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January 31, 2011

Julie Fitch  
Director, Energy Division  
California Public Utilities Commission  
505 Van Ness Avenue  
San Francisco, CA 94102

Re: Statewide Lighting Market Transformation Program Performance Metric

Dear Ms. Fitch:

Pursuant to the CPUC Resolution 4385-E, Pacific Gas and Electric Company, on behalf of the California Investor Owned Utilities (IOUs) (PG&E, SDG&E, and SCE), submits the Lighting Market Transformation (LMT) Program Performance Metric # 1 and lighting technology roadmap.

PPM #1, as adopted in Resolution E-4385, page 35, requires the IOUs to develop a lighting technology roadmap (i.e., what's new and available by when (MM/YY), using available information from all IOU and external parties) by January 2011 and update bi-annually.

The PPM was developed with a certain set of expectations in mind. The LMT program, in its first year, has been in the process of continual growth and change with input from its key stakeholders, including utility programs, government entities and lighting industry organizations. Regular check-in meetings are conducted with Energy Division staff to further refine the LMT program.

The initial intent of the Technology Roadmap was to provide a high level view of lighting technologies and the approximate timeframes in which they are expected to be available. With this high level information, the Technology Roadmap would serve as a tool to help the LMT program and its stakeholders to prioritize and select key technologies for pipeline plan development. The information was intended to be obtained from lighting industry experts leveraging their experience and knowledge of the lighting market and lighting technologies.

This approach is being augmented based on input from various stakeholders, including Energy Division staff. The high level of interest in a Roadmap spreadsheet with more robust data warranted LMT to explore this approach with

KEMA and Energy Division. The outcome of the discussions with KEMA and Energy Division will determine the Technology Roadmap's data gathering approach. The final approach may be a combination of quantitative data from market studies and qualitative data from industry experts since available data is limited and collecting robust data is resource intensive. The Roadmap is only a planning tool to assess relative priority and focus and not intended to be a compliance or market-tracking document.

The Technology Roadmap, as it stands, is currently the List of Potential Lighting Solutions (Box D) in the LMT Pipeline Plan Development Process. It has valuable information for various lighting solutions that would help LMT and its stakeholders to select key lighting solutions for pipeline plan development. This information includes:

- Various Lighting Solutions
  - New and baseline technologies
  - Primary market sector(s) for the lighting solution
  - Primary application(s) for the lighting solution
- Current saturation of the lighting solution
- Market size in terms of energy and demand
- Technical potential in the next 10 and 20 years
- Timeframe to full production (mass market availability)
- Influence level (how much can IOUs influence market barriers for the technology)
- Technology commercialization stage and market adopters
- Regulations, codes and standards affecting the lighting solution

With respect to the examples in the PPM, the Technology Roadmap contains information on what is new under the commercialization stage of the technology. New products are in the "Introduction" stage and more mature products are in the "Mature" stage. The "Timeframe to Full Production" column contains approximate dates on when these technologies are available for mass consumption.

Please feel free to contact me if you have any questions.

Very truly yours,

/s/

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