

Keep Calm and Rebate on

ENERGY STAR Partners Meeting
October 12, 2015



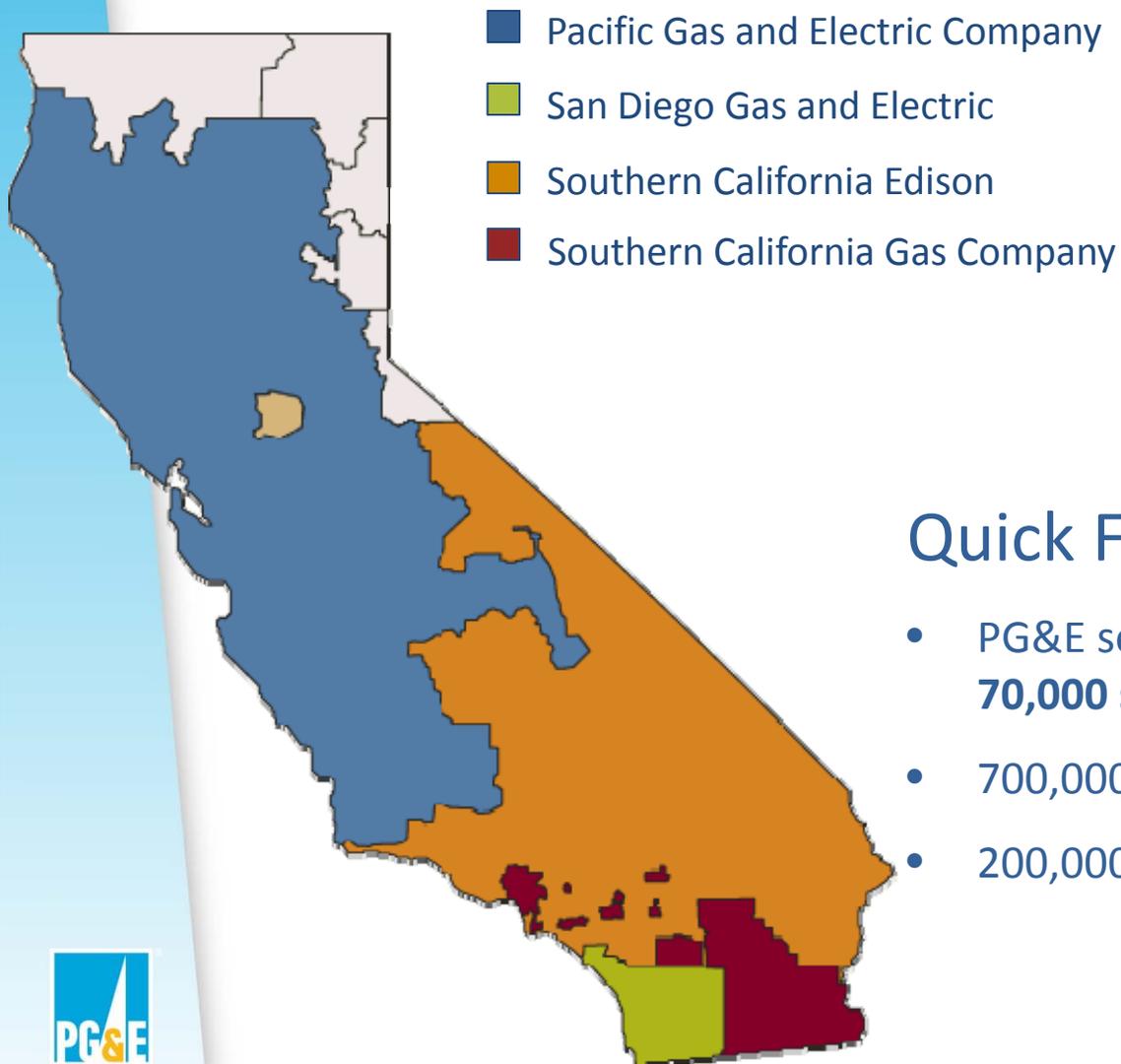
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PG&E's Lighting Rebate Trends



