

Technology Resource Incubator Outreach Roundtable

TRIO Program



Intellectual Property Protection and Financing Alternatives for Your Company; the Intersection with the Emerging Technology Programs

Sponsored by:



A  Sempra Energy utility®

June 7, 2013
Energy Innovation Center

Welcome

We would like to welcome you to the Technology Resource Incubator Outreach (TRIO) Symposium.

The Symposium is organized by the California Investor Owned Utilities (IOUs): San Diego Gas and Electric (SDG&E), Southern California Gas Company (SCG), Southern California Edison (SCE) and Pacific Gas & Electric (PG&E).

TRIO is a statewide program designed to nurture new technologies from universities, entrepreneurs, and investor firms through symposiums, round table discussions, and support services. The program participants will receive information on how utilities can help guide the commercialization of cost effective energy-efficient and demand response technologies and/or programs. By doing so, the program will speed up the availability of new technologies and products.

This symposium is designed to help participants gain the necessary perspective and tools to work with utilities such as SDG&E, SCG, SCE and PG&E. We encourage you to ask questions and take advantage of the multiple networking opportunities. It is our hopes that these events foster the collaboration process necessary to provide a lasting transformation in the market for energy efficiency (EE) and integrated demand side management (IDSM) adoption.

Symposiums are held three times a year in different Utilities' territories. Thank you for taking the time to join us,

Abdullah Y Ahmed

Southern California Gas Company

Kate Zeng

San Diego Gas & Electric Company

Robyn Zander

Southern California Edison Company

Aaron Panzer

Pacific Gas & Electric Company

Organizers

San Diego Gas and Electric Company (SDG&E) Southern California Gas Company (SCG)



SDG&E and SCG are the CPUC regulated utility subsidiaries of Sempra Energy, a fortune 500 energy services holding company, based in San Diego, CA, with 13,600 employees worldwide, and 2008 revenues of nearly \$11 billion. The Sempra Energy companies develop energy infrastructure, operate utilities, and provide related products and services to more than 29 million consumers worldwide.

SDG&E[®] lit its first lamp on San Diego streets in 1881. Today the full-service utility provides electricity and natural gas to 3.4 million consumers across 4,000 square miles from Orange County to the Mexican border.

SCG[®] lit its first street lamp in Los Angeles in 1867 – years before Thomas Edison made his biggest discovery. Since then, the company has grown into the nation’s largest natural gas distribution utility. SCG serves more than 20 million consumers across 20,000 square miles throughout Central and Southern California.



Today’s Southern California Edison is the product of more than a century of providing reliable electric service to central, coastal and southern California.

We help our customers stretch their energy dollars through rebates, which they can receive through SCE’s award-winning energy efficiency programs. Customers can receive incentives for helping to control power demand through “demand-response” programs, which help to keep wholesale supplies and prices under control. As part of our commitment to environmental protection, the electric power we provide for our customers includes more alternate and renewable energy (16.7 percent), from a greater variety of resources, than nearly any other utility in the world. We have been active in efforts to improve Southern California air quality since the 1940s. SCE is also an active donor to community and educational causes. SCE employee volunteers annually donate more than 700,000 hours of work to community and nonprofit organizations.

SCE's ethnically and culturally diverse customer base contains one of the largest concentrations of non-English speaking residents in California. Our company celebrates and accommodates the diversity of the community it serves through in-languages services and special programs. An emphasis on diversity strategies, operational goals and accountability helped SCE maintain its rank in the top tier of Fortune magazine's annual list of the top 50 companies in America for ethnic minorities, placing high on the list at number eight. This is SCE's seventh consecutive year receiving this recognition, which highlights the company's commitment to develop a work force of first-rate professionals that embraces diversity and reflects the customers it serves. On an average day SCE provides power to:

- More than 13 million people
- 180 cities in 50,000 square miles of service area, encompassing 11 counties in central, coastal and Southern California
- Commercial industrial and nonprofit customers, including: • 5,000 large businesses, 280,000 small businesses

To deliver that power, it takes:

- 16 utility interconnections
- 4,990 transmission and distribution circuits
- 425 transmission and distribution crews
- The days and nights of more than 15,500 employees
- More than a century of experience



***Pacific Gas and
Electric Company***

**Pacific Gas and Electric
Company (PG&E)**

Pacific Gas and Electric Company, incorporated in California in 1905, is one of the largest combination natural gas and electric utilities in the United States. Based in San Francisco, the company is a subsidiary of PG&E Corporation. There are approximately 20,000 employees who carry out Pacific Gas and Electric Company's primary business—the transmission and delivery of energy. The company provides natural gas and electric service to approximately 15 million people throughout a 70,000-square-mile service area in northern and central California. Pacific Gas and Electric Company has long been recognized as an environmental leader by providing safe, economical and reliable products and services in a responsible and environmentally sensitive manner. Doing more so that our impact on the environment is less drives us to adopt new technologies, improve our environmental management practices, build strong ties with local communities, reach out to stakeholders to address challenges and contribute to the development of public policies that raise the bar for our industry.

