¹

SCE-TP-022	Main Program Name / Sub-Program	Adm	Total inistrative Cost (Actual)	l Marketing & each (Actual)	Total Direct plementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Tot	al Budget By gram (Actual)
NON-RESIDENTIAL								
	High Performance Hospitals	\$	336,853	\$ 9,134	\$ 2,692,014		\$	3,038,000
	TOTAL:	\$	336,853	\$ 9,134	\$ 2,692,014	\$ -	\$	3,038,000

3. Projected Program Gross Impacts Table - by calendar year

Table 2

		2010-12 EE Program Gross	2010-12 EE Program Gross	2010-12 EE Program Gross
SCE-TP-022	High Performance Hospitals	kWh Savings	kW Savings	Therm Savings
	High Performance Hospitals	18,135,453	2,381	-
	TOTAL	18,135,453	2,381	-

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts. Southern California Edison 2010-2012 Energy Efficiency Plan

1. Program Name:Cool SchoolsProgram ID:SCE-TP-023Program Type:Third party

2. Projected Program Budget Table

Table 1¹

SCE-TP-023	Main Program Name / Sub-Program	To Administr (Act	ative Cost	Total Mari Outreach		Imp	otal Direct lementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Total	Budget By am (Actual)
NON-RESIDENTIAL										
	Cool Schools	\$	727,777	\$	17,370	\$	7,369,853		\$	8,115,000
	TOTAL:	\$	727,777	\$	17,370	\$	7,369,853	\$ -	\$	8,115,000

3. Projected Program Gross Impacts Table - by calendar year

Table 2

		2010-12 EE Program Gross	2010-12 EE Program Gross	2010-12 EE Program Gross
SCE-TP-023	Cool Schools	kWh Savings	kW Savings	Therm Savings
	Cool Schools	64,800,337	23,877	-
	TOTAL	64,800,337	23,877	-

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

 Southern California Edison
 2010-2012 Energy Efficiency Plan

<u>Second Amended Nonresidential: Public Pre-Schools, Elementary Schools and</u> <u>High Schools *</u>

Program Name: Public Pre-Schools, Elementary Schools and High Schools
 Program ID: SCE-TP-024
 Program Type: Third party

2. Projected Program Budget Table

Table 1¹

SCE-TP-024	Main Program Name / Sub-Program	Total nistrative Cost (Actual)	Marketing & each (Actual)	Fotal Direct plementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Budget By am (Actual)
NON-RESIDENTIAL						
	Public Pre-Schools, Elementary Schools and High Schools	\$ 391,857	\$ 10,051	\$ 3,525,091		\$ 3,927,000
	TOTAL:	\$ 391,857	\$ 10,051	\$ 3,525,091	\$ -	\$ 3,927,000

3. Projected Program Gross Impacts Table – by calendar year

Table 2

I ubic I				
		2010-12 EE	2010-12 EE	2010-12 EE
		Program Gross	Program Gross	Program Gross
SCE-TP-024	Public Pre-Schools, Elementary Schools and High Schools	kWh Savings	kW Savings	Therm Savings
	Public Pre-Schools, Elementary Schools and High Schools	17,274,613	6,854	-
	TOTAL	17,274,613	6,854	-

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

 Southern California Edison
 2010-2012 Energy Efficiency Plan

Second Amended Nonresidential: Retail Energy Action Program *

1. Program Name:Retail Energy Action ProgramProgram ID:SCE-TP-025Program Type:Third party

2. Projected Program Budget Table

Table 1¹

SCE-TP-025	Main Program Name / Sub-Program	Admi	Total inistrative Cost (Actual)	ıl Marketing & reach (Actual)	Total Direct plementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Tot	al Budget By gram (Actual)
NON-RESIDENTIAL								
	Retail Energy Action Program	\$	1,578,493	\$ 33,205	\$ 18,945,302		\$	20,557,000
	TOTAL:	\$	1,578,493	\$ 33,205	\$ 18,945,302	\$ -	\$	20,557,000

3. Projected Program Gross Impacts Table - by calendar year

Table 2

		2010-12 EE Program Gross	2010-12 EE Program Gross	2010-12 EE Program Gross
SCE-TP-025	Retail Energy Action Program	kWh Savings	kŴ Savings	Therm Savings
	Retail Energy Action Program	117,545,749	23,930	-
	TOTAL	117,545,749	23,930	-

¹ Definition of Table 1 Column Headings:

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts. Southern California Edison 2010-2012 Energy Efficiency Placeton 2010-2012 Energy Efficiency 2010-2012 En

<u>Second Amended Nonresidential: Commercial Utility Building Efficiency *</u>

1. Program Name:Commercial Utility Building Efficiency
SCE-TP-026
Program Type:Third party

2. Projected Program Budget Table

Table 1¹

SCE-TP-026	Main Program Name / Sub-Program	Admi	Total inistrative Cost (Actual)	ıl Marketing & reach (Actual)	otal Direct elementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	То	tal Budget By ogram (Actual)
NON-RESIDENTIAL								
	Commercial Utility Building Efficiency	\$	2,476,458	\$ 51,597	\$ 30,042,945		\$	32,571,000
	TOTAL:	\$	2,476,458	\$ 51,597	\$ 30,042,945	\$	\$	32,571,000

3. Projected Program Gross Impacts Table – by calendar year

Table 2	2			
		2010-12 EE	2010-12 EE	2010-12 EE
		Program Gross	Program Gross	Program Gross
SCE-TP-026	Commercial Utility Building Efficiency	kWh Savings	kW Savings	Therm Savings
3CE-1P-020	Commercial builty building Enciency	kvvn savings	KVV Savings	Therm Savings
3CE-1P-020	Commercial Utility Building Efficiency	200,915,907	41,477	Therm Savings

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

 Southern California Edison
 2010-2012 Energy Efficiency Placeton Source Placeto

Second Amended Nonresidential: Monitoring-Based Commissioning *

1. Program Name:Monitoring-Based Commissioning
SCE-TP-027
Program Type:Third party

2. Projected Program Budget Table

Table 1¹

SCE-TP-027	Main Program Name / Sub-Program	Adm	Total inistrative Cost (Actual)	Marketing & ach (Actual)	Fotal Direct plementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Tota	ıl Budget By ıram (Actual)
NON-RESIDENTIAL								
	Monitoring-Based Commissioning	\$	467,816	\$ 7,184	\$ 6,490,000		\$	6,965,000
	TOTAL	\$	467,816	\$ 7,184	\$ 6,490,000	<u>د</u>	\$	6,965,000

3. Projected Program Gross Impacts Table – by calendar year

Table 2

1 4010 1				
		2010-12 EE	2010-12 EE	2010-12 EE
		Program Gross	Program Gross	Program Gross
SCE-TP-027	Monitoring-Based Commissioning	kWh Savings	kW Savings	Therm Savings
	Monitoring-Based Commissioning	24,000,000	-	-
	TOTAL	. 24,000,000	-	-

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts. Southern California Edison 2010-2012 Energy Efficiency Placeton 2010-2012 Energy Efficiency 2010-2012 En

<u>Second Amended Nonresidential: Monitoring-Based Persistence</u> <u>Commissioning Program *</u>

1. Program Name:Monitoring-Based Persistence Commissioning ProgramProgram ID:SCE-TP-028Program Type:Third party

2. Projected Program Budget Table

Table 1¹

SCE-TP-028	Main Program Name / Sub-Program		Total Administrative Cost (Actual)	Total Marketing & Outreach (Actual)	Total Direct Implementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Total Budget By Program (Actual)
NON-RESIDENTIAL							
	Monitoring-Based Persistence Commissioning Program		\$ 157,905	\$ 2,423	\$ 2,188,672		\$ 2,349,000
	I	OTAL:	\$ 157,905	\$ 2,423	\$ 2,188,672	\$ -	\$ 2,349,000

3. Projected Program Gross Impacts Table - by calendar year

Table 2

		2010-12 EE Program Gross	2010-12 EE Program Gross	2010-12 EE Program Gross
SCE-TP-028	Monitoring-Based Persistence Commissioning Program	kWh Savings	kW Savings	Therm Savings
	Monitoring-Based Persistence Commissioning Program	8,076,104	1,964	-
	TOTAL	8,076,104	1,964	-

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts. Southern California Edison 2010-2012 Energy Efficiency Placeton 2010-2012 Energy Efficiency 2010-2012 En

Second Amended Nonresidential: Leased Office Space Retrofit Program *

- 1. Program Name: Leased Office Space Retrofit Program PROGRAM CANCELED Program ID: SCE-TP-029 Program Type: Third party
- 2. Projected Program Budget Table

Table 1

3. Projected Program Gross Impacts Table (by calendar year)

Table 2

<u>This Program Implementation Plan has been stricken in its entirety, due to a negotiation</u> <u>fall out with the proposed vendor. The proposed budget has been reallocated to the IDEEA</u> <u>program, to be used for a future third party solicitation.</u>

Second Amended Nonresidential: Sustainable Portfolios *

1. Program Name: Sustainable Portfolios Program ID: SCE-TP-030 Program Type: Third party

2. Projected Program Budget Table

Table 1¹

SCE-TP-030	Main Program Name / Sub-Program	 Total nistrative Cost (Actual)	Marketing & each (Actual)	Fotal Direct plementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Tota	il Budget By Iram (Actual)
NON-RESIDENTIAL							
	Sustainable Portfolios	\$ 598,744	\$ 8,960	\$ 8,078,296		\$	8,686,000
	TOTAL:	\$ 598,744	\$ 8,960	\$ 8,078,296	\$ -	\$	8,686,000

3. Projected Program Gross Impacts Table - by calendar year

Table 2

		2010-12 EE Program Gross	2010-12 EE Program Gross	2010-12 EE Program Gross
SCE-TP-030	Sustainable Portfolios	kWh Savings	kW Savings	Therm Savings
	Sustainable Portfolios	36,157,427	14,311	-
	TOTAL	36,157,427	14,311	-

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts. Southern California Edison 2010-2012 Energy Efficiency Placeton 2010-2012 Energy Efficiency 2010-2012 En

Second Amended Nonresidential: Management Affiliates Program *

1. Program Name:Management Affiliates ProgramProgram ID:SCE-TP-031Program Type:Third party

2. Projected Program Budget Table

Table 1¹

SCE-TP-031	Main Program Name / Sub-Program	Administ	otal rative Cost tual)	arketing & ch (Actual)	Total Direct plementation (Actual)	Integration Budge Allocated to other Programs (If Applicable)	To	tal Budget By gram (Actual)
NON-RESIDENTIAL								– , , , ,
	Management Affiliates Program	\$	680,424	\$ 5,576	\$ 4,719,000		\$	5,405,000
	TOTAL:	\$	680,424	\$ 5,576	\$ 4,719,000	\$ -	\$	5,405,000

3. Projected Program Gross Impacts Table -by calendar year

Table 2

S.CE TD 024	Management Affiliates Deserves	2010-12 EE Program Gross	2010-12 EE Program Gross	2010-12 EE Program Gross
SCE-TP-031	Management Affiliates Program Management Affiliates Program	kWh Savings 26,586,164	kW Savings 3,074	Therm Savings
	TOTAL	26,586,164	3,074	-

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts. Southern California Edison 2010-2012 Energy Efficiency Placeton 2010-2012 Energy Efficiency 2010-2012 En

Second Amended Nonresidential: Private College Campus Housing *

1. Program Name:Private College Campus Housing
SCE-TP-032
Program Type:Third party

2. Projected Program Budget Table

Table 1¹

SCE-TP-032	Main Program Name / Sub-Program	Adm	Total inistrative Cost (Actual)	nl Marketing & reach (Actual)	Total Direct plementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Tota	l Budget By ram (Actual)
NON-RESIDENTIAL								
	Private College Campus Housing	\$	311,640	\$ 1,360	\$ 1,004,999		\$	1,318,000
	TOTAL:	\$	311,640	\$ 1,360	\$ 1,004,999	\$ -	\$	1,318,000

3. Projected Program Gross Impacts Table - by calendar year

Table	2			
		2010-12 EE	2010-12 EE	2010-12 EE
		Program Gross	Program Gross	Program Gross
SCE-TP-032	Private College Campus Housing	kWh Savings	kW Savings	Therm Savings
SCE-TP-032	Private College Campus Housing Private College Campus Housing	kWh Savings 5,801,163	kW Savings 2,006	Therm Savings -

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

 Southern California Edison
 2010-2012 Energy Efficiency Placeton Source Placeto

Second Amended Nonresidential: Automatic Energy Review for Schools *

1. Program Name:Automatic Energy Review for SchoolsProgram ID:SCE-TP-033Program Type:Third party

2. Projected Program Budget Table

Table 1¹

SCE-TP-033	Main Program Name / Sub-Program	Tota Administrat (Actua	tive Cost	Total Mari Outreach		Imp	otal Direct Dementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Budget By am (Actual)
CROSSCUTTING									
	Automatic Energy Review for Schools	\$	371,451	\$	2,078	\$	1,641,472		\$ 2,015,000
	TOTAL:	\$	371,451	\$	2,078	\$	1,641,472	\$ -	\$ 2,015,000