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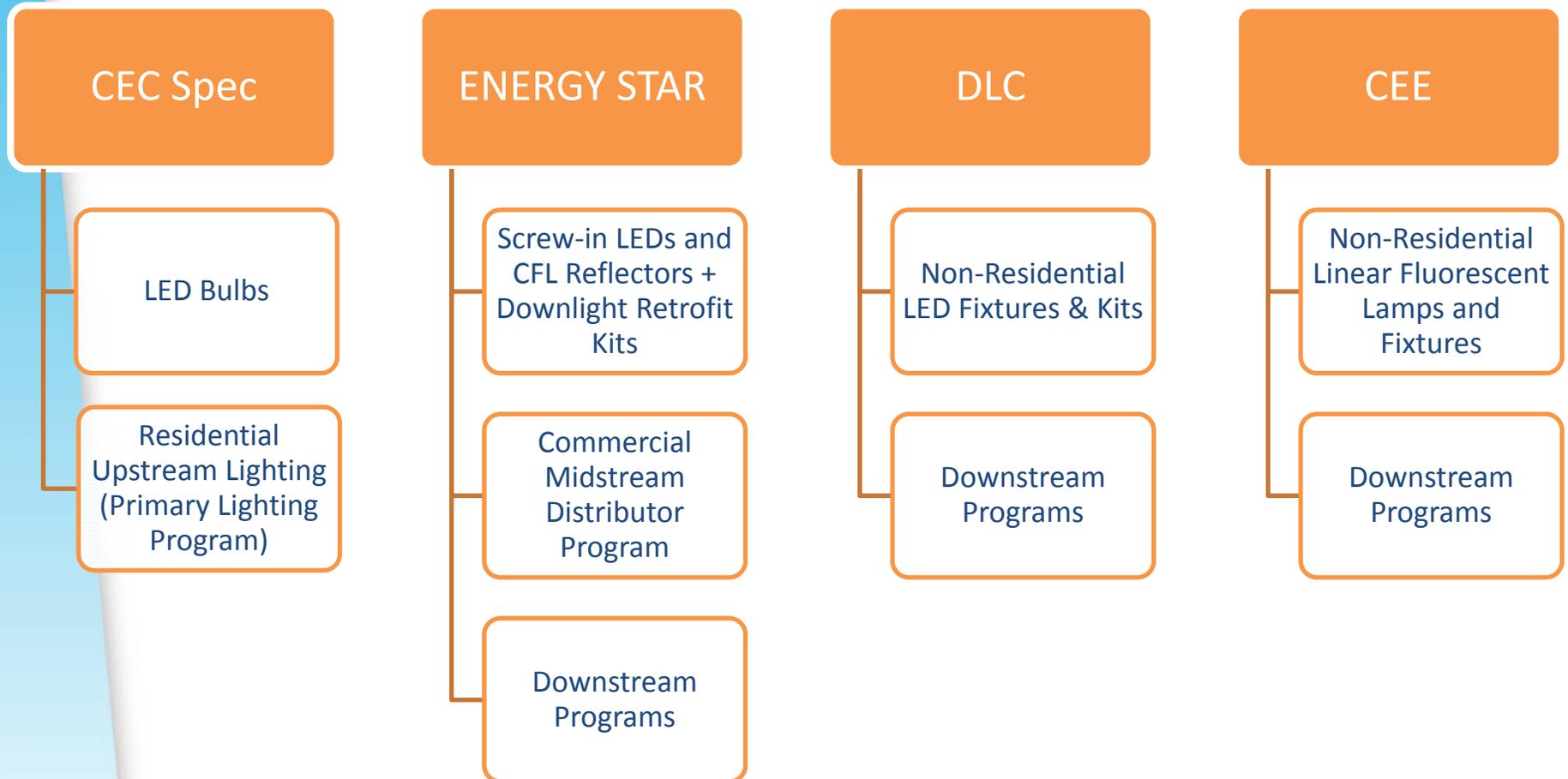
California's Investor-Owned Utilities (IOUs)



Quick Facts:

- PG&E serves nearly **16 million** people in **70,000 square miles** across **9 climate zones**
- 700,000 non-residential electric customers
- 200,000 non-residential gas customers