Pacific Gas and Electric Company and other utilities in the state are regulated by the California Public Utilities Commission. The CPUC was created by the state Legislature in 1911.

PG&E Facts:

- Service area stretches from Eureka in the north to Bakersfield in the south, and from the Pacific Ocean in the west to the Sierra Nevada in the east.
- 141,215 circuit miles of electric distribution lines and 18,616 circuit miles of interconnected transmission lines.
- 42,141 miles of natural gas distribution pipelines and 6,438 miles of transportation pipelines.
- 5.1 million electric customer accounts.
- 4.3 million natural gas customer accounts.

Roundtable Agenda

June 7, 2013

| | | |
|----------|--|---|
| 8:30 AM | Registration and Continental Breakfast | |
| 9:00 AM | Welcome <ul style="list-style-type: none">• Introductions• Overview of agenda | Speaker: Jeffrey Reed, PhD, Director of Business Strategy & Development, Sempra Energy utilities |
| 9:10 AM | Emerging Technology Program <ul style="list-style-type: none">• Energy efficiency in California• Emerging Technologies Program and adoption process | Speaker: Nate Taylor, Project Manager, Emerging Technologies, SDG&E |
| 9:45 AM | Structuring Your Company <ul style="list-style-type: none">• Options and considerations in selecting a corporate structure | Speaker: Amit Singh, Benchmark Law |
| 10:15 AM | Networking Break | |
| 10:40 AM | Financing Your Company or New Technology <ul style="list-style-type: none">• What are the various sources of funding?• What is each funding source looking for?• What is right for your company? | Speakers: Moderator: Mike Elconin, TCA, Past President Kate Zeng, ETP Manager, SDG&E Greg Horowitz, Managing Director, T2 Venture Capital Josh Lampl, Angel Investor and Advisor |
| 12:00 PM | Networking Lunch | |
| 1:00 PM | Intellectual Property and Emerging Technology <ul style="list-style-type: none">• Alternatives for protecting intellectual property• IP protection strategies• Is your idea patentable?• Cost of filing for different protection• Licensing: In and Out | Speakers: Moderator: Susan Preston, CalCEF Clean Energy Angel Fund Heather Mueller, The Mueller Law Office John Phillips, Fish & Richardson David Heisey, Sheppard Mullin |
| 2:20 PM | Wrap Up: Nate Taylor, Project Manager, Emerging Technologies, SDG&E | |

Speakers

Mike Elconin: TCA

Mike Elconin is a past president of San Diego Tech Coast Angels and has invested in 25+ start-ups since 1999. He serves on multiple company and organizational Boards. Mike used to be a software developer and founded Software Banc, Inc. in the Midwest which designed medical/professional management systems and was acquired by a public competitor in 1997. Mike is currently CEO of Cognionics, Inc, a medical device company spun out of UCSD. He also serves as Technical Client Manager at the Center for the Commercialization of Advanced Technologies, and as a Technology and Business Advisor in UCSD's von Liebig Center. Before going private, Mike served three terms in the Wisconsin Legislature, two years as Chief of Staff of the Governor of Wisconsin, and subsequently in a number of state and local positions including the Milwaukee School Board.

David Heisey: Sheppard Mullin

Mr. Heisey's practice is devoted to the representation of high technology and life sciences clients with extensive experience in patent portfolio development and patent infringement litigation. David also has significant experience in opinion and counseling, due diligence, licensing, and trademark matters. Mr. Heisey is a registered patent attorney with experience in prosecution of patents in a variety of technologies, including clean energy, computer hardware, software and accessories, medical instruments, semiconductors, combustion engines, superchargers, aerospace applications, catheter systems, contact lenses, intraocular lenses, water purification systems, holography, document security systems, musical instruments, and more. Mr. Heisey has recently represented clients including Western Digital Corporation, Cool Planet Biofuels, Nextec Applications, Inc., MasterCard International, CODAN US Corporation, Transonic Combustion Corporation, and Clean Energy Fuels Corporation. Prior to joining Sheppard Mullin, Mr. Heisey was associated with the San Diego offices of Luce Forward and Lyon & Lyon. In addition, Mr. Heisey was employed as a Patent Examiner at the United States Patent and Trademark Office.

