

Appendices

**Commercial Saturation and  
Commercial Market Share Tracking Study  
Telephone Survey Findings**

**Prepared for  
California Public Utilities Commission**

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# ***Appendix A***

**Telephone Survey Banners Weighted by kWh**

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Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SC&E(%)	SD&G&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)	
<b>&lt;FM050&gt; What is the main business activity at this facility?</b>																								
Offices (non-medical)	17.53	21.86	14.21	15.31	18.05	17.88	15.06	20.03	16.92	18.50	16.68	0.00	0.08	3.93	0.00	0.51	0.86	21.95	63.26	0.14	2.01	0.77	17.24	
Restaurant/Food Service	6.63	6.05	6.86	7.96	0.46	6.56	21.03	6.33	0.02	4.53	8.48	0.00	1.06	0.00	0.00	0.27	0.39	0.08	92.24	0.26	1.31	0.00	0.69	
Food Store (grocery/liquor/convenience)	5.58	5.14	5.72	6.79	5.37	7.28	5.42	1.58	0.30	8.24	3.25	0.00	77.41	0.00	0.00	0.00	0.52	0.04	0.00	4.19	1.31	0.00	1.10	
Agricultural (farms, greenhouses)	0.85	1.03	0.88	0.00	1.34	0.36	0.54	0.24	0.00	0.88	0.83	0.00	0.00	0.00	0.00	0.00	2.37	0.44	0.19	0.00	0.23	0.00	2.19	
Retail Stores	9.70	9.55	9.87	10.41	7.10	12.01	10.99	15.20	21.58	10.37	9.11	0.00	8.58	0.40	0.00	0.00	0.46	1.84	1.37	1.10	84.00	0.00	3.61	
Warehouse	4.83	4.34	5.78	2.36	3.97	5.88	5.07	6.22	16.79	4.39	5.22	0.00	0.43	0.21	0.47	0.00	0.82	1.11	0.29	0.00	1.66	0.00	65.48	
Health Care	6.76	6.50	6.51	6.00	7.80	6.35	4.73	7.15	0.17	8.03	5.65	0.00	0.00	83.00	94.26	1.10	0.17	1.88	1.04	0.00	0.33	0.00	0.07	
Education	5.47	4.15	6.51	6.05	3.77	9.90	5.11	2.43	1.17	5.03	5.86	96.30	0.00	0.70	0.00	0.17	0.00	7.23	1.07	0.00	0.00	97.63	0.04	
Lodging (hotel/rooms)	3.24	3.07	2.78	6.10	3.05	4.85	2.54	0.92	0.17	4.05	2.53	0.00	0.00	0.96	0.00	91.98	0.00	0.77	0.07	0.00	0.00	0.00	0.16	
Public Assembly (church, fitness, theatre, library, museum, convention)	4.00	4.04	3.35	6.90	1.49	5.24	7.08	7.48	5.03	2.45	5.36	3.70	0.00	1.71	0.00	1.62	0.21	21.73	0.38	0.34	0.82	1.14	0.23	
Services (hair, nail, massage, spa, gas, repair)	4.92	5.05	4.90	4.43	2.79	3.28	8.20	15.32	9.85	4.33	5.44	0.00	11.91	1.35	0.00	2.92	2.06	17.13	1.47	0.48	2.59	0.00	2.57	
Industrial (food processing plant, Manufacturing)	24.61	23.87	27.15	16.57	39.31	14.74	8.50	7.81	9.12	22.95	26.07	0.00	0.09	0.91	0.00	0.00	91.70	3.38	1.72	1.15	5.95	0.00	4.79	
Laundry (Coin Operated, Commercial Laundry Facility, Dry Cleaner)	0.28	0.21	0.29	0.54	0.10	0.36	0.42	0.77	0.00	0.20	0.35	0.00	0.00	0.00	0.00	0.00	0.31	1.22	0.00	0.00	0.00	0.00	0.00	
Condo Assoc./Apartment Mgr (Garden Style, Mobile Home Park, Highrise, Townhouse)	1.87	1.21	2.17	3.21	0.39	2.71	2.83	6.05	13.88	1.16	2.50	0.00	0.00	6.80	0.00	1.71	0.00	8.60	1.04	0.00	0.07	0.00	0.14	
Public Service (fire, police, postal, military)	2.40	2.26	2.43	2.82	3.36	1.46	1.69	1.24	4.04	3.16	1.73	0.00	0.25	0.00	5.04	0.00	10.51	3.06	0.00	0.00	0.16	0.11		
Other	0.81	0.68	0.77	1.51	0.67	1.10	0.68	1.08	0.52	0.71	0.89	0.00	0.19	0.23	0.23	0.00	0.25	1.64	1.73	0.18	0.77	0.14	1.57	
Refused	0.48	1.15	0.00	0.00	1.00	0.00	0.01	0.13	0.00	1.01	0.02	0.00	0.00	0.00	0.00	0.00	0.00	0.06	3.23	0.00	0.01	0.00	0.00	
Don't Know	0.03	0.05	0.01	0.00	0.00	0.04	0.09	0.00	0.00	0.01	0.04	0.00	0.00	0.00	0.00	0.00	0.00	0.09	0.00	0.19	0.00	0.00	0.00	
n	7890	2887	3617	1986	665	2338	2222	2606	159	2487	5403	29	488	633	59	199	696	1637	1313	595	1019	479	745	
<b>&lt;FM050A&gt; Which of the following types of offices best describes this facility?</b>																								
Administration and management	25.26	19.20	33.92	22.28	19.73	30.44	32.02	28.23	32.60	23.24	27.22	0.00	0.00	25.95	0.00	0.00	31.40	1.76	32.62	100.00	4.58	98.71	4.65	
Financial / Legal	6.87	6.90	5.71	11.80	1.47	9.80	13.05	17.33	33.32	3.51	10.11	0.00	0.00	0.00	0.00	0.00	0.00	1.51	9.14	0.00	17.44	0.00	0.00	
Insurance/Real Estate	5.40	4.31	6.43	7.23	2.68	4.36	9.62	16.35	0.00	3.21	7.52	0.00	0.00	0.00	0.00	0.00	0.00	0.96	7.25	0.00	0.00	0.00	0.10	
Data Processing/Computer Center	6.67	13.89	3.19	2.48	15.25	3.34	0.84	2.05	0.00	14.56	2.98	0.00	0.00	0.00	0.00	0.00	0.00	46.56	0.45	0.00	2.82	0.00	0.00	
Mixed-Use/Multi-tenant	26.29	28.17	23.00	29.89	31.85	26.46	17.14	11.15	1.29	31.92	20.84	0.00	0.00	0.00	0.00	0.00	23.26	2.17	34.95	0.00	45.03	0.00	0.00	
Lab/R&D Facility	7.91	11.21	2.65	11.90	9.88	7.49	5.72	1.84	0.00	4.11	11.58	0.00	0.00	33.60	0.00	0.00	11.68	40.03	0.67	0.00	0.00	0.00	0.00	
Software Development	3.25	5.39	0.34	3.68	4.31	3.06	1.31	1.45	0.06	4.12	2.41	0.00	0.00	0.00	0.00	0.00	0.00	0.30	4.44	0.00	0.02	0.00	0.00	
Government Services	4.36	4.78	3.64	5.12	3.97	5.80	4.95	0.98	0.00	3.00	5.67	0.00	0.00	0.00	0.00	0.00	0.00	2.91	5.27	0.00	0.00	0.00	0.61	
Office w/ Warehouse	7.55	2.38	15.71	1.60	9.06	4.92	8.36	5.07	0.31	9.38	5.78	0.00	0.00	0.00	0.00	0.00	20.47	0.53	0.51	0.00	0.73	0.00	93.01	
Contractors' Offices	1.23	0.99	1.60	0.98	0.37	1.01	2.10	5.31	0.06	0.63	1.81	0.00	0.00	0.00	0.00	0.00	6.52	0.00	1.62	0.00	0.17	0.00	0.00	
Telecommunications Center (Call Center)	0.62	0.93	0.22	0.57	0.17	1.44	0.37	1.22	0.06	0.00	1.21	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.74	0.00	0.00	0.00	1.17	
Travel Services (Travel Agent)	0.17	0.29	0.04	0.07	0.00	0.19	1.70	0.00	0.08	0.26	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.24	0.00	0.00	0.00	0.00	
Medical / Dental Office	0.86	0.65	1.27	0.29	0.53	0.65	1.73	1.70	0.00	0.90	0.83	0.00	0.00	33.27	0.00	0.00	0.00	1.67	0.55	0.00	0.00	0.00	0.00	
Non-Profit	0.21	0.32	0.10	0.08	0.00	0.29	0.21	1.27	31.38	0.21	0.21	0.00	0.00	7.18	0.00	0.00	0.00	0.15	0.21	0.00	0.00	0.00	0.00	
Other	0.98	0.18	1.83	1.86	0.00	0.95	2.39	4.03	0.94	0.84	1.11	0.00	0.00	0.00	0.00	0.00	6.67	1.46	0.83	0.00	2.22	1.29	0.47	
Refused	0.00	0.00	0.00	0.01	0.00	0.00	0.00	0.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Don't Know	0.37	0.42	0.36	0.18	0.71	0.00	0.00	0.29	0.00	0.29	0.46	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.52	0.00	0.00	0.00	0.00	
n	1788	453	522	213	131	313	278	442	24	338	850	0	0	12	0	0	20	123	930	7	28	3	77	
<b>&lt;FM050B&gt; Which of the following types of restaurants or food service best describes this facility?</b>																								
Fast Food or Self Service	34.43	29.83	38.01	34.37	0.00	37.48	35.57	27.48	0.00	36.56	33.42	0.00	16.42	0.00	0.00	0.00	0.00	0.00	0.00	35.56	0.00	100.00	0.00	
Specialty/Novelty Food Service	9.93	6.10	11.97	13.73	48.86	1.46	11.06	12.24	0.00	6.94	11.35	0.00	3.43	0.00	0.00	0.00	40.79	18.36	0.00	9.07	98.24	0.00	72.95	
Table Service	40.61	45.16	39.11	32.27	51.14	48.63	37.89	33.68	86.38	41.14	40.35	0.00	0.00	0.00	0.00	0.00	0.00	100.00	42.07	0.00	0.00	0.00	0.00	
Bar/Tavern/Nightclub/Pub-Micro-Brewery/Entertainment	4.36	4.30	3.90	6.44	0.00	1.58	5.43	5.78	0.00	3.04	4.98	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4.53	0.00	0.00	0.00	
Caterer	1.23	1.67	0.68	2.06	0.00	0.41	1.04	6.51	34.62	0.92	1.37	0.00	0.00	0.00	0.00	0.00	0.00	0.00	17.20	0.00	1.10	0.00	0.00	
Other	9.40	12.95	6.33	10.69	0.00	10.44	9.01	13.52	0.00	11.41	8.45	0.00	80.16	0.00	0.00	0.00	59.21	64.45	0.00	7.62	1.76	0.00	27.05	
Don't know	0.05	0.00	0.00	0.44	0.00	0.00	0.00	0.78	0.00	0.00	0.08	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.06	0.00	0.00	0.00	
n	552	206	226	120	4	115	310	115	8	182	370	0	13	0	0	0	3	4	7	525	2	7	3	
<b>&lt;FM050C&gt; Which of the following types of food stores best describes this facility?</b>																								
Supermarkets	64.70	58.47	72.80	52.64	89.53	65.29	5.75	5.48	42.64	72.67	46.15	0.00	70.17	0.00	0.00	0.00	0.00	0.00	0.00	32.59				

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PO&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)	
<b>&lt;FM050E&gt; Which of the following types of retail stores best describes this facility?</b>																								
Department / Variety Store	27.36	39.84	17.76	19.83	33.07	31.59	15.78	19.57	0.16	38.22	15.65	0.00	5.04	0.00	0.00	0.00	0.00	0.00	5.82	10.41	31.41	0.00	0.00	0.00
Retail Warehouse/Club	16.62	10.60	21.96	17.29	30.43	4.11	13.55	10.02	0.10	19.91	13.07	0.00	1.40	92.11	0.00	0.00	6.33	0.19	2.69	0.00	17.45	0.00	71.22	0.00
Shop in Enclosed Mall	3.99	4.92	1.94	9.05	2.69	4.82	5.83	2.33	0.20	4.16	3.82	0.00	3.44	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4.41	0.00	0.00	0.00
Shop in Strip Mall	9.10	5.92	9.63	19.04	1.41	8.94	17.88	18.26	56.57	3.61	15.03	0.00	7.11	7.89	0.00	0.00	11.11	14.32	2.42	9.49	0.00	0.00	0.00	
Auto / Truck / Motorcycle Sales	10.06	5.08	13.45	14.93	1.45	24.14	8.50	3.40	0.56	5.53	14.94	0.00	0.00	0.00	0.00	0.00	9.20	0.00	0.00	11.46	0.00	0.00	0.00	
Art Gallery	0.41	0.35	0.56	0.00	0.00	0.00	1.51	0.71	0.00	0.29	0.54	0.00	0.00	0.00	0.00	0.00	9.65	0.00	0.00	0.17	0.00	0.00	0.00	
Auction House	0.20	0.22	0.00	0.99	0.00	0.68	0.00	0.00	0.00	0.21	0.20	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.24	0.00	0.00	0.00	
Heavy Equipment Sales	1.48	2.81	0.41	0.85	2.61	0.16	1.09	2.08	42.09	2.00	0.91	0.00	0.00	0.00	0.00	0.00	85.99	0.00	0.00	0.51	0.00	0.00	3.33	
Facility is a Mall/Strip Mall	6.25	3.57	9.27	3.92	12.07	1.17	5.11	2.64	0.00	8.95	3.35	0.00	0.22	0.00	0.00	0.00	0.00	0.00	14.97	12.21	6.92	0.00	0.00	
Stand Alone Retail Store	10.04	11.84	9.63	4.84	1.62	11.07	17.19	21.79	0.06	6.83	13.49	0.00	13.80	0.00	0.00	0.00	7.68	9.11	5.99	15.47	10.07	0.00	1.02	
Other	14.45	14.86	15.35	9.10	14.65	13.34	13.58	18.79	0.26	10.27	18.96	0.00	69.00	0.00	0.00	0.00	0.00	60.75	56.13	59.48	7.83	0.00	24.43	
Refused	0.02	0.00	0.00	0.17	0.00	0.00	0.00	0.18	0.00	0.04	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.02	0.00	0.00	
Don't Know	0.03	0.00	0.00	0.00	0.00	0.00	0.00	0.24	0.00	0.00	0.05	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.03	0.00	0.00	0.00	
n	871	354	354	763	74	207	234	334	22	313	588	0	53	2	0	0	3	30	23	12	737	0	11	
<b>&lt;FM050F&gt; Which of the following types of warehouses best describes this facility?</b>																								
Refrigerated Warehouse	13.62	17.62	11.57	9.06	20.27	14.44	2.93	1.96	0.02	18.93	9.05	0.00	30.13	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	14.90
Unconditioned Warehouse,High Bay(lightning higher than 13ft)	17.10	20.71	14.77	19.22	8.15	25.95	21.60	22.93	0.08	15.66	18.34	0.00	0.00	0.00	0.00	0.00	14.16	16.76	36.79	0.00	33.20	0.00	16.83	0.00
Unconditioned Warehouse,Low Bay	0.80	0.93	0.51	3.54	0.00	0.99	1.18	3.52	0.12	0.06	1.44	0.00	0.00	0.00	0.00	0.00	0.38	0.00	0.58	0.00	1.11	0.00	0.84	0.00
Conditioned Warehouse,High Bay(lightning higher than 13ft)	10.62	6.00	13.82	5.24	14.60	6.21	9.23	8.21	44.40	8.62	12.34	0.00	0.00	0.00	0.00	0.00	35.47	13.53	0.00	0.00	11.61	0.00	9.27	0.00
Conditioned Warehouse,Low Bay	0.24	0.37	0.11	0.80	0.00	0.00	0.84	0.83	0.00	0.00	0.44	0.00	0.00	0.00	0.00	0.00	0.73	0.00	0.00	0.00	0.00	0.00	0.22	0.00
Shipping / Distribution Center	40.35	26.93	48.61	37.83	37.78	45.56	42.58	30.23	54.28	37.77	42.56	0.00	63.76	0.00	0.00	0.00	20.54	33.67	61.74	0.00	27.11	0.00	41.65	0.00
Garage / Parking / Storage for Commercial Fleet	1.43	1.49	0.74	9.77	0.00	1.29	1.74	8.89	0.02	0.30	2.40	0.00	0.00	0.00	0.00	0.00	2.65	18.26	0.00	0.00	0.00	0.00	1.22	0.00
Public Self-Storage Facility	4.61	7.65	2.15	12.69	2.36	1.25	12.34	9.18	0.00	3.00	5.99	0.00	6.10	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5.07	0.00
Other	0.30	4.59	7.67	1.84	5.61	4.32	7.57	13.87	0.53	5.03	7.39	0.00	0.00	0.00	0.00	0.00	28.05	14.91	0.89	0.00	26.87	0.00	4.56	0.00
Don't Know	4.94	13.72	0.06	0.00	11.24	0.00	0.00	0.79	0.53	10.63	0.06	0.00	0.00	0.00	0.00	0.00	0.00	2.85	0.00	0.00	0.00	0.00	5.45	0.00
n	534	765	312	57	39	149	170	765	11	740	394	0	8	0	0	0	28	74	6	0	36	0	442	
<b>&lt;FM050G&gt; Which of the following types of health care centers best describes this facility?</b>																								
Hospital	45.93	49.85	46.30	35.54	80.55	13.31	5.02	1.17	23.52	67.68	18.22	0.00	0.00	2.74	93.55	42.04	0.00	8.54	0.00	0.00	0.00	0.00	0.00	0.00
Nursing Home	11.56	13.89	10.32	9.04	5.02	24.34	17.24	2.86	0.00	9.22	14.56	0.00	0.00	25.19	0.15	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Medical/Dental Office	15.71	15.60	15.12	17.66	4.54	28.19	17.26	45.23	43.23	10.08	22.91	0.00	0.00	29.65	2.84	0.00	0.00	0.00	0.00	44.84	0.00	0.00	0.00	0.00
Clinic/Outpatient Care	9.82	6.45	14.26	6.03	1.06	10.38	37.04	15.03	33.24	2.86	18.71	0.00	0.00	16.63	2.04	0.00	0.00	21.54	16.05	0.00	31.28	0.00	0.00	0.00
Medical/Dental Lab	5.72	5.03	3.09	14.90	4.20	9.93	5.52	2.53	0.00	4.52	7.25	0.00	0.00	11.23	0.00	0.00	0.00	15.74	0.00	0.00	0.00	0.00	0.00	
Alcohol/Drug Treatment/Rehabilitation	2.64	3.27	2.38	1.72	0.54	4.12	6.26	4.86	0.00	0.93	4.82	0.00	0.00	5.78	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Doctor's Office	2.73	2.12	3.45	2.32	0.00	4.82	3.32	12.68	0.00	1.07	4.87	0.00	0.00	5.35	0.00	0.00	0.00	0.28	14.91	0.00	0.00	0.00	0.00	
Dentist's Office	1.18	1.31	1.29	0.56	0.00	0.51	2.15	9.19	0.00	0.14	2.52	0.00	0.00	2.57	0.00	0.00	0.00	0.00	0.00	0.61	0.00	0.00	0.00	
Veterinary Hospital/Clinic	0.92	1.27	0.67	0.70	0.00	2.36	0.00	3.93	0.00	0.00	2.10	0.00	0.00	0.10	1.43	0.00	0.00	5.22	0.00	0.00	0.00	0.00	0.00	
Pharmacy	0.66	0.53	0.91	0.33	0.00	0.29	3.81	0.39	0.00	0.13	1.34	0.00	0.00	0.36	0.00	0.00	0.00	0.00	9.53	0.00	52.55	0.00	100.00	
Medical Device Manufacturing/Distributing	0.55	0.11	1.15	0.00	0.97	0.00	0.00	0.56	0.00	0.00	1.25	0.00	0.00	0.10	0.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	
Other	2.54	0.78	1.07	11.20	3.11	1.75	2.40	1.58	0.00	3.38	1.46	0.00	0.00	0.30	0.00	57.96	0.00	48.68	14.28	0.00	16.17	0.00	0.00	
n	595	229	249	117	38	169	136	240	12	741	494	0	0	506	57	2	1	75	13	0	6	0	1	
<b>&lt;FM050H&gt; Which of the following types of educational centers best describes this facility?</b>																								
Daycare or Preschool	2.48	3.19	2.40	0.91	0.00	0.25	7.42	32.69	65.69	1.26	3.45	0.00	0.00	0.00	0.00	0.00	0.00	11.41	0.00	0.00	0.00	0.10	0.00	
Elementary School	23.33	26.81	21.42	23.20	0.00	30.27	48.89	22.06	0.00	19.03	26.77	0.00	0.00	0.00	0.00	0.00	0.00	1.53	10.37	0.00	0.00	36.42	0.00	
Middle / Secondary School	38.11	51.03	32.71	29.39	36.46	48.93	19.97	10.39	33.47	50.94	27.82	0.00	0.00	0.00	0.00	0.00	0.00	2.69	18.59	0.00	0.00	59.37	0.00	
College or University	14.31	5.53	13.93	40.04	31.69	6.14	2.89	11.68	0.00	7.60	19.69	98.64	0.00	0.00	0.00	0.00	0.00	4.57	0.00	0.00	0.00	0.10	0.00	
Vocational or Trade School	15.02	4.35	23.86	0.84	27.28	6.34	14.56	8.36	0.84	13.02	16.63	1.36	0.00	61.31	0.00	0.00	0.00	69.32	2.64	0.00	0.00	0.08	0.00	
Instructional Studio(Dance Lessons, Martial Arts, etc)	1.13	2.51	0.57	0.09	0.95	0.23	3.55	2.31	0.00	1.42	0.89	0.00	0.00	0.00	0.00	0.00	5.32	0.00	0.00	0.00	0.00	0.00	0.00	
K-12	1.87	1.47	1.80	3.26	2.20	1.53	2.16	1.22	0.00	2.29	1.53	0.00	0.00	0.00	0.00	0.00	0.00	1.31	2.44	0.00	0.00	2.44	0.00	
Administrative Office	2.62	3.44	2.70	0.00	1.42	4.51	0.45	1.95	0.00	2.90	2.40	0.00	0.00	0.00	0.00	0.00	3.10	65.96	0.00	0.00	0.22	0.00	0.00	
Other	1.14	1.67	0.61	2.28	0.00	1.81	0.32	9.35	0.00	1.53	0.83	0.00	0.00	38.69	0.00	100.00	0.00	0.74	0.00	0.00	0.00	1.27	100.00	