PG&E's Lighting Rebate Eligibility

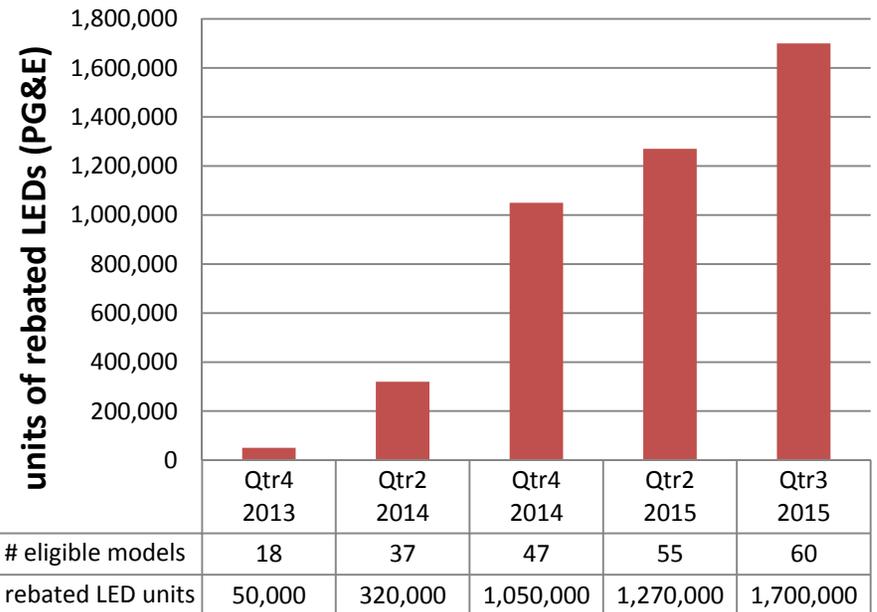


CA Quality Specification: Where are we today?

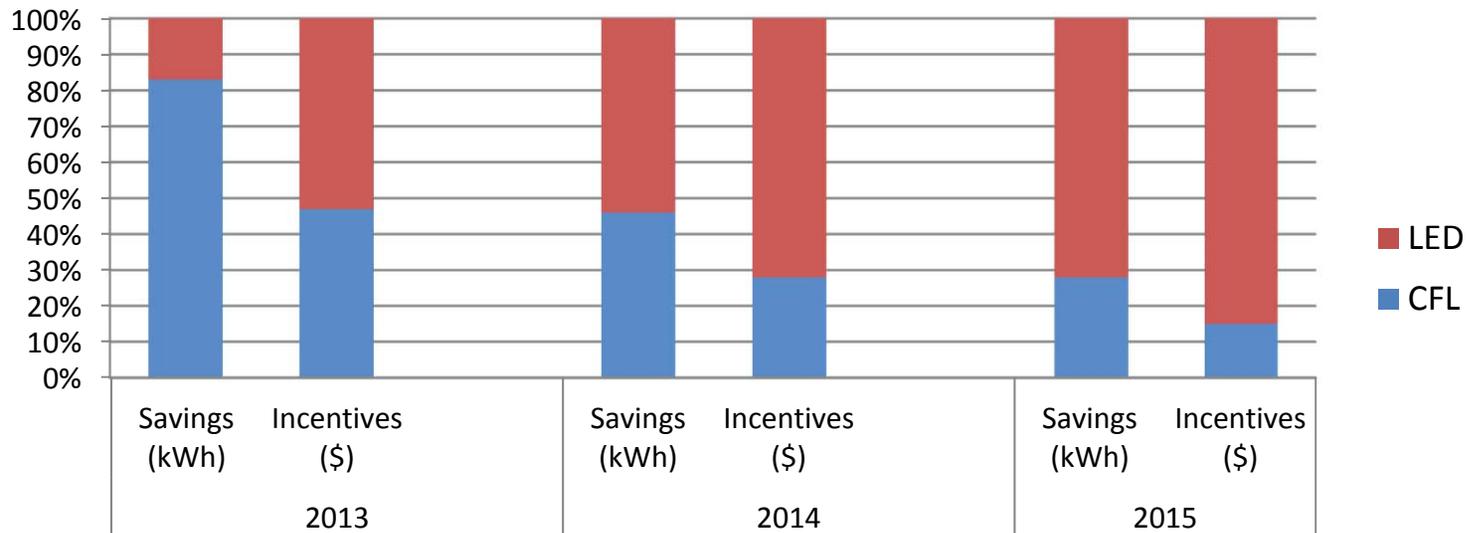
Primary Lighting Program since the full transition of the IOUs to the CEC Spec in Dec 2013:

➔ More than 60 lamp models are eligible for rebates

⬇ PG&E's residential savings from LEDs have grown from 17% to 70% of the product mix



	Qtr4 2013	Qtr2 2014	Qtr4 2014	Qtr2 2015	Qtr3 2015
# eligible models	18	37	47	55	60
rebated LED units	50,000	320,000	1,050,000	1,270,000	1,700,000