Greg Horowitz: T2 Venture Capital

Greg is the co-founder and Managing Director of T2 Venture Capital, a seed and early stage venture fund and advisory services firm focused on high impact innovation in the technology and healthcare sectors. He has lead T2's involvement in portfolio companies; Somark Innovations, Biomatrix, Independa, GroundMetrics, and AutoPoint Software (sold to SRS Solutions). He is also the co-author of the bestselling book, 'the Rainforest: the Secret to Building the Next Silicon Valley' which examines the dynamics and drivers of innovation ecosystems. He is a co-founder of the Global Innovation Summit, co-founder of the Rainforest Architects Program, and a co-developer of the Rainforest Index. Greg is a Kauffman Fellow. He is an adviser, speaker, and consultant to development organizations including the World Bank, US State Department, OECD, USAID, Aspen Institute, and the National Academies of Science. Mr. Horowitz is also the co-founder of Global CONNECT, a think tank based at the University of California, San Diego, focused on the development and growth of innovation clusters worldwide. Greg currently serves as a board member of CONNECT and the San Diego Regional Economic Development

Corporation. Greg is a Regents Scholar who holds a degree with high honors in Biochemistry and minors in Economics and Music Performance from the University of California, San Diego.

Josh Lampl: Angel Investor and Advisor

Josh Lampl has been a seed investor and advisor to early stage Cleantech companies for over 10 years. Current investments include Lightwave Photonics, Mach Energy, CalCEF Clean Energy Angel Fund, Cleantech Venture Group, Nth Power Fund, Rockefeller Cleantech Fund, and Commons Capital (a socially responsible Angel Fund). He is currently on the board of Lightwave Photonics, Inc., an intellectual property company developing LED chip technology for brighter and lower cost LEDs. Josh serves on the Board of CleanTECH San Diego on its capital formation committee and has been on a number investments selection committee for venture funding programs in the area of renewable energy and Cleantech. He is also on the board of a family foundation. From 1985 to 1990 he was a relationship manager for Chase Manhattan Bank's broke/dealer division. Prior government experience includes legislative assistant for a Member of Congress. He received his MBA from the University of Michigan and Undergraduate degree from Emory University.

Heather Mueller: The Mueller Law Office

Heather Mueller has over twenty years of experience in developing and optimizing patent portfolios. She specializes in patent strategy, licensing, drafting patent related agreements, patent analysis (including opinion letters), product clearance, patent searching, patent prosecution and IP due diligence. Currently, her primary technical areas include circuit design, medical devices, software, solar energy systems and toys. Prior to founding The Mueller Law Office, Heather was Associate Chief IP Counsel at Siemens Corporation where she handled complex IP issues and managed patent attorneys and staff in the Siemens' West Coast Office. Heather began her legal career at Townsend and Townsend and Crew as a member of the Electrical and Electronics Patent Prosecution Group, where she specialized in drafting patent applications and other patent related documents. Heather holds a Bachelor of Science degree in Electrical Engineering with a Minor in Management (Cum Laude) from Kettering University in Flint, Michigan, and a J.D. from the University of Michigan Law School in Ann Arbor, Michigan. Heather is a member of the California State Bar and registered to practice with the US Patent and Trademark Office. Heather supports her local community by being an active member of the Excellerators Cabinet for the Salk Institute in San Diego.

John Phillips: Fish & Richardson

John Phillips is a Principal in Fish & Richardson's Southern California office. His practice emphasizes client counseling, inter partes and ex parte post grant work, due diligence and freedom-to-operate investigations, patent opinions, and strategic patent prosecution with special expertise in Internet-related technologies, computer software, communications, and electronics. Mr. Phillips' experience includes computer network security, financial systems, e-commerce applications, enterprise software systems, 3D computer graphics, user-interfaces, electronic messaging, digital rights protection, database technology, avionics, and medical devices. His clients include individuals, startups, mid-sized businesses, and large corporations. Mr. Phillips was previously general counsel for MercExchange LLC and Navlet.com, Inc. (2000-2001), a Law Clerk for the Honorable Alvin A. Schall, U.S. Court of Appeals for the Federal Circuit (1993-

1994), an associate with Fitzpatrick, Cella, Harper & Scinto (1990-1993), a Staff Electrical Engineer with Johns Hopkins University Applied Physics Laboratory (1988-1989) and a Research & Development Engineer with Scripps Institution of Oceanography (1985-1988).

