Commenter Name: **Jeanne Clinton** Commenter Affiliation: **CPUC/ Special Advisor** Program Administrator to receive feedback: **SCE and SoCalREN** Date: **5/18/2016**

Comment #	Stage	Sector	Page #	Comment	Rationale for Comment (include references to evaluations, studies, etc., if applicable)	For PA Use Integrated (Y/N)	For PA Use Rationale for Y/N
CLN – 1	2	Commercial	SCE overall	Observations • General observation on this Stage 2 document is that it is too simplistic. There is little evidence of attention to solutions to overcome barriers. Recommended Action • **Get serious on this responsibility.**	•		
CLN – 2			8	Observations • Graphic on measure impacts availability is not clear re: its purpose, point, and implications for strategy. Especially in wake of AB 802. Recommended Action	•		
CLN – 3			Appdx 4	Observations • What are the drivers for the decline in 2012-2013 on cost-effectiveness, and then the rebound in 2014? Are there segments of the commercial sector that are more or less cost-effective? Are there different approaches that might be more cost-effective? Recommended Action	•		
CLN – 4			Appdx 12	Observations Recommended Action • Post AB 802, need to identify "economic" potential and not just "market" potential.	•		
CLN – 5			Appdx 13	Observations Recommended Action • Reframe the sub-sector facts NOT in terms of utilities expense as % of operating expense, but as potential for EE cost recutions to make an impact on business profitability, relative to other investments that a company may look at.	•		

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CLN – 6			Appdx 15	Observations • Similar to comment on p. 13, EE could be a distinguishing feature and help increase profit of restaurants by 25-33% compared to how much work and expense it would take to gain that profit via increased diners or expanded items ordered. Recommended Action • Re-frame the economic value proposition for market segments by how much profit yield they can get (e.g. as increase of net operating income) via EE versus perhaps harder options in their core businesses.	•		
CLN – 7			**SoCal REN**	Observations • At the time of Stage 2 submissions and presentations I found only a 1-page SoCalREN document on the commercial sector. Totally unclear to me what this means. Possibilities: – There was some later document that I missed. – Not interested in offering services to commercial sector – Offering a "layer" of services on top of/ under IOU PAs, so hard to distinguish for some reason? Recommended Action • **Need far more understanding of WHAT SoCalRen proposes to do in commercial sector, with what logic rationale, and how this is different from SCE and SCG sector business plan strategies.**	•		