3. Projected Program Gross Impacts Table — by calendar year

Table 2

S.CE TD 022	Automatia Enarmy Daview far Sakaala	2010-12 EE Program Gross	2010-12 EE Program Gross	2010-12 EE Program Gross Therm Sevinge
SCE-TP-033	Automatic Energy Review for Schools Automatic Energy Review for Schools	kWh Savings 2,900,732	kW Savings 650	Therm Savings
	TOTAL	2,900,732	650	-

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

 Southern California Edison
 2010-2012 Energy Efficiency Placeton Source Placeto

Second Amended Nonresidential: Sustainable Communities *

1. Program Name:Sustainable CommunitiesProgram ID:SCE-TP-034Program Type:Third party

2. Projected Program Budget Table

Table 1¹

SCE-TP-034	Main Program Name / Sub-Program	Adm	Total ninistrative Cost (Actual)	nl Marketing & reach (Actual)	otal Direct plementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Tot	al Budget By gram (Actual)
CROSSCUTTING								
	Sustainable Communities	\$	2,922,029	\$ 1,016,404	\$ 10,315,567		\$	14,254,000
	TOTAL:	\$	2,922,029	\$ 1,016,404	\$ 10,315,567	\$ -	\$	14,254,000

3. Projected Program Gross Impacts Table – by calendar year

Table 2 – Not applicable, as this is a non-resource program.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

 Southern California Edison
 2010-2012 Energy Efficiency Plan

Second Amended Nonresidential: Third Party Solicitations Program *

 Program Name: Third Party Solicitations Program Program ID: SCE-TP-035 Program Type: Third party

2. Projected Program Budget Table

Table 1¹

SCE-TP-035	Main Program Name / Sub-Program	Adm	Total ninistrative Cost (Actual)		nl Marketing & reach (Actual)		Fotal Direct plementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Tota	al Budget By gram (Actual)
CROSSCUTTING	Third Party Solicitations Program	¢	3,779,485	¢.	473,207	¢	52,567,794		¢	56,820,485
		÷	3,773,403	Ψ	473,207	ψ	32,007,734		Ψ	30,020,403
	TOTAL:	\$	3,779,485	\$	473,207	\$	52,567,794	\$ -	\$	56,820,485

3. Projected Program Gross Impacts Table - by calendar year

Table 2

		2010-13 EE	2010-13 EE	2010-13 EE
		Program Gross	Program Gross	Program Gross
SCE-TP-035	Third Party Solicitations Program	kWh Savings	kW Savings	Therm Savings
	Third Party Solicitations Program	63,002,937	15,597	-
	TOTAL	63,002,937	15,597	-

SCE is forecasting installations beyond 2012 to capture those projects committed (funds reserved) in the 2010-2012 program cycle, however are not installed until after 2012.

^{*} SCE is requesting funding for a three-year program cycle beginning in 2010 and ending in 2012. In lieu of resubmitting Exhibits SCE-3A, 3B, 4 and 5 (amended) in their entirety, SCE is instead submitting revisions of the first page of each Program Implementation Plan. Any reference to years 2009-2011 elsewhere in Exhibits SCE-3A, 3B, 4 and 5 (amended) should be considered a reference to 2010-2012.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

<u>Sub-Program</u>: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts. Southern California Edison 2010-2012 Energy Efficiency Pla

Stricken Pages of March 2009 Program Implementation Plans

Table of Contents

Stricken Pages of March 2009 Program Implementation Plans

Exhibit No. SCE-3A & 3B (Amended)

1.	Residential Energy Efficiency Program	1
2.	Commercial Energy Efficiency Program	2
3.	Industrial Energy Efficiency Program	
4.	Agriculture Energy Efficiency Program	
5.	New Construction Program	
6.	Lighting Market Transformation Program	
7.	Residential and Commercial HVAC Program	
8.	Codes and Standards	8
9.	Emerging Technologies Program	9
10.	Workforce Education & Training	
11.	Marketing, Education & Outreach	
12.	Integrated Demand Side Management	

Residential Energy Efficiency Program

1. Program Name: Residential Energy Efficiency Program Program ID: SCE-SW-001 Program Type: Core

2. Projected Program Budget Table

Table 2¹

SCE-SW-001	Main Program Name / Sub-Program			trative Cost Total Marketing				Integration Budget Allocated to other Programs (If Applicable)	al Budget By gram (Actual)
RESIDENTIAL									
	Residential Energy Efficiency Program								
	Home Energy Efficiency Survey Program	\$	1,578,249	S	2,243,048	S	8,964,703		\$ 12,786,000
	Residential Lighting Incentive Program for Basic CFLs	\$	3,745,246	S	219,451	\$	28,694,303		\$ 32,659,000
	Advanced Consumer Lighting Program	\$	5,071,812	S	597,531	\$	37,440,658		\$ 43,110,000
	Home Energy Efficiency Rebate Program	\$	3,155,120	S	4,490,300	\$	21,328,581		\$ 28,974,000
	Appliance Recycling Program	\$	3,739,066	S	6,187,821	\$	30,547,113		\$ 40,474,000
	Business and Consumer Electronics Program	\$	1,611,070	S	3,882,530	\$	7,148,400		\$ 12,642,000
	Multifamily Energy Efficiency Rebate Program	\$	4,690,211	S	488,800	\$	51,341,989		\$ 56,521,000
	<u>TOTAL:</u>	\$	23,590,774	\$	18,109,481	\$	185,465,746	\$-	\$ 227,166,001

4. Projected Program Gross Impacts Table – by calendar year

Table 3

			2009-11 EE	2009-11 EE	2009-11 EE
			Program Gross	Program Gross	Program Gross
SCE-SW-001	Residential Energy Efficiency Program		kWh Savings	kW Savings	Therm Savings
	Home Energy Efficiency Survey Program		31,265,232	8,697	-
	Residential Lighting Incentive Program for Basic CFLs		935,464,302	125,475	-
	Advanced Consumer Lighting Program		347,851,441	31,397	
	Home Energy Efficiency Rebate Program		76,844,090	36,368	-
	Appliance Recycling Program		304,114,440	46,865	-
	Business and Consumer Electronics Program		51,622,602	5,334	-
	Multifamily Energy Efficiency Rebate Program		157,672,718	12,313	-
		TOTAL	1,904,834,825	266,449	-

⁺ Definition of Table 1 Column Headings: <u>Total Budget</u> is the sum of all other columns presented here

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

<u>Integrated Budget Allocated to Other Programs</u> includes budget utilized to coordinate with other EE, DR, or DG programs. <u>Total Budget</u> is the sum of all other columns presented here

Definition of Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts

Southern California Edison

Commercial Energy Efficiency Program

1. Program Name: Commercial Energy Efficiency Program Program ID: SCE-SW-002 Program Type: Core

2. Projected Program Budget Table

Table 1[±]

SCE-SW-002	Main Program Name / Sub-Program				Total Marketing & Outreach (Actual)		Total Direct Implementation (Actual)		Integration Budget Allocated to other Programs (If Applicable)	al Budget By Jram (Actual)
NONRESIDENT								(*******		
	Commercial Energy Efficiency Program									
	Nonresidential Audits		\$	1,709,015	S	4,735,075	S	3,864,910		\$ 10,309,000
	Calculated Incentives Program		\$	5,613,676	S	8,137,816	S	37,362,507		\$ 51,114,000
	Deemed Incentives Program		\$	5,119,070	\$	11,891,986	S	35,806,944		\$ 52,818,000
	Commercial Direct Install Program		\$	8,852,962	S	3,279,000	S	95,829,038		\$ 107,961,000
	Continuous Energy Improvement		\$	116,500	S	-	S	487,500		\$ 604,000
	Energy Efficiency for Entertainment Centers		\$	144,565	S	-	S	1,968,435		\$ 2,113,000
	Private Schools and Colleges Program		\$	370,201	S	75,000	S	2,032,799		\$ 2,478,000
	California Preschools Program		\$	573,000	\$	-	S	3,636,000		\$ 4,209,000
		TOTAL:	\$	22,498,989	\$	28,118,877	\$	180,988,133	\$-	\$ 231,606,000

3. Projected Program Gross Impacts Table - by calendar year

Table 2

			2009-13 EE Program Gross	2009-13 EE Program Gross	2009-13 EE Program Gross
SCE-SW-002	Commercial Energy Efficiency Program		kWh Savings	kW Savings	Therm Savings
	Non-Residential Audits		88,874,184	17,198	-
	Calculated Incentives Program		246,579,542	37,936	-
	Deemed Incentives Program		273,934,503	60,017	-
	Commercial Direct Install Program		321,697,024	64,263	-
	Continuous Energy Improvement		-	-	-
	Energy Efficiency for Entertainment Centers		6,961,230	4,476	-
	Private Schools and Colleges Program		9,692,624	3,168	-
	California Preschools Program		5,095,831	895	-
		TOTAL	952,834,938	187,952	-

SCE is forecasting installations beyond 2011 to capture those projects committed (funds reserved) in the 2009-2011 program eycle, however are not installed until after 2011.

Southern California Edison

¹Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

<u>Integrated Budget Allocated to Other Programs</u> includes budget utilized to coordinate with other EE, DR, or DG programs. <u>Total Budget</u> is the sum of all other columns presented here

Definition of sub-program: A "sub-program" of a program has a specific title, targets, and budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Industrial Energy Efficiency Program

1. Program Name: Industrial Energy Efficiency Program Program ID: SCE-SW-003 Program Type: Core

2. Projected Program Budget Table

Table 1[±]

SCE SW 003	Main Program Name / Sub-Program		Total istrative Cost 'Actual)		l Marketing & each (Actual)		otal Direct Iementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Tota	al Budget By gram (Actual)
NONRESIDENT			netuun	ouu	cuen (Actual)		Includin	Application	110	rum (Actual)
	Industrial Energy Efficiency Program					_				
	Industrial Energy Audit Program	ş	398,198	ş	2,009,085	ş	766,717		Ş	3,174,000
	Industrial Calculated Energy Efficiency Program	S	9,307,968	S	6,570,698	\$	68,931,335		S	84,810,000
	Industrial Deemed Energy Efficiency Program	\$	1,134,538	S	5,440,036	\$	6,386,427		S	12,961,000
	Industrial Continuous Energy Improvement Program	\$	23,500	\$	-	\$	97,500		S	121,000
	TOTAL:	\$	10,864,203	\$	14,019,818	\$	76,181,979	\$ -	\$	101,066,000

4. Projected Program Gross Impacts Table - by calendar year

Tabla	2
Table	

			2009-13 EE	2009-13 EE	2009-13 EE
			Program Gross	Program Gross	Program Gross
SCE-SW-003	Industrial Energy Efficiency Program		kWh Savings	kW Savings	Therm Savings
	Industrial Energy Audit Program		68,059,926	11,767	
	Industrial Calculated Energy Efficiency Program		468,090,293	75,101	
	Industrial Deemed Energy Efficiency Program		48,341,383	10,591	
	Industrial Continuous Energy Improvement Program		-	-	-
	TO	TAL	584,491,601	97,459	-

SCE is forecasting installations beyond 2011 to capture those projects committed (funds reserved) in the 2009-2011 program cycle, however are not installed until after 2011.

¹Definition of Table 1 Column Headings: <u>Total Budget</u> is the sum of all other columns presented here

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

<u>Integrated Budget Allocated to Other Programs</u> includes budget utilized to coordinate with other EE, DR, or DG programs. <u>Total Budget</u> is the sum of all other columns presented here

Definition of Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Southern California Edison

Agriculture Energy Efficiency Program

4. Program Name: Agriculture Energy Efficiency Program Program ID#: SCE-SW-004 Program Type: Core Program

5. Projected Program Budget Table

Table 1¹

			Total nistrative Cost		Marketing &	 otal Direct elementation	Integration Budget Allocated to other Programs (If		al Budget By
	Main Program Name / Sub-Program		(Actual)	Outr	each (Actual)	(Actual)	Applicable)	Prog	ram (Actual)
NONRESIDENT									
	Agriculture Energy Efficiency Program								
	Agriculture Energy Audit Program	ş	103,504	5	195,836	\$ 407,660		\$	707,000
	Agriculture Calculated Energy Efficiency Program	\$	1,872,980	Ş	1,164,293	\$ 13,694,727		\$	16,732,000
	Agriculture Deemed Energy Efficiency Program	S	907,484	S	905,874	\$ 2,300,642		\$	4,114,000
	Agriculture Continuous Energy Improvement Program	S	16,000	S	-	\$ 65,000		\$	81,000
	Pump Test Services Program	S	2,876,100	S	116,900	\$ 4,951,000		\$	7,944,000
	<u>TOTAL:</u>	\$	5,776,068	\$	2,382,903	\$ 21,419,029	\$-	\$	29,578,000

6. Projected Program Gross Impacts Table - by calendar year

Table 2

		2009-13 EE	2009-13 EE	2009-13 EE
		Program Gross	Program Gross	Program Gross
SCE-SW-004	Agriculture Energy Efficiency Program	kWh Savings	kW Savings	Therm Savings
	Agriculture Energy Audit Program	5,560,596	998	-
	Agriculture Calculated Energy Efficiency Program	95,766,084	17,447	
	Agriculture Deemed Energy Efficiency Program	24,937,145	7,749	-
	Agriculture Continuous Energy Improvement Program	-	-	-
	Pump Test Services Program	46,712,091	15,538	-
	TOTAL	172,975,916	41,731	-

SCE is forecasting installations beyond 2011 to capture those projects committed (funds reserved) in the 2009-2011 program eycle, however are not installed until after 2011.