Susan Preston: CalCEF Clean Energy Angel Fund

Ms. Susan Preston is General Partner for the CalCEF Clean Energy Angel Fund. Susan has spent most of her career in senior management positions in public and private companies, from general counsel to CEO. She has also been a partner in two national law-firms and is a patent attorney. Susan is a world-recognized expert in angel financing, and is the author of numerous articles, white papers and books on angel financing. Her most recent book, *Angel Financing for Entrepreneurs*, was released by Wiley Publishing. She has been and continues to be a national and international speaker on economic development, angel and venture financing. She was an Entrepreneur-in-Residence with the Kauffman Foundation for six years focusing on initiatives related to angel investing, angel organizations and women entrepreneurs. She is the architect of the Access to Capital for Entrepreneurs Act, a bi-partisan federal income tax credit bill for private equity investing, which will be re-introduced in Congress this session. Ms. Preston received her JD, cum laude, from Seattle University and her BS, magna cum laude, Phi Beta Kappa, in Microbiology and Public Health from WSU.

Jeffrey Reed: Sempra Energy utilities

Jeffrey Reed is the Director of Business Strategy & Development for Sempra Energy utilities -- Southern California Gas Company and San Diego Gas and Electric. In that capacity he leads development of policies and initiatives aimed at supporting the development and deployment of sustainable energy solutions and leads the natural gas RD&D, Emerging Technology, equity investment and natural-gas vehicle programs. He has also led numerous company initiatives related to renewable and low-carbon energy technologies. Prior to joining the Sempra utilities, Mr. Reed was a senior strategy consultant and was an officer with ABB Power Generation in Switzerland. Mr. Reed holds a doctorate in engineering from UC Berkeley and a master's degree in management from Stanford University.

Amit Singh: Benchmark Law

Amit Singh has practiced corporate law for almost 15 years. His practice focuses primarily on sophisticated corporate transactions involving emerging growth companies and the investors that finance them. Prior to founding Benchmark Law Group PC, Mr. Singh practiced as a corporate lawyer at top law firms both on Wall Street and in Silicon Valley. Mr. Singh received his graduate law degree (LL.M.) in corporate law from the New York University School of Law and his J.D. degree from the University of California in San Francisco (Hastings). He is admitted to practice law in both California and New York.

Nate Taylor: SDG&E

Nate Taylor is a Project Manager at San Diego Gas & Electric specializing in Energy Efficiency (EE) for the Emerging Technologies Program. He manages SDG&E's engagement with new and underutilized EE technologies through assessments, market behavior studies, scaled field placements, technology development support, and

business incubation. Previously Nate worked as a Distribution Operations Engineer designing and managing the construction of utility infrastructure. Nate has a B.S. in Mechanical Engineering from the University of California, San Diego.

Kate Zeng: SDG&E

Kate Zeng, currently the Technology Planning & Analysis Manager with Emerging Technologies for San Diego Gas & Electric (SDG&E) and Southern California Gas Company (SCG), manages SDG&E's Emerging Technologies Program (ETP) which is a California statewide program established to accelerate the market introduction of new and emerging energy technologies to support increased energy efficiency (EE) and demand response (DR) market demand and technology supply by contributing to development, assessment, and introduction of new and under-utilized technologies and strategies. Kate also leads the development of strategy, roadmap, and business cases of fuel cell and hydrogen RD&D initiatives and equity investment opportunities in emerging new innovative technologies that benefit utility customers and enhance operational excellence. Kate's educational background includes M.S. in Mechanical Engineering, and MBA with finance concentration.