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SCE(%)	SD&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;FM050J&gt; Which of the following types of public assembly buildings best describes this facility?</b>																							
Religious Assembly (worship only)	16.11	13.64	19.53	13.79	0.00	10.85	15.88	36.85	0.59	11.85	18.04	0.00	0.00	0.00	0.00	0.00	0.00	17.70	0.00	0.00	0.00	0.00	0.00
Religious Assembly (mixed use)	24.35	26.20	26.15	15.90	7.92	17.37	32.82	26.08	99.01	24.57	24.24	0.00	0.00	0.00	0.00	0.00	0.00	25.33	0.00	0.00	0.00	71.70	39.86
Health/Fitness Center/Athletic Center/Gym	7.08	8.73	5.77	6.34	6.21	5.88	9.43	3.97	0.00	4.51	8.24	0.00	0.00	36.67	0.00	0.00	0.00	7.32	0.00	0.00	0.00	0.00	0.00
Movie Theaters	3.26	1.20	2.04	10.81	22.23	2.52	1.14	0.61	0.00	4.13	2.87	0.00	0.00	0.00	0.00	0.00	0.00	3.58	0.00	0.00	0.00	0.00	0.00
Theater / Performing Arts Venue	4.08	1.16	6.87	4.26	0.00	9.49	1.23	1.69	0.00	0.93	5.51	0.00	0.00	0.00	0.00	0.00	0.00	3.62	15.11	0.00	22.92	0.00	0.00
Library / Museum	11.70	13.16	9.94	12.46	17.31	12.72	12.52	4.31	0.40	15.36	10.04	0.00	0.00	0.00	0.00	0.00	0.00	10.58	11.43	0.00	74.53	0.00	0.00
Conference/Convention Center	1.45	2.02	0.84	1.57	0.00	2.85	0.00	2.94	0.00	1.17	1.58	0.00	0.00	9.77	0.00	0.00	0.00	1.47	0.00	0.00	0.00	0.00	0.00
Community Center / Activity Center	19.39	18.82	18.66	22.37	6.95	29.40	16.00	12.50	0.00	23.42	17.56	0.00	0.00	0.00	0.00	0.00	0.00	20.77	27.98	0.00	0.00	0.00	23.27
Country Club	2.03	3.49	0.00	3.43	0.00	3.71	1.79	0.00	0.00	3.01	1.59	0.00	0.00	0.00	0.00	0.00	0.00	2.23	0.00	0.00	0.00	0.00	0.00
Other	10.45	11.31	10.19	9.08	39.38	5.21	9.18	10.36	0.00	11.04	10.18	0.00	0.00	53.56	0.00	0.00	100.00	7.40	37.05	0.00	2.54	28.30	36.93
Don't Know	0.11	0.27	0.00	0.00	0.00	0.00	0.69	0.00	0.00	0.00	0.16	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8.42	0.00	0.00	0.00	0.00
n	287	123	99	65	12	88	93	86	8	91	196	0	0	3	0	0	3	267	6	0	5	6	3
<b>&lt;FM050K&gt; Which of the following types of service buildings best describes this facility?</b>																							
Hair Salon / Barber Shop	5.87	2.73	8.97	5.66	0.00	0.00	0.69	24.17	0.00	1.69	8.33	0.00	0.00	0.00	0.00	0.00	0.00	9.96	0.00	31.40	0.14	0.00	0.00
Nail Salon	0.43	0.15	0.61	0.93	0.00	0.00	0.00	1.85	0.00	0.22	0.55	0.00	0.00	0.00	0.00	0.00	0.00	0.77	0.00	0.00	0.00	0.00	0.00
Massage Spa	0.37	0.11	0.70	0.00	0.00	0.00	0.83	0.22	0.00	0.00	0.59	0.00	0.00	0.00	0.00	0.00	0.00	0.67	0.00	0.00	0.00	0.00	0.00
Day Spa	0.81	1.62	0.00	0.86	0.00	0.00	1.89	0.33	0.00	1.97	0.12	0.00	0.00	0.00	0.00	0.00	0.00	1.45	0.00	0.00	0.00	0.00	0.00
Gas Station / Auto-Truck Repair / Auto Body Repair	22.36	21.31	20.44	37.86	0.00	17.92	26.97	40.51	78.27	13.66	27.49	0.00	4.91	0.00	0.00	0.00	0.00	30.80	7.87	0.00	73.17	0.00	16.17
Gas Station with/Convenience Store	16.25	9.42	22.90	16.28	0.00	27.51	31.92	0.00	0.00	21.38	13.22	0.00	82.12	0.00	0.00	0.00	0.00	2.64	0.00	0.00	0.00	0.00	0.00
General Repair (Non-Auto)	3.24	2.86	3.82	2.17	0.00	1.31	3.71	7.00	1.41	3.22	3.26	0.00	1.41	0.00	0.00	0.00	0.00	4.17	3.46	0.00	9.14	0.00	6.20
Copy Center / Printing	19.83	39.12	4.66	0.59	72.49	8.79	1.25	3.12	0.00	26.50	15.90	0.00	0.00	0.00	0.00	0.00	77.68	17.26	18.66	0.00	0.00	0.00	4.24
Package Delivery (Fed Ex/UPS/DHL)	0.29	0.38	0.27	0.00	0.00	0.87	0.00	0.73	0.00	0.00	0.46	0.00	0.00	0.00	0.00	0.00	0.00	0.30	0.00	0.00	0.00	0.00	11.93
HVAC Repair/Installation	0.01	0.02	0.00	0.00	0.00	0.00	0.00	0.05	0.00	0.00	0.02	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.01
Aircraft Maintenance / Repair	0.75	0.15	1.35	0.64	0.00	3.29	0.55	0.29	0.00	0.00	1.19	0.00	0.00	0.00	0.00	0.00	0.55	0.94	0.00	0.19	0.00	0.00	15.21
Parking Lot / Commuter Service	0.38	0.55	0.00	1.54	0.00	2.69	0.00	0.00	0.00	0.66	0.21	0.00	0.00	0.00	0.00	0.00	0.00	0.44	0.00	0.00	0.00	0.00	13.04
Marina	0.05	0.10	0.00	0.00	0.00	0.00	0.20	0.00	0.00	0.00	0.07	0.00	0.00	0.00	0.00	0.00	0.00	0.08	0.00	0.00	0.00	0.00	0.00
Amusement (mini-golf, go-carts, skating, bowling, etc)	2.76	4.03	2.05	0.00	0.00	9.85	3.53	0.00	0.00	0.00	4.39	0.00	0.00	0.00	0.00	0.00	0.00	4.97	0.00	0.00	0.00	0.00	0.00
Pet Care/Grooming	0.54	0.00	1.13	0.24	0.00	3.12	0.00	0.43	0.00	1.19	0.16	0.00	0.00	0.00	0.00	0.00	0.00	0.18	12.75	0.00	0.00	0.00	0.00
Car Rental	0.00	0.00	0.00	0.02	0.00	0.00	0.00	0.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Car Wash	5.92	3.83	7.61	7.72	0.00	4.05	9.97	6.41	0.00	8.24	4.54	0.00	0.99	0.00	0.00	0.00	0.00	10.31	0.00	0.00	0.00	0.00	0.00
Cemetery / Mortuary / Crematorium	1.18	1.10	1.48	0.00	0.00	0.00	1.77	2.14	0.00	0.00	1.88	0.00	0.00	0.00	0.00	0.00	0.00	2.12	0.00	0.00	0.00	0.00	0.00
Equipment Rental	0.63	0.59	0.67	0.63	0.00	0.00	0.94	1.14	0.00	0.72	0.57	0.00	0.00	0.00	0.00	0.00	0.00	0.96	0.00	0.00	1.75	0.00	0.00
Photographer	0.02	0.00	0.02	0.08	0.00	0.00	0.00	0.07	0.00	0.00	0.03	0.00	0.00	0.00	0.00	0.00	0.00	0.03	0.00	0.00	0.00	0.00	0.00
Vehicle Inspections	0.66	0.00	1.42	0.00	2.74	0.00	0.00	0.00	0.00	1.77	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.18	0.00	0.00	0.00	0.00	0.00
Transportation	2.19	0.84	3.86	0.31	6.27	0.60	1.18	0.61	0.00	4.96	0.55	0.00	8.35	0.00	0.00	0.00	0.00	0.68	4.05	0.00	3.12	0.00	0.00
Upholstery	0.04	0.00	0.08	0.00	0.00	0.00	0.00	0.17	0.00	0.00	0.06	0.00	0.00	0.00	0.00	0.00	0.00	0.07	0.00	0.00	0.00	0.00	0.00
Laundromat	1.25	1.27	0.69	4.09	0.00	0.00	3.22	0.00	0.00	0.55	1.66	0.00	0.00	0.00	0.00	0.00	4.23	0.28	0.00	56.33	0.00	0.00	0.00
Data Processing / Software Development	1.75	3.61	0.00	1.44	6.77	0.00	0.00	0.54	0.00	0.00	2.78	0.00	0.00	0.00	0.00	0.00	0.00	3.15	0.00	0.00	0.00	0.00	0.00
Industrial Services	1.56	0.00	2.91	2.46	0.00	4.20	2.49	0.00	0.00	0.76	2.03	0.00	0.00	0.00	0.00	0.00	10.40	0.51	0.00	0.00	0.00	0.00	0.00
Storage	1.19	0.54	2.05	0.00	0.00	2.32	1.28	0.00	0.00	0.00	1.90	0.00	0.00	0.00	0.00	0.00	0.00	1.55	0.00	0.00	0.00	0.00	32.20
Other	9.65	5.69	12.21	16.48	11.73	15.80	6.79	8.49	20.32	12.50	7.96	0.00	2.21	100.00	0.00	100.00	7.14	4.43	53.21	12.27	12.67	0.00	0.00
Don't Know	0.05	0.00	0.12	0.00	0.00	0.00	0.24	0.00	0.00	0.00	0.09	0.00	0.00	0.00	0.00	0.00	0.10	0.00	0.00	0.00	0.00	0.00	0.00
n	379	128	175	76	7	54	110	203	5	98	281	0	54	2	0	3	12	242	22	3	29	0	12
<b>&lt;FM050L&gt; Which of the following types of buildings best describes this facility?</b>																							
Assembly / Light Manufacturing	28.07	11.91	38.90	43.61	22.41	46.88	50.91	45.76	99.55	30.62	25.96	0.00	0.00	0.00	0.00	0.00	28.55	19.39	61.40	0.00	9.18	0.00	21.17
Food Processing Plant	12.93	19.81	8.10	8.20	13.15	14.16	11.02	2.49	0.00	19.03	7.87	0.00	0.00	0.00	0.00	0.00	11.81	3.83	0.00	79.27	79.67	0.00	3.73
Recycling Center	0.46	0.59	0.39	0.16	0.00	2.97	0.66	0.35	0.00	0.26	0.62	0.00	0.00	0.00	0.00	0.00	0.42	1.53	0.00	0.00	1.36	0.00	0.00
Commercial/Industrial Bakery	0.11	0.14	0.09	0.17	0.00	0.34	0.16	2.77	0.00	0.13	0.11	0.00	0.00	0.00	0.00	0.00	0.12	0.00	0.00	0.00	0.00	0.00	0.00
Commercial Brewery / Winery	0.52	1.23	0.00	0.15	0.63	0.00	0.15	0.91	0.00	1.09	0.05	0.00	0.00	0.00	0.00	0.00	0.55	0.00	0.00	0.00	0.00	0.00	0.00
Chemical / Petrochemical Production	4.42	8.20	1.87	0.84	5.98	2.80	1.36	0.77	0.00	2.74	5.80	0.00	100.00	0.00	0.00	0.00	0.00	4.56	0.00	0.00	0.00	0.00	1.51
Industrial Process	46.67																						



Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SC(%)	SDC&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Pans(%)	Non-EE Pans(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;FM050N&gt; Which of the following types of buildings best describes this facility?</b>																							
Garden Style	3.34	3.39	4.39	0.00	0.00	0.00	6.98	3.49	0.00	0.03	4.10	0.00	0.00	0.00	0.00	0.00	0.00	3.93	0.00	0.00	0.00	0.00	0.00
Mobile Home	1.66	0.57	2.75	0.20	0.00	0.00	4.14	0.81	0.00	2.19	1.54	0.00	0.00	0.00	0.00	0.00	1.96	0.00	0.00	0.00	0.00	0.00	0.00
Highrise	7.33	12.35	0.00	21.38	70.41	11.68	0.00	0.00	0.00	13.18	5.98	0.00	0.00	0.00	0.00	0.00	0.00	8.62	0.00	0.00	0.00	0.00	0.00
Townhouse	3.25	1.56	5.24	0.00	0.00	0.00	1.83	10.42	0.00	0.00	4.00	0.00	0.00	0.00	0.00	0.00	0.00	3.82	0.00	0.00	0.00	0.00	0.00
Condominium	22.92	27.86	19.27	25.78	29.59	25.44	24.95	15.31	0.00	24.85	22.48	0.00	0.00	0.57	0.00	100.00	0.00	24.77	23.36	0.00	0.00	0.00	0.00
Apartment	44.61	27.52	58.65	30.42	0.00	28.90	55.94	58.83	100.00	42.09	45.19	0.00	0.00	11.92	0.00	0.00	0.00	51.05	0.00	0.00	0.00	0.00	0.00
Artists' Studio / Live-Work Loft	0.82	2.79	0.00	0.00	0.00	0.95	1.38	0.00	0.00	1.78	0.60	0.00	0.00	0.00	0.00	0.00	0.00	0.39	13.44	0.00	0.00	0.00	0.00
Assisted Living	11.50	19.10	6.55	13.81	0.00	24.84	4.77	4.37	0.00	10.33	11.77	0.00	0.00	85.20	0.00	0.00	0.00	2.06	29.69	0.00	0.00	0.00	0.00
Other	4.52	4.85	3.08	8.41	0.00	8.18	0.00	6.61	0.00	5.32	4.34	0.00	0.00	2.31	0.00	0.00	0.00	3.36	33.52	0.00	0.00	0.00	100.00
Don't Know	0.04	0.00	0.08	0.00	0.00	0.00	0.00	0.17	0.00	0.23	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.05	0.00	0.00	0.00	0.00	0.00
n	265	44	188	33	2	40	42	174	7	33	232	0	0	75	1	1	0	242	5	0	0	0	1
<b>&lt;FM050O&gt; Which of the following types of buildings best describes this facility?</b>																							
Police station	13.62	26.83	5.62	55.84	4.42	34.31	16.01	0.00	0.00	15.83	11.44	0.00	0.00	0.00	0.00	0.00	0.00	26.14	0.00	0.00	0.00	0.00	0.00
Fire station	11.01	21.33	7.20	19.42	4.10	1.66	17.74	75.31	0.00	6.74	15.24	0.00	0.00	0.00	0.00	0.00	0.00	21.13	0.00	0.00	0.00	0.00	0.00
Post office	3.72	1.43	4.74	0.00	0.00	1.44	13.44	7.07	0.00	0.97	6.44	0.00	0.00	0.00	0.00	0.00	0.00	1.61	8.14	0.00	0.00	0.00	52.32
Ambulance Service	13.94	0.00	19.34	0.00	28.69	0.00	0.00	0.00	0.00	0.00	27.76	0.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Jail / Correctional Facility	8.91	4.21	10.78	3.64	16.00	4.87	0.00	0.00	0.00	14.22	3.64	0.00	0.00	0.00	0.00	0.00	0.00	9.51	12.47	0.00	0.00	0.00	0.00
Courthouse	4.34	0.00	6.02	0.00	8.16	1.62	0.00	0.00	0.00	7.96	0.75	0.00	0.00	0.00	0.00	0.00	0.00	0.72	12.51	0.00	0.00	0.00	0.00
Library	2.33	0.00	3.23	0.00	0.00	4.84	5.22	0.00	0.00	4.68	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4.47	0.00	0.00	0.00	0.00	0.00
Water/Waste Water Treatment	1.28	4.86	0.00	3.78	0.00	4.33	1.24	0.05	0.00	0.00	2.55	0.00	0.00	0.00	0.00	0.00	0.00	1.93	0.01	0.00	0.00	0.00	47.68
General Government (Municipal/State/Federal Agency Buildings)	26.57	20.07	31.01	0.76	36.77	21.58	14.28	9.01	100.00	36.17	17.05	0.00	0.00	0.00	0.00	0.00	0.00	14.50	60.01	0.00	0.00	0.00	0.00
Public Park	2.78	5.35	1.35	9.77	0.00	4.77	7.65	0.00	0.00	0.00	5.54	0.00	0.00	0.00	0.00	0.00	0.00	5.34	0.00	0.00	0.00	0.00	0.00
Other	11.50	15.92	10.70	6.79	1.87	20.59	24.11	8.56	0.00	13.42	9.60	0.00	100.00	0.00	0.00	0.00	0.00	14.63	6.86	0.00	0.00	100.00	0.00
n	100	38	50	12	16	37	29	17	1	41	59	0	1	0	1	0	0	70	25	0	0	1	2
<b>&lt;CC1A&gt; How many buildings does your business occupy at this location?</b>																							
None	3.06	2.47	3.30	4.38	1.56	2.84	5.56	6.70	1.45	2.03	3.96	0.00	2.39	5.33	0.00	0.00	0.75	4.13	5.61	3.65	6.46	0.37	2.30
1	63.00	64.94	61.40	62.54	53.37	68.17	74.57	76.29	71.00	59.91	65.72	50.43	91.80	75.92	11.95	66.30	52.20	58.96	69.70	93.50	76.41	7.02	69.25
2 to 5	20.95	22.75	19.71	19.34	26.97	16.77	14.35	14.14	23.36	23.80	18.44	6.84	5.81	11.72	57.04	18.36	31.58	19.92	18.70	2.86	14.17	15.93	22.26
6 to 10	4.46	3.32	5.46	4.46	5.44	4.45	3.28	1.35	0.05	5.14	3.87	1.20	0.00	2.37	1.16	5.44	6.31	4.56	4.22	0.00	0.83	30.02	1.83
11 to 20	1.98	2.07	1.56	3.53	1.87	3.45	0.96	0.49	0.06	2.31	1.68	0.00	2.27	11.55	1.74	0.60	1.63	0.93	0.00	0.00	0.00	22.78	0.54
21 to 50	4.14	1.39	7.01	2.04	6.90	2.46	0.87	0.93	4.04	3.01	5.14	15.87	0.00	1.06	12.40	5.64	7.23	4.68	0.79	0.00	0.00	18.88	0.36
51 to 100	1.57	2.04	0.76	3.45	2.35	1.57	0.29	0.09	0.00	2.08	1.13	15.96	0.00	0.98	5.89	0.26	0.09	3.50	0.07	0.00	2.13	4.95	3.37
More than 100	0.41	0.12	0.70	0.26	0.72	0.17	0.12	0.00	0.03	0.82	0.05	0.00	0.00	0.36	0.00	1.27	1.25	0.26	0.00	0.00	0.00	0.06	0.00
Don't Know	0.42	0.90	0.09	0.00	0.82	0.13	0.00	0.00	0.00	0.90	0.00	0.00	0.00	0.00	0.00	0.99	0.00	2.36	0.00	0.00	0.00	0.00	0.00
n	7788	2855	3564	1369	660	2205	2197	2569	157	2463	5325	29	485	628	58	195	689	1600	1304	594	7008	459	739
<b>&lt;CC1B&gt; Does your business occupy a portion of the building?</b>																							
Yes	66.26	65.44	56.82	87.83	78.21	51.64	47.23	72.73	97.46	57.43	71.08	0.00	100.00	21.85	0.00	0.00	82.08	89.80	62.92	80.01	84.23	100.00	1.76
No	32.09	34.56	36.73	12.17	21.79	41.35	52.77	27.27	2.54	42.57	26.37	0.00	0.00	78.15	0.00	100.00	17.92	10.20	37.08	19.99	15.77	0.00	87.71
Don't Know	1.65	0.00	6.45	0.00	0.00	7.01	0.00	0.00	0.00	0.00	2.55	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10.53
n	755	58	60	37	7	36	34	76	2	30	125	0	6	72	0	1	4	37	47	9	27	8	70
<b>&lt;CC1C&gt; Does your organization occupy your entire building?</b>																							
Yes	72.34	68.59	75.61	73.20	80.11	76.38	65.41	48.53	71.72	75.30	70.19	93.19	79.33	70.66	91.61	89.94	84.59	73.15	54.05	61.22	65.66	93.60	82.43
No	27.63	31.33	24.38	26.80	19.90	23.62	34.52	51.29	28.28	24.70	29.75	6.81	20.67	29.35	8.39	10.06	15.41	26.84	45.82	38.79	34.23	6.40	17.57
Don't Know	0.03	0.08	0.00	0.00	0.00	0.00	0.07	0.19	0.00	0.00	0.06	0.00	0.00	0.00	0.00	0.00	0.00	0.01	0.13	0.00	0.11	0.00	0.00
n	5686	2027	2628	1031	352	1392	1707	2120	115	1644	4042	13	394	544	23	115	510	1097	1047	568	744	55	578
<b>&lt;CC1B_1&gt; What percentage of the building does your organization occupy at this location?</b>																							
0 Percent	3.72	3.37	3.86	4.83	3.81	4.79	3.61	2.35	0.20	3.96	3.58	38.23	0.98	5.22	23.14	0.00	1.73	1.29	9.58	0.00	0.71	0.00	4.61
1 to 15 Percent	27.99	29.64	26.78	24.83	39.92	21.10	20.06	31.00	17.85	31.85	25.72	0.00	12.93	21.65	16.14	9.69	3.23	33.01	45.66	25.35	26.87	22.45	4.69
16 to 30 Percent	15.28	13.38	16.70	18.83	3.10	15.48	21.95	24.01	38.17	8.80	19.10	2.15	13.41	22.52	0.00	0.00	16.52	9.72	10.24	24.64	19.49	1.60	25.04
31 to 45 Percent	7.27	6.08	8.47	8.32	3.81	7.21	10.08	8.18	19.51	3.69	9.38	0.00	15.49	13.99	0.00	0.00	8.98	4.26	5.09	12.00	4.23	0.00	9.07
46 to 60 Percent	17.46	18.21	17.85	12.76	22.32	13.97	15.68	17.00	1.19	23.76	13.79	0.96	14.01	13.98	0.00	3.53	37.30	15.82	10.66	13.54	25.95	4.94	18.76
61 to 80 Percent	13.21	15.14	11.49	10.63	12.84	21.36	13.08	3.26	19.82	12.45	13.68	58.66	27.41	8.31	40.06	20.48	22.38	19.86	7.42	5.94	4.90	11.13	30.53
81 to 99 Percent	4.51	5.37	4.07	3.09	9.39	5.01	2.11	0.31	0.07	6.93	3.24												