Residential Lighting: Strategies and Future Plans



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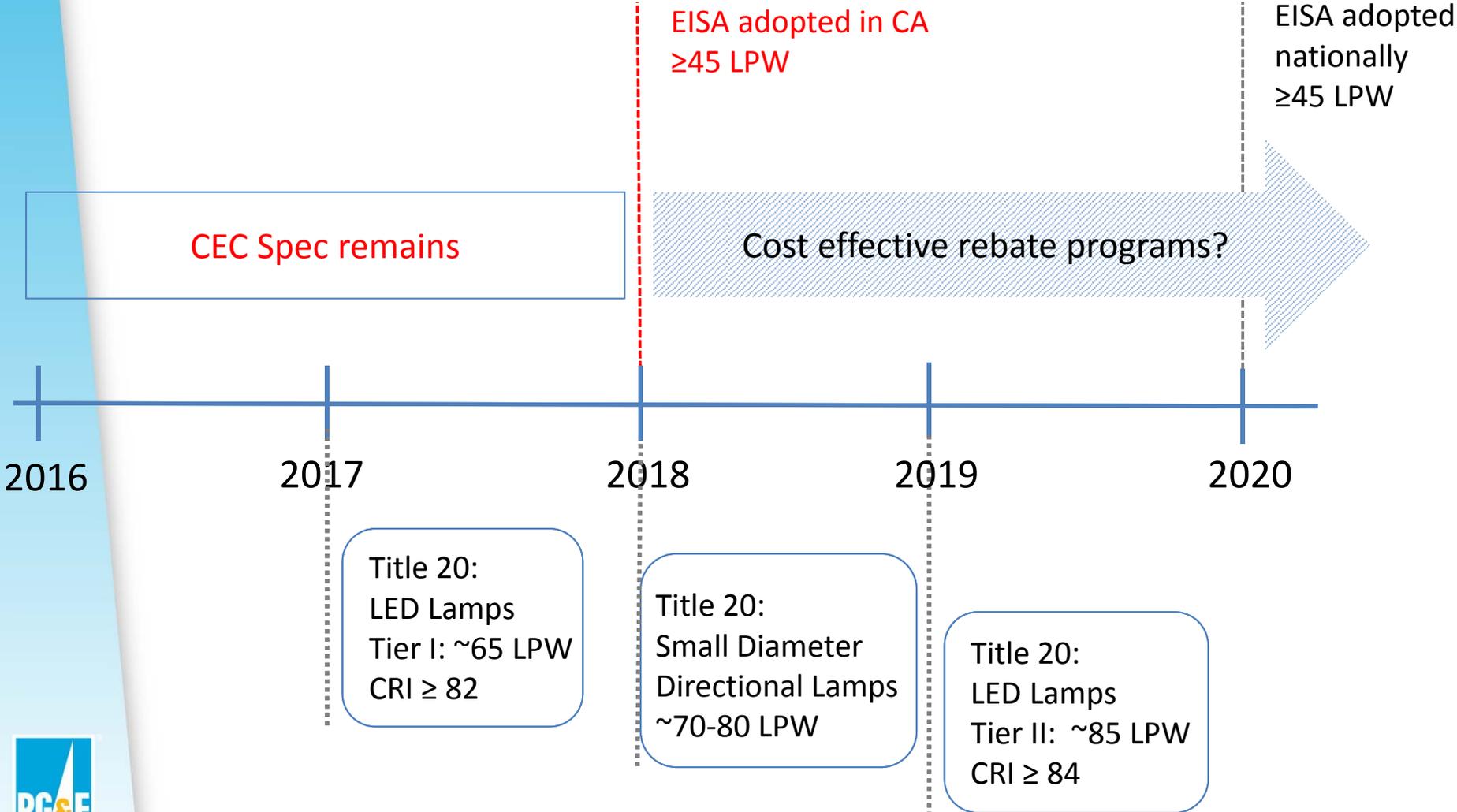
Codes and Standards Proposals in Progress

Proposal	Lamps Styles	LPW	CRI
CA Title 20: Small Diameter Directional Lamps*	small directional lamps with ≤ 2.25 " diameter (i.e. MR16)	~70-80	Tradeoff between CRI & Efficacy
CA Title 20: LED Lamps (Tier 1)*	general service and decorative LEDs (may include directional)	~65	~82-85 (Tradeoff between CRI & Efficacy)
CA Title 20: LED Lamps (Tier 2)*		~85	
Energy Independence and Security Act (EISA)	general service lamps (A-lamp at minimum, may include other lamp types)	≥ 45	Not specifically addressed



*Scheduled to be considered for adoption October 2015

Codes and Standards Timeline & Impacts



IOU Rebates Opportunities

Now - 2018

- Currently, CA IOUs only incentivize LED bulbs in the Primary Lighting Program that meet the CEC Spec.
- IOUs encourage manufacturers to develop products and submit them for consideration for incentive programs.

Beyond 2018

- Possibly challenging for CA IOUs to cost-effectively offer rebate programs for general service lamps.
- We encourage manufacturers to continue to develop highly efficacious and cost-effective products that can exceed the new baseline.

Program Strategies Moving Forward

- The CA IOUs will continue incentives for the CEC Spec lamps in Primary Lighting
- Conduct EM&V studies to better understand consumer preferences
- Continue to:
 - engage with manufacturers on product plans in order to assess right intervention strategies
 - Work with our regulators to review savings calculation methodologies
 - explore connected lighting as the next potential LED lighting product in residential segment

Thank you!

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