Website References

California Energy Commission

<http://www.energy.ca.gov>

California Institute for Energy and Environment

<http://uc-ciee.org/>

California Public Utilities Commission

<http://www.cpuc.ca.gov>

Emerging Technologies Coordinating Council

<http://www.etcc-ca.com>

Pacific Gas and Electric Company

<http://www.pge.com>

Sacramento Municipal Utility District

<http://www.smud.org>

San Diego Gas and Electric Company

<http://www.sdge.com>

Southern California Edison Company

<http://www.sce.com>

Southern California Gas Company

<http://SCG.com>

Abbreviations and Acronyms

| | |
|---------|--|
| AMI | Advance Metering Initiative |
| Auto DR | Automated Demand Response |
| CAISO | California Independent System Operator |
| CEC | California Energy Commission |
| CEE | Customer Energy Efficiency |
| CLTC | California Lighting Technology Center |
| CPP | Critical Peak Pricing |

| | |
|----------|---|
| CPUC | California Public Utilities Commission |
| CSI | California Solar Initiative |
| CT | Combustion Turbine |
| CTAC | Customer Technology Application Center |
| DA | Direct Access |
| DR | Demand Response |
| DRA | Division of Ratepayer Advocates |
| ED | Energy Division of CPUC |
| EE | Energy Efficiency |
| EMS/EMCS | Energy Management Control System |
| EM&V | Evaluation, Measurement and Validation |
| EPRI | Electric Power Research Institute |
| ERC | SCG Energy Resource Center |
| ET | Emerging Technologies |
| ETCC | Emerging Technologies Coordinating Council |
| FSTC | Food Service Technology Center |
| GRC | General Rate Case |
| GTI | Gas Technology Institute |
| HVAC | Heating Ventilation and Air Conditioning |
| IDSM | Integrated Demand Side Management |
| IOU | Investor Owned Utility |
| kW | Kilowatt |
| kWh | Kilowatt-hour |
| LEED | Leadership in Energy and Environmental Design |
| M&E | Measurement and Evaluation |
| PDP | Peak Day Pricing |
| PEC | Pacific Energy Center |
| PG&E | Pacific Gas and Electric Company |
| PIER | Public Interest Energy Research |
| PV | Photovoltaic |
| RTP | Real Time Pricing |
| PTR | Peak Time Rate |
| SCE | Southern California Edison |
| SDG&E | San Diego Gas and Electric Company |
| SMUD | Sacramento Municipal Utility District |
| SCG | Southern California Gas Company |

| | |
|------|--|
| TA | Technical Audit |
| TI | Technology Incentive |
| TOU | Time-Of-Use |
| TRC | Total Resource Cost test |
| TRIO | Technology Resource Incubator Outreach |
| TURN | The Utility Reform Network |
| UDC | Utility Distribution Companies |
| WCEC | Western Cooling Efficiency Center |

Key Energy Utility Terms

- **Avoided Cost:** The cost that an electric utility would incur to produce or otherwise procure electric power, but does not incur because the utility purchases this power from qualifying facilities.
- **Base Load:** The minimum constant level of electric demand, expressed in units of watts, that a utility's generating system must meet.
- **Baseline Quantity:** A minimum level of usage that is intended to satisfy a substantial portion of the energy needs of the average customer in a specific service area.
- **CEC (California Energy Commission):** California's principal energy planning and policy-making organization.
- **California Public Utilities Code:** California statutory law that governs the regulation of public utilities.
- **CPUC (California Public Utilities Commission):** The state agency that regulates the rates and services of natural gas, electric, water, steam, pipeline, sewer, telephone, cellular and radio telephone, and telegraph utilities as well as trucking, railroad, airline, moving and privately owned bus companies.
- **Capacity:** A measure of the amount of service for which a system or system component is rated.
- **Coincident (Peak) Demand:** The level of demand of an electric or natural gas customer or customer class at the time of the electric or gas system's peak demand.

- **Customer Classes:** Groups of utility customers with similar characteristics that are classified together for the setting and applying of electric and natural gas rates and for other ratemaking and financial reporting purposes.
- **Decoupling:** A process wherein the amount of profit the California Public Utilities Commission allows PG&E to make is separated from the amount of gas and electricity sold.
- **Degree Day:** A unit of measure used to express the extent to which temperatures vary from a specific reference temperature during a given time period (month, season, year).
- **Demand:** The amount of a commodity or service requested at a specified time. The demand on a utility system is the amount of energy drawn by customers at a specific time. Demand may also be referred to as load.
- **Demand-Side Management:** Measures taken by a utility to influence the level or timing of customers' energy demand in order to optimize the use of available utility resources.
- **E3 Calculator:** Used by all California investor-owned utilities to compute the cost-effectiveness of energy efficiency programs.
- **EM&V (Evaluation, Measurement, & Verification):** Provides accurate, transparent and consistent metrics to assess the performance and implementation of an energy efficiency project or program.
- **Federal Energy Regulatory Commission (FERC):** An independent regulatory agency within the United States Department of Energy that has jurisdiction over interstate electricity sales, wholesale electric rates, natural gas pricing, oil pipeline rates and gas pipeline certification.
- **General Rate Case:** An exhaustive regulatory review of PG&E's operations and costs to establish the base revenues that are intended to cover our costs of distributing gas and electricity to customers and maintaining and operating our electric generation facilities. The GRC is required by the PUC and occurs typically every three years.
- **IDSM (Integrated Demand-Side Management):** Promotes integration of demand side (DSM) resources such as energy efficiency, demand response, and distributed generation.
- **Incentives:** An offering from an efficiency program administrator intended to encourage or motivate customers to reduce the total amount of energy they