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PO&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;CC2A&gt; What is the total square footage at this facility?</b>																							
0 to 1,500 sq ft	3.99	3.91	4.14	3.57	0.68	1.52	8.88	20.46	11.94	2.30	5.46	0.34	6.44	6.25	0.00	0.96	1.58	3.35	3.67	16.98	5.04	0.80	2.52
1,501 to 5,000 sq ft	7.48	8.17	6.54	9.09	1.22	3.60	19.00	29.34	10.57	5.58	9.15	0.00	16.30	9.89	0.64	1.75	2.11	6.97	7.54	31.88	8.04	1.52	3.36
5,001 to 10,000 sq ft	5.05	4.31	5.64	5.33	1.25	4.46	12.64	10.43	1.59	3.70	6.23	0.07	5.86	8.16	6.63	1.61	3.63	4.89	3.82	13.75	5.77	1.29	4.39
10,001 to 25,000 sq ft	6.37	5.46	6.99	7.22	1.92	9.20	13.60	5.21	7.72	5.03	7.55	0.77	7.14	9.43	13.42	1.94	4.00	7.91	8.40	2.93	9.52	2.79	4.48
25,001 to 50,000 sq ft	7.92	8.95	6.82	8.85	5.47	14.53	7.70	1.88	4.28	6.83	8.88	8.47	15.79	9.24	7.76	6.15	8.57	6.98	8.82	0.93	6.18	11.61	6.41
50,001 to 75,000 sq ft	5.97	6.09	5.42	8.09	6.23	10.35	2.08	0.30	0.04	5.93	6.01	0.20	5.03	7.89	2.08	4.80	5.05	8.04	8.25	1.54	6.16	7.36	6.16
75,001 to 100,000 sq ft	4.41	4.03	5.05	3.03	6.43	5.02	0.37	0.59	0.54	3.89	4.87	1.31	0.00	8.34	2.15	0.50	8.14	3.07	3.66	0.00	2.31	4.41	9.07
More than 100,000 sq ft (Ag area)	22.70	23.47	23.04	17.94	39.95	12.97	2.32	0.70	0.21	32.15	14.42	14.46	2.08	4.41	55.30	23.80	32.90	18.54	26.53	0.97	15.41	17.58	34.52
Refused	0.00	0.00	0.01	0.00	0.00	0.00	0.02	0.02	0.00	0.00	0.01	0.00	0.00	0.00	0.00	0.00	0.00	0.01	0.02	0.00	0.00	0.00	0.00
Don't Know	36.10	35.61	36.36	36.89	36.85	38.36	33.39	31.08	63.12	34.58	37.43	74.37	41.37	36.39	12.04	58.51	34.03	40.25	29.29	31.03	41.56	52.65	29.08
n	7876	2887	3610	1385	659	2230	2222	2606	159	2476	5400	29	482	633	58	199	696	1637	1313	595	7072	477	745
<b>&lt;CC2B&gt; If you don't know, would you say that the floor area is...</b>																							
0 to 1,500 sq ft	3.32	3.36	3.21	3.67	0.05	2.32	6.88	22.43	14.72	1.28	4.97	0.00	2.64	5.11	0.93	0.09	0.24	4.57	5.31	16.02	2.85	0.07	2.59
1,501 to 5,000 sq ft	12.10	11.71	12.54	11.60	4.18	10.30	26.97	36.10	35.42	6.35	16.75	1.99	13.72	19.63	0.92	5.72	6.76	12.71	17.75	47.75	6.69	3.17	5.84
5,001 to 10,000 sq ft	7.40	6.44	7.79	9.40	2.83	9.70	15.14	9.60	1.18	4.59	9.88	0.42	6.25	11.32	0.00	5.70	5.24	7.92	7.69	15.70	9.94	6.26	5.45
10,001 to 25,000 sq ft	9.42	11.66	8.04	6.96	6.30	12.17	14.51	6.44	14.40	9.23	9.99	0.00	6.00	11.42	0.00	7.72	15.17	7.86	1.83	11.82	10.90	12.37	
25,001 to 50,000 sq ft	6.38	4.93	7.36	7.61	3.17	12.58	6.58	4.44	0.14	6.71	6.11	4.98	13.01	12.93	0.75	8.50	4.47	6.45	3.89	2.33	4.39	14.67	7.19
50,001 to 75,000 sq ft	3.83	5.14	2.96	2.62	3.44	5.86	2.50	2.32	20.81	3.05	4.46	2.17	2.99	3.85	0.00	6.78	4.43	4.27	2.05	0.00	4.75	6.69	2.57
75,001 to 100,000 sq ft	2.54	2.13	2.54	4.16	0.80	6.40	2.43	0.03	6.60	1.68	3.23	0.00	0.00	5.03	0.00	7.36	0.49	2.90	3.23	0.00	1.35	11.01	4.40
More than 100,000 sq ft (Ag area)	31.18	34.94	25.71	41.50	57.30	9.00	4.97	1.85	0.03	37.58	26.00	35.63	0.97	13.59	70.50	39.02	64.20	28.99	35.43	0.00	4.35	27.72	12.42
Refused	0.14	0.07	0.23	0.00	0.00	0.38	0.14	0.17	0.00	0.14	0.14	0.00	0.00	0.00	0.00	0.00	0.37	0.17	0.05	0.00	0.00	0.27	0.00
Don't Know	23.69	19.63	29.61	12.49	21.95	31.31	19.88	16.64	6.70	29.40	19.08	54.82	54.42	17.12	26.90	19.11	6.09	16.84	16.74	16.37	53.86	19.24	47.17
n	2712	1019	1233	460	227	893	737	779	76	841	1871	14	153	243	19	116	161	686	372	159	342	256	191
<b>&lt;CC2A/CC2B&gt; What is the total square footage at this facility?</b>																							
0 to 1,500 sq ft	4.54	4.33	4.81	4.15	0.62	2.23	9.20	25.29	21.24	2.29	6.52	0.00	6.19	7.43	0.11	0.97	1.62	4.41	4.41	19.52	5.22	0.83	3.11
1,501 to 5,000 sq ft	11.61	12.02	10.91	13.20	2.56	7.35	27.64	40.32	32.91	7.53	15.19	1.82	21.87	16.07	0.75	4.89	3.85	11.88	13.12	45.78	10.90	3.01	4.83
5,001 to 10,000 sq ft	7.22	6.69	7.38	8.61	2.12	6.77	17.20	13.84	1.82	5.02	9.15	0.38	8.64	12.30	0.20	4.11	5.12	7.26	5.99	20.07	9.39	3.66	5.01
10,001 to 25,000 sq ft	10.77	10.28	11.31	10.29	4.59	14.91	20.78	8.52	17.33	9.06	12.27	0.77	10.16	14.78	19.84	7.53	7.09	15.33	10.72	5.23	15.38	9.31	9.36
25,001 to 50,000 sq ft	9.81	10.29	9.07	11.30	6.39	18.35	9.55	3.54	4.37	8.66	10.81	12.18	20.26	14.05	7.85	11.12	9.08	9.54	9.73	1.82	8.42	17.49	7.59
50,001 to 75,000 sq ft	7.43	8.24	6.89	6.69	6.93	13.15	3.79	1.38	13.17	7.07	7.75	1.81	7.91	9.21	1.53	8.77	6.79	9.90	8.00	1.20	7.77	12.58	7.51
75,001 to 100,000 sq ft	4.57	4.64	4.20	6.07	4.97	7.86	1.14	0.44	4.70	3.36	5.64	1.31	0.00	8.04	2.70	4.80	6.99	3.99	4.78	0.34	2.96	10.39	4.15
More than 100,000 sq ft (Ag area)	35.43	36.51	34.56	35.08	63.72	17.22	4.02	1.44	0.23	46.80	25.47	40.96	2.48	11.90	63.78	46.63	57.26	30.84	38.33	0.97	17.60	32.13	44.71
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.01	0.00	0.00	0.00	0.00	0.00
Don't Know	8.61	7.01	10.86	4.61	8.09	12.16	6.69	5.21	4.23	10.21	7.20	40.77	22.51	6.23	3.24	11.18	2.20	6.84	4.92	5.08	22.36	10.39	13.72
n	7890	2887	3617	1386	665	2238	2222	2606	159	2487	5403	29	486	633	59	199	696	1637	1313	595	7072	479	745
<b>&lt;CC2C&gt; Is the entire floor area of this facility heated or cooled?</b>																							
Yes	64.58	67.31	60.17	73.75	58.66	71.39	70.47	62.59	67.50	67.66	62.30	95.05	78.18	94.09	99.86	82.08	32.91	64.95	88.90	80.41	65.73	88.78	38.70
No	35.17	32.48	39.58	25.87	41.22	28.36	29.23	36.44	32.50	32.21	37.37	4.95	21.81	5.91	0.14	16.85	66.78	34.86	10.86	19.35	34.09	11.22	60.73
Refused	0.01	0.02	0.00	0.00	0.00	0.03	0.00	0.00	0.00	0.02	0.00	0.00	0.00	0.00	0.00	0.00	0.03	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	0.24	0.19	0.25	0.38	0.11	0.22	0.29	0.97	0.00	0.11	0.34	0.00	0.01	0.00	0.00	1.07	0.28	0.19	0.25	0.25	0.18	0.00	0.57
n	7040	2497	3214	1329	399	1708	2170	2604	159	1890	5150	25	355	572	43	189	661	1483	1177	588	859	472	616
<b>&lt;CC2D&gt; What percentage of the floor area is heated or cooled at this facility?</b>																							
0 Percent	13.33	13.76	12.74	15.20	8.17	10.92	21.34	40.16	2.31	6.15	17.90	0.00	33.29	9.98	0.00	8.47	7.84	19.89	11.33	26.74	10.44	1.60	21.76
1 to 15 Percent	36.49	32.94	41.84	16.96	48.04	26.70	19.60	16.02	55.95	36.71	36.35	0.00	3.44	0.88	0.00	6.75	61.35	10.87	7.47	6.18	17.22	8.93	28.68
16 to 30 Percent	13.17	10.92	14.72	13.72	9.38	18.86	17.41	16.06	29.54	12.91	13.33	5.42	13.78	1.09	0.00	0.00	13.44	9.20	13.27	2.83	17.82	0.00	22.37
31 to 45 Percent	2.13	1.72	1.62	7.93	1.05	2.61	3.95	4.78	0.40	1.52	2.53	1.75	0.69	2.54	0.00	0.82	1.60	2.64	2.59	1.64	2.35	2.79	4.37
46 to 60 Percent	7.88	6.72	7.81	14.34	4.43	14.74	11.08	7.47	0.91	8.18	7.69	0.00	7.12	12.38	0.00	6.57	4.85	8.29	22.72	19.93	10.36	6.79	8.65
61 to 80 Percent	17.62	23.71	12.77	20.68	21.32	15.52	12.90	6.60	0.04	22.53	14.49	65.00	28.08	44.93	0.00	43.47	7.40	39.63	24.90	13.54	22.84	19.24	10.67
81 to 99 Percent	4.62	6.39	3.02	6.81	4.47	7.11	3.51	1.45	0.08	6.93	3.14	27.82	1.63	25.21	100.00	19.79	1.87	5.61	12.57	5.27	7.86	44.34	1.75
100 Percent	1.63	1.49	1.76	1.36	1.36	0.55	3.52	2.20	0.03	1.47	1.73	0.00	5.63	2.61	0.00	7.61	0.80	0.75	0.58	15.59	0.63	7.25	0.03

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	P&E(%)	SOE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;CC4&gt; Does your organization own, lease or manage the facility?</b>																							
Own	55.74	61.36	51.82	50.83	61.16	55.14	49.55	39.77	51.14	57.68	54.30	82.98	37.04	60.32	90.52	67.92	56.21	64.19	51.40	22.88	51.42	94.12	49.03
Lease/Rent	34.17	29.70	37.21	38.41	25.88	35.57	44.47	54.47	43.84	31.31	36.29	9.06	57.36	29.12	4.15	6.22	36.71	26.12	23.07	73.14	43.86	3.11	43.35
Manage	8.63	7.88	9.51	7.67	11.25	7.66	5.26	4.52	4.89	9.31	8.13	1.84	1.27	7.46	5.15	22.88	6.68	8.63	24.44	2.31	1.77	0.83	7.54
Refused	0.09	0.11	0.09	0.00	0.10	0.00	0.15	0.16	0.09	0.12	0.07	0.00	0.39	0.05	0.00	1.44	0.00	0.03	0.00	0.06	0.03	0.00	0.04
Don't Know	1.37	0.94	1.38	3.09	1.62	1.63	0.58	1.08	0.04	1.58	1.22	6.12	3.93	3.05	0.18	1.54	0.41	1.03	1.10	1.61	2.92	1.93	0.03
n	70471	2497	3215	1329	399	1708	2170	2605	159	1890	5151	25	355	572	43	189	667	1483	1177	589	860	472	676
<b>&lt;CC5&gt; Does your organization pay the electric and/or gas utility bill?</b>																							
Yes	90.93	90.35	91.25	91.37	93.42	90.52	84.35	75.83	98.00	94.09	88.19	100.00	95.82	78.79	100.00	95.94	97.33	90.34	87.93	98.39	88.54	57.75	88.96
No	8.00	8.91	7.62	6.75	5.98	7.36	14.40	22.59	2.00	5.52	10.16	0.00	4.18	11.74	0.00	2.57	0.62	9.57	11.74	0.00	11.46	37.61	10.71
Refused	0.04	0.00	0.08	0.00	0.00	0.00	0.00	1.08	0.00	0.00	0.08	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.61	0.00	0.00
Don't Know	1.03	0.74	1.05	1.88	0.60	2.12	1.25	0.50	0.00	0.39	1.57	0.00	0.00	0.47	0.00	1.59	2.05	0.09	0.33	0.00	0.00	4.64	0.33
n	497	163	233	107	57	145	113	160	22	122	375	3	15	40	2	28	21	141	137	22	44	11	33
<b>&lt;CC5A&gt; Which of the following best describes how your organization pays the electric and/or gas utility bill for your space at this facility?</b>																							
You pay utility directly	67.68	90.89	86.54	82.57	91.95	80.12	86.07	95.54	89.18	91.46	85.26	100.00	90.90	81.14	100.00	100.00	95.26	83.51	76.42	89.00	79.33	91.53	90.49
You pay a fee to your landlord that varies according to the size of the total utility bill	2.77	2.64	1.53	8.73	1.97	3.94	3.23	1.47	0.09	1.29	3.72	0.00	0.38	6.83	0.00	0.11	6.26	11.44	1.45	1.68	0.00	2.04	
You pay a fixed fee to your landlord	0.52	0.43	0.57	0.58	0.00	1.29	0.65	0.11	0.03	0.21	0.72	0.00	0.55	1.74	0.00	0.00	0.00	0.17	1.84	0.65	0.48	0.00	0.80
You do not pay for electric and gas utilities	1.84	0.62	2.73	1.70	2.66	1.44	1.58	0.75	9.23	2.96	1.12	0.00	0.00	0.61	0.00	0.88	7.43	4.24	0.37	0.31	0.00	1.34	
Corporate office pays bill	1.50	1.37	1.82	0.54	1.69	2.64	0.76	0.06	0.00	1.55	1.48	0.00	5.48	1.22	0.00	0.83	0.28	0.07	0.24	4.32	0.00	0.00	
Other	0.67	0.62	0.67	0.80	0.60	1.07	0.54	0.25	1.18	0.42	0.82	0.00	0.00	0.30	0.00	1.03	0.03	0.24	0.56	1.91	0.00	0.18	
Don't Know	5.02	3.43	6.14	5.08	1.13	9.52	7.17	1.81	0.28	2.12	6.88	0.00	2.69	8.17	0.00	0.00	1.88	2.33	5.76	7.72	11.97	8.47	5.16
n	3155	1083	1386	686	108	535	988	1466	58	769	2386	8	212	267	9	11	350	507	470	451	517	25	334
<b>&lt;CC5B&gt; How often does your organization review the electric and/or gas utility bill charges?</b>																							
More than once a month	6.21	6.54	6.06	5.51	10.15	3.57	1.60	2.15	0.60	8.95	4.16	18.36	6.34	1.30	4.32	21.82	11.74	2.46	5.01	2.05	1.60	7.05	1.95
Monthly	77.90	75.86	80.38	75.20	79.31	76.09	77.30	76.43	73.59	78.22	77.66	67.39	73.65	80.40	68.11	68.21	79.14	82.45	79.31	80.62	79.69	64.61	73.59
Less frequently than monthly	8.07	9.65	7.15	5.59	4.25	12.27	11.12	10.50	17.11	6.67	9.12	5.98	12.24	10.07	23.03	3.35	4.24	6.29	9.76	8.58	6.68	15.34	11.35
Don't review the utility bill, have set up automatic payment	2.74	3.31	1.98	3.86	1.49	2.70	4.25	6.94	3.70	1.29	3.83	0.00	3.17	2.22	0.00	3.10	2.30	3.97	1.58	5.00	2.84	2.09	3.04
Other	1.16	0.85	1.36	1.55	1.13	0.78	1.59	1.46	0.73	0.66	1.53	0.00	0.86	0.29	0.00	0.79	0.60	0.65	2.34	1.82	1.83	2.08	2.93
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.01	0.00	0.00	0.00	0.00	0.00
Don't Know	3.91	3.79	3.07	8.29	3.67	4.59	4.14	2.51	4.28	4.21	3.69	8.27	3.74	5.73	4.53	2.73	1.98	4.18	2.01	1.93	7.35	10.43	7.15
n	6628	2387	3077	1230	382	1595	2042	2472	137	1814	4814	25	347	529	43	186	635	1408	1084	552	777	467	587
<b>&lt;CC7&gt; How long is the term of your lease?</b>																							
1 year	5.15	5.50	4.68	6.12	1.27	4.90	7.47	12.47	31.58	3.16	6.42	0.94	2.21	6.35	0.00	3.01	4.46	5.38	8.33	4.88	6.69	3.13	5.32
2 years	4.12	6.02	2.30	6.25	5.73	1.80	2.75	7.68	0.37	4.40	3.94	0.00	2.21	1.57	0.00	2.88	1.98	10.11	2.79	3.50	0.86	13.78	
3 years	7.55	4.08	9.85	8.26	9.24	4.13	6.59	12.45	9.28	10.04	5.96	0.00	2.29	6.77	0.00	0.00	12.16	5.13	11.42	5.28	4.13	8.32	10.19
4 years	1.82	2.99	1.08	1.42	1.59	1.64	1.70	3.25	7.76	0.40	2.72	0.00	0.98	2.47	0.00	0.00	2.38	4.27	0.78	0.22	1.44	0.00	1.82
5 years	17.89	19.08	16.86	18.74	15.73	14.11	21.37	25.24	10.67	15.87	19.18	4.26	10.60	16.65	0.00	0.00	19.38	16.59	21.66	20.21	20.02	8.48	15.50
6 years	1.90	1.29	2.30	2.07	2.72	1.86	1.50	0.38	0.00	3.19	1.08	0.00	0.34	0.03	0.00	0.00	1.48	4.41	3.48	1.58	0.74	0.00	3.09
7 years	3.07	3.19	3.16	2.26	4.58	2.82	2.07	1.23	0.00	3.11	3.04	0.00	0.49	4.95	0.00	0.00	1.57	6.86	5.93	2.44	2.98	1.69	2.90
8 years	0.89	0.22	1.54	0.13	1.47	1.12	0.15	0.29	0.00	1.57	0.46	0.00	0.25	0.00	21.48	0.00	2.28	0.55	0.55	0.00	0.00	0.00	0.41
9 years	0.66	0.44	0.89	0.35	0.00	1.67	0.78	0.14	0.00	0.38	0.85	0.00	2.81	2.39	0.00	0.00	0.07	0.00	0.00	0.84	1.12	0.00	0.00
10 years	13.12	12.33	14.48	9.54	12.24	14.89	15.85	5.26	0.20	14.88	11.99	26.70	8.35	5.96	3.86	0.00	10.32	24.99	7.40	16.87	13.30	11.46	12.31
More than 10 years	15.78	14.52	16.75	15.41	16.39	18.34	16.40	6.42	9.27	14.82	16.40	0.00	25.33	12.13	3.88	14.02	14.82	11.47	9.41	25.58	7.56	33.63	19.05
Month to month	5.56	6.78	4.88	4.70	0.64	6.18	6.98	16.31	0.25	3.77	6.70	0.42	3.68	7.53	28.05	27.57	3.06	5.80	9.79	5.14	6.65	1.75	6.98
Refused	1.79	2.00	1.92	0.56	2.13	2.50	0.98	1.01	0.02	2.52	1.32	44.34	5.52	6.73	9.62	8.64	0.65	1.54	1.59	0.77	0.59	17.49	0.87
Don't Know	20.70	21.55	19.32	24.16	26.26	24.05	15.42	7.86	30.61	21.90	19.93	23.35	34.98	26.49	33.12	46.77	24.49	11.04	9.96	13.38	31.24	13.20	7.79
n	3155	1083	1386	686	108	535	988	1466	58	769	2386	8	212	267	9	11	350	507	470	451	517	25	334
<b>&lt;CC8&gt; In what year was your facility built?</b>																							
Between 2009 and present	1.93	2.26	1.40	3.00	1.71	2.28	2.18	1.50	0.09	1.54	2.26	0.00	2.65	3.06	0.00	2.88	1.80	2.35	0.88	3.06	3.59	1.21	0.39
Between 2006 and 2008	3.06	2.50	3.12	4.99	1.42	4.94	4.39	3.31	0.20	2.13	3.82	0.00	0.84	4.00	0.89	7.97	0.51	5.37	1.92	6.71	5.96	2.34	2.54
Between 2000 and 2005	8.90	10.17	8.06	7.57	9.96	9.94	6.87	4.55	0.13	9.70	8.23	38.87	6.85	8.85	0.48	8.94	6.44	10.92	11.36	7.34	10.04	10.27	10.15
In the 1990's	11.04	9.90	10.23	19.28	12.86	12.22	7.92	4.69	0.11	12.71	9.66	4.00	12.75	12.55	7.45	15.14	9.80	11.48	11.14	10.85	8.07	12.72	16.15
1980's	14.42	14.88	14.83	10.77	15.92	15.70	11.37	9.59	0.21	18.37	11.16	12.99	10.54	15.32	1.03	32.63	15.99	11.76	24.54	7.84	9.56	5.21	11.53
1970's	10.10	10.29	10.69	6.65	12.01	9.14	7.70	8.16															