Southern California Edison

¹<u>Definition of Table 1 Column Headings:</u>

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

<u>Integrated Budget Allocated to Other Programs</u> includes budget utilized to coordinate with other EE, DR, or DG programs. <u>Total Budget</u> is the sum of all other columns presented here

Definition of sub-program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

New Construction Program

1. Program Name: Statewide New Construction Program Program ID#: SCE-SW-005 Program Type: Core

2. Projected Program Budget Table

Table 1¹

		Total histrative Cost		I Marketing &	otal Direct	Integration Budget Allocated to other Programs (If	Tota	l Budget By
	Main Program Name / Sub-Program	(Actual)	Outr	each (Actual)	(Actual)	Applicable)	Prog	ram (Actual)
CROSSCUTTIN	IG							
	New Construction Program							
	Savings By Design	\$ 4,860,761	Ş	9,842,100	\$ 34,542,139		\$	49,245,000
	California Advanced Homes	\$ 4,287,101	\$	1,559,706	\$ 19,047,193		\$	24,894,000
	Energy Star Manufactured Homes	\$ 718,639	\$	127,367	\$ 2,669,994		\$	3,516,000
	<u>TOTAL:</u>	\$ 9,866,501	\$	11,529,173	\$ 56,259,326	\$ -	\$	77,655,000

4. Projected Program Gross Impacts Table by calendar year

Table 2

		2009-15 EE	2009-15 EE	2009-15 EE
		Program Gross	Program Gross	Program Gross
SCE-SW-005	New Construction Program	kWh Savings	kW Savings	Therm Savings
	Savings by Design	224,330,122	46,739	
	California Advanced Homes	14,517,212	13,583	-
	Energy Star Manufactured Housing	2,827,100	1,807	
	TOTAL	241,674,434	62,128	-

SCE is forecasting installations beyond 2011 to capture those projects committed (funds reserved) in the 2009-2011 program eycle, however are not installed until after 2011.

¹-Definition of Table 1 Column Headings: Total Budget is the sum of all other columns presented here

Total Administrative Cost includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

Total Direct Implementation — includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

Integrated Budget Allocated to Other Programs includes budget utilized to coordinate with other EE, DR, or DG programs. Total Budget is the sum of all other columns presented here

Definition of Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Lighting Market Transformation Program

1. Program Name: Statewide Lighting Market Transformation Program (LMT)

2. Projected Program Budget Table

Table 1

			Admi	Total nistrative Cost	Total Marketing &	Total Direct Implementation	Integration Budget Allocated to other Programs (If	Total Budget By
SCE-SW-006	Main Program Name / Sub-Program			(Actual)	Outreach (Actual)	(Actual)	Applicable)	Program (Actual)
CROSSCUTTIN	IG							
	Statewide Lighting Market Transformation Program		\$	1,054,000	ş -	ş -		
		TOTAL:	\$	1,054,000	\$ -	\$.	\$ -	\$ 1,054,000

The table of annual costs above does not capture Integration Budgets of other programs that this program will intend to leverage. Much of the activity of this program is dependent on those budget relationships, and the anticipated total amount, including this program and all integrated activities, is expected to be about one million dollars annually. For SCE, the programs that will be leveraged include all rebate programs that have lighting measures, Emerging Technologies, and Codes and Standards. Additionally SCE will leverage funding for the Customer Experience Management and Measurement and Verification organizations.

Residential and Commercial HVAC Program

1. Program Name: Residential and Commercial HVAC Program Program ID#: SCE-SW-007 Program Type: Core

2. Projected Program Budget Table

Table 1[±]

		Admin	Total iistrative Cost	Total	Marketing &		otal Direct lementation	Integration Budget Allocated to other Programs (If	Tota	I Budget By
SCE-SW-007	Main Program Name / Sub-Program		Actual)	Outre	each (Actual)		(Actual)	Applicable)	Prog	ram (Actual)
CROSSCUTTI	IG									
	Residential & Commercial HVAC Program									
	Upstream HVAC Equipment Incentive	S	1,189,597	S	181,807	S	12,650,595		S	14,022,000
	HVAC Technologies and System Diagnostics Advocacy	S	1,012,196	S	73,432	S	10,470,372		S	11,556,000
	Commercial Quality Installation	\$	298,087	5	1,397,714	\$	1,190,199		\$	2,886,000
	ENERGY STAR Residential Quality Installation Program	S	302,205	\$	1,397,714	\$	1,256,081		\$	2,956,000
	Residential Quality Maintenance and Commercial Quality Maintenance Development	S	2,870,368	\$	1,530,229	S	30,109,403		S	34,510,000
	HVAC Workforce Education & Training	S	895,122	\$	107,194	\$	9,480,685		\$	10,483,000
		\$	6,567,575	\$	4,688,090	\$	65,157,335	\$-	\$	76,413,000

4. Projected Program Gross Impacts Table - by calendar year

Table 2

		2009-11 EE	2009-11 EE	2009-11 EE
		Program Gross	Program Gross	Program Gross
SCE-SW-007	Residential & Commercial HVAC Program	kWh Savings	kW Savings	Therm Savings
	Upstream HVAC Equipment Incentive	38,637,911	19,694	-
	HVAC Technologies and System Diagnostics Advocacy	6,917,407	7,236	-
	Commerical Quality Installation		-	
	ENERGY STAR Residential Quality Installation Program	9,235	15	-
	Residential Quality Maintenance and Commercial Quality Maintenance Development	78,879,347	65,009	-
	HVAC Workforce Education & Training	-	-	-
	TOTAL	124,443,900	91,954	-

⁺ Definition of Table 1 Column Headings: <u>Total Budget</u> is the sum of all other columns presented here

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

Integrated Budget Allocated to Other Programs includes budget utilized to coordinate with other EE, DR, or DG programs. Total Budget is the sum of all other columns presented here

Definition of Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Southern California Edison

Codes and Standards

4. Program Name: Codes and Standards (C&S) Program ID#: SCE-SW-008 Program Type: Statewide Core Program

5. Projected Program Budget Table

Table 1¹

Puez #	Main Program Name/Sub-	Total Administrative	Total Marketing & Outreach (Astrol)	Total Direct Implementation (Actual)	Integration Budget Allocated to other Programs (If	Total Budget By Program (Actual)
Prog #	Programs I Standards	Cost (Actual)	(Actual)	(Actuar)	Applicable)	(Actual)
Coues and		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		
	Codes & Standards Program					
	#1	N/A	N/A		NT/A	
	C&S Program Overall		N/A	N/A	N/A	N/A
	Building Codes: Advocacy,	\$1,023,637	\$	\$4,848363	N/A	\$ 5,872,000
	Extension of Advocacy, and					
	CASE studies					
	Appliance Standards:	\$ 231,945	\$	\$1,098,055	N/A	\$ 1,330,000
	Advocacy, Extension of					
	Advocacy, and CASE Studies					
	Compliance Enhancement	\$ 385,907	\$	\$1,830,093	N/A	\$ 2,216,000
	Program: Measure-Based and					
	Holistic					
	Reach Codes: Local	\$ 289,431	\$	\$1,372,569	N/A	\$ 1,662,000
	Government Ordinances and					
	Green Building Standards					
	Coordination (Statewide, EE	N/A	N/A	N/A	N/A	N/A
	Program and External Entities)					
	Education and Training (not for	N/A	N/A	N/A	N/A	N/A
	improving compliance)	1.011	1.011	1011	1.011	1.011
	Quality Assurance & Program	N/A	N/A	N/A	N/A	N/A
	Evaluation Activities	1.1/11	1011	10/11	1011	1.711
	Other	1				
	TOTAL:	\$1,930,920		\$9,149,080		\$11,080,000
	IUIAL.	$\pi_{1,220,220}$		$\sqrt{97,147,000}$		\$11,000,000

¹ Definition of Table 1 Column Headings: Total Budget is the sum of all other columns presented here.

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u>—includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

<u>Integrated Budget Allocated to Other Programs</u> includes budget utilized to coordinate with other EE, DR, or DG programs. <u>Total Budget</u> is the sum of all other columns presented here

Definition of Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Emerging Technologies Program

3. Program Name: Emerging Technologies Program (ETP) Program ID: SCE-SW-009 Program Type: Core

4. Projected Program Budget Table

Table 1: Projected Program Budget Estimates (SCE)

*Note: Administrative costs in addition to exhibited program element costs.

_	Direct Impl.	Admin	Marketing & outreach	Total Budget
Total ET program*	\$17,099,990	\$ 4,240,994	\$ 1,560,015	\$22,901,000
Assessments	\$ 6,907,857	\$-1,460,242	\$ 659,901	\$-9,028,000
Scaled field placement	\$-2,883,641	\$ 574,223	\$ 94,136	\$-3,552,000
Demonstration / showcasing	\$ 3,295,629	\$ 689,667	\$ 277,705	\$-4,263,000
Market and behavioral studies	\$ 718,647	\$ 147,285	\$ 47,068	\$ 913,000
Technology supply-side efforts	\$ 496,890	\$ 122,902	\$ 141,207	\$ 761,000
Incubation	\$ 474,000	\$ 621,000	\$ 190,000	\$-1,285,000
Technology TestCenters (TTC)SCE incl. new ZNETest Center	\$ 1,661,326	\$ <u>625,675</u>	<u>\$ 149,999</u>	\$-2,437,000
Program Management & CPUC Reporting	\$ 662,000			\$ 662,000

Workforce Education & Training

1. Program Name: Workforce Education & Training Program ID: SCE-SW-010 Program Type: Core

2. Projected Program Budget Table

Table 1¹

		Admi	Total nistrative Cost	Tota	l Marketing &	otal Direct	Integration Budget Allocated to other Programs (If	Tota	ıl Budget By
SCE-SW-010	Main Program Name / Sub-Program		(Actual)	Outr	each (Actual)	(Actual)	Applicable)	Prog	ram (Actual)
CROSSCUTTIN	G								
	SW Workforce Education & Training								
	WE&T Centergies	S	10,606,006	S	6,366,000	\$ 9,361,994		\$	26,334,000
	WE&T Connections	S	1,330,276	S	120,000	\$ 7,605,724		\$	9,056,000
	WE&T Planning	\$	1,054,000	S	25,000	\$ 2,400,000		\$	3,479,000
	<u>TOTAL:</u>	\$	12,990,282	\$	6,511,000	\$ 19,367,718	\$.	\$	38,869,000

3. Projected Program Gross Impacts Table – by calendar year

Workforce Education & Training (WE&T) is deemed a non-resource program and thus is not expected to provide energy savings to the Investor Owned Utility (IOU) Energy Efficiency portfolio for the 2009-2011 program cycle. However, as part of the on-going efforts of the IOUs and recommendations taken from future study results, the IOU WE&T programs are continually seeking methodologies that can support energy savings contributions for WE&T activities. Table 2

SCE-SW-010	SW Workforce Education & Training	2009-11 EE Program Gross kWh Savings	2009-11 EE Program Gross kW Savings	2009-11 EE Program Gross Therm Savings
	WE&T Centergies		-	-
	WE&T Connections	4,504,564	790	-
	WE&T Planning	-	-	-
	TOTAL	4,504,564	790	-

¹Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

Integrated Budget Allocated to Other Programs includes budget utilized to coordinate with other EE, DR, or DG programs. Total Budget is the sum of all other columns presented here

Definition of Sub-Program: A "sub-program" of a program has a specific title, targets, budget, uses a unique delivery or marketing approach not used across the entire program, and for resource programs, has specific estimated savings and demand impacts.