consume for a given level of energy service provided, without compromising the quality or level of the service.¹

- **Investor-owned utility (IOU):** A privately owned electric utility whose stock is publicly traded. It is rate regulated and authorized to achieve an allowed rate of return on capital that it has invested in the business in order to provide service to customers.
- **Load:** The amount of power carried by a utility system or subsystem, or the amount of power consumed by an electric device, at a specified time. Load may also be referred to as demand.
- **Load Shape:** The graphed pattern of a utility's load or customers' demand for energy over a period of time, typically one day, one season, or one year.
- **Measure:** A CPUC approved product or service that reduces or otherwise modifies energy end use patterns and which is often analyzed by building type, weather zone, and vintage
- **Peak Load:** The maximum amount of energy carried by a utility system during a specific time period. Peak load determines the required system capacity.
- **Peaking Unit:** An electric generating plant, or generating unit within a plant, operated to meet maximum (peak) demand or to fill emergency requirements.
- **PIER (Public Interest Energy Research):** California's premier energy RD&D program, advancing science and technology in the fields of energy efficiency, renewable energy, advanced electricity technologies, energy-related environmental protection, and transmission and distribution, and transportation technologies.²
- **Public Interest:** Legal, economic, political, or philosophical positions deemed to serve the good of the public or the community at large.
- **Publicly-owned utility (POU):** A nonprofit local government agency established to provide service to its community. Policy is developed and utility activities and rates are regulated by locally elected boards and/or city councils.
- **Rates:** The rate is the price for a unit of electricity. There are three primary parts to electric charges: generation; transmission and distribution; and public purpose programs.

¹ http://www.epa.gov/cleanenergy/documents/suca/program_incentives.pdf

² <http://www.energy.ca.gov/research/index.html>

- **Rate Tiers:** Levels of energy usage that are priced beginning with Tier 1, the lowest, or baseline, usage level. Each increment, or tier, of use beyond the baseline level is charged at an increasingly higher price. The tiered structure was originally adopted by the State of California to provide a financial incentive for residential consumers to conserve energy.
- **Rebates:** A rebate is a payment from the program sponsor to an individual customer, typically made after a qualified item is purchased and a rebate coupon or application is submitted. Rebates can be *prescriptive/deemed* (fixed amounts pre-defined for specific products) or *custom/calculated* (defined by formulas or other rules that match the payment to a specific product or project).³
- **Rebate program:** A utility company-sponsored conservation program whereby the utility company returns a portion of the purchase price cost when a more energy-efficient refrigerator, water heater, air conditioner, or other appliance is purchased.
- **Spinning Reserve:** The percent of electric generating capacity that is immediately available to meet instantaneous changes in demand.
- **Tariff:** Public schedules detailing utility rates, rules, service territory, and terms of service that are filed for official approval with a regulatory agency.
- **Test Year:** A 12-month period used as a basis for presenting information regarding the results of a utility's past or future operations to a regulatory body in rate cases, hearings, or other ratemaking procedures.
- **Therm:** An amount of thermal energy equal to 100,000 British thermal units. Ten therms equal one decatherm (also spelled dekatherm; abbreviated Dth).
- **Time-of-Use Rate:** A rate that prices electricity according to the season or time of day that it is used. The time-of-use rate design closely reflects the actual cost of providing electric energy.
- **Watt:** The basic unit of measure of real electric power, or rate of doing electric work.
- **Watt-hour:** The basic unit of measure of electric energy consumption.

³ http://www.epa.gov/cleanenergy/documents/suca/program_incentives.pdf



www.etcc-ca.com