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PO&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;CC11&gt; In what year was this facility last remodeled?</b>																							
Between 2009 and present	25.76	23.03	27.08	30.74	31.42	23.10	20.41	14.36	23.80	29.76	22.45	44.35	22.50	28.16	36.36	33.17	25.56	22.43	30.65	20.36	24.48	29.23	19.29
Between 2006 and 2008	10.35	10.93	9.24	13.05	10.94	10.38	9.49	9.05	0.08	9.59	10.98	0.31	10.69	12.68	5.57	21.65	9.20	13.91	8.05	12.74	7.72	9.29	8.37
Between 2000 and 2005	11.00	9.84	12.01	11.05	9.62	11.72	13.37	10.44	0.39	11.48	10.60	1.08	11.37	10.83	0.66	11.58	9.86	13.20	10.76	12.66	10.04	14.56	14.09
In the 1990's	7.14	6.18	8.63	4.25	6.72	8.56	6.84	5.90	8.27	8.08	6.36	3.06	6.54	5.88	14.22	5.02	8.30	5.77	6.91	6.17	5.50	7.31	8.49
1980's	3.30	5.23	2.03	1.27	3.93	2.84	2.59	2.83	0.54	3.25	3.33	0.00	2.39	1.20	11.87	3.91	4.30	2.06	3.36	1.72	2.03	1.38	3.94
1970's	1.04	1.02	1.10	0.81	1.13	0.62	1.15	1.47	0.52	0.53	1.45	0.00	0.26	1.66	5.12	0.05	1.27	1.07	0.32	0.73	1.14	0.71	0.68
1960's	0.57	0.81	0.47	0.06	0.85	0.14	0.50	0.46	0.00	0.64	0.51	0.00	0.20	0.11	0.00	0.00	0.59	0.16	0.07	0.79	0.07	0.36	4.47
1950's	0.12	0.23	0.03	0.05	0.04	0.03	0.35	0.22	0.00	0.02	0.20	0.00	0.46	0.00	0.00	0.00	0.03	0.05	0.02	0.27	0.41	0.00	0.32
Before 1950	0.04	0.02	0.05	0.08	0.00	0.00	0.06	0.40	0.00	0.01	0.07	0.00	0.06	0.00	0.00	0.00	0.03	0.05	0.07	0.00	0.11	0.00	0.05
Never Remodeled	30.76	33.17	29.46	26.95	28.25	32.44	31.94	37.65	40.72	27.72	33.27	44.20	29.13	29.88	7.30	20.15	34.59	33.66	26.94	32.03	34.02	29.75	30.50
Refused	0.11	0.17	0.07	0.05	0.10	0.07	0.15	0.19	0.00	0.18	0.06	0.00	0.31	0.10	0.00	1.39	0.04	0.05	0.02	0.22	0.08	0.00	0.00
Don't Know	9.82	9.36	9.83	11.65	7.01	10.12	13.14	17.03	25.68	8.74	10.72	7.00	16.11	9.49	18.90	3.10	6.25	7.58	12.83	12.31	14.42	7.43	9.80
n	7697	2800	3538	1359	594	2177	2222	2605	159	2327	5370	29	425	632	49	199	695	1624	1297	595	935	475	742
<b>&lt;CC11A&gt; If you don't know, would you say the last remodeling was done...</b>																							
Between 2009 and present	10.36	7.61	11.33	15.59	17.57	9.11	4.30	7.56	31.46	14.23	7.70	75.99	5.34	8.68	0.00	0.19	22.01	8.01	13.86	3.32	4.52	9.69	12.20
Between 2006 and 2008	8.41	8.62	10.00	1.62	6.61	9.26	10.32	7.12	0.13	5.99	10.06	0.00	3.85	5.10	0.00	0.00	6.44	6.52	12.44	23.88	4.18	17.03	7.72
Between 2000 and 2005	8.61	6.39	10.38	9.09	3.91	15.32	8.36	8.25	15.76	6.17	10.28	24.01	14.17	10.36	0.00	0.00	1.85	9.29	9.30	12.09	11.56	20.05	9.26
In the 1990's	13.76	15.20	14.57	5.98	12.18	15.31	14.96	12.18	0.13	15.83	12.35	0.00	19.40	19.11	3.01	19.46	13.92	16.27	15.02	17.39	11.63	7.03	7.10
1980's	5.03	4.44	5.44	5.40	1.42	5.92	6.13	10.28	35.78	3.01	6.42	0.00	4.50	8.62	1.08	14.46	2.75	8.16	4.93	4.80	3.16	3.59	10.46
1970's	5.42	4.60	6.31	4.72	3.14	5.32	9.42	2.65	15.71	1.85	7.87	0.00	2.11	2.53	0.00	0.00	14.91	1.71	6.81	4.44	2.44	7.91	4.42
1960's	1.01	1.54	0.68	0.52	1.17	0.00	0.85	2.89	0.00	1.10	0.94	0.00	0.00	2.84	0.00	0.00	0.00	0.79	3.49	0.00	1.17	0.00	0.00
1950's	1.74	2.91	1.14	0.23	0.99	1.22	3.22	1.40	0.00	1.42	1.98	0.00	3.71	1.08	0.00	19.50	0.00	1.08	2.90	0.98	1.29	0.00	2.11
Before 1950	0.16	0.26	0.04	0.29	0.00	0.00	0.19	0.83	0.00	0.18	0.15	0.00	0.61	0.00	0.00	0.00	0.00	0.50	0.00	0.00	0.33	0.00	0.00
Refused	0.68	1.30	0.33	0.00	1.45	0.00	0.50	0.40	0.00	1.19	0.33	0.00	0.00	0.00	0.00	30.93	0.64	0.04	0.00	0.51	0.00	0.00	0.57
Don't Know	44.83	47.15	39.79	56.57	51.56	38.56	41.76	46.44	1.03	49.03	41.95	0.00	46.31	41.68	95.92	15.47	37.68	47.64	31.25	32.59	59.72	34.70	46.17
n	1081	359	504	278	48	270	313	485	25	270	811	2	65	83	5	12	99	221	195	81	166	38	124
<b>&lt;CC12a&gt; In what year was this organization established at this location?</b>																							
Between 2009 and present	8.53	8.97	8.16	8.41	6.30	7.60	11.88	15.92	21.49	7.70	9.21	1.87	12.93	10.73	4.51	7.71	6.95	7.48	10.81	14.78	9.72	14.00	6.68
Between 2006 and 2008	10.40	11.83	8.99	11.85	8.13	11.75	12.44	14.40	13.56	10.01	10.73	1.91	8.52	11.77	1.29	11.14	3.09	14.79	17.51	16.71	13.40	2.94	11.64
Between 2000 and 2005	21.02	19.55	23.68	14.86	23.10	19.02	19.47	18.98	8.20	20.83	21.18	40.89	17.41	17.68	1.91	13.61	27.41	19.17	20.74	19.52	21.60	8.65	25.94
In the 1990's	17.16	16.36	16.25	24.50	15.72	20.34	17.16	15.79	17.44	17.23	17.11	3.49	20.21	21.39	7.69	19.77	17.40	16.14	14.75	20.42	15.16	14.41	25.72
1980's	10.71	10.70	10.51	11.62	10.45	10.61	11.20	11.23	1.77	11.29	10.23	11.11	15.18	12.82	0.62	24.29	10.66	10.60	11.55	8.32	12.20	5.33	6.58
1970's	7.46	5.58	9.03	7.92	8.55	6.16	6.50	7.71	6.84	9.57	5.72	9.06	4.65	6.10	27.13	6.24	7.65	7.28	5.09	5.91	8.30	7.07	5.87
1960's	5.42	6.21	4.90	4.61	6.89	5.00	3.25	3.86	17.27	4.40	6.27	6.77	2.04	2.35	11.07	4.74	7.83	4.52	1.37	2.47	4.00	14.63	8.81
1950's	2.78	2.42	3.15	2.49	2.38	3.19	3.30	2.41	0.01	2.84	2.73	3.70	2.86	0.86	7.32	0.69	2.39	3.67	1.44	1.87	1.72	13.39	0.86
Before 1950	5.20	7.55	3.62	2.98	6.95	4.07	3.81	1.96	1.04	3.62	6.51	16.16	1.20	5.00	17.79	4.87	8.29	3.87	1.57	1.62	3.06	14.55	1.36
Refused	0.04	0.03	0.05	0.02	0.00	0.00	0.13	0.12	0.00	0.01	0.06	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.10	0.14	0.14	0.00	0.00
Don't Know	11.28	10.98	11.66	10.74	11.53	12.26	10.86	7.63	12.40	12.50	10.27	5.04	15.01	11.29	20.67	6.94	8.34	12.47	15.06	8.24	10.71	17.65	6.53
n	7707	2800	3539	1368	598	2123	2222	2605	159	2337	5370	29	425	633	49	199	696	1625	1301	595	936	477	742
<b>&lt;CC12b&gt; If you don't know, would you say it was...</b>																							
Between 2009 and present	0.72	1.01	0.58	0.24	0.75	0.28	0.85	2.16	0.32	0.72	0.72	0.00	1.07	1.22	0.00	0.00	0.16	2.53	0.46	0.00	0.00	0.00	0.00
Between 2006 and 2008	1.88	1.76	1.82	2.68	0.48	4.00	1.53	5.43	0.34	1.40	2.37	0.00	1.15	1.76	0.00	0.00	1.54	2.49	2.21	2.37	0.92	1.00	1.51
Between 2000 and 2005	4.62	3.43	6.04	2.51	2.00	8.59	5.83	3.43	0.03	3.23	6.01	0.00	6.57	2.14	0.00	0.00	5.84	2.25	6.19	0.13	8.40	2.57	13.43
In the 1990's	18.45	20.90	16.23	19.34	14.83	19.67	24.84	19.82	37.03	19.86	17.04	0.00	24.37	28.93	2.75	10.38	18.68	9.28	16.85	31.16	44.90	11.63	21.28
1980's	12.22	11.53	11.80	17.17	9.52	15.81	12.65	17.09	27.81	10.52	13.93	15.31	32.75	23.24	0.00	26.41	13.66	5.90	11.08	12.73	14.07	6.38	11.86
1970's	12.36	7.82	13.22	26.70	11.76	13.97	12.48	9.04	0.26	11.81	12.91	23.56	1.30	15.48	7.61	0.00	13.58	19.89	10.58	17.55	8.87	15.43	5.07
1960's	4.34	5.47	3.58	3.50	1.07	8.46	5.88	7.29	0.00	2.26	6.44	0.00	1.84	0.00	2.49	9.19	0.89	2.82	6.29	0.00	2.53	24.70	8.52
1950's	15.83	17.09	17.64	1.75	30.27	2.88	1.94	4.97	32.77	29.95	1.87	61.13	0.52	0.00	82.09	6.80	41.94	5.25	1.84	0.00	0.59	8.37	2.83
Before 1950	4.19	4.36	4.69	1.08	2.31	7.94	3.46	5.27	0.00	2.70	5.69	0.00	5.19	0.00	5.06	12.50	0.00	5.42	5.33	0.00	0.96	19.08	0.00
Refused	0.41	0.21	0.67	0.00	0.00	0.00	1.79	0.80	0.00	0.09	0.74	0.00	0.00	0.00	0.00	0.0							

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;BC100&gt; How many square feet were added?</b>																							
0 to 1,500 sq ft	6.92	4.57	8.98	11.14	1.73	22.04	23.06	58.68	19.65	5.75	8.45	0.00	81.22	29.58	0.00	4.95	5.33	3.58	61.08	84.07	4.37	10.60	15.46
1,501 to 5,000 sq ft	23.54	35.63	12.12	4.96	23.34	15.89	37.79	26.95	0.00	30.06	14.93	1.23	0.00	22.90	14.66	95.05	17.31	34.56	32.16	15.93	23.32	24.15	1.69
5,001 to 10,000 sq ft	18.03	30.24	4.67	6.31	17.61	23.34	13.99	13.94	25.66	2.93	37.97	0.00	16.78	0.00	0.00	0.00	4.62	45.26	4.23	0.00	3.82	19.94	3.26
10,001 to 25,000 sq ft	7.19	6.40	6.69	13.23	4.58	18.15	15.97	0.18	0.00	4.98	10.10	6.57	0.00	35.34	1.87	0.00	6.15	2.43	0.00	0.00	9.05	27.04	37.37
25,001 to 50,000 sq ft	6.34	8.55	2.86	8.23	4.95	17.40	2.78	0.25	54.69	4.88	8.38	0.00	0.00	0.00	6.55	0.00	4.53	7.41	0.25	0.00	11.62	5.83	21.66
50,001 to 75,000 sq ft	11.73	13.91	11.81	0.00	15.07	0.00	0.45	0.00	0.00	8.45	16.05	0.00	0.00	0.00	0.00	0.00	29.96	6.53	2.28	0.00	0.00	1.82	0.00
75,001 to 100,000 sq ft	1.52	0.06	0.35	13.70	1.74	1.25	0.00	0.00	0.00	0.29	3.14	65.09	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.72	0.00
More than 100,000 sq ft (Ag area)	24.25	0.00	52.06	42.43	30.97	1.70	0.00	0.00	0.00	42.60	0.00	27.11	0.00	0.00	76.92	0.00	32.10	0.00	0.00	0.00	47.82	5.42	20.56
Don't Know	0.50	0.64	0.42	0.00	0.00	0.23	5.96	0.00	0.00	0.05	1.08	0.00	0.00	12.18	0.00	0.00	0.24	0.00	0.00	0.00	3.48	0.00	0.00
n	253	110	88	55	33	97	78	44	7	96	157	5	8	72	8	3	33	40	22	7	16	87	72
<b>&lt;BC110&gt; By how many square feet was the facility reduced?</b>																							
0 to 1,500 sq ft	17.96	4.27	40.42	57.07	0.00	14.41	41.71	62.79	75.76	6.79	25.44	0.00	0.00	0.00	0.00	0.00	14.99	60.01	18.37	0.00	26.39	0.00	27.58
1,501 to 5,000 sq ft	38.75	43.54	34.44	0.00	43.24	42.68	28.64	13.83	0.00	46.42	33.61	0.00	0.00	0.00	0.00	0.00	28.87	0.00	49.43	0.00	11.10	67.09	37.44
5,001 to 10,000 sq ft	13.22	12.50	13.29	23.19	0.00	14.63	27.82	16.03	0.00	6.82	17.51	0.00	0.00	0.00	0.00	0.00	14.20	19.79	0.00	0.00	58.40	3.37	14.54
10,001 to 25,000 sq ft	7.08	3.87	11.85	19.75	8.80	8.95	1.83	0.00	0.00	6.20	7.68	0.00	0.00	0.00	0.00	0.00	0.00	20.20	0.00	0.00	0.00	29.54	1.18
25,001 to 50,000 sq ft	9.13	14.22	0.00	0.00	0.00	19.33	0.00	0.00	24.24	0.00	15.24	0.00	0.00	0.00	0.00	0.00	0.00	0.00	32.20	0.00	0.00	0.00	19.26
75,001 to 100,000 sq ft	13.86	21.60	0.00	0.00	47.96	0.00	0.00	7.35	0.00	33.77	0.53	0.00	0.00	0.00	0.00	0.00	41.94	0.00	0.00	0.00	4.11	0.00	0.00
n	54	23	22	9	4	18	14	16	2	16	38	0	0	0	0	0	7	9	12	0	8	12	6
<b>&lt;BC120&gt; In what year did this change in square feet occur?</b>																							
2009	30.37	30.58	30.83	27.42	31.49	30.43	23.63	22.76	45.84	18.44	44.64	92.20	10.00	33.32	3.35	0.00	15.12	48.44	10.51	0.00	51.46	37.68	13.75
2010	17.04	23.39	11.44	5.70	14.12	27.02	15.59	40.18	0.00	15.87	18.45	0.00	23.35	49.54	19.70	0.00	22.68	9.49	46.64	6.41	8.01	20.20	22.16
2011	29.62	16.63	47.10	29.28	32.56	17.63	30.71	24.38	46.40	35.31	22.82	1.23	39.98	1.56	46.68	76.81	51.91	3.61	14.50	52.33	33.39	24.76	16.28
2012	16.08	26.07	4.85	7.67	15.58	16.07	21.91	6.27	7.76	22.49	8.41	6.57	26.68	1.82	0.02	23.19	2.68	38.16	10.66	28.70	2.15	15.53	39.67
2013	0.05	0.09	0.00	0.00	0.00	0.28	0.00	0.00	0.00	0.00	0.11	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.45	0.00
Don't Know	6.84	3.23	5.78	29.93	6.25	8.17	6.41	0.00	7.89	5.59	0.00	0.00	13.75	30.24	0.00	7.60	0.30	17.69	12.56	4.98	1.38	6.15	
n	355	149	129	77	47	124	106	74	10	126	229	5	10	13	8	5	44	58	41	9	37	108	23
<b>&lt;CA15&gt; Over the past 3 years, how would you characterize your organization's business outlook?</b>																							
Excellent	21.30	20.57	20.41	28.41	21.43	23.42	19.93	16.90	9.84	22.18	20.66	55.15	20.27	25.86	27.34	23.09	12.07	30.05	21.79	20.76	22.00	23.12	22.11
Good	36.03	34.95	36.63	37.67	33.75	40.68	35.75	35.43	60.52	34.85	36.90	5.45	36.80	45.55	26.78	36.88	33.18	30.16	41.61	37.47	42.94	33.59	41.99
Fair	18.47	18.99	18.83	14.68	16.86	18.53	21.85	19.09	16.08	20.99	16.60	32.03	27.53	11.65	7.34	15.93	24.08	10.72	16.19	25.14	15.32	16.13	23.28
Adequate	12.09	14.76	10.76	7.30	14.70	8.25	10.39	13.26	9.25	11.89	12.24	5.77	5.03	6.79	27.73	13.22	17.04	12.27	8.39	6.36	13.29	10.39	5.89
Poor	8.50	6.69	10.12	8.45	9.12	5.38	9.75	11.87	4.31	6.36	10.09	0.00	8.12	4.98	10.39	5.27	12.42	7.64	6.53	9.77	5.66	11.46	4.71
Refused	0.51	0.46	0.61	0.30	0.32	0.80	0.60	0.58	0.00	0.32	0.66	0.00	1.37	0.55	0.00	1.94	0.46	0.23	0.64	0.31	0.28	1.02	0.28
Don't Know	3.10	3.59	2.64	3.20	3.81	2.94	1.74	2.86	0.00	3.42	2.86	1.60	1.88	4.62	0.40	3.67	0.74	0.84	0.65	0.19	0.50	4.30	1.78
n	7047	2497	3215	1329	399	1708	2170	2605	159	1890	5151	25	355	572	43	189	661	1483	1177	588	860	472	616
<b>&lt;CA15A&gt; Projecting over the NEXT 3 years, how would you characterize your business outlook?</b>																							
Excellent	24.22	23.55	23.99	28.03	24.45	25.27	23.60	20.78	22.64	24.26	24.19	54.87	22.11	28.46	25.89	27.76	14.60	31.29	23.67	25.04	30.89	22.09	27.74
Good	40.54	42.06	38.20	45.15	39.16	45.26	38.32	39.48	52.51	42.36	39.20	13.11	41.41	40.84	32.72	46.97	42.04	33.94	42.88	38.58	48.67	32.03	44.34
Fair	17.43	14.78	21.06	11.47	19.09	14.03	18.46	15.41	15.69	17.20	17.60	7.96	25.67	14.95	21.64	13.58	23.40	11.38	18.08	19.75	9.29	17.48	13.13
Adequate	9.30	11.01	8.39	6.58	10.46	6.62	9.27	11.28	4.78	7.79	10.42	22.47	4.82	6.34	19.35	1.80	14.83	9.76	6.19	6.19	11.36	6.32	
Poor	2.89	2.36	3.25	3.43	1.64	3.18	4.17	6.52	4.19	2.84	2.93	0.00	1.25	2.52	0.40	1.11	1.56	4.21	3.46	3.92	1.75	11.67	3.74
Going out of business	0.19	0.29	0.13	0.04	0.22	0.00	0.13	0.85	0.00	0.20	0.18	0.00	0.05	0.01	0.00	0.00	0.41	0.10	0.09	0.62	0.04	0.04	0.11
Refused	0.64	0.48	0.65	1.20	0.44	0.93	0.76	0.53	0.00	0.28	0.90	0.00	1.77	1.29	0.00	2.04	0.46	0.11	1.20	0.46	0.39	0.71	0.26
Don't Know	4.79	5.47	4.33	4.09	4.55	4.70	5.29	5.16	0.19	5.06	4.58	1.60	2.92	5.59	0.00	6.74	2.71	9.21	6.60	4.07	2.77	4.62	4.35
n	7047	2497	3215	1329	399	1708	2170	2605	159	1890	5151	25	355	572	43	189	661	1483	1177	588	860	472	616
<b>&lt;FM070&gt; How many people are currently working at the facility, including both full and part time?</b>																							
1 to 10	18.22	19.11	17.51	17.81	5.09	9.25	36.27	78.57	71.43	11.63	23.67	0.60	30.79	21.42	0.71	10.94	4.31	29.97	23.45	28.01	26.92	2.00	21.51
11 to 50	23.55	23.36	23.36	25.15	7.62	34.70	48.38	15.26	19.99	18.23	27.95	9.42	24.75	24.00	0.84	28.44	15.05	27.78	16.15	55.27	27.71	33.08	27.96
51 to 100	13.56	11.65	15.27	13.45	11.32	25.83	8.68	1.20	0.11	13.42	13.87	7.70	23.36	19.54	2.15	10.78	14.05	8.11	8.98	12.28	20.40	29.94	17.34
101 to 500	26.87	25.51	29.16	21.95	45.95	20.91	1.25	0.33	4.18	28.12	25.83	13.83	12.60	21.77	17.14	34.10	53.20	8.29	19.34	2.24	14.94	23.64	20.84
501 to 1000	4.76	6.41	2.41	8.83	9.74	0.82	0.04	0.04	0.04	8.92	1.32	11.94	0.00	0.00	18.10	3.62	8.34	2.81	6.23	0.00	0.48	0.68	4.07
Refused	1.19	1.98	0.72	0.20	1.77	0.37	0.97	0.96	0.00														