Marketing, Education & Outreach

2. Program Name: Marketing, Education & Outreach Program ID#: SCE-SW-011 Program Type: Core

4. Projected Program Budget Table

			otal trative Cost	Total	Marketing &		otal Direct lementation	Integration Budget Allocated to other Programs (If		l Budget By
SCE-SW-011	Main Program Name / Sub-Program	(A	ctual)	Outre	each (Actual)		(Actual)	Applicable)	Prog	ram (Actual)
CROSSCUTTIN	IG									
	SW Marketing, Education & Outreach									
	Statewide ME&O	\$	84,255	S	-	S	18,652,245		\$	18,736,500
	ME&O Strategic Plan	\$	-	S	1,477,014	S			\$	1,477,014
	<u>TOTAL:</u>	\$	84,255	\$	1,477,014	\$	18,652,245	\$.	\$	20,213,514

Integrated Demand Side Management

1. Program Name: Integrated DSM

Program ID: SCE-SW-012

5. Projected Program Budget Table

	Main Program Name / Sub-Program	Total histrative Cost (Actual)	Total Marketing & Outreach (Actual)	Total Direct Implementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Total Budget I Program (Actu	
CROSSCUTTIN	6						
	Integrated DSM	\$ 1,264,000	S -	S -		\$ 1,264,	000
	<u>TOTAL:</u>	\$ 1,264,000	\$ -	\$ -	\$ -	\$ 1,264,	000

Table of Contents

Stricken Pages of March 2009 Program Implementation Plans

Exhibit No. SCE-4 (Amended)

1.	Residential: On-line Buyer's Guide	13
2.	Financial Solutions	
3.	Integrated Demand Side Management Pilot	
	for Food Processing	15
4.	Energy Leader Partnership Program	
5.	Institutional and Government Core	
	Energy Efficiency Partnership Program	
6.	Integrated Marketing & Outreach	19

Residential: On-line Buyer's Guide

1. Program Name: On-line Buyer's Guide

- Program ID: SCE-L-001

3. Projected Program Budget Table

Table 1¹

		-	Total ninistrative		al Marketing Outreach		Total Direct plementation	Integration Budget Allocated to other Programs		l Budget By
SCE-L-001	Main Program Name / Sub-Program	Co	st (Actual)		(Actual)		(Actual)	(If Applicable)	Prog	ram (Actual)
RESIDENTIA	L									
	On-line Buyer's Guide	\$	292,463	\$	279,000	\$	788,537		\$	1,360,000
	Market Research *	\$	219,347	\$	25,000	\$	27,317			
	Collateral *			\$	54,000	\$	81,952			
	Delivery *	\$	73,116	\$	200,000	\$	679,268			
	TOTAL:	\$	292,463	\$	279,000	\$	788,537	\$-	\$	1,360,000
	* Estimated budget allocation provided in this manner, per E	D req	uest. SCE do	es no	t budget or tra	ack p	rogram costs as	s indicated on this t	able.	

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

<u>Integrated Budget Allocated to Other Programs</u> includes budget utilized to coordinate with other EE, DR, or DG programs. <u>Total Budget</u> is the sum of all other columns presented here

<u>Sub-Program</u>: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Southern California Edison

1. Program Name: Financial Solutions Program ID: SCE-L-002 Program Type: Core

2. Projected Program Budget Table 1

	ø 7 7	Admir	Total histrative Cost	Tota	al Marketing &		Fotal Direct plementation	Integration Budget Allocated to other Programs (If		I Budget By
SCE-L-002	Main Program Name / Sub-Program		(Actual)	Outr	reach (Actual)		(Actual)	Applicable)	Prog	ram (Actual)
NONRESIDENT	IAL						• •			
	Financial Solutions	S	3,030,498	\$	1,217,035	S	19,730,468		\$	23,978,000
	<u>TOTAL:</u>	\$	3,030,498	\$	1,217,035	\$	19,730,468	\$ -	\$	23,978,000

4. Projected Program Gross Impacts Table – by calendar year

Not Applicable, non-resource program.

Integrated Demand Side Management Pilot for Food Processing

1. Program Name: Integrated Demand Side Management Pilot

for Food Processing Program ID: SCE-L-003 Program Type: Core

2. Projected Program Budget Table

Table 1

	Main Program Name / Sub-Program	Adm	Total inistrative Cost <mark>(</mark> Actual)	Total Marketir Outreach (Act	~ 1	Imp	otal Direct lementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Total Bu Program	· ·
NONRESIDENT	TAL									
	Integrated Demand Side Management Pilot for Food Processing	S	44,475	S	•	S	649,525		\$	694,000
	TOTAL:	\$	44,475	\$	-	\$	649,525	\$ -	\$	694,000

3. Projected Program Gross Impacts Table (by calendar year)

Not Applicable, non-resource program.

Energy Leader Partnership Program

1. Program Name: Energy Leader Partnership Program Program ID: SCE-L-004

2. Projected Program Budget Table

Table 1[±]

Program #	Main Program Name / Sub-Programs	Total Administra- tive Cost (Actual)	Total Government Facilties Cost (Actual)	Total Strategic Plan Support (Actual)	Total Core Program Coordination (Actual)	Total Budget by Program (Actual)
SCE-L-004	Local Government Partnerships					
	Energy Leader Partnership Program	\$998,715	\$2,961,846	\$216,900	\$1,431,539	\$5,609,000
	City of Beaumont Energy Leader Partnership	\$158,559	\$266,503	\$19,466	\$128,473	\$573,000
	Community Energy Leader Partnership	\$686,859	\$2,057,823	\$150,831	\$995,486	\$3,891,000
	Desert Cities Energy Leader Partnership	\$324,061	\$746,301	\$54,689	\$360,950	\$1,486,001
	Eastern Sierra Energy Leader Partnership	\$235,212	\$462,937	\$33,928	\$223,924	\$956,000
	Energy Leader Partnership Strategic Support	\$173,000	\$243,000	\$578,000		\$994,000
	Kern County Energy Leader Partnership	\$481,635	\$1,389,387	\$101,839	\$672,139	\$2,645,000
	City of Long Beach Energy Leader Partnership	\$378,597	\$945,809	\$69,289	\$457,305	\$1,851,000
	Orange County Cities Energy Leader Partnership	\$417,918	\$1,156,133	\$84,730	\$559,219	\$2,218,000
	Palm Desert Demonstration Partnership	\$2,418,003	\$12,356,548	\$794,796	\$5,245,653	\$20,815,000
	City of Redlands Energy Leader Partnership	\$197,973	\$385,378	\$28,243	\$186,406	\$798,000
	City of Ridgecrest Energy Leader Partnership	\$191,352	\$381,922	\$27,990	\$184,737	\$786,001
	San Gabriel Valley Energy Leader Partnership	\$395,928	\$1,025,635	\$75,584	\$498,853	\$1,996,000
	San Joaquin Valley Energy Leader Partnership	\$423,025	\$1,155,412	\$85,074	\$561,488	\$2,224,999
	City of Santa Ana Energy Leader Partnership	\$337,932	\$976,289	\$71,550	\$472,229	\$1,858,000
	South Santa Barbara County Energy Leader Partnership	\$557,894	\$1,541,014	\$113,038	\$746,054	\$2,958,000
	City of Simi Valley Energy Leader Partnership	\$190,990	\$128,460	\$9,414	\$62,136	\$391,000
	South Bay Energy Leader Partnership	\$560,402	\$1,546,825	\$113,391		
	City of South Gate Energy Leader Partnership	\$197,973		\$28,243		
	Ventura County Energy Leader Partnership	\$765,944				\$4,765,000
	TOTAL	\$10,091,972		\$2,845,229	\$14,963,714	\$60,582,000

* Estimated budget allocation provided in this manner, per ED request. SCE does not budget or track program costs as indicated on this table.

¹-Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

Integrated Budget Allocated to Other Programs includes budget utilized to coordinate with other EE, DR, or DG programs. Total Budget is the sum of all other columns presented here

<u>Sub-Program</u>: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

3. Projected Program Gross Impacts Table

		2009-11 EE Program Gross	2009-11 EE Program Gross	2009-11 EE Program Gross
SCE-L-004	Energy Leader Partnership Program	kWh Savings	kW Savings	Therm Savings
	Energy Leader Partnership Program	14,395,899	2,884	-
	City of Beaumont Energy Leader Partnership	1,250,000	251	-
	City of Long Beach Energy Leader Partnership	4,619,795	907	-
	City of Redlands Energy Leader Partnership	1,875,000	376	-
	City of Ridgecrest Energy Leader Partnership	1,856,250	376	-
	City of Santa Ana Energy Leader Partnership	4,750,000	943	-
	City of Simi Valley Energy Leader Partnership	625,000	126	-
	City of South Gate Energy Leader Partnership	1,875,000	372	-
	Community Energy Leader Partnership	10,000,000	1,986	-
	Desert Cities Energy Leader Partnership	3,750,000	728	-
	Eastern Sierra Energy Leader Partnership	2,250,000	487	-
	Energy Leader Partnership Strategic Support	-	-	-
	Kern County Energy Leader Partnership	6,743,750	1,354	-
	Orange County Cities Energy Leader Partnership	5,625,000	1,104	-
	Palm Desert Demonstration Partnership	62,130,677	18,214	-
•	San Gabriel Valley Energy Leader Partnership	5,000,000	1,011	-
	San Joaquin Valley Energy Leader Partnership	5,625,000	1,129	-
	South Bay Energy Leader Partnership	7,500,000	1,490	-
	South Santa Barbara County Energy Leader Partnership	7,500,000	1,472	-
	Ventura County Energy Leader Partnership	12,500,000	2,454	-
	TOTAL	159,871,371	37,665	-

Institutional and Government Core Energy Efficiency

2. Program Name: Institutional and Government Core Energy Efficiency

Partnership Program

Program ID: SCE-L-005 Program Type: Core

2. Projected Program Budget Table

Table 1[±]

	Total	Total		Integration	
	Administrati∨	Marketing &	Total Direct	Budget	Total Budget
	e Cost	Outreach	Implementatio	Allocated to	By Program
SCE-L-005 Main Program Name / Sub-Program	(Actual)	(Actual)	n (Actual)	other	(Actual)
CROSSCUTTING					
Institutional and Government Core Energy Efficiency Partnership Program	\$ 1,029,885	\$ 22,500	\$ 3,241,615		\$ 4,294,000
California Community Colleges Energy Efficiency Partnership	\$ 1,407,922	\$ 60,000	\$10,573,078		\$12,041,000
California Department of Corrections and Rehabilitation Energy Efficiency Partn	\$ 775,999	\$ 15,000	\$ 2,450,000		\$ 3,241,000
County of Los Angeles Energy Efficiency Partnership	\$ 522,000	\$ 15,000	\$ 2,200,000		\$ 2,737,000
County of Riverside Energy Efficiency Partnership	\$ 838,097	\$ 15,000	\$ 2,873,903		\$ 3,727,000
County of San Bernardino Energy Efficiency Partnership	\$ 503,500	\$ 7,500	\$ 1,675,000		\$ 2,186,000
State of California Energy Efficiency Partnership	\$ 904,000	\$ 65,000	\$ 2,700,000		\$ 3,669,000
UC/CSU Energy Efficiency Partnership	\$ 1,440,999	\$ 60,000	\$12,518,000		\$14,019,000
TOTAL:	\$ 7,422,402	\$ 260,000	\$ 38,231,597	\$ -	\$45,914,000

3. Projected Program Gross Impacts Table² – by calendar year

		2009-11 EE	2009-11 EE	2009-11 EE
		Program Gross	Program Gross	Program Gross
SCE-L-005	Institutional and Government Core Energy Efficiency Partnership	kWh Savings	kW Savings	Therm Savings
	IGREEN	9,384,376	1,392	-
	California Community Colleges Energy Efficiency Partnership	38,926,292	5,774	-
	California Department of Corrections and Rehabilitation Energy Efficiency	7,188,089	1,066	-
	County of Los Angeles Energy Efficiency Partnership	7,188,096	1,140	-
	County of Riverside Energy Efficiency Partnership	8,042,578	1,425	-
	County of San Bernardino Energy Efficiency Partnership	5,466,335	874	-
	State of California Energy Efficiency Partnership	7,982,776	1,184	-
	UC/CSU Energy Efficiency Partnership	45,516,901	6,705	-
	TOTAL	129,695,443	19,561	-

¹-Definition of Table 1 Column Headings: <u>Total Budget</u> is the sum of all other columns presented here

Total Administrative Cost includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

Total Direct Implementation includes all financial incentives used to promote participation in a program and the cost of all direct labor,

installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program. Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

<u>Integrated Budget Allocated to Other Programs includes budget utilized to coordinate with other EE, DR, or DG programs.</u>

Total Budget is the sum of all other columns presented here

Definition of Sub Program: A "sub program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

²For all electric IOUs, the therm column should include interactive effects.

3. Program Name: Integrated Marketing & Outreach Program ID: SCE-L-006 Program Type: Core

4. Projected Program Budget Table

SCE-L-006	Main Program Name / Sub-Program	Total Administrative Cost (Actual)		&	al Marketing Outreach (Actual)	Total Direct Implementation (Actual)		Integration Budget Allocated to other Programs (If Applicable)		al Budget By gram (Actual)
CROSSCUT	Non-Resource Marketing and Outreach									
-	Integrated Marketing and Outreach	\$	1,341,000	\$	10,764,000	\$	-		\$	12,105,000
	Market Research *	φ	1,341,000	پ \$	1,032,000	φ	-		φ	12,105,000
	Collateral *			\$	1,766,400					
-	Delivery *			\$	7,965,600					
	Demoly			Ŷ	.,000,000					
	MEU	\$	1,064,469	\$	627,275	\$	2,665,256		\$	4,357,000
	Market Research *	\$	53,224	\$	-	\$	266,526			
	Collateral *	\$	-	\$	62,728	\$	-			
	Delivery *	\$	1,011,245	\$	564,547	\$	2,398,730			
				-						
	Outreach	\$	347,094	\$	2,784,906	\$	-		\$	3,132,000
	Market Research *			\$	-					
	Collateral *			\$	556,981					
	Delivery *			\$	2,227,925					
	TOTAL:		2,752,563		14,176,181		2,665,256		\$	19,594,000
	* Estimated budget allocation provided in this manner, per E	D rec	uest. SCE do	es no	ot budget or tra	ack pro	ogram costs as	s indicated on this t	able.	