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PO&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;PC20&gt; Would these changes have increased or decreased consumption?</b>																							
Increased	33.05	37.69	26.11	42.89	35.87	28.39	27.55	34.07	1.30	26.72	40.24	36.21	32.45	27.05	52.86	16.67	29.64	45.76	27.80	27.48	18.88	32.83	22.89
Decreased	64.71	60.78	71.05	54.37	61.94	69.22	70.42	63.02	40.90	70.61	58.01	63.79	66.85	72.44	47.14	76.07	69.91	53.56	69.71	70.41	71.31	61.51	74.02
Refused	0.16	0.35	0.00	0.00	0.21	0.13	0.00	0.01	0.00	0.29	0.00	0.00	0.70	0.00	0.00	6.43	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	2.08	1.18	2.84	2.73	1.97	2.27	2.03	2.90	57.79	2.38	1.75	0.00	0.00	0.52	0.00	0.84	0.45	0.68	2.48	2.11	9.81	5.67	3.09
n	1733	601	821	311	152	511	540	504	26	687	1046	7	96	100	17	47	192	370	263	123	195	179	144
<b>&lt;CA1&gt; How important is being environmentally conscious to your organization?</b>																							
Essential to your business	22.69	23.40	21.67	24.62	32.72	16.59	11.62	9.37	27.51	24.48	21.13	60.07	18.82	19.19	10.27	23.80	39.79	15.38	16.37	9.53	16.00	17.07	24.66
Very important	47.53	48.57	46.49	48.19	48.44	49.71	45.20	40.72	37.54	51.73	43.87	21.72	53.90	46.93	41.03	59.62	40.48	56.12	50.82	44.97	44.34	56.99	42.15
Somewhat important	24.73	23.22	26.37	23.20	15.80	28.92	35.29	38.88	30.24	20.27	26.62	18.21	21.08	29.39	38.53	13.33	15.95	25.05	27.55	36.79	34.62	25.42	23.33
Not at all important	3.82	3.26	4.36	3.64	2.15	3.63	5.85	9.76	4.71	2.36	5.11	0.00	3.89	3.94	10.17	1.63	3.32	2.76	4.15	5.83	3.44	0.50	5.89
Refused	0.10	0.23	0.01	0.00	0.00	0.26	0.13	0.13	0.00	0.12	0.09	0.00	0.29	0.00	0.00	0.78	0.00	0.10	0.09	0.18	0.00	0.00	0.22
Don't Know	1.12	1.33	1.10	0.36	0.90	0.90	1.91	1.13	0.00	1.05	1.18	0.00	2.01	0.55	0.00	0.83	0.45	0.59	1.03	2.70	1.59	0.13	3.76
n	7876	2885	3814	1377	660	2230	2222	2605	159	2478	5400	29	486	632	59	199	695	1636	1308	595	1077	475	745
<b>&lt;CA2&gt; In marketing materials or in communications with customers, does your company highlight the ways in which your business is environmentally conscious?</b>																							
Yes	35.65	36.78	35.35	32.43	40.98	35.56	27.27	22.69	16.11	40.74	31.08	15.27	39.65	22.71	16.68	35.04	37.97	33.66	36.49	32.10	40.24	40.67	39.53
No	34.00	31.67	35.35	37.29	20.46	36.38	53.91	63.07	69.57	26.96	40.32	58.43	43.97	46.45	48.67	19.63	20.39	35.96	35.04	53.63	40.40	42.17	31.33
Yes- Company website	5.35	5.13	5.77	4.26	6.33	5.32	3.97	2.47	0.29	6.60	4.22	0.77	3.87	6.90	1.53	7.75	3.54	5.24	7.77	2.77	6.87	12.06	6.09
Yes- Brochures/Phamphlets	3.41	3.92	2.37	6.15	3.15	3.87	3.49	3.32	0.01	2.98	3.79	2.39	1.02	5.14	9.00	4.23	2.84	5.57	3.71	1.89	1.80	3.47	1.32
Yes- Both Website and Brochures	14.92	15.17	15.26	12.29	21.18	11.52	7.36	5.06	0.24	15.21	14.66	19.65	6.86	7.28	1.44	24.19	29.27	10.25	12.73	3.86	8.07	7.25	15.50
Other	0.36	0.11	0.57	0.37	0.17	0.78	0.24	0.47	0.00	0.25	0.45	0.00	0.11	0.37	0.00	1.20	0.40	0.02	0.08	0.90	0.42	1.12	0.62
Refused	0.18	0.27	0.12	0.11	0.00	0.29	0.53	0.09	0.00	0.01	0.34	3.49	0.24	0.61	0.00	0.46	0.00	0.42	0.10	0.15	0.00	0.00	0.15
Don't Know	6.14	6.95	5.22	7.11	7.72	6.29	3.25	2.85	13.78	7.26	5.14	0.00	4.28	10.53	22.68	7.50	5.58	8.86	4.07	4.71	2.41	3.27	5.46
n	7299	2683	3325	1291	643	2131	2065	2311	149	2337	4962	29	445	591	58	189	644	1532	1203	543	924	470	671
<b>&lt;LTPE1&gt; Has your organization developed a long-term energy plan designed to reduce your energy bill through increased energy efficiency, demand response, and/or distributed generation?</b>																							
Yes	56.49	56.85	56.57	54.62	75.47	50.50	31.79	23.34	25.86	68.47	47.62	82.67	54.80	43.98	57.08	72.82	69.68	53.91	50.52	30.63	51.81	71.27	48.49
No	38.12	38.79	37.60	37.79	20.07	41.69	63.17	72.62	74.04	27.90	45.88	11.21	37.67	51.71	38.75	25.68	41.80	45.88	61.95	37.47	25.41	46.73	
Refused	0.04	0.06	0.03	0.01	0.00	0.10	0.06	0.08	0.00	0.02	0.06	0.00	0.08	0.00	0.00	0.00	0.00	0.00	0.01	0.14	0.00	0.00	0.51
Don't Know	5.35	4.30	5.80	7.58	4.46	7.71	4.98	3.95	0.11	3.60	6.85	6.12	7.45	4.32	4.17	4.69	4.64	4.29	3.59	7.29	10.72	3.33	4.27
n	7041	2497	3215	1329	399	1708	2170	2605	159	1890	5151	25	355	572	43	189	661	1483	1177	588	860	472	616
<b>&lt;LC1&gt; Has your organization developed a specification policy for the selection of energy-efficient equipment?</b>																							
Yes	48.74	50.37	47.92	45.94	60.49	44.30	34.59	27.66	20.97	57.32	42.40	35.20	46.81	40.57	39.67	72.38	53.73	54.69	45.31	40.12	38.62	58.82	40.51
No	42.87	44.81	40.67	45.92	28.81	47.21	60.49	69.10	69.84	36.02	47.95	58.69	42.86	54.33	55.00	24.98	36.31	40.69	48.35	52.70	45.90	35.06	46.48
Refused	0.27	0.57	0.06	0.00	0.43	0.17	0.08	0.06	0.00	0.52	0.08	0.00	0.27	0.25	0.00	0.00	0.00	0.00	0.25	0.06	0.00	0.00	3.71
Don't Know	8.11	4.45	11.34	8.14	10.17	8.32	4.84	3.18	9.19	6.14	9.57	6.12	10.06	4.85	5.32	2.65	9.98	4.63	6.09	7.12	15.47	6.12	9.30
n	7041	2497	3215	1329	399	1708	2170	2605	159	1890	5151	25	355	572	43	189	661	1483	1177	588	860	472	616
<b>&lt;LC3&gt; Has your organization assigned responsibility for controlling energy usage and costs to any of the following?</b>																							
An in-house staff person	42.00	42.06	42.12	41.24	48.23	40.42	34.35	28.48	28.89	45.76	39.22	57.85	28.10	40.09	52.58	48.64	45.42	45.80	45.91	34.47	31.30	50.72	33.67
A group of staff	20.99	24.80	17.97	19.33	31.96	14.23	9.44	5.62	5.14	26.73	16.74	27.46	11.25	14.94	23.91	27.42	29.58	22.53	14.40	10.55	21.30	16.85	17.39
An outside contractor	5.36	5.33	5.47	5.00	4.18	9.06	4.59	2.31	9.17	5.08	5.57	6.35	10.38	6.44	1.49	4.49	3.10	4.15	6.95	6.32	8.92	5.49	3.88
No	28.22	25.33	30.55	29.32	12.18	32.58	48.20	61.44	56.58	19.07	35.00	8.35	45.48	35.03	18.41	15.88	19.80	25.87	28.29	45.09	33.15	23.83	37.78
Refused	0.01	0.00	0.02	0.00	0.00	0.00	0.12	0.00	0.00	0.01	0.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.03	0.06	0.00	0.00	0.00
Don't Know	3.41	2.47	3.88	5.11	3.45	3.71	3.43	2.03	0.22	3.35	3.45	0.00	4.79	3.51	3.62	3.56	2.11	1.66	4.42	3.51	5.34	3.11	7.29
n	7041	2497	3215	1329	399	1708	2170	2605	159	1890	5151	25	355	572	43	189	661	1483	1177	588	860	472	616
<b>&lt;LC5&gt; Does your organization have any internal incentive or reward policies for business units or staff responsible for managing energy costs?</b>																							
Yes	14.66	15.08	14.65	13.04	20.39	12.54	7.10	6.07	0.14	22.63	8.76	0.00	15.09	8.96	3.48	23.26	20.94	7.52	8.03	13.98	21.13	12.87	22.05
No	81.61	82.23	80.71	83.25	74.78	83.66	91.03	92.45	92.93	74.02	87.24	95.98	82.98	88.69	92.49	74.55	77.33	85.94	87.57	84.57	73.35	84.66	72.04
Refused	0.36	0.32	0.45	0.07	0.57	0.28	0.02	0.21	0.00	0.30	0.40	0.02	0.28	0.00	0.00	0.35	0.20	0.44	0.06	0.00	0.00	0.00	0.00
Don't Know	3.37	2.37	4.19	3.64	4.27	3.51	1.85	1.27	6.93	3.06	3.59	0.00	1.65	2.35	0.40	2.20	1.39	6.35	3.96	1.40	5.52	2.47	5.91
n	7040	2497	3214	1329	399	1708	2169	2605	159	1890	5150	25	355	572	43	189	661	1483	1177	587	860	472	616
<b>&lt;CA4&gt; Prior to 2009, had this facility ever installed equipment that involved the receipt of rebates or incentives from an energy efficiency program?</b>																							
Yes	41.52	41.03	41.78	42.31	56.80	34.68	24.17	14.51	6.23	52.59	33.31	33.86	36.16	19.75	66.32	49.02	60.31	29.23	42.40	22.80	29.04	45.40	38.23
No	45.31	46.28	44.98	42.90	31.16	48.76	63.05	75.70	82.53	34.82	53.08	12.93	40.17	63.83	29.01	33.30	33.34	58.23	44.22	60.51	52.17	36.43	50.28
Refused	0.05	0.10	0.02	0.00	0.17	0.00	0.12	0.00	0.00	0.09	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.03	0.06	0.00	0.00	0.77
Don't Know	13.12	12.59	13.22	14.79	12.04	16.39	12.78	9.67	11.24	12.58													

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	P&GE(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;ID1&gt; Are you aware of any programs or resources that are designed to help organizations like yours reduce their energy bills?</b>																							
Yes	65.76	65.01	66.02	67.61	80.63	61.50	46.73	37.25	34.55	75.95	58.21	89.58	50.39	54.74	94.07	68.09	79.25	60.04	71.62	41.94	50.66	75.39	62.80
No	33.21	33.45	33.33	31.67	18.83	37.03	51.76	61.40	65.43	23.53	40.38	10.42	49.28	44.15	5.93	30.92	20.69	38.76	27.37	56.01	47.66	24.42	32.66
Don't Know	1.03	1.54	0.66	0.72	0.54	1.47	1.52	1.35	0.01	0.52	1.41	0.00	0.34	1.11	0.00	0.99	0.07	1.20	1.01	2.06	1.69	0.19	4.54
n	7040	2497	3214	1329	399	1708	2169	2605	159	1890	5150	25	355	572	43	198	661	1483	1177	587	860	472	616
<b>&lt;ID2&gt; What types of programs can you recall?</b>																							
Rebates/incentives (include mentions of SPC and Express)	54.97	54.67	54.80	56.97	58.15	52.74	50.30	39.39	50.09	56.69	53.31	83.77	53.10	61.25	65.49	48.91	53.28	59.50	49.66	46.15	59.18	64.70	47.15
Direct Install/Contractor offered to install equipment for free	14.13	14.41	12.40	20.82	13.03	15.26	15.21	19.48	51.66	15.20	13.10	2.61	23.14	22.61	9.82	11.19	6.63	22.54	17.08	15.80	12.80	20.67	13.67
BLDG Commissioning (Retrocommissioning, Monitoring based commissioning)	3.89	5.57	2.93	1.64	5.28	2.51	1.34	1.44	0.09	6.39	1.49	0.00	5.91	0.62	0.54	2.93	1.50	11.22	5.52	0.09	1.87	5.38	0.22
Business energy audits and feasibility studies	8.05	7.36	7.95	11.26	7.79	8.71	8.28	7.16	0.25	9.49	6.66	2.05	8.34	4.31	8.24	15.89	4.89	7.91	15.88	9.93	3.94	13.15	2.70
Energy Centers (Pacific Energy Center, SCE CTAC)	5.39	3.78	7.66	1.49	5.53	5.45	5.41	2.98	0.09	4.26	6.48	49.92	10.34	3.49	0.00	10.58	4.95	4.51	5.09	6.67	3.22	5.85	4.43
Seminars, classes, and workshops	2.64	1.82	3.40	2.45	2.18	3.89	2.70	1.82	0.00	2.89	2.40	2.05	0.17	2.44	0.00	2.49	1.72	2.19	1.51	2.90	0.53	6.19	0.13
Solar / Distributed Generation Programs (CSI, SGIP)	9.62	8.90	10.47	8.59	6.82	12.68	14.85	12.84	33.07	7.46	11.70	0.69	10.39	14.65	5.31	10.04	5.19	14.37	10.46	6.09	13.33	19.69	9.50
Demand Response Programs (Flex Your Power, Peak Choice, BIP, DBP)	21.33	18.57	24.48	17.91	27.06	17.99	7.65	8.16	11.98	22.81	19.89	1.62	19.27	7.11	2.75	19.55	33.50	13.70	16.84	8.88	34.03	22.36	9.02
Aggregator, PDP)	6.68	6.88	6.27	7.72	6.53	7.98	5.90	2.82	0.17	8.19	5.21	0.26	13.99	11.20	1.92	4.87	3.34	9.93	5.74	3.79	16.20	8.55	2.44
Upstream HVAC and Motors Program	3.08	3.48	2.64	3.51	3.24	3.38	2.43	1.45	21.52	2.90	3.38	0.00	8.09	0.45	2.50	3.67	1.40	5.20	3.59	5.85	1.76	3.43	1.87
Federal Tax incentives	0.35	0.35	0.34	0.37	0.00	0.99	0.79	0.00	0.00	0.28	0.41	0.00	0.00	0.00	0.00	0.00	0.18	0.00	1.25	1.85	0.00	0.47	0.10
Energy Star	25.64	28.87	23.03	24.71	28.26	21.73	22.57	22.06	1.24	26.67	24.64	12.25	22.67	16.45	48.33	30.28	32.85	26.17	18.55	28.18	10.88	15.36	20.72
Refused	0.06	0.12	0.02	0.00	0.00	0.21	0.00	0.24	0.00	0.02	0.09	0.49	0.24	0.00	0.00	0.00	0.00	0.00	0.00	0.06	0.00	0.00	0.00
Don't Know	4.27	5.13	3.50	4.41	3.02	6.45	4.94	7.22	0.13	2.81	5.70	0.00	2.84	3.17	5.89	2.96	3.27	2.61	6.81	5.51	8.08	2.12	4.52
n	3368	1204	1510	654	323	1053	964	954	74	1121	2247	20	152	226	37	107	372	696	607	223	340	325	285
<b>&lt;ID8&gt; Does this facility participate in the utility's Demand Response programs currently?</b>																							
Yes	36.21	39.88	34.96	26.85	54.57	28.93	12.38	8.43	23.15	43.88	29.50	21.43	23.98	20.52	21.16	35.71	61.69	25.44	31.02	9.42	31.44	47.93	37.29
No	51.38	48.81	52.90	55.64	38.76	53.02	69.69	76.49	64.14	45.79	56.26	63.91	50.89	62.08	73.05	47.17	34.73	62.91	59.08	70.20	41.46	35.29	51.78
Don't Know	12.41	11.51	12.14	17.50	6.66	18.05	17.93	15.08	12.71	10.33	14.24	14.66	25.14	17.39	5.79	17.13	3.59	11.65	9.90	20.37	24.40	16.78	10.92
n	7874	2884	3613	1377	660	2330	2220	2605	159	2476	5398	29	486	632	59	199	695	1636	1308	593	1077	475	745
<b>&lt;ID11&gt; Does this facility have solar, wind or other energy-generation equipment on site?</b>																							
Solar	5.70	4.83	6.02	7.76	7.20	6.05	3.15	2.22	0.07	7.61	4.09	28.42	1.81	4.91	13.92	2.81	2.28	9.18	4.21	0.46	4.97	18.23	11.49
Wind	0.50	0.35	0.70	0.13	0.61	0.39	0.40	0.38	0.00	0.68	0.34	0.00	0.00	1.66	0.00	0.55	0.06	1.13	0.80	0.15	0.60	0.52	0.19
Generator / Cogeneration Equipment	2.54	3.04	2.26	1.80	4.39	1.22	0.79	0.03	0.03	4.08	1.23	22.58	0.37	3.29	6.21	0.00	4.16	2.43	2.84	0.21	0.00	0.19	1.61
None	90.74	91.27	90.35	90.39	87.45	91.62	95.04	96.65	99.90	86.90	93.98	59.64	97.47	88.27	79.86	96.26	93.16	87.50	90.67	99.13	92.61	80.10	86.02
Other	0.88	0.74	0.94	1.18	1.42	0.42	0.35	0.53	0.00	1.29	0.54	0.32	0.22	1.14	0.00	0.36	0.70	0.88	2.39	0.00	0.30	1.29	0.42
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Don't Know	0.23	0.35	0.15	0.12	0.00	0.65	0.27	0.21	0.00	0.28	0.19	0.00	0.14	0.94	0.00	0.03	0.03	0.00	0.15	0.05	1.53	0.13	0.28
n	7776	2836	3572	1368	624	2167	2221	2605	159	2386	5390	29	456	632	50	199	695	1636	1308	594	968	475	744
<b>&lt;ID30&gt; Has your organization ever undertaken an integrated audit where your organization was presented with ways to reduce your energy bills using a combination of energy efficiency, demand response and distributed generation, including solar, wind, or other energy-generation equipment on site?</b>																							
Yes	44.47	46.51	44.54	35.65	65.16	36.38	18.24	11.02	35.53	55.04	35.23	81.53	24.96	22.60	55.66	41.11	64.38	39.37	41.96	16.29	37.52	52.57	44.71
No	47.61	45.56	47.77	55.42	26.77	53.47	75.57	84.92	64.18	36.07	57.71	13.15	58.87	66.46	40.39	52.52	32.04	51.20	49.91	77.67	50.24	37.71	47.03
Refused	0.61	1.14	0.26	0.00	1.27	0.00	0.03	0.00	0.00	1.29	0.01	0.00	0.00	0.00	3.54	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Don't Know	7.31	6.78	7.43	8.93	6.81	10.15	6.16	4.06	0.30	7.61	7.05	5.32	16.17	10.94	0.40	6.37	3.59	9.42	4.84	6.04	12.24	9.72	8.26
n	7874	2884	3613	1377	660	2330	2220	2605	159	2476	5398	29	486	632	59	199	695	1636	1308	593	1077	475	745
<b>&lt;ID31&gt; Does your organization know where it can get an integrated online audit?</b>																							
Yes	22.56	22.13	21.52	28.12	33.59	21.22	15.67	14.18	7.64	24.91	21.29	3.74	16.73	20.94	28.20	17.50	24.05	23.29	28.52	10.77	23.20	30.02	26.31
No	73.71	75.35	73.75	67.70	62.32	75.78	80.20	82.36	92.14	70.80	75.28	96.26	78.23	70.17	51.42	81.86	73.63	74.51	68.75	83.38	74.10	66.63	71.32
Refused	0.01	0.02	0.00	0.00	0.00	0.00	0.00	0.07	0.00	0.00	0.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.01	0.00	0.00	0.00	
Don't Know	3.72	2.50	4.72	4.18	4.09	3.00	4.13	3.39	0.22	4.29	3.41	0.00	5.04	8.89	20.37	6.64	2.32	2.20	2.72	5.85	2.70	3.36	2.26
n	5215	1795	2431	989	757	971	1686	2287	114	1194	4021	12	259	452	21	124	449	1141	890	480	695	207	485
<b>&lt;ID31A&gt; Do you recall where you can get an integrated online audit?</b>																							
No	18.84	11.88	25.59	16.46	22.27	13.24	18.81	17.28	0.41	13.56	22.17	0.00	6.44	17.06	0.00	12.12	29.17	21.97	14.49	11.26	7.72	13.29	46.67
SDGE	8.74	0.00	0.33	58.38	11.70	6.30	5.64	7.73	1.20	9.96	7.98	100.00	19.64	17.61	0.00	22.42	1.37	12.19	13.72	10.68	1.97	4.27	0.44
PGE	26.90	64.74	0.00	0.00	30.46	22.50	26.27	21.95	0.28	37.22	20.40	0.00	19.49	35.22	89.24	6.10	24.10	25.09	24.56	21.63	63.43	12.13	17.49
SCE	17.71	0.00	40.51	0.02	10.98	24.06	21.95	25.44	2.47	10.74	22.11	0.00	17.23	8.65	10.76	12.92	23.31	14.22	18.49	16.97	13.63	51.82	15.27
Record Where	15.76	15.60	15.18	17.93	11.14	21.80	16.99	19.87	95.65	16.09	15.55	0.00	33.99	17.26	0.00	22.37	17.32	10.41	18.78	26.26	3.66	16.05	18.91
Refused	0.01	0.02	0.00	0.00	0.00	0.00	0.12	0.00	0.00	0.00													

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	P&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;ID30A&gt; In what year did your organization participate in the audit?</b>																							
2009 to present	71.40	78.51	67.14	59.43	70.49	77.39	64.38	72.92	65.82	71.63	71.14	90.58	79.09	76.44	35.64	81.43	70.63	80.89	80.14	68.12	60.54	65.10	64.64
2006 to 2008	15.92	10.93	19.96	17.97	16.12	14.25	18.54	13.87	11.43	14.04	18.06	0.00	13.78	11.07	2.43	0.18	17.32	13.29	12.57	18.00	36.18	18.21	20.41
2000 to 2005	0.02	5.93	4.54	15.37	6.45	4.74	5.56	6.33	11.38	6.05	5.98	0.00	2.28	2.57	84.90	1.36	4.16	2.82	1.29	7.47	3.15	11.16	4.94
Before 2000	1.51	1.30	1.32	3.76	0.91	1.82	4.69	3.93	0.00	1.11	1.97	9.42	2.99	5.69	7.33	0.00	0.70	2.16	0.70	1.97	0.32	1.70	0.09
Refused	0.01	0.00	0.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.15
Don't Know	5.15	3.34	7.03	3.47	6.02	1.79	6.77	2.95	11.37	7.18	2.84	0.00	1.85	4.23	0.00	17.02	7.19	0.84	5.31	4.45	1.61	3.83	9.77
n	1386	557	567	252	196	572	360	229	29	569	877	12	67	72	19	52	176	256	231	77	107	226	91
<b>&lt;ID30S&gt; Did you install the self-generation equipment before or after the integrated audit?</b>																							
Before	28.53	20.73	31.03	45.04	26.42	34.82	20.71	59.36	0.00	26.03	35.81	65.09	51.44	37.78	0.13	0.00	54.19	20.29	48.11	44.07	1.98	17.48	73.81
After	64.91	67.56	64.75	54.13	70.81	47.09	72.17	40.44	0.00	69.72	50.92	27.11	17.32	62.22	99.87	100.00	38.90	72.24	49.24	55.93	96.39	62.87	26.19
Both	4.58	6.73	3.78	0.83	2.77	9.33	7.11	0.16	100.00	3.06	8.98	7.80	0.00	0.00	0.00	0.00	6.90	5.16	2.65	0.00	0.00	11.80	0.00
Don't Know	1.98	4.99	0.44	0.00	0.00	8.76	0.00	0.04	0.00	1.19	4.29	0.00	31.25	0.00	0.00	0.00	0.00	0.00	2.31	0.00	0.00	1.83	7.85
n	168	84	64	20	23	76	38	25	6	70	98	5	5	5	3	1	75	41	26	2	8	48	9
<b>&lt;ID30DR&gt; Did you participate in demand response programs before the integrated audit?</b>																							
Before	42.61	55.23	31.78	45.91	45.31	34.34	25.18	16.70	39.91	45.43	39.29	97.08	10.88	37.51	19.73	34.98	50.88	40.76	30.53	1.92	7.39	38.36	62.68
After	32.86	22.66	42.06	25.66	31.47	35.28	43.70	75.65	39.87	25.23	41.83	2.92	38.75	16.01	80.27	6.31	31.63	36.46	28.38	63.97	60.34	32.80	17.74
Both	11.46	12.48	10.59	11.61	10.82	14.00	15.93	2.37	2.47	11.54	11.35	0.00	27.25	11.95	0.00	13.94	7.57	16.35	26.37	23.35	3.03	16.68	13.34
Refused	4.23	0.03	8.13	0.00	5.25	0.00	0.76	0.00	0.00	7.82	0.00	0.00	0.00	0.00	0.00	0.00	7.39	0.00	0.00	0.00	0.00	0.56	0.00
Don't Know	8.85	9.60	7.43	16.82	7.16	16.38	14.43	5.28	17.75	9.97	7.53	0.00	23.12	34.53	0.00	44.76	2.53	6.43	16.72	10.77	29.24	11.60	6.24
n	482	203	173	86	108	218	103	44	9	232	250	5	19	18	5	19	79	77	75	10	24	74	27
<b>&lt;ID4&gt; Were solar, wind or other self-generation programs, technologies or opportunities identified in the audit report?</b>																							
Yes	41.15	36.37	46.44	35.96	42.72	42.07	32.17	19.53	13.16	42.73	39.53	7.58	39.27	42.02	26.51	26.62	49.47	55.89	24.14	21.86	29.36	44.18	30.37
No	43.00	42.58	41.98	51.21	40.79	43.76	52.44	67.70	75.40	44.72	41.24	92.42	48.67	41.63	29.01	39.54	34.60	37.59	69.02	59.25	47.51	43.19	39.48
Refused	0.02	0.00	0.00	0.25	0.00	0.10	0.00	0.00	0.00	0.04	0.00	0.00	0.00	0.00	0.00	0.00	0.59	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	15.82	21.05	11.57	12.59	16.49	14.07	15.39	12.77	11.44	12.51	19.23	0.00	12.05	16.35	44.48	33.25	15.93	6.52	6.84	18.89	23.13	12.63	30.15
n	1218	473	503	242	173	496	322	204	23	499	719	7	62	67	16	51	161	215	205	75	99	78	82
<b>&lt;ID33&gt; Why did your organization not adopt the solar, wind or self-generation technologies recommended?</b>																							
Lack of Funds	18.34	5.59	29.18	5.77	20.95	12.08	10.95	16.94	0.20	5.89	32.19	0.00	1.75	3.67	0.00	31.11	27.79	5.14	6.51	0.00	26.09	17.66	9.27
High Cost	36.08	50.48	26.15	32.77	35.79	37.76	32.98	44.84	98.33	42.71	28.70	100.00	37.31	27.89	0.00	13.20	30.13	62.22	32.86	16.76	22.44	40.21	54.78
In process or Considering	6.35	6.21	5.79	11.33	3.18	14.39	14.80	1.66	9.00	5.15	7.69	0.00	9.88	36.85	7.85	4.85	2.21	7.93	13.98	8.33	9.41	12.55	10.32
Insufficient Payback / ROI	11.94	5.73	16.81	9.03	13.99	7.33	6.49	1.90	0.00	17.14	6.16	0.00	26.19	6.51	0.00	9.77	13.83	3.48	13.18	61.78	7.52	10.75	5.05
Record reason	32.16	32.75	30.45	41.86	32.69	30.39	31.70	34.75	0.00	39.14	24.39	0.00	25.70	17.56	92.15	37.19	25.17	47.76	34.81	13.04	39.51	29.14	17.56
Refused	0.00	0.00	0.00	0.02	0.00	0.00	0.00	0.18	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.10	0.00	0.00	
Don't Know	2.01	2.49	1.75	1.42	1.39	3.46	3.86	2.44	0.56	1.19	2.94	0.00	17.04	9.03	0.00	3.88	0.98	1.06	0.13	0.00	5.67	1.00	4.84
n	421	164	177	80	60	198	101	51	11	168	253	3	21	26	6	18	59	84	63	9	33	72	27
<b>&lt;ID7&gt; Were demand response programs, technologies or opportunities identified in the audit report?</b>																							
Yes	49.87	46.26	52.66	52.26	57.78	46.36	29.17	34.72	4.59	50.94	48.68	33.55	48.28	32.96	11.04	57.93	52.23	66.81	56.03	36.77	48.95	44.49	41.97
No	31.97	34.05	30.38	30.56	27.65	32.87	43.24	48.55	63.60	34.09	29.63	1.97	41.85	48.61	48.50	24.64	37.19	22.79	28.04	36.99	25.92	30.88	37.59
Don't Know	18.16	19.69	16.97	17.18	14.56	20.77	27.60	16.73	31.81	14.97	21.69	64.48	9.87	18.43	40.46	17.42	10.58	10.41	15.93	26.24	25.13	24.63	20.44
n	904	354	374	176	88	354	257	185	20	337	567	7	48	54	14	33	97	179	156	67	83	102	64
<b>&lt;ID34&gt; Why did your organization not adopt the demand response programs and technologies recommended?</b>																							
High Costs	16.17	12.04	22.61	3.57	17.32	12.11	20.89	9.59	0.00	18.42	13.58	3.81	4.49	21.61	0.00	6.17	8.82	37.74	4.80	19.19	7.92	14.70	1.67
Can't operate without energy	29.72	40.87	21.37	26.42	34.15	20.83	19.48	37.01	6.48	24.45	35.82	0.00	28.12	2.78	0.00	10.06	45.06	26.05	25.36	8.71	56.61	18.65	13.82
Did not qualify	1.94	4.12	0.44	0.75	1.88	1.86	2.08	3.98	0.63	3.17	0.82	0.00	0.00	0.00	0.00	0.00	0.38	0.63	0.97	0.00	0.00	1.67	0.00
Not interested	1.45	2.40	0.70	1.30	0.00	3.46	6.60	1.77	0.00	0.85	2.13	0.00	0.00	0.00	0.00	0.00	1.44	3.21	4.58	2.30	3.01	0.36	
Adopted, in process, or considering	12.18	10.37	15.27	5.54	12.59	13.49	8.12	1.51	0.00	14.38	9.63	0.00	5.41	45.50	81.85	19.27	13.52	3.36	18.70	5.65	4.13	30.35	10.55
Tried and not satisfied	4.84	8.26	1.84	5.67	5.53	5.06	0.00	0.95	0.00	6.37	3.07	0.00	5.99	3.76	0.00	0.00	2.27	0.41	4.97	0.55	6.15	3.53	61.70
Record	26.49	13.18	32.88	45.18	24.99	28.82	29.34	33.70	88.43	25.44	27.71	78.91	50.04	23.07	18.35	8.08	25.22	25.73	26.92	53.31	11.70	21.68	13.23
Refused	0.43	0.65	0.34	0.00	0.00	1.75	0.00	0.00	0.00	0.00	0.92	17.27	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4.22	0.00	0.00	
Don't Know	7.30	8.99	4.89	11.58	3.54	14.23	13.50	16.95	4.46	7.35	7.25	0.00	10.44	0.88	0.00	56.42	4.74	4.65	6.37	8.02	11.19	6.41	1.87
n	346	122	156	68	52	159	71	54	70	138	210	5	17	15	3	15	44	71	63	18	27	47	21
<b>&lt;BN1&gt; Are you aware of building benchmarking?</b>																							
Yes	32.36	36.39	28.52	33.59	47.83	26.15	13.26	6.93	4.89	42.39	34.92	81.55	15.36	23.50	65.20	33.52	32.53	31.80	52.88	6.82	26.10	42.89	16.69
No	66.84	62.95	70.75	64.65	51.19	73.17	85.11	92.49	95.11	56.77	74.30	18.45	83.95	76.27	28.74	65.95	67.00	66.95	46.94	92.10	73.35	56.98	82.90
Don't Know	0.																						



Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;GL1&gt; Who purchases the lighting for your facility?</b>																							
Self or other employee	81.79	82.50	81.46	80.37	84.79	78.49	79.90	79.00	55.26	84.85	79.52	78.69	77.01	80.63	99.69	91.65	90.55	82.82	69.38	84.94	72.87	85.06	70.50
Contractor	7.46	7.33	7.53	7.64	7.53	8.24	7.43	4.29	9.20	8.14	6.96	0.61	13.71	7.65	0.00	2.15	4.90	5.52	12.10	8.18	13.91	3.40	4.24
Property manager	6.25	6.38	5.98	6.96	5.29	7.37	6.43	8.15	21.85	4.12	7.83	18.40	1.91	7.39	0.31	3.68	4.28	6.65	13.31	4.05	5.08	2.51	11.59
Corporate Office	1.88	0.98	2.29	3.69	1.46	3.20	1.48	1.20	9.21	1.26	2.34	2.03	3.89	0.09	0.00	1.32	0.13	0.96	1.17	0.43	5.76	5.74	6.94
Owner	0.91	0.69	1.05	1.17	0.06	1.34	1.69	2.60	4.20	0.48	1.23	0.00	1.99	2.13	0.00	1.06	0.36	0.84	0.74	1.16	1.73	0.00	1.39
Donations	0.00	0.00	0.00	0.03	0.00	0.00	0.00	0.05	0.00	0.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.02	0.00	0.00	0.00	0.00	0.00
Tenant	0.61	0.39	0.85	0.37	0.38	0.44	1.07	1.38	0.19	0.57	0.63	0.00	0.00	0.80	0.00	0.00	0.17	0.50	1.28	0.48	0.43	0.03	3.48
Government	0.20	0.18	0.20	0.26	0.07	0.24	0.46	0.22	0.00	0.29	0.14	0.00	0.00	0.43	0.00	0.00	0.00	0.55	0.62	0.00	0.00	0.09	0.00
Utility company	0.07	0.01	0.14	0.01	0.00	0.08	0.18	0.23	0.00	0.11	0.04	0.00	0.44	0.21	0.00	0.00	0.04	0.03	0.01	0.06	0.03	0.38	0.02
Volunteers	0.04	0.08	0.01	0.01	0.00	0.00	0.09	0.32	0.00	0.01	0.07	0.00	0.00	0.00	0.00	0.00	0.00	0.22	0.01	0.00	0.00	0.09	0.00
No lighting purchases to date	0.13	0.22	0.06	0.07	0.00	0.09	0.35	0.45	0.00	0.04	0.19	0.00	0.07	0.04	0.00	0.00	0.16	0.19	0.10	0.00	0.09	0.11	0.37
Other	1.02	1.08	0.79	1.87	1.27	0.97	0.49	1.17	0.00	0.55	1.38	0.27	0.18	0.78	0.00	0.00	0.54	1.82	1.74	0.42	1.25	2.71	0.60
Refused	0.07	0.03	0.00	0.54	0.04	0.19	0.00	0.05	0.00	0.03	0.10	0.00	0.54	0.00	0.00	0.58	0.03	0.06	0.00	0.00	0.00	0.00	0.00
Don't Know	0.87	0.55	1.24	0.42	0.46	0.97	1.35	1.84	0.10	0.94	0.81	0.00	0.75	0.39	0.00	0.94	0.11	0.38	0.62	0.82	3.50	0.80	2.57
n	7040	2497	3214	1329	399	1708	2169	2605	159	1890	5150	25	355	572	43	189	661	1483	1177	587	860	472	616
<b>&lt;GL1A&gt; Who purchases the majority of your lighting versus secondary lighting purchases?</b>																							
Self or other employee	58.38	43.53	80.75	6.27	60.47	61.37	56.90	25.22	0.00	84.48	36.14	0.00	100.00	0.00	0.00	26.97	15.52	88.23	54.34	0.00	93.25	100.00	43.14
Contractor	28.70	19.69	6.75	90.71	39.53	9.55	29.86	13.75	0.00	11.91	43.01	0.00	0.00	0.00	49.48	81.01	8.09	0.00	78.87	0.86	0.00	24.78	
Property manager	2.02	7.32	1.87	0.00	0.00	0.00	5.84	23.03	0.00	0.00	3.74	0.00	0.00	0.00	23.55	3.47	1.37	0.00	0.00	0.40	0.00	0.00	
Other	10.90	29.56	10.64	3.02	0.00	29.08	7.41	38.00	0.00	3.61	17.11	0.00	0.00	100.00	0.00	0.00	0.00	2.30	45.66	21.13	5.49	0.00	32.08
Don't Know	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
n	58	20	30	8	3	19	15	17	4	20	38	0	2	1	0	4	7	13	8	3	12	1	7
<b>&lt;PC3&gt; Which of the following best describes how your property manager replaces burned out bulbs?</b>																							
They leave spare bulbs for you to replace as needed	24.59	15.70	33.65	29.51	9.15	36.49	28.40	27.62	0.16	34.82	21.94	0.00	13.03	39.32	0.00	83.62	13.03	18.67	25.78	46.77	25.97	46.43	13.38
They come out and replace EACH time a bulb burns out	49.27	53.25	47.70	36.53	63.57	44.06	38.75	44.24	32.39	41.99	51.15	100.00	67.87	48.74	100.00	16.38	17.43	64.02	57.86	30.94	43.73	19.34	53.13
They come out and replace after a FEW bulbs burn out	20.68	30.11	11.84	12.21	22.64	16.74	24.70	17.96	35.73	21.65	20.43	0.00	16.33	11.26	0.00	0.00	67.44	11.33	10.46	22.29	16.20	20.13	29.00
Other	1.82	0.82	2.53	3.66	0.00	1.35	3.32	5.38	31.66	1.44	1.92	0.00	0.00	0.19	0.00	0.00	0.82	4.63	1.17	0.00	0.21	14.11	2.83
Don't Know	3.64	0.11	4.28	18.08	4.64	1.36	4.84	4.79	0.06	1.10	4.56	0.00	2.77	0.50	0.00	0.00	1.29	1.35	4.73	0.00	13.88	0.00	1.68
n	480	165	203	112	13	95	104	256	12	82	398	1	12	56	1	6	37	87	153	20	63	8	36
<b>&lt;CON2&gt; Which of the following best describes how your contractor replaces burned out bulbs?</b>																							
They leave spare bulbs for you to replace as needed	38.25	47.97	30.16	49.60	58.17	22.56	17.51	33.69	98.89	50.23	26.96	100.00	19.33	31.65	0.00	9.74	47.32	67.27	16.78	25.40	50.16	72.52	27.26
They come out and replace EACH time a bulb burns out	23.48	21.28	26.93	12.70	16.78	27.26	33.79	16.83	0.87	19.70	27.05	0.00	61.40	37.94	14.52	26.62	22.99	17.13	9.99	12.60			
They come out and replace after a FEW bulbs burn out	21.08	20.37	18.87	34.57	8.89	34.23	28.73	29.33	0.24	16.64	25.27	0.00	24.64	5.10	0.00	28.86	5.12	8.86	23.49	37.89	24.89	17.49	55.21
They come on a regular schedule	12.31	5.12	18.76	1.58	16.15	7.72	10.63	8.49	0.00	10.87	13.67	0.00	26.16	39.39	0.00	0.00	0.00	3.11	23.84	10.06	7.24	0.00	0.00
Other	3.40	3.73	3.70	0.83	0.00	4.68	7.96	6.84	0.00	0.81	5.84	0.00	1.64	0.00	0.00	0.00	9.01	1.20	7.24	3.65	0.08	0.00	4.93
Don't Know	1.48	1.54	1.59	0.73	0.00	3.56	1.39	4.84	0.00	1.75	1.23	0.00	1.17	0.38	0.00	0.00	0.61	5.04	2.04	0.00	0.50	0.00	0.00
n	353	705	192	56	19	95	139	88	12	88	265	1	28	23	0	4	26	59	82	33	55	7	35
<b>&lt;GL2&gt; Which of the following best describes your lighting purchases?</b>																							
You buy lighting as it burns out	36.17	40.27	33.10	33.47	28.77	33.19	48.28	63.87	40.55	30.05	41.02	11.39	30.51	37.39	45.59	19.30	33.48	41.48	31.32	50.12	37.00	20.44	46.80
You buy lighting in bulk	41.97	39.92	44.38	39.28	44.28	44.71	37.75	28.27	50.05	42.89	41.24	16.26	49.04	41.74	28.48	29.77	44.27	41.49	48.35	35.97	43.94	42.07	35.64
You buy lighting on a regular schedule	4.82	4.19	5.58	3.88	4.71	6.05	4.44	2.38	0.48	5.05	4.84	0.00	6.42	6.24	2.32	11.81	3.57	5.00	7.18	4.86	4.32	4.71	1.23
You buy lighting in bulk on a regular schedule	15.35	13.67	15.28	22.57	20.81	13.74	7.93	3.84	8.92	20.78	11.05	67.24	7.81	14.20	23.61	36.25	17.58	10.59	11.65	7.10	13.90	29.39	14.31
No lighting purchases to date	0.08	0.14	0.03	0.06	0.00	0.00	0.31	0.24	0.00	0.01	0.13	0.00	0.33	0.00	0.00	0.00	0.00	0.23	0.07	0.00	0.06	0.00	0.05
Other	0.62	0.81	0.50	0.33	0.54	0.97	0.49	0.33	0.00	0.61	0.82	0.00	2.27	0.33	0.00	2.64	0.20	0.75	0.24	0.93	0.35	1.62	0.05
Refused	0.04	0.08	0.00	0.04	0.00	0.13	0.00	0.11	0.00	0.01	0.07	5.11	0.00	0.00	0.00	0.00	0.01	0.00	0.03	0.00	0.00	0.00	0.02
Don't Know	0.96	0.91	1.13	0.37	0.90	1.21	0.80	0.95	0.01	0.62	1.23	0.00	3.62	0.09	0.00	0.23	0.90	0.47	1.16	1.02	4.44	1.77	1.89
n	5439	1961	2464	1014	325	1314	1701	1982	117	1520	3919	19	277	436	41	165	547	1184	799	494	640	368	469
<b>&lt;GL3&gt; Where does your firm make the majority of the lighting purchases?</b>																							
Drug stores	0.05	0.11	0.00	0.00	0.06	0.00	0.00	0.24	0.00	0.10	0.00	0.00	0.00	0.00	0.00	0.00	0.05	0.00	0.02	0.00	0.00	0.86	0.00
Grocery stores	0.09	0.03	0.17	0.00	0.00	0.19	0.14	0.32	0.00	0.10	0.09	0.00	0.44	0.00	0.00	0.51	0.01	0.08	0.04	0.40	0.00	0.00	0.00
Convenience stores	0.19	0.12	0.29	0.02	0.26	0.05	0.18	0.21	0.00	0.06	0.29	0.00	0.14	0.00	0.00	0.00	0.47	0.05	0.10	0.35	0.07	0.00	0.00
Small Hardware stores	2.57	2.97	2.51	1.20	1.66	0.77	4.96	8.36	1.05	2.18	2.87	0.00	1.52	2.78	0.00	0.26	2.29	2.05	4.14	5.27	4.19	1.12	1.78
Large hardware stores (Home Depot/Lowes)	22.94	20.73	23.97	27.25	8.72	22.43	45.24	60.63	48.89	17.43	27.29	2.73	33.36	30.61	1.91	27.65</							

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SC&E(%)	SD&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)	
<b>&lt;GL3A&gt; Where else do you make lighting purchases?</b>																								
Drug stores	0.10	0.08	0.12	0.09	0.00	0.00	0.31	0.48	0.00	0.02	0.17	0.00	0.00	0.13	0.00	0.00	0.00	0.00	0.27	0.03	0.32	0.19	0.00	0.00
Grocery stores	0.07	0.13	0.04	0.00	0.00	0.00	0.11	0.68	0.03	0.05	0.09	0.00	0.02	0.17	0.00	0.00	0.02	0.09	0.04	0.32	0.14	0.00	0.00	0.05
Convenience stores	0.03	0.00	0.06	0.00	0.00	0.00	0.00	0.00	0.00	0.01	0.04	0.00	0.00	0.08	0.00	0.00	0.00	0.00	0.12	0.00	0.01	0.01	0.00	0.00
Small Hardware stores	3.14	3.17	3.19	2.78	1.26	3.31	5.35	8.69	25.39	2.13	3.97	0.00	4.08	6.08	1.94	2.49	2.05	3.27	3.63	7.44	2.35	2.57	1.56	
Large hardware stores (Home Depot/Lowes)	15.09	12.57	17.55	14.65	11.31	21.52	16.66	13.87	1.52	15.04	15.13	8.17	11.87	22.28	15.40	16.68	9.97	15.69	15.04	15.04	18.39	13.78	27.25	
Club stores (Costco/Sam's club)	1.21	1.74	0.65	1.43	0.83	0.66	2.26	2.46	0.01	1.41	1.04	0.00	0.11	1.90	0.00	1.80	0.11	0.65	1.26	3.69	4.34	0.12	1.38	
Online	3.23	3.26	2.96	4.35	3.10	3.03	4.19	1.93	0.12	4.10	2.53	4.31	9.82	7.74	0.71	10.72	2.73	1.73	1.80	4.11	1.22	3.82	2.35	
Directly from distributor or contractor	10.38	7.48	13.26	9.65	13.11	9.25	6.78	6.49	6.75	14.03	7.39	0.00	4.63	7.55	15.47	7.23	14.36	12.98	8.43	5.43	2.37	10.50	15.84	
Mass merchandise stores (Target/Walmart/Staples)	1.24	1.46	0.82	2.18	1.02	0.81	1.62	3.06	1.04	0.82	1.58	0.00	0.05	0.93	0.00	0.38	0.87	1.74	2.32	3.42	0.56	0.77	0.62	
Lighting stores	2.71	2.39	2.50	5.09	1.04	3.82	5.34	2.40	0.07	1.75	3.50	0.00	3.60	3.21	0.57	9.31	1.20	3.58	3.77	5.18	1.43	1.31	0.36	
Electronic stores (Frys/Bestbuy)	0.88	1.26	0.48	1.05	0.87	0.70	1.17	0.64	0.00	1.10	0.70	0.00	1.07	1.08	0.00	0.39	1.63	0.74	0.02	1.54	0.28	1.42	0.14	
Discount stores (Smart&Final/99 cent store)	0.12	0.14	0.08	0.20	0.00	0.03	0.42	0.32	6.65	0.03	0.20	0.00	0.02	0.00	0.00	0.00	0.03	0.04	0.08	0.34	0.58	0.00	0.30	
Nowhere Else	58.47	62.45	54.78	58.22	61.39	56.26	54.60	57.84	41.61	52.60	63.27	87.52	56.60	47.96	59.30	47.14	57.64	58.59	63.42	50.28	67.85	62.72	54.85	
Other	10.75	10.12	11.76	8.83	14.31	9.17	6.16	5.77	15.56	15.10	7.19	0.00	7.17	9.70	4.97	6.23	16.96	11.34	8.28	5.33	1.98	11.99	21.70	
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Don't Know	0.02	0.02	0.02	0.01	0.02	0.01	0.02	0.02	0.08	0.02	0.02	0.00	0.07	0.02	0.06	0.04	0.01	0.01	0.01	0.01	0.01	0.02	0.02	
n	5180	1871	2342	967	303	1230	1624	1912	111	1439	3741	18	269	413	38	162	514	1139	754	484	614	340	435	
<b>&lt;LI1&gt; Do you have linear fluorescents installed at your facility?</b>																								
Yes	90.26	91.06	89.01	92.73	92.72	91.63	85.95	82.71	73.06	91.88	88.93	100.00	87.04	90.42	93.86	93.10	94.08	87.82	92.96	81.24	89.43	93.98	82.25	
No	6.19	5.47	7.07	5.11	3.88	5.21	10.05	12.90	22.77	5.11	7.09	0.00	7.90	6.97	1.02	5.88	4.28	6.51	4.50	15.95	6.54	2.14	9.93	
Don't Know	3.54	3.47	3.91	2.16	3.40	3.17	4.00	4.39	4.17	3.01	3.98	0.00	5.07	2.60	5.12	1.03	1.66	5.68	2.54	2.82	4.03	3.88	7.82	
n	7696	2800	3537	1359	594	2117	2221	2605	419	2327	5369	29	425	632	49	199	695	1624	1297	594	935	475	742	
<b>&lt;LI1A&gt; What kind of linear fluorescents do you have?</b>																								
T5s	23.53	20.59	26.45	22.40	35.39	17.05	9.60	5.21	5.69	24.18	22.97	69.24	11.73	8.42	29.58	16.70	39.19	14.46	19.59	5.66	17.35	20.48	30.70	
T8s	46.85	46.93	45.30	53.26	55.70	49.14	32.62	18.60	7.60	53.67	41.01	63.09	39.80	44.98	56.97	64.09	48.20	44.78	50.24	23.03	44.70	66.60	42.19	
2nd Generation or higher T8s	11.55	13.52	9.27	13.65	16.49	9.67	5.19	2.55	0.38	14.27	9.21	68.79	9.64	11.81	22.33	15.86	10.15	11.14	13.21	3.48	5.71	19.83	10.31	
T12s	16.88	17.38	15.56	20.65	21.21	14.33	12.27	9.42	6.51	16.38	17.31	2.86	15.96	14.37	54.52	14.26	22.20	15.15	11.30	14.37	7.04	16.32	10.36	
Skinny tubes	15.61	15.16	15.53	17.74	8.05	17.64	25.92	30.63	12.57	9.94	20.46	7.33	26.76	18.18	0.66	11.21	10.83	19.86	12.45	33.59	21.36	6.57	13.94	
Fat tubes	4.90	4.31	5.29	5.52	1.44	5.48	8.97	14.98	30.42	2.09	7.30	5.32	7.01	6.73	0.00	5.38	2.31	7.88	2.82	12.93	6.72	9.04	4.74	
T10s	0.09	0.14	0.01	0.24	0.00	0.28	0.09	0.01	0.00	0.07	0.11	0.00	0.00	0.43	0.00	1.23	0.00	0.12	0.00	0.00	0.00	0.26	0.00	
Non-Linear / U-Shape / CFL / Metal Halide / Incandescent / LED	0.51	0.39	0.51	0.94	0.45	0.68	0.50	0.23	0.00	0.41	0.58	1.61	1.70	0.13	0.00	0.42	0.52	0.95	0.26	0.32	0.00	0.56	0.11	
Other	1.51	1.29	1.84	0.94	0.85	1.88	2.46	1.92	0.71	1.03	1.92	3.32	1.19	0.00	2.83	0.79	2.87	0.69	2.30	1.61	1.00	0.87		
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Don't Know	0.12	0.11	0.14	0.07	0.09	0.10	0.17	0.23	0.37	0.12	0.12	0.00	0.12	0.11	0.07	0.08	0.12	0.12	0.13	0.20	0.13	0.05	0.12	
n	6587	2442	2970	1175	555	1942	1915	2054	121	2093	4494	29	357	559	46	170	620	1332	1115	480	806	443	630	
<b>&lt;LI2&gt; Are the ballasts electronic or magnetic?</b>																								
Electronic ballasts	56.88	60.29	53.32	58.89	64.40	57.91	44.37	37.43	37.92	62.45	52.11	41.59	58.93	54.72	61.41	59.77	54.04	56.34	65.06	37.72	54.51	73.78	60.77	
Magnetic ballasts	4.64	4.33	4.98	4.44	2.33	5.61	7.22	9.77	5.99	2.91	6.13	1.99	7.35	6.76	1.94	5.33	3.66	5.09	4.50	8.53	4.48	1.86	4.17	
Both	12.01	9.47	14.88	9.49	17.15	9.28	5.91	4.01	0.10	11.55	12.40	40.07	4.71	8.13	35.80	14.17	20.93	7.93	6.01	6.13	3.77	9.35	5.84	
Don't Know	26.47	25.91	26.82	27.18	16.12	27.21	42.51	48.79	56.38	23.09	26.36	16.44	29.01	30.39	0.86	20.74	21.37	30.64	24.43	47.62	37.24	15.01	29.22	
n	6587	2442	2970	1175	555	1942	1915	2054	121	2093	4494	29	357	559	46	170	620	1332	1115	480	806	443	630	
<b>&lt;LI2A&gt; Approximately what percent of the ballasts are dimmable?</b>																								
0 Percent	69.45	68.24	71.31	66.16	63.94	67.76	79.35	84.91	87.54	63.80	74.29	19.11	86.32	64.28	15.05	44.77	81.21	66.06	60.86	76.83	79.30	67.33	72.59	
1 to 15 Percent	14.94	15.80	12.86	20.55	21.23	13.88	5.25	3.38	0.77	19.58	10.97	33.01	0.84	20.06	66.02	19.56	6.28	21.69	22.83	2.03	4.41	15.76	14.19	
16 to 30 Percent	2.57	2.65	2.67	1.77	2.80	2.77	2.68	1.24	0.17	2.51	2.61	1.61	0.53	1.93	0.00	9.77	2.54	2.61	2.93	2.21	2.86	2.43	1.24	
31 to 45 Percent	0.57	0.78	0.49	0.10	0.72	0.59	0.32	0.25	0.00	0.73	0.44	0.39	0.00	0.19	0.00	5.15	0.02	0.23	0.75	1.28	0.50	0.67	0.22	
46 to 60 Percent	1.89	1.11	2.91	0.56	1.70	2.72	1.78	0.56	5.52	2.01	1.79	0.00	0.81	2.18	0.00	8.61	2.05	2.26	0.47	3.81	0.92	2.24	0.99	
61 to 80 Percent	1.12	1.00	1.40	0.38	1.25	1.04	1.17	0.33	0.05	0.84	1.36	38.87	0.38	0.87	0.42	0.84	0.04	0.50	2.07	2.80	0.38	1.09	0.62	
81 to 99 Percent	0.36	0.42	0.32	0.24	0.18	0.37	0.81	0.19	0.00	0.40	0.32	0.00	0.00	0.17	0.00	0.55	0.02	0.31	0.28	1.99	0.31	1.12	0.64	
100 Percent	0.94	1.05	0.84	0.93	0.89	0.98	1.01	0.89	0.00	1.00	0.88	0.00	1.35	0.45	0.00	0.05	0.82	0.56	0.77	2.27	0.69	0.92	3.07	
Don't Know	8.17	8.95	7.20																					