Table of Contents

Stricken Pages of March 2009 Program Implementation Plans

Exhibit No. SCE-5 (Amended)

Residential: Efficient Affordable Housing	20
Residential: Comprehensive Mobile Home	21
Residential: Community Language	
Efficiency Outreach (CLEO)	23
Nonresidential: Cool Planet	24
Nonresidential: Healthcare EE Program	25
Nonresidential: Livestock Industry Resource Advantage	26
Nonresidential: Comprehensive Beverage	
Manufacturing and Resource Efficiency	27
Nonresidential: Solid Waste Energy Efficiency Program	28
Nonresidential: Primary and Fabricated Metals	33
Nonresidential: Comprehensive Chemical Products	
Nonresidential: Refinery Energy Efficiency Program	40
Nonresidential: Public Pre-Schools,	
Elementary Schools and High Schools	43
Nonresidential: Retail Energy Action Program	44
Nonresidential: Commercial Utility Building Efficiency	45
Nonresidential: Monitoring-Based	
Persistence Commissioning Program	47
Nonresidential: Management Affiliates Program	50
	Efficiency Outreach (CLEO) Nonresidential: Cool Planet Nonresidential: Healthcare EE Program Nonresidential: Livestock Industry Resource Advantage Nonresidential: Comprehensive Beverage Manufacturing and Resource Efficiency Nonresidential: Solid Waste Energy Efficiency Program Nonresidential: Data Center Energy Efficiency Nonresidential: Data Center Optimization Nonresidential: Lodging EE Program Nonresidential: Food & Kindred Products Nonresidential: Primary and Fabricated Metals Nonresidential: Industrial Gases Nonresidential: Non-Metallic Minerals and Products Nonresidential: Comprehensive Chemical Products Nonresidential: Comprehensive Petroleum Refining Nonresidential: Oil Production Nonresidential: Qil Production Nonresidential: Refinery Energy Efficiency Program Nonresidential: Refinery Energy Efficiency Program Nonresidential: Cool Schools Nonresidential: Public Pre-Schools, Elementary Schools and High Schools Nonresidential: Retail Energy Action Program Nonresidential: Commercial Utility Building Efficiency Nonresidential: Commercial Utility Building Efficiency Nonresidential: Commercial Utility Building Efficiency Nonresidential: Monitoring-Based Commissioning

Residential: Efficient Affordable Housing

1. Program Name: Efficient Affordable Housing Program ID: SCE-TP-001 Program Type: Third party

2. Projected Program Budget Table

Table 1¹

	Main Program Name / Sub-Program		Total histrative Cost (Actual)	Total Marketing & Outreach (Actual)	Fotal Direct plementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Total E	Budget By m (Actual)
RESIDENTIAL								
	Efficient Affordable Housing	S	522,000	ş -	\$ 1,000,000		\$	1,522,000
	<u>TOTAL:</u>	\$	522,000	\$.	\$ 1,000,000	\$ -	\$	1,522,000

3. Projected Program Gross Impacts Table – by calendar year

Table 2

		2009-11 EE Program Gross	2009-11 EE Program Gross	2009-11 EE Program Gross
SCE-TP-001	Efficient Affordable Housing	kWh Savings	kW Savings	Therm Savings
	Efficient Affordable Housing	896,862	716	-
	TOTAL	896,862	716	-

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

<u>Integrated Budget Allocated to Other Programs</u> includes budget utilized to coordinate with other EE, DR, or DG programs. <u>Total Budget</u> is the sum of all other columns presented here

<u>Sub-Program</u>: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Residential: Comprehensive Mobile Home

1. Program Name: Comprehensive Mobile Home Program ID: SCE-TP-002 Program Type: Third party

2. Projected Program Budget Table

Table 1[±]

		Admi	Total nistrative Cost	Total Ma	rketing &	Fotal Direct plementation	Integration Budget Allocated to other Programs (If		l Budget By
SCE-TP-002	Main Program Name / Sub-Program		(Actual)	Outreach	n (Actual)	(Actual)	Applicable)	Prog	ram (Actual)
RESIDENTIAL						· · · · · · · · · · · · · · · · · · ·			
	Comprehensive Mobile Home	S	1,495,600	\$	12,000	\$ 9,441,400		\$	10,949,000
	TOTAL:	\$	1,495,600	\$	12,000	\$ 9,441,400	\$.	\$	10,949,000

<u>3.4.</u>Projected Program Gross Impacts Table – by calendar year

Table 2

		2009-11 EE	2009-11 EE	2009-11 EE
		Program Gross	Program Gross	Program Gross
SCE-TP-002	Comprehensive Mobile Home	kWh Savings	kW Savings	Therm Savings
	Comprehensive Mobile Home	30,254,753	10,852	-
	TOTAL	30,254,753	10,852	-

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

<u>Integrated Budget Allocated to Other Programs</u> includes budget utilized to coordinate with other EE, DR, or DG programs. <u>Total Budget</u> is the sum of all other columns presented here

<u>Sub-Program</u>: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Residential: Comprehensive Home Performance

1. Program Name: Comprehensive Home Performance Program ID: SCE-TP-003 Program Type: Third party

2. Projected Program Budget Table

Table 1[±]

SCE-TP-003	Main Program Name / Sub-Program	Admi	Total nistrative Cost (Actual)	Marketing & ach (Actual)		otal Direct plementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Tota	I Budget By Iram (Actual)
	Comprehensive Home Performance	S	662,716	\$ 9,000	S	2,694,284		\$	3,366,000
	TOTAL:	\$	662,716	\$ 9,000	\$	2,694,284	\$ -	\$	3,366,000

<u>3.4.</u>Projected Program Gross Impacts Table – by calendar year

Table 2

		2009-11 EE Program Gross	2009-11 EE Program Gross	2009-11 EE Program Gross
SCE-TP-003	Comprehensive Home Performance	kWh Savings	kW Savings	Therm Savings
	Comprehensive Home Performance	1,176,146	1,304	-
	TOTAL	1,176,146	1,304	-

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

<u>Integrated Budget Allocated to Other Programs</u> includes budget utilized to coordinate with other EE, DR, or DG programs. <u>Total Budget</u> is the sum of all other columns presented here

<u>Sub-Program</u>: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Residential: Community Language Efficiency Outreach (CLEO)

- 4. Program Name: Community Language Efficiency Outreach
 - Program ID: SCE-TP-004
- **Program Type:** Third party

5. Projected Program Budget Table

Table 1¹

								Integration Budget		
			Total			I	otal Direct	Allocated to other		
		Admi	nistrative Cost	Total	Marketing &	Imp	lementation	Programs (If	Total	Budget By
SCE-TP-004	Main Program Name / Sub-Program		(Actual)	Outre	each (Actual)		(Actual)	Applicable)	Progr	am (Actual)
RESIDENTIAL										
RESIDENTIAL										
	Community Language Efficiency Outreach	\$	583,437	\$	665,989	S	3,510,574		\$	4,760,000
	<u>TOTAL:</u>	\$	583,437	\$	665,989	\$	3,510,574	\$ -	\$	4,760,000

6. Projected Program Gross Impacts Table – by calendar year

		2009-11 EE	2009-11 EE	2009-11 EE
		Program Gross	Program Gross	Program Gross
SCE-TP-004	Community Language Efficiency Outreach	kWh Savings	kW Savings	Therm Savings
	Community Language Efficiency Outreach	2,547,860	6 99	-
	TOTAL	2,547,860	699	-

¹ Definition of Table 1 Column Headings: <u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Integrated Budget Allocated to Other Programs includes budget utilized to coordinate with other EE, DR, or DG programs. Market Research: e.g. customer segmentation, message pre-tests, behavior, baselines, if available.

<u>Collateral:</u> information produced for customer e.g. brochures, bill inserts, advertisements (TV, radio, print, internet), event displays, etc

Delivery: delivery channels, e.g. direct mail, mass media (print, radio, TV, internet), outdoor, etc

Total Budget is the sum of all other columns presented here

<u>Sub-program</u>: a "sub-program" of a program has a specific title: targets, budget, unique delivery or marketing approach not used across the entire program, if no sub-program exists, please leave blank.

1. Program Name: Cool Planet Program ID: SCE-TP-005 Program Type: Third party

2. Projected Program Budget Table

Table 1[±]

		Admi	Total nistrative Cost	Total	Marketing &		Total Direct plementation	Integration Budget Allocated to other Programs (If		ıdget By
SCE-TP-005	Main Program Name / Sub-Program		(Actual)		each (Actual)		(Actual)	Applicable)	Program	~ ~
NON-RESIDENTIAL										
TOTALODENTIAL						_				
	Cool Planet	\$	130,000	- \$	100,000	- \$	250,000		\$	480,000
	TOTAL:	\$	130,000	\$	100,000	\$	250,000	\$ -	\$	480,000

<u>3.4.</u>Projected Program Gross Impacts Table – by calendar year

Table 2 - Not applicable. This is a non-resource program.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

<u>Integrated Budget Allocated to Other Programs</u> includes budget utilized to coordinate with other EE, DR, or DG programs. <u>Total Budget</u> is the sum of all other columns presented here

<u>Sub-Program</u>: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Southern California Edison

Nonresidential: Healthcare EE Program

Program Name: Healthcare EE Program Program ID: SCE-TP-006 Program Type: Third party

2. Projected Program Budget Table

Table 1[±]

		Total Administrative Cost	Total Marketing &	Total Direct Implementation	Integration Budget Allocated to other Programs (If	Total Budget By
SCE-TP-006	Main Program Name / Sub-Program	(Actual)	Outreach (Actual)	(Actual)	Applicable)	Program (Actual)
NON-RESIDENTIAL						
	Healthcare EE Program	\$ 616,000	\$-	\$ 3,345,000		\$ 3,961,000
	TOTAL:	\$ 616,000	\$.	\$ 3,345,000	\$ -	\$ 3,961,000

3. Projected Program Gross Impacts Table – by calendar year

Table 2

		2009-11 EE Program Gross	2009-11 EE Program Gross	2009-11 EE Program Gross
SCE-TP-006	Healthcare EE Program	kWh Savings	kW Savings	Therm Savings
	Healthcare EE Program	16,600,617	2,343	-
	TOTAL	16,600,617	2,343	-

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

<u>Integrated Budget Allocated to Other Programs</u> includes budget utilized to coordinate with other EE, DR, or DG programs. <u>Total Budget</u> is the sum of all other columns presented here.

<u>Sub-Program</u>: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Nonresidential: Livestock Industry Resource Advantage

1. Program Name: Livestock Industry Resource Advantage Program ID: SCE-TP-007 Program Type: Third party

2. Projected Program Budget Table

Table 1[±]

SCE-TP-007	Main Program Name / Sub-Program		Total nistrative Cost (Actual)		al Marketing & reach (Actual)	Total Direct plementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)		al Budget By pram (Actual)
NON-RESIDENTIAL	× × ×								
	Livestock Industry Resource Advantage	S	515,413	S	242,963	\$ 2,886,624		S	3,645,000
	<u>TOTAL:</u>	\$	515,413	\$	242,963	\$ 2,886,624	\$ -	\$	3,645,000

4. Projected Program Gross Impacts Table - by calendar year

Table 2

		2009-11 EE	2009-11 EE	2009-11 EE			
		Program Gross	Program Gross	Program Gross			
SCE TD 007	Livesteck Industry Resource Adventage	MAL Souinge	WW Sovinge	Thorm Souings			
3CE-11-001	Elvestock muusuy Resource Auvantage	KWII Savings	KW Savings	Therm Savings			
	Livestock Industry Resource Advantage	7,900,000	2,215	-			
	TOTAL	7,900,000	2,215	-			

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Integrated Budget Allocated to Other Programs includes budget utilized to coordinate with other EE, DR, or DG programs. Total Budget is the sum of all other columns presented here.

<u>Sub-Program</u>: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

<u>Nonresidential: Comprehensive Beverage Manufacturing and Resource</u> <u>Efficiency</u>

 2. Program Name: Comprehensive Beverage Manufacturing and Resource Efficiency Program ID: SCE-TP-008
 Program Type: Third party

2. Projected Program Budget Table

Table 1¹

	-								
SCF.TP.008	Main Program Name / Sub-Program				l Marketing &	Total Direct plementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Tota	l Budget By ram (Actual)
NON DECIDENTIAL		,				1			
NON-RESIDENTIAL									
	Comprehensive Beverage Manufacturing and Resource Efficiency	S	185,670	S	144,460	\$ 1,186,870		S	1,517,000
	TOTAL:	\$	185,670	\$	144,460	\$ 1,186,870	\$ -	\$	1,517,000

4. Projected Program Gross Impacts Table - by calendar year

Table 2

-SCE-TP-008	Comprehensive Beverage Manufacturing and Resource	2009-11 EE Program Gross kWh Savings	2009-11 EE Program Gross kW Savings	2009-11 EE Program Gross Therm Savings
	Comprehensive Beverage Manufacturing and Resource Efficiency		584	-
	TOTAL	4,337,806	584	-

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

<u>Integrated Budget Allocated to Other Programs</u> includes budget utilized to coordinate with other EE, DR, or DG programs. <u>Total Budget</u> is the sum of all other columns presented here.

<u>Sub-Program</u>: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Southern California Edison

Nonresidential: Solid Waste Energy Efficiency Program

1.4.Program Name:Solid Waste Energy Efficiency ProgramProgram ID:SCE-TP-009Program Type:Third party

2.5. Projected Program Budget Table

Table 1[±]

SCE-TP-009	Main Program Name / Sub-Program	Total istrative Cost Actual)		l Marketing &	Total Direct plementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Total	Budget By
NON-RESIDENTIAL		,			 , ,	<i>(</i>		
	Solid Waste Energy Efficiency Program	\$ 194,488	S	114,140	\$ 1,342,372		S	1,651,000
	<u>TOTAL:</u>	\$ 194,488	\$	114,140	\$ 1,342,372	\$ -	\$	1,651,000

<u>3.6.</u>Projected Program Gross Impacts Table

		2009-11 EE	2009-11 EE	2009-11 EE
		Program Gross	Program Gross	Program Gross
SCE-TP-009	Solid Waste Energy Efficiency Program	kWh Savings	kW Savings	Therm Savings
	Solid Waste Energy Efficiency Program	6,180,205	1,318	-
	TOTAL	6,180,205	1,318	-

¹-Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

Integrated Budget Allocated to Other Programs includes budget utilized to coordinate with other EE, DR, or DG programs. Total Budget is the sum of all other columns presented here.

<u>Sub-Program</u>: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Nonresidential: Data Center Energy Efficiency

1. Program Name: Data Center Energy Efficiency Program ID: SCE-TP-010 Program Type: Third party

2. Projected Program Budget Table

Table 1[±]

	Total Administrative Cost	Total Marketing &	Total Direct	Integration Budget Allocated to other Programs (If		
				Anniliantia		
Hain Program Name / Sub-Program	(Actual)	Outreach (Actual)	(Actual)	Applicable)	Program (Actual)	
Data Center Energy Efficiency	\$ 181,899	S -	\$ 2,589,101		\$ 2,771,000	
<u>TOTAL:</u>	\$ 181,899	\$ -	\$ 2,589,101	\$ -	\$ 2,771,000	
	Iain Program Name / Sub-Program Data Center Energy Efficiency	Administrative Cost Aain Program Name / Sub-Program (Actual) Data Center Energy Efficiency \$ 181,899	Administrative Cost Total Marketing & Outreach (Actual) Outreach (Actual)	Administrative Cost Total Marketing & Implementation Jata Center Energy Efficiency \$ 181,899 \$ - \$ 2,589,101	Total Administrative Cost Nain Program Name / Sub-Program Total Administrative Cost (Actual) Total Direct Data Marketing & Outreach (Actual) Allocated to other Programs (If Applicable) Data Center Energy Efficiency \$ 181,899 \$ - \$ 2,589,101	

3. Projected Program Gross Impacts Table – by calendar year

Table 2

		2009-11 EE Program Gross	2009-11 EE Program Gross	2009-11 EE Program Gross		
SCE-TP-010	Data Center Energy Efficiency	kWh Savings	kW Savings	Therm Savings		
	Data Center Energy Efficiency	10,200,000	988	-		
	TOTAL	10,200,000	988	-		

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

<u>Integrated Budget Allocated to Other Programs</u> includes budget utilized to coordinate with other EE, DR, or DG programs. <u>Total Budget</u> is the sum of all other columns presented here.

<u>Sub-Program</u>: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Nonresidential: Data Center Optimization

1. Program Name: Data Center Optimization Program ID: SCE-TP-011 Program Type: Third party

2. Projected Program Budget Table

Table 1¹

SCE. TP. 011	Main Program Name / Sub Program	Total Administrative Cost (Actual)	Total Marketing &		Integration Budget Allocated to other Programs (If Applicable)	
NON-RESIDENTIAL						
	Data Center Optimization	\$ 196,820	\$ -	\$ 2,790,180		\$ 2,987,000
	<u>TOTAL:</u>	\$ 196,820	\$-	\$ 2,790,180	\$ -	\$ 2,987,000

3. Projected Program Gross Impacts Table – by calendar year

Table 2

		2009-11 EE Program Gross	2009-11 EE Program Gross	2009-11 EE Program Gross	
SCE-TP-011	Data Center Optimization	kWh Savings	kW Savings	Therm Savings	
	Data Center Optimization	10,572,770	538	-	
	TOTAL	10,572,770	538	-	

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

¹¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

<u>Integrated Budget Allocated to Other Programs</u> includes budget utilized to coordinate with other EE, DR, or DG programs. <u>Total Budget</u> is the sum of all other columns presented here.

<u>Sub-Program</u>: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Nonresidential: Lodging EE Program

1.3.Program Name:Lodging EE ProgramProgram ID:SCE-TP-012Program Type:Third party

<u>2.4.</u>Projected Program Budget Table

Table 1[±]

SCF-TP-012	Main Program Name / Sub-Program	Total histrative Cost (Actual)		larketing & ch (Actual)	In	Total Direct nplementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Tota	l Budget By ram (Actual)
NON-RESIDENTIAL	¥ ¥							, v	
	Lodging EE Program	\$ 781,252	S	9,000	\$	8,035,748		\$	8,826,000
	TOTAL:	\$ 781,252	\$	9,000	\$	8,035,748	\$ -	\$	8,826,000

<u>3.4.</u>Projected Program Gross Impacts Table – by calendar year

Table 2

14010 -				
		2009-11 EE	2009-11 EE	2009-11 EE
		Program Gross	Program Gross	Program Gross
SCE-TP-012	Lodging EE Program	kWh Savings	kW Savings	Therm Savings
	Lodging EE Program	28,516,027	7,072	-
	TOTAL	28,516,027	7,072	-

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

<u>Integrated Budget Allocated to Other Programs</u> includes budget utilized to coordinate with other EE, DR, or DG programs. <u>Total Budget</u> is the sum of all other columns presented here.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Nonresidential: Food & Kindred Products

Program Name: Food & Kindred Products **Program ID:** SCE-TP-013 **Program Type:** Third party

2. Projected Program Budget Table

Table 1[±]

SCF.TP-013	Main Program Name / Sub-Program			Marketing &	Total Direct plementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Tota	l Budget By ram (Actual)
NON-RESIDENTIAL	* *							
	Food & Kindred Products	S	668,097	\$ 243,439	\$ 6,779,463		\$	7,691,000
	<u>TOTAL:</u>	\$	668,097	\$ 243,439	\$ 6,779,463	\$ -	\$	7,691,000

3. Projected Program Gross Impacts Table (by calendar year)

Table 2

	-			
		2009-11 EE	2009-11 EE	2009-11 EE
		Program Gross	Program Gross	Program Gross
CCE TD 042	Food & Kindrod Drodusta	Wh Covings	MM Covinge	Thorm Covings
3CL-1F-013	rood & Amarea Froducts	KWII Savings	KW Savings	Therm Savings
	Food & Kindred Products	32,864,000	4,509	-
	TOTAL	32,864,000	4,509	-

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

Integrated Budget Allocated to Other Programs includes budget utilized to coordinate with other EE, DR, or DG programs.

Total Budget is the sum of all other columns presented here.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

<u>Sub-Program</u>: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Nonresidential: Primary and Fabricated Metals

1. Program Name: Primary and Fabricated Metals Program ID: SCE-TP-014 Program Type: Third party

2. Projected Program Budget Table

Table 1[±]

						Total Direct plementation	Integration Budget Allocated to other Programs (If	Total Budget By	
SCE-TP-014	Main Program Name / Sub-Program	(Actual)		Outreach (Actual)		(Actual)	Applicable)	Prog	ram (Actual)
NON-RESIDENTIAL									
	Primary and Fabricated Metals	\$ 769,77	'9	\$ 243,439	S	8,284,782		S	9,298,000
	TOTAL:	\$ 769,77	9	\$ 243,439	\$	8,284,782	\$ -	\$	9,298,000

4. Projected Program Gross Impacts Table - by calendar year

Table 2

		2009-11 EE Program Gross	2009-11 EE Program Gross	2009-11 EE Program Gross
SCE-TP-014	Primary and Fabricated Metals	kWh Savings	kW Savings	Therm Savings
	Primary and Fabricated Metals	39,816,000	5,121	-
	TOTA	L 39,816,000	5,121	-

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

<u>Integrated Budget Allocated to Other Programs</u> includes budget utilized to coordinate with other EE, DR, or DG programs. <u>Total Budget</u> is the sum of all other columns presented here.

<u>Sub-Program</u>: A "sub-program" of a program has a specific title, targets, budget, uses a unique delivery or marketing approach not used across the entire program and for resource programs, has specific estimated savings and demand impacts.

Nonresidential: Industrial Gases

 Program Name:
 Industrial Gases

 Program ID:
 SCE-TP-015

 Program Type:
 Third party

2. Projected Program Budget Table

Table 1[±]

SCE TP 015	Main Program Name / Sub-Program	Administ	otal rative Cost stual)		Marketing &	Imp	otal Direct Dementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Total Budg	
NON-RESIDENTIAL										
	Industrial Gases	\$	307,106	S	129,300	\$	2,992,595		\$ 3,4	429,000
	TOTAL:	\$	307,106	\$	129,300	\$	2,992,595	\$ -	\$ 3,4	429,000

3. Projected Program Gross Impacts Table - by calendar year

Table 2

	2009-11 EE Program Gross	2009-11 EE Program Gross	2009-11 EE Program Gross
Industrial Gases	kWh Savings	kW Savings	Therm Savings
Industrial Gases	16,116,000	1,980	-
TOTAL	16,116,000	1,980	-

¹ Definition of Table 1 Column Headings:

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

Integrated Budget Allocated to Other Programs includes budget utilized to coordinate with other EE, DR, or DG programs.

Total Budget is the sum of all other columns presented here.

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

<u>Sub-Program</u>: A "sub-program" of a program has a specific title, targets, budget, uses a unique delivery or marketing approach not used across the entire program and for resource programs, has specific estimated savings and demand impacts.

Nonresidential: Non-Metallic Minerals and Products

4. Program Name: Non-Metallic Minerals and Products Program ID: SCE-TP-016 Program Type: Third party

5. Projected Program Budget Table

Table 1[±]

SCE TP 016	Main Program Name / Sub Program	Total Administrative Cost (Actual)	Outroach (Actual)		Integration Budget Allocated to other Programs (If Applicablo)	Total Budget By Program (Actual)
	Main Frogram Name / Jub-Frogram	(Actual)	Outreach (Actual)	(Actual)	Аррнсавној	Frogram (Actual)
NON-RESIDENTIAL						
	Nonmetallic Minerals and Products	\$ 570,491	\$ 243,439	\$ 5,350,069		\$ 6,164,000
	TOTAL:	\$ 570,491	\$ 243,439	\$ 5,350,069	\$.	\$ 6,164,000

6. Projected Program Gross Impacts Table – by calendar year

		2009-11 EE	2009-11 EE	2009-11 EE
		Program Gross	Program Gross	Program Gross
SCE-TP-016	Nonmetallic Minerals and Products	kWh Savings	kW Savings	Therm Savings
	Nonmetallic Minerals and Products	43,482,088	4,719	-
	TOTAL	43,482,088	4,719	-

¹-Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

<u>Integrated Budget Allocated to Other Programs</u> includes budget utilized to coordinate with other EE, DR, or DG programs. <u>Total Budget</u> is the sum of all other columns presented here

Definition of Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Southern California Edison

Nonresidential: Comprehensive Chemical Products

1. Program Name: Comprehensive Chemical Products Program ID: SCE-TP-017 Program Type: Third party

2. Projected Program Budget Table

Table 1[±]

SCE-TP-017	Main Program Name / Sub-Program	Total nistrative Cost (Actual)	al Marketing & reach (Actual)	Total Direct plementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Tota	al Budget By gram (Actual)
NON-RESIDENTIAL							
	Comprehensive Chemical Products	\$ 626,131	\$ 243,439	\$ 6,159,430		\$	7,029,000
	TOTAL:	\$ 626,131	\$ 243,439	\$ 6,159,430	\$ -	\$	7,029,000

3. Projected Program Gross Impacts Table – by calendar year

Table 2

		2009-11 EE Program Gross	2009-11 EE Program Gross	2009-11 EE Program Gross
SCE-TP-017	Comprehensive Chemical Products	kWh Savings	kW Savings	Therm Savings
	Comprehensive Chemical Products	24,142,400	3,193	-
•	TOTAL	24,142,400	3,193	-

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

<u>Integrated Budget Allocated to Other Programs</u> includes budget utilized to coordinate with other EE, DR, or DG programs. <u>Total Budget</u> is the sum of all other columns presented here.

<u>Sub-Program</u>: A "sub-program" of a program has a specific title, targets, budget, uses a unique delivery or marketing approach not used across the entire program and for resource programs, has specific estimated savings and demand impacts.

Nonresidential: Chemical Products Efficiency Program

1. Program Name: Chemical Products Efficiency Program Program ID: SCE-TP-018 Program Type: Third party

2. Projected Program Budget Table

Table 1[±]

SCE-TP-018	Main Program Name / Sub-Program			I Marketing &	Total Direct plementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Tota	I Budget By ram (Actual)
NON-RESIDENTIAL	ž ž				1			
	Chemical Products Efficiency Program	\$ 479,011	S	258,599	\$ 3,986,389		\$	4,724,000
	TOTAL:	\$ 479,011	\$	258,599	\$ 3,986,389	\$ -	\$	4,724,000

3. Projected Program Gross Impacts Table - by calendar year

Table 2

	Chamical Products Efficiency Program	2009-11 EE Program Gross	2009-11 EE Program Gross	2009-11 EE Program Gross
30L-11-010	Chemical Products Efficiency Program	20,811,608	2,448	
	TOTAL	20,811,608	2,448	-

¹ Definition of Table 1 Column Headings:

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

Integrated Budget Allocated to Other Programs includes budget utilized to coordinate with other EE, DR, or DG programs.

Total Budget is the sum of all other columns presented here.

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

<u>Sub-Program</u>: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Nonresidential: Comprehensive Petroleum Refining

1. Program Name: Comprehensive Petroleum Refining Program ID: SCE-TP-019 Program Type: Third party

2. Projected Program Budget Table

Table 1[±]

		Total Administrative Cost	Total Marketing &	Total Direct Implementation	Integration Budget Allocated to other Programs (If	Total Budget By
SCE-TP-019	Main Program Name / Sub-Program	(Actual)	Outreach (Actual)	(Actual)	Applicable)	Program (Actual)
NON-RESIDENTIAL						
	Comprehensive Petroleum Refining	\$ 327,447	\$ 144,460	\$ 3,276,094		\$ 3,748,000
	<u>TOTAL:</u>	\$ 327,447	\$ 144,460	\$ 3,276,094	\$ -	\$ 3,748,000

<u>3.4.</u>Projected Program Gross Impacts Table – by calendar year

		0000 44 55	0000 44 55	0000 44 55
		2009-11 EE	2009-11 EE	2009-11 EE
		Program Gross	Program Gross	Program Gross
SCE-TP-019	Comprehensive Petroleum Refining	kWh Savings	kW Savings	Therm Savings
	Comprehensive Petroleum Refining	13,884,250	1,880	-
	TOTAL	13,884,250	1,880	-

¹Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

<u>Integrated Budget Allocated to Other Programs</u> includes budget utilized to coordinate with other EE, DR, or DG programs. <u>Total Budget</u> is the sum of all other columns presented here

Definition of Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Southern California Edison

Nonresidential: Oil Production

4. Program Name: Oil Production

Program ID: SCE-TP-020

Program Type: Third party

5. Projected Program Budget Table Table 1[±]

						Integration Budget		
		Total			Total Direct	Allocated to other		
			st	Total Marketing &	plementation	Programs (If	Total B	udget By
SCE-TP-020	Main Program Name / Sub-Program	(Actual)		Outreach (Actual)	(Actual)	Applicable)	Program	n (Actual)
NON-RESIDENTIAL	v v						, v	1
	Oil Production	\$ 480,87	3	\$ 258,599	\$ 4,005,528		S	4,745,000
	TOTAL:	\$ 480,87	3	\$ 258,599	\$ 4,005,528	\$ -	\$	4,745,000

6. Projected Program Gross Impacts Table (by calendar year) Table 2

		2009-11 EE	2009-11 EE	2009-11 EE	
		Program Gross	Program Gross	Program Gross	
SCE TD 020	Oil Production	Mh Savings	kW Savings	Thorm Savings	
3CL-11-020		Kwii Savings	KW Savings	menn savings	
	Oil Production	14,489,467	1,654	-	
	TOTAL	14,489,467	1,654	-	

¹ Definition of Table 1 Column Headings:

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

Integrated Budget Allocated to Other Programs includes budget utilized to coordinate with other EE, DR, or DG programs.

Total Budget is the sum of all other columns presented here.

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

U: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Nonresidential: Refinery Energy Efficiency Program

1. Program Name: Refinery Energy Efficiency Program Program ID: SCE-TP-021 Program Type: Third party

2. Projected Program Budget Table

Table 1[±]

		Admi	Total nistrative Cost	Tota	al Marketing &	Total Direct plementation	Integration Budget Allocated to other Programs (If		otal Budget By
SCE-TP-021	Main Program Name / Sub-Program		(Actual)	Out	reach (Actual)	(Actual)	Applicable)	Pr	ogram (Actual)
NON-RESIDENTIAL									
	Refinery Energy Efficiency Program	S	327,447	S	144,460	\$ 3,276,094		\$	3,748,000
	<u>TOTAL:</u>	\$	327,447	\$	144,460	\$ 3,276,094	\$ -	\$	3,748,000

3. Projected Program Gross Impacts Table (by calendar year)

Table 2

		2009-11 EE	2009-11 EE	2009-11 EE
		Program Gross	Program Gross	Program Gross
SCE-TP-021	Refinery Energy Efficiency Program	kWh Savings	kW Savings	Therm Savings
				menn savings
	Refinery Energy Efficiency Program	20,456,284	2,404	-
	TOTAL	20,456,284	2,404	-

¹-Definition of Table 1 Column Headings:

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

Integrated Budget Allocated to Other Programs includes budget utilized to coordinate with other EE, DR, or DG programs.

Total Budget is the sum of all other columns presented here.

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

<u>Sub-Program</u>: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Nonresidential: High Performance Hospitals

1. Program Name: High Performance Hospitals Program ID: SCE-TP-022 Program Type: Third party

2. Projected Program Budget Table

Table 1[±]

			Total Marketing &	Total Direct Implementation	Integration Budget Allocated to other Programs (If	Total Budget By
SCE-TP-022	Main Program Name / Sub-Program	(Actual)	Outreach (Actual)	(Actual)	Applicable)	Program (Actual)
NON-RESIDENTIAL						
	High Performance Hospitals	\$ 339,987	\$ 6,000	\$ 2,692,014		\$ 3,038,000
	TOTAL:	\$ 339,987	\$ 6,000	\$ 2,692,014	\$-	\$ 3,038,000

4. Projected Program Gross Impacts Table – by calendar year

		2009-11 EE	2009-11 EE	2009-11 EE	
		Program Gross	Program Gross	Program Gross	
SCE-TP-022	High Performance Hospitals	kWh Savings	kW Savings	Therm Savings	
	High Performance Hospitals	18,135,453	2,381	-	
	TOTAL	18,135,453	2,381	-	

¹Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

<u>Integrated Budget Allocated to Other Programs</u> includes budget utilized to coordinate with other EE, DR, or DG programs. <u>Total Budget</u> is the sum of all other columns presented here.

Definition of Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Southern California Edison

Nonresidential: Cool Schools

<u>1.3.</u>Program Name: Cool Schools

Program ID: SCE-TP-023

Program Type: Third party

<u>2.4.</u>Projected Program Budget Table

Table 1[±]

	Main Program Name / Sub-Program	Total Administrative Cos (Actual)	t Total Marketing & Outreach (Actual)		Integration Budget Allocated to other Programs (If Applicable)	Total Budget By Program (Actual)
NON-RESIDENTIAL	inani i rogram namo / ous i rogram	proceeding	Curcus (ricial)	literating	rippirousion	riogram (riocaur)
	Cool Schools	\$ 736,147	'\$ <u>9,000</u>	\$ 7,369,853		\$ 8,115,000
	TOTAL:	\$ 736,147	\$ 9,000	\$ 7,369,853	\$ -	\$ 8,115,000

<u>3.4.</u>Projected Program Gross Impacts Table – by calendar year

Table 2

14810				
		2009-11 EE	2009-11 EE	2009-11 EE
		Program Gross	Program Gross	Program Gross
SCE TD 022	Cool Schoolo	W/h Sovinge	WW Sovinge	Thorm Sovings
3CL-11-023		KWII Savings	KW Savings	menn savings
	Cool Schools	64,800,337	23,877	-
	TOTAL	64,800,337	23,877	-

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

<u>Integrated Budget Allocated to Other Programs</u> includes budget utilized to coordinate with other EE, DR, or DG programs. <u>Total Budget</u> is the sum of all other columns presented here.

Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Nonresidential: Public Pre-Schools, Elementary Schools and High Schools

2. Program Name: Public Pre-Schools, Elementary Schools and High Schools Program ID: SCE-TP-024 Program Type: Third party

2. Projected Program Budget Table

Table 1[±]

SCF-TP-024	Main Program Name / Sub-Program	Total istrative Cost Actual)	Marketing &	Total Direct plementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Tota	l Budget By ram (Actual)
NON-RESIDENTIAL	× ×					Ĭ	
	Public Pre-Schools, Elementary Schools and High Schools	\$ 395,909	\$ 6,000	\$ 3,525,091		\$	3,927,000
	TOTAL:	\$ 395,909	\$ 6,000	\$ 3,525,091	\$ -	\$	3,927,000

4. Projected Program Gross Impacts Table – by calendar year

		2009-11 EE	2009-11 EE	2009-11 EE
		Program Gross	Program Gross	Program Gross
SCE-TP-024	Public Pro. Schools, Flomontary, Schools and High Schools		kW Savings	Therm Savings
00E-11-024	abile rice schools, Elementary schools and high schools	Kin Surings	kw Savings	Therm Suvings
	Public Pre-Schools, Elementary Schools and High Schools	17,274,613	6,854	-
	TOTAL	17,274,613	6,854	-

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

Integrated Budget Allocated to Other Programs includes budget utilized to coordinate with other EE, DR, or DG programs. Total Budget is the sum of all other columns presented here

Definition of Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Southern California Edison

Nonresidential: Retail Energy Action Program

1. Program Name: Retail Energy Action Program Program ID: SCE-TP-025 Program Type: Third party

2. Projected Program Budget Table

Table 1[±]

SCE TD 025	Main Brogram Name / Sub Brogram	Administr			arketing &	Imp	otal Direct dementation	Integration Budget Allocated to other Programs (If Applicable)	Tota	l Budget By
302-11-023	Main Program Name / Sub-Program	(Aci	uaij	Outread	en (Actual)		(Actual)	Аррисавіе)	Prog	ram (Actual)
NON-RESIDENTIAL										
	Retail Energy Action Program	\$	1,599,698	S	12,000	\$	18,945,302		S	20,557,000
	<u>TOTAL:</u>	\$	1,599,698	\$	12,000	\$	18,945,302	\$ -	\$	20,557,000

4. Projected Program Gross Impacts Table – by calendar year

	-			
		2009-11 EE	2009-11 EE	2009-11 EE
		Program Gross	Program Gross	Program Gross
SCE-TP-025	Retail Energy Action Program	kWh Savings	kW Savings	Therm Savings
	Retail Energy Action Program	117,545,749	23,930	-
	TOTAL	117.545.749	23.930	-

¹Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

Integrated Budget Allocated to Other Programs includes budget utilized to coordinate with other EE, DR, or DG programs. Total Budget is the sum of all other columns presented here

Definition of Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Southern California Edison

Nonresidential: Commercial Utility Building Efficiency

4. Program Name: Commercial Utility Building Efficiency Program ID: SCE-TP-026 Program Type: Third party

5. Projected Program Budget Table

Table 1[±]

SCF.TP.026	Main Program Name / Sub-Program	Adm	Total inistrative Cost (Actual)	Marketing &	Imp	otal Direct lementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Tota	l Budget By ram (Actual)
NON-RESIDENTIAL	× ×								
	Commercial Utility Building Efficiency	\$	2,510,055	\$ 18,000	\$	30,042,945		S	32,571,000
	TOTAL		2,510,055	\$ 18,000	¢	30,042,945	¢	<u>د</u>	32,571,000

6. Projected Program Gross Impacts Table – by calendar year

		2009-11 EE	2009-11 EE	2009-11 EE
		Program Gross	Program Gross	Program Gross
SCE TD 026	Commorcial Utility Building Efficiency	kWb Savings	kW Savings	Thorm Savings
302-11-020	commercial banding Enciency	Kin Sunnys	KW Suvings	menn savings
	Commercial Utility Building Efficiency	200,915,907	41,477	-
	TOTAL	200,915,907	41,477	-

¹Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

<u>Integrated Budget Allocated to Other Programs</u> includes budget utilized to coordinate with other EE, DR, or DG programs. <u>Total Budget</u> is the sum of all other columns presented here

Definition of Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Southern California Edison

Nonresidential: Monitoring-Based Commissioning

1. Program Name: Monitoring-Based Commissioning Program ID: SCE-TP-027 Program Type: Third party

2. Projected Program Budget Table

Table 1[±]

SCE TP 027	Main Program Name / Sub-Program	Admini	Total strative Cost	Total Marketing	Imple	tal Direct ementation Actual)	Integration Budget Allocated to other Programs (If Applicable)		Budget By am (Actual)
NON-RESIDENTIAL									
	Monitoring-Based Commissioning	\$	475,000	\$ -	\$	6,490,000		S	6,965,000
	TOTAL:	\$	475,000	\$.	\$	6,490,000	\$ -	\$	6,965,000

4. Projected Program Gross Impacts Table - by calendar year

	2009-11 EE Program Gross	2009-11 EE Program Gross	2009-11 EE Program Gross
Monitoring-Based Commissioning	kWh Savings	kW Savings	Therm Savings
Monitoring-Based Commissioning	24,000,000	-	-
TOTAL	24,000,000	-	-

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

Integrated Budget Allocated to Other Programs includes budget utilized to coordinate with other EE, DR, or DG programs. Total Budget is the sum of all other columns presented here

Definition of Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Southern California Edison

Nonresidential: Monitoring-Based Persistence Commissioning Program

1. Program Name: Monitoring-Based Persistence Commissioning Program Program ID: SCE-TP-028 Program Type: Third party

2. Projected Program Budget Table

Table 1[±]

SCE-TP-028	Main Program Name / Sub-Program	Total Administrative Cost (Actual)	Total Marketing &		Integration Budget Allocated to other Programs (If Applicable)	Total Budget By Program (Actual)
NON-RESIDENTIAL	namer og an namer og an regram	(riotau)		(riotadi)		r rogram proceeding
	Monitoring-Based Persistence Commissioning Program	\$ 160,328	ş -	\$ 2,188,672		\$ 2,349,000
	TOTAL:	\$ 160,328	\$ -	\$ 2,188,672	\$-	\$ 2,349,000

4. Projected Program Gross Impacts Table - by calendar year

		2009-11 EE	2009-11 EE	2009-11 EE
		Program Gross	Program Gross	Program Gross
SCE-TP-028	Monitoring-Based Persistence Commissioning Program	kWh Savings	kW Savings	Therm Savings
	Monitoring-Based Persistence Commissioning Program	8,076,104	1,964	-
	TOTAL	8,076,104	1,964	-

¹Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

<u>Integrated Budget Allocated to Other Programs</u> includes budget utilized to coordinate with other EE, DR, or DG programs. <u>Total Budget</u> is the sum of all other columns presented here

Definition of Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Southern California Edison

Nonresidential: Leased Office Space Retrofit Program

4. Program Name: Leased Office Space Retrofit Program – PROGRAM CANCELED
 Program ID: SCE-TP-029
 Program Type: Third party

5. Projected Program Budget Table

Table 1[±]

		Admin	Total istrative Cost	Total Marketing &	Fotal Direct plementation	Integration Budget Allocated to other Programs (If	Total Budget By
SCE TP 029	Main Program Name / Sub-Program	(Actual)	Outreach (Actual)	(Actual)	Applicable)	Program (Actual)
NON-RESIDENTIAL		· · ·					
	Leased Office Space Retrofit Program	S	153,919	\$ -	\$ 2,100,081		\$ 2,254,000
	<u>TOTAL:</u>	\$	153,919	\$ -	\$ 2,100,081	\$ -	\$ 2,254,000

6. Projected Program Gross Impacts Table (by calendar year)

Table 2

		2009-11 EE	2009-11 EE	2009-11 EE
		Program Gross	Program Gross	Program Gross
SCE TD 029	Leased Office Space Detrofit Program	kWh Sovings	kW Savinge	Thorm Sovinge
JCL-11-025	Leased Once space Redon Trogram	KWII Savings	KW Savings	menn savings
	Leased Office Space Retrofit Program	18,320,915	5,211	-
	TOTAL	18,320,915	5,211	-

¹-Definition of Table 1 Column Headings:

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

Integrated Budget Allocated to Other Programs includes budget utilized to coordinate with other EE, DR, or DG programs.

Total Budget is the sum of all other columns presented here

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Definition of Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Nonresidential: Sustainable Portfolios

1. Program Name: Sustainable Portfolios Program ID: SCE-TP-030 Program Type: Third party

2. Projected Program Budget Table

Table 1[±]

SCE-TP-030	Main Program Name / Sub Program	Adm	Total inistrative Cost (Actual)		I Marketing &	Total Direct plementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Tota	l Budget By ram (Actual)
NON-RESIDENTIAL									
	Sustainable Portfolios	S	607,704	S	94,700	\$ 7,983,596		S	8,686,000
	TOTAL	: \$	607,704	\$	94,700	\$ 7,983,596	\$ -	\$	8,686,000

3. Projected Program Gross Impacts Table - by calendar year

Table 2

		2009-11 EE	2009-11 EE	2009-11 EE
		Program Gross	Program Gross	Program Gross
SCE TD 030	Sustainable Portfolios	kWb Savings	kW Savings	Thorm Savings
302-11-030	Sustainable Follonos	Kin Surings	KW Suvings	Therm Savings
	Sustainable Portfolios	36,157,427	14,311	-
	TOTAL	36,157,427	14,311	-

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

Integrated Budget Allocated to Other Programs includes budget utilized to coordinate with other EE, DR, or DG programs.

Total Budget is the sum of all other columns presented here

¹ Definition of Table 1 Column Headings: <u>Total Budget</u> is the sum of all other columns presented here

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Definition of Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Nonresidential: Management Affiliates Program

 I. Program Name:
 Management Affiliates Program

 Program ID:
 SCE-TP-031

 Program Type:
 Third party

2. Projected Program Budget Table

Table 1[±]

			Total Marketing &	Total Direct Implementation	Integration Budget Allocated to other Programs (If	Total Budget By
SCE-TP-031	Main Program Name / Sub-Program	(Actual)	Outreach (Actual)	(Actual)	Applicable)	Program (Actual)
NON-RESIDENTIAL						
	Management Affiliates Program	\$ 686,000	ş -	\$ 4,719,000		\$ 5,405,000
	TOTAL:	\$ 686,000	\$ -	\$ 4,719,000	\$ -	\$ 5,405,000

3. Projected Program Gross Impacts Table -by calendar year

Table 2

		2009-11 EE	2009-11 EE	2009-11 EE
		Program Gross	Program Gross	Program Gross
SCE-TP-031	Management Affiliates Program	kWh Savings	kW Savings	Therm Savings
	Management Affiliates Program	26,586,164	3,074	-
	TOTAL	26,586,164	3,074	-

¹-Definition of Table 1 Column Headings:

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

Integrated Budget Allocated to Other Programs includes budget utilized to coordinate with other EE, DR, or DG programs.

Total Budget is the sum of all other columns presented here

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Definition of Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Nonresidential: Private College Campus Housing

1. Program Name: Private College Campus Housing Program ID: SCE-TP-032 Program Type: Third party

2. Projected Program Budget Table

Table 1[±]

SCF-TP-032	Main Program Name / Sub-Program	Tot Administra (Actu	ative Cost	Total Marketing &	Im	Fotal Direct plementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Total	Budget By am (Actual)
NON-RESIDENTIAL									
	Private College Campus Housing	S	313,000	\$ -	S	1,005,000		S	1,318,000
	TOTAL:	\$	313,000	\$ -	\$	1,005,000	\$ -	\$	1,318,000

3. Projected Program Gross Impacts Table - by calendar year

Table 2

		2009-11 EE	2009-11 EE	2009-11 EE
		Program Gross	Program Gross	Program Gross
SCE-TP-032	Private College Campus Housing	kWh Savings	kW Savings	Therm Savings
	Private College Campus Housing	5,801,163	2,006	-
	TOTAL	5,801,163	2,006	-

¹-Definition of Table 1 Column Headings

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

Integrated Budget Allocated to Other Programs includes budget utilized to coordinate with other EE, DR, or DG programs.

Total Budget is the sum of all other columns presented here

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

<u>Sub-Program</u>: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Nonresidential: Automatic Energy Review for Schools

1. Program Name: Automatic Energy Review for Schools

Program ID: SCE-TP-033

Program Type: Third party

2. Projected Program Budget Table

Table 1[±]

SCE-TP-033	Main Program Name / Sub-Program	Total Administrative Co (Actual)		Total Marketing &		Total Direct nplementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Tota	I Budget By ram (Actual)
CROSSCUTTING		(· · · · · · · · · · · · · · · · · · ·				(
	Automatic Energy Review for Schools	\$ 373,52	29	\$ 282,000	9	\$ 1,359,472		S	2,015,000
	<u>TOTAL:</u>	\$ 373,52	29	\$ 282,000	\$	1,359,472	\$ -	\$	2,015,000

4. Projected Program Gross Impacts Table — by calendar year

Table 2

1 4010	-			
		2009-11 EE	2009-11 EE	2009-11 EE
		Program Gross	Program Gross	Program Gross
SCE-TP-033	Automatic Energy Review for Schools	kWh Savings	kW Savings	Therm Savings
002 11 000	Automatio Energy Romon for Concolo			rnonn oarnigo
	Automatic Energy Review for Schools	2,900,732	650	-
	TOTAL	2,900,732	650	-

¹ Definition of Table 1 Column Headings:

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

Integrated Budget Allocated to Other Programs includes budget utilized to coordinate with other EE, DR, or DG programs.

Total Budget is the sum of all other columns presented here

Definition of Sub Program: A "sub program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> – includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Nonresidential: Sustainable Communities

1. Program Name: Sustainable Communities Program ID: SCE-TP-034 Program Type: Third party

2. Projected Program Budget Table

Table 1[±]

SCE-TP-034	Main Program Name / Sub-Program	Total Administrative Cost (Actual)	Total Marketing &	Total Direct Implementation	Integration Budget Allocated to other Programs (If Applicable)	Total Budget By Program (Actual)
CROSSCUTTING						
	Sustainable Communities	\$ 2,936,733	\$ 1,001,700	\$ 10,315,567		\$ 14,254,000
	TOTAL:	\$ 2,936,733	\$ 1,001,700	\$ 10,315,567	\$ -	\$ 14,254,000

4. Projected Program Gross Impacts Table - by calendar year

Table 2 Not applicable, as this is a non-resource program.

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.

Integrated Budget Allocated to Other Programs includes budget utilized to coordinate with other EE, DR, or DG programs. Total Budget is the sum of all other columns presented here

<u>Sub-Program</u>: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

Southern California Edison

Nonresidential: Third Party Solicitations Program

4. Program Name: Third Party Solicitations Program Program ID: SCE-TP-035 Program Type: Third party

5. Projected Program Budget Table

Table 1[±]

SCE-TP-035	Main Program Name / Sub-Program	Total Administrative C (Actual)		Total Marketing & Outreach (Actual)	Total Direct plementation (Actual)	Integration Budget Allocated to other Programs (If Applicable)	Tota	l Budget By ram (Actual)
CROSSCUTTING	× ×					· · · · · ·	Ŭ	
	Third Party Solicitations Program	\$ 3,648,7	72	\$ 450,000	\$ 50,467,714		\$	54,566,486
	TOTAL:	\$ 3,648,7	72	\$ 450,000	\$ 50,467,714	\$ -	\$	54,566,486

6. Projected Program Gross Impacts Table – by calendar year

Table 2

		2009-12 EE	2009-12 EE	2009-12 EE
		Program Gross	Program Gross	Program Gross
SCE-TP-035	Third Party Solicitations Program	kWh Savings	kW Savings	Therm Savings
30E-11-033	Third Tarty Solicitations Frogram	Kin Savings	KW Suvings	Therm Suvings
	Third Party Solicitations Program	57,257,301	14,175	-
	TOTAL	57,257,301	14,175	-

Total Marketing & Outreach includes all media buy costs and labor associated with marketing production.

Integrated Budget Allocated to Other Programs includes budget utilized to coordinate with other EE, DR, or DG programs.

Total Budget is the sum of all other columns presented here

Definition of Sub-Program: A "sub-program" of a program has a specific title; targets; budget; uses a unique delivery or marketing approach not used across the entire program; and for resource programs, has specific estimated savings and demand impacts.

¹ Definition of Table 1 Column Headings:

<u>Total Administrative Cost</u> includes all Managerial and Clerical Labor, Human Resource Support and Development, Travel and Conference Fees, and General and Administrative Overhead (labor and materials).

<u>Total Direct Implementation</u> includes all financial incentives used to promote participation in a program and the cost of all direct labor, installation and service labor, hardware and materials, and rebate processing and inspection used to promote participation in a program.