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PO&E(%)	SCE(%)	SD&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;LI3&gt; How old are the majority of your linear and or high bay fixtures currently in use at your facility?</b>																							
Less than 5 years old	34.87	33.43	35.12	39.56	30.34	37.54	40.86	39.79	32.78	41.62	29.71	16.35	36.29	35.71	32.10	45.80	30.72	38.58	27.13	45.91	38.74	37.56	36.35
Between 5 and 10 years old	33.45	30.57	37.47	26.90	36.56	32.97	29.08	25.49	26.87	27.33	38.13	55.19	30.32	28.33	34.53	20.47	40.45	29.45	33.68	30.20	28.96	35.70	34.37
Between 10 & 15 years old	14.78	16.75	13.03	14.70	16.33	14.22	12.90	11.16	17.56	13.40	15.83	8.26	10.47	17.49	13.79	13.08	15.62	13.09	20.69	10.01	12.64	15.60	15.92
More than 15 years old	12.46	14.78	10.27	12.95	11.91	11.71	12.85	18.33	12.64	13.87	11.38	20.20	13.18	13.20	19.58	8.97	11.76	12.61	12.76	11.83	13.77	10.08	9.27
Refused	0.05	0.11	0.00	0.00	0.10	0.00	0.00	0.00	0.00	0.11	0.00	0.00	0.00	0.00	0.00	1.52	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	4.39	4.35	4.10	5.89	4.76	3.55	4.31	5.23	0.15	3.67	4.95	0.00	9.75	5.28	0.00	10.16	1.45	6.28	5.73	2.06	5.89	1.05	4.10
n	6347	2296	2852	1199	397	1642	1992	2183	139	1774	4573	25	318	516	42	167	637	1274	1060	496	784	457	571
<b>&lt;LI4&gt; How would you describe the condition of the majority of your linear and/or high bay fixtures currently in use at your facility?</b>																							
In Poor	1.59	1.46	1.78	1.28	0.79	1.98	2.47	3.36	0.16	1.60	1.58	0.00	6.04	1.75	0.00	5.56	0.52	1.61	0.86	1.33	1.95	1.26	2.08
Fair	16.88	17.51	17.48	11.53	17.80	14.11	17.47	19.02	26.27	15.55	17.89	65.02	18.67	18.73	34.58	19.16	19.60	9.85	12.26	21.63	16.36	12.34	15.34
Good condition	80.40	79.25	80.03	86.81	79.73	83.62	79.07	76.84	73.55	81.41	79.62	34.98	72.93	79.47	65.42	73.52	78.92	88.05	85.90	76.72	77.69	86.40	82.43
Refused	0.05	0.11	0.00	0.00	0.10	0.00	0.00	0.00	0.00	0.11	0.00	0.00	0.00	0.00	0.00	1.52	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	1.09	1.67	0.72	0.38	1.59	0.28	0.99	0.78	0.02	1.32	0.91	0.00	2.37	0.05	0.00	0.23	0.97	0.48	0.98	0.33	4.01	0.00	0.15
n	6347	2296	2852	1199	397	1642	1992	2183	139	1774	4573	25	318	516	42	167	637	1274	1060	496	784	457	571
<b>&lt;LI_REM&gt; Earlier you mentioned your facility had been remodeled. During this remodel did you install any lighting equipment systems?</b>																							
Yes	62.92	68.86	61.85	49.97	71.49	57.90	48.28	36.68	49.78	63.58	62.24	81.24	49.12	52.30	76.24	46.59	78.29	53.52	55.07	48.22	70.99	75.67	46.32
No	34.19	29.50	36.43	39.24	26.05	38.61	47.94	59.63	37.57	33.03	35.39	18.76	45.23	40.87	1.04	53.39	21.37	45.85	43.50	44.67	27.40	22.88	50.19
Refused	2.89	1.64	1.72	10.80	2.47	3.49	3.77	1.69	12.66	3.39	2.37	0.00	5.66	6.73	22.72	0.01	0.34	0.63	1.43	7.11	1.41	1.45	3.49
Don't Know	1.56	0.52	0.74	0.29	1.65	0.48	0.23	0.44	0.38	0.55	1.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
n	1560	525	741	294	165	486	423	448	38	559	1001	13	89	146	20	61	120	314	278	120	170	127	108
<b>&lt;L_MSP1&gt; Since January 2009, have you installed any lighting equipment?</b>																							
Yes	38.01	40.77	36.81	31.35	49.71	34.34	25.92	20.77	7.97	48.44	30.00	83.55	28.13	28.16	29.12	36.22	46.70	42.00	41.61	21.02	24.23	37.59	37.05
No	59.81	56.79	61.41	65.61	48.29	63.03	71.72	77.93	92.03	49.26	67.91	16.45	69.10	68.71	70.88	62.91	53.05	54.49	56.86	74.98	71.75	27.40	59.54
Refused	0.00	0.00	0.00	0.02	0.00	0.00	0.00	0.02	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	2.18	2.44	1.77	3.02	2.00	2.63	2.36	1.28	0.00	2.31	2.08	0.00	2.77	3.13	0.00	0.87	0.25	0.51	1.54	4.00	4.00	2.94	3.41
n	6071	2234	2738	1039	420	1589	1766	2120	116	1742	4269	15	326	476	29	131	564	1286	1007	462	743	349	629
<b>&lt;LSP2&gt; What type of fixtures, ballasts, or light controls were installed as part of this lighting retrofit?</b>																							
High Performance T8	9.45	7.75	10.40	12.68	8.57	12.39	10.14	3.94	0.40	12.29	6.24	9.13	10.56	9.82	0.32	12.66	6.14	10.33	16.99	3.25	8.58	15.44	12.24
T8 fluorescent fixtures (1in. diameter bulbs)	24.73	23.02	25.02	31.43	24.70	27.60	22.89	16.33	5.85	26.35	22.90	5.24	14.68	38.05	80.68	19.79	22.80	28.74	20.62	17.03	16.84	33.79	12.13
T10 fluorescent fixtures	0.38	0.20	0.61	0.00	0.08	0.26	1.84	0.03	0.00	0.07	0.73	0.00	0.00	0.00	0.00	3.97	0.58	0.08	0.00	1.18	0.00	0.00	0.02
T12 Fixtures (1.5in. diameter bulbs)	1.24	1.13	1.17	2.12	0.36	2.28	2.07	5.44	18.97	0.90	1.82	0.00	0.33	0.59	0.00	1.62	0.59	2.55	1.56	3.30	0.60	1.77	1.20
HID (High Intensity Discharge) Fixtures-Compact	5.21	5.81	4.54	5.82	5.71	5.48	2.58	6.03	0.20	7.40	2.72	0.00	3.53	3.55	0.00	0.00	3.63	7.20	1.04	1.84	15.53	8.97	15.15
Compact Fluorescent, Screw-in Modular	2.47	2.43	2.17	4.21	0.75	5.21	4.69	4.52	16.47	2.17	2.81	1.67	1.18	5.42	0.68	7.85	0.20	4.84	2.63	5.68	4.84	4.20	0.00
Compact Fluorescent, Hardwire	2.92	2.52	3.88	0.80	3.53	2.21	1.69	2.29	0.29	4.26	1.41	0.10	0.06	8.88	0.00	12.39	0.02	1.59	6.71	3.29	13.14	1.68	0.43
Incandescent	1.36	2.09	0.82	0.70	0.96	1.44	2.31	3.37	18.97	0.91	1.87	0.00	0.61	0.90	0.00	0.33	0.90	2.04	1.50	7.08	1.92	0.69	0.00
Exit Signs, Compact Fluorescent	0.25	0.38	0.17	0.00	0.27	0.29	0.00	0.58	0.00	0.23	0.26	0.00	0.00	0.00	0.00	3.69	0.00	0.00	0.12	0.00	1.09	1.09	
Exit Signs, LED	2.31	1.66	3.09	1.33	2.58	2.21	1.48	2.04	0.20	2.05	2.60	49.42	1.88	1.70	0.00	8.77	0.24	0.60	3.73	4.53	1.02	5.66	0.25
Halogen	2.38	2.05	2.82	1.71	2.98	1.08	2.12	1.63	0.20	2.38	2.38	0.00	0.09	1.00	0.00	7.56	0.21	5.56	1.07	1.45	12.65	1.06	0.31
Install Reflectors	0.09	0.17	0.03	0.00	0.08	0.06	0.19	0.00	0.20	0.16	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.17	0.00	0.00	0.00	1.40	0.00
Electronic Ballast	10.85	9.78	12.55	7.09	9.09	14.40	12.93	9.88	8.80	11.52	10.10	52.71	14.28	15.28	2.78	13.22	6.63	14.28	8.25	16.90	9.94	19.19	14.61
Magnetic Ballast	0.45	0.25	0.43	1.48	0.35	0.47	0.48	1.62	0.00	0.56	0.32	0.00	0.00	4.93	0.00	5.24	0.07	0.17	0.23	0.00	0.32	0.62	0.42
Lighting Controls, Time Clock	1.53	1.11	1.76	2.38	1.23	1.74	2.61	0.87	0.20	1.07	2.05	0.00	3.86	0.00	0.01	1.14	1.11	0.85	1.45	0.89	1.96	5.80	3.79
Lighting Controls, Occupancy Sensor	16.41	19.30	15.06	9.53	21.08	12.73	6.17	5.66	0.00	17.81	14.82	23.40	3.75	7.60	0.00	8.78	24.99	15.48	13.66	2.72	3.79	17.32	26.82
Lighting Controls, Bypass/Delay Timers	0.43	0.19	0.56	0.91	0.15	0.94	0.86	0.16	0.00	0.32	0.55	2.72	0.45	0.00	0.00	0.00	0.00	1.36	0.35	0.00	0.00	1.60	0.54
Lighting Controls, Photocell	3.50	0.94	6.16	1.86	4.83	1.41	1.75	1.92	0.20	5.84	0.87	0.00	1.12	0.46	0.00	0.94	7.67	1.86	0.94	0.00	0.17	4.01	4.37
Other Fluorescent	3.42	4.43	2.26	4.66	2.61	4.52	4.17	6.55	0.00	4.49	2.21	0.00	8.62	1.94	0.00	0.97	3.18	3.25	2.93	3.70	4.22	3.98	7.23
Fat/Thick Tubes	0.22	0.17	0.27	0.24	0.00	0.13	0.90	1.52	0.00	0.15	0.30	0.00	0.00	0.33	0.00	0.00	0.07	0.35	0.27	1.31	0.00	0.00	0.70
Skinny/Thin Tubes	3.74	4.38	3.09	4.09	2.48	3.31	7.56	10.51	0.00	3.15	4.41	0.00	4.45	7.05	6.73	1.21	2.07	7.28	1.35	3.12	7.85	2.61	3.82
T5 Fixtures (5/8in. diameter)	16.29	23.95	11.43	5.08	21.40	12.21	5.18	4.59	16.04	16.91	15.59	3.18	4.03	2.52	34.08	2.28	26.58	3.90	13.05	1.19	20.03	12.15	23.39
LED bulbs that replace screw in bulbs such as incandescent and halogen bulbs and spotlights	0.20	0.45	0.00	0.00	0.27	0.16	0.00	0.00	0.00	0.37	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.11	0.87	0.00	0.00	0.00
LED light sources that replace linear fluorescent bulbs	0.46	0.06	0.24	3.57	0.59	0.26	0.33	0.10	0.00	0.79	0.09	0.00	8.81	0.59	0.00	0.46	0.03	0.00</					

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	P&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;L_MSP2_1&gt; How many high performance T8 fluorescent fixtures did you buy for this facility?</b>																							
0 to 10	8.82	4.89	8.70	21.79	6.74	8.13	16.10	16.90	0.00	5.18	16.81	0.00	9.63	4.63	0.00	5.49	14.33	7.94	8.96	28.44	5.69	0.00	5.84
11 to 30	10.46	13.66	9.61	4.31	2.02	12.59	31.22	42.98	50.00	7.37	17.25	0.00	22.09	12.83	0.00	8.34	4.63	10.54	3.35	61.42	29.19	18.15	14.84
31 to 50	9.56	7.91	8.16	21.24	4.26	13.86	16.31	20.64	0.00	7.55	13.99	0.00	14.26	0.00	0.00	0.00	3.58	12.91	19.99	0.00	1.17	11.51	0.00
51 to 100	6.56	8.66	3.40	14.44	5.51	4.75	13.96	0.00	0.00	7.01	5.57	97.22	21.09	15.63	0.00	0.00	5.16	1.28	2.00	0.00	11.70	1.72	15.40
101 to 500	28.90	34.74	27.53	16.79	34.01	28.72	14.06	12.20	0.00	30.97	24.34	0.00	32.93	49.51	0.00	5.04	14.20	17.07	49.98	0.00	29.98	24.69	46.66
501 to 1000	4.81	6.77	2.13	10.97	5.87	6.19	0.00	0.00	50.00	7.00	0.00	0.00	0.00	9.55	0.00	0.00	9.71	0.00	0.00	22.27	21.09	0.00	0.00
More than 1000	6.00	2.09	8.95	4.70	7.84	6.28	0.00	0.00	0.00	8.18	1.21	0.00	0.00	0.00	95.59	0.00	20.93	2.87	0.00	0.00	6.77	11.73	
Don't Know	24.89	21.26	31.52	5.78	33.94	19.49	6.40	7.28	0.00	26.74	20.83	2.78	0.00	7.84	4.41	81.13	58.10	19.62	13.26	10.14	0.00	16.07	5.53
n	226	88	102	36	39	95	66	21	5	124	102	3	14	13	3	8	21	40	44	6	22	33	19
<b>&lt;LI19_1&gt; In what year did you install the high performance T8 fluorescent fixtures?</b>																							
2009	18.59	27.59	12.54	18.85	12.66	31.72	10.82	26.08	50.00	13.43	27.56	92.54	38.67	13.88	0.00	51.69	12.62	4.84	18.20	26.50	54.54	18.11	17.82
2010	14.39	11.39	19.07	5.00	15.08	14.94	12.05	6.40	0.00	13.54	15.87	4.68	0.00	3.22	100.00	25.29	19.83	1.11	31.01	13.82	12.85	7.00	1.72
2011	32.99	20.07	33.82	60.25	30.55	31.65	40.31	60.10	0.00	31.70	35.21	2.78	40.75	61.00	0.00	0.07	1.70	66.35	24.54	27.37	12.12	30.30	37.12
2012	28.87	26.75	34.08	15.57	39.22	16.09	24.00	4.67	50.00	38.59	12.02	0.00	19.73	7.32	0.00	22.95	65.66	26.73	18.03	32.31	7.75	40.26	21.15
Refused	1.27	3.71	0.00	0.00	2.50	0.00	0.00	0.00	0.00	0.00	3.46	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4.79	0.00	0.00	0.00
Don't Know	3.89	10.50	0.50	0.33	0.00	5.60	12.82	2.75	0.00	2.74	5.88	0.00	0.85	14.59	0.00	0.00	0.00	0.96	3.44	0.00	12.75	4.00	22.19
n	182	65	87	36	25	69	62	21	5	89	93	3	9	11	2	7	18	30	32	6	17	32	15
<b>&lt;LI23_1&gt; Did you receive a rebate for the purchase of the high performance T8 fluorescent fixtures?</b>																							
Yes	61.27	70.00	61.21	41.08	67.10	62.86	39.39	67.04	50.00	77.21	33.63	95.32	33.04	20.43	0.00	75.67	56.98	81.22	53.58	59.69	42.47	66.13	51.86
No	28.01	17.13	27.37	55.63	24.56	24.43	45.51	29.92	0.00	17.84	45.63	4.68	34.05	70.58	100.00	24.33	38.09	14.32	25.50	28.23	52.80	23.16	29.59
Don't Know	10.72	12.87	11.41	3.29	8.34	12.71	15.10	3.03	50.00	4.95	20.74	0.00	32.91	8.98	0.00	0.00	4.94	4.46	20.92	12.08	4.73	10.72	18.55
n	182	65	87	36	25	69	62	21	5	89	93	3	9	11	2	7	18	30	32	6	17	32	15
<b>&lt;LI24_1&gt; What type of lighting was removed and replaced when you installed the high performance T8 fluorescent fixtures?</b>																							
High Performance T8	2.84	3.46	2.29	3.30	0.00	7.94	2.10	0.54	0.00	2.62	3.23	0.00	12.94	0.00	0.00	7.39	0.00	2.30	5.33	0.00	0.00	0.00	4.86
T8 fluorescent fixtures (1in. diameter bulbs)	18.82	17.99	11.77	45.40	20.35	12.57	25.78	21.81	0.00	13.77	27.54	97.22	4.90	57.98	0.00	0.00	12.62	17.29	11.46	59.69	7.75	38.39	29.92
T10 fluorescent fixtures	1.04	0.00	1.70	1.14	0.00	2.93	0.72	0.00	0.00	1.45	0.32	0.00	0.00	0.00	0.00	0.00	4.62	0.00	0.00	0.00	0.00	4.44	0.00
T12 Fixtures (1.5in. diameter bulbs)	30.62	33.66	31.48	20.50	15.39	48.66	40.18	59.95	0.00	27.91	35.32	0.00	51.98	36.45	0.00	76.68	23.19	34.01	24.15	0.00	25.29	37.38	38.10
HID (High Intensity Discharge) Fixtures-Compact	5.61	4.69	7.82	0.00	7.90	3.29	3.53	0.00	0.00	7.22	2.82	0.00	0.00	0.00	0.00	0.00	6.33	0.00	15.09	0.00	9.35	0.00	0.00
Compact Fluorescent, Hardwire	0.62	0.00	0.00	4.22	0.00	1.97	0.00	0.00	0.00	0.00	1.69	0.00	0.00	0.00	0.00	0.00	0.00	2.29	0.00	0.00	0.00	0.00	
Incandescent	0.80	0.63	0.48	2.31	0.00	0.59	3.49	2.59	0.00	0.32	1.62	0.00	0.00	0.00	0.00	0.00	0.00	0.69	0.00	10.14	4.23	3.20	0.00
Exit Signs, Compact Fluorescent	1.27	3.71	0.00	0.00	2.50	0.00	0.00	0.00	0.00	0.00	3.46	0.00	0.00	0.00	0.00	0.00	0.00	4.79	0.00	0.00	0.00	0.00	
Halogen	0.67	0.00	1.31	0.00	0.00	2.13	0.00	0.00	0.00	1.05	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10.91	0.00	0.00	
Install Reflectors	0.26	0.00	0.00	1.80	0.00	0.84	0.00	0.00	0.00	0.00	0.72	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.99	0.00	0.00	0.00	
Magnetic Ballast	0.13	0.39	0.00	0.00	0.00	0.43	0.00	0.00	0.00	0.21	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Fluorescent, type not specified	0.23	0.00	0.46	0.00	0.00	1.44	0.00	0.00	0.00	0.37	0.00	0.00	0.00	0.00	0.00	0.00	6.36	0.00	0.00	0.00	0.00	0.00	
Fat/Thick Tubes	2.14	0.00	0.69	12.18	3.45	0.00	2.40	0.00	0.00	2.76	1.06	0.00	15.02	0.00	0.00	0.00	10.72	0.00	0.00	0.00	0.00	0.00	0.73
T5 Fixtures (5/8in. diameter)	1.05	0.28	1.85	0.00	0.00	0.00	5.84	5.57	0.00	0.00	2.85	0.00	0.00	0.00	0.00	0.00	3.52	0.00	0.00	1.57	0.00	0.00	
New Equipment-didn't replace anything	6.89	14.31	3.80	0.36	9.26	5.84	2.20	0.35	0.00	9.05	3.16	0.00	0.00	4.89	100.00	0.00	3.67	17.63	3.67	0.00	0.00	0.73	6.67
Other	22.55	11.90	34.35	6.11	36.96	8.99	5.86	2.63	100.00	28.39	12.44	0.00	0.85	0.00	0.00	0.00	38.86	21.81	24.54	1.74	40.90	9.51	14.16
Don't Know	4.48	8.97	1.99	2.67	4.19	3.81	6.45	6.55	0.00	4.88	3.78	2.78	8.69	0.67	0.00	9.58	0.00	0.46	9.98	28.44	0.00	6.35	5.57
n	181	65	80	36	25	68	62	21	5	88	93	3	9	11	2	7	18	30	32	6	17	37	15
<b>&lt;LI26_1&gt; Approximately how old were the lights that were removed/replaced by the high performance T8 fluorescent fixtures?</b>																							
Less than 5 years old	3.87	0.63	5.75	4.01	0.00	7.74	8.09	1.48	0.00	5.88	0.60	0.00	17.65	0.00	0.00	0.00	1.18	4.60	29.11	18.66	2.85	0.00	
Between 5 and 10 years old	17.21	20.40	14.12	21.31	18.34	16.03	17.16	8.12	0.00	18.13	15.72	0.00	0.85	57.58	0.00	7.39	36.63	2.48	2.48	32.31	23.68	45.94	37.91
Between 10 and 15 years old	32.29	12.79	48.75	15.63	42.29	23.36	22.88	5.90	50.00	33.19	30.81	97.22	23.71	15.34	0.00	6.36	22.58	47.56	41.74	12.08	11.64	7.85	27.38
More than 15 years old	41.26	53.94	28.98	57.40	30.16	52.87	47.50	79.54	50.00	37.15	47.94	0.00	52.90	27.08	0.00	63.30	40.23	47.61	37.15	26.50	46.01	43.36	32.87
Don't Know	5.38	12.24	2.40	1.64	9.21	0.00	4.37	4.97	0.00	5.65	4.93	2.78	4.90	0.00	0.00	22.95	0.57	1.17	14.04	0.00	0.00	1.84	
n	177	62	75	34	24	65	58	20	4	86	85	3	9	10	1	7	18	27	30	6	17	37	14
<b>&lt;L_MSP2_2&gt; How many T8 fluorescent fixtures did you buy for this facility?</b>																							
0 to 10	16.16	6.74	21.73	25.98	17.02	9.45	19.65	38.43	0.30	7.36	27.35	0.00	19.02	10.93	2.45	9.15	32.39	10.15	12.73	16.72	7.51	6.15	5.51
11 to 30	21.29	23.32	19.38	22.08	21.86	16.47	25.49	29.30	0.00	21.25	21.33	68.14	41.69	13.87	38.73	16.79	21.26	6.48	28.24	45.66	10.69	7.18	26.95
31 to 50	10.60	11.50	7.78	19.09	8.79	15.37	10.57	8.74	93.24	7.66	14.33	0.00	2.91	24.49	8.83	21.81	13.74	5.69	8.72	2.83	18.66	4.54	10.85
51 to 100	10.30	11.80	10.09	5.96	6.31	15.82	18.39	7.86	0.0														

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PO&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(n)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)	
<b>&lt;LI24_2&gt; What type of lighting was removed and replaced when you installed the T8 fluorescent fixtures?</b>																								
High Performance T8	0.07	0.00	0.15	0.00	0.00	0.00	0.52	0.00	0.00	0.09	0.06	0.00	2.28	0.00	0.00	0.00	0.15	0.00	0.00	0.00	0.00	0.00	0.00	0.00
T8 fluorescent fixtures (1in. diameter bulbs)	20.83	27.74	10.50	40.31	26.65	14.78	8.32	18.99	12.81	23.58	17.77	57.36	0.00	16.66	43.16	9.73	14.45	14.97	29.30	3.37	30.10	16.40	18.00	
T10 fluorescent fixtures	1.04	1.89	0.66	0.30	1.71	0.17	0.00	0.24	0.00	1.33	0.71	0.00	0.00	0.00	2.58	0.00	2.20	0.00	0.00	0.00	0.00	0.75	0.22	
T12 Fixtures (1.5in. diameter bulbs)	40.07	31.65	51.13	21.71	36.06	44.01	46.71	53.82	45.15	35.29	45.39	42.64	31.36	61.83	50.37	53.76	39.21	21.62	39.88	77.68	30.71	57.98	27.86	
HID (High Intensity Discharge) Fixtures-Compact	7.80	8.04	7.66	7.70	7.84	10.09	4.61	2.29	0.00	10.61	4.68	0.00	0.00	0.00	0.00	0.00	12.58	15.10	0.00	0.00	10.97	4.21	11.75	
Compact Fluorescent, Screw-in Modular	0.13	0.00	0.00	0.93	0.00	0.52	0.00	0.00	0.00	0.25	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2.32	0.00	
Incandescent	7.07	15.95	2.76	0.44	9.92	1.88	5.83	1.53	0.00	9.46	4.40	0.00	0.00	0.00	0.00	9.70	2.15	30.38	0.06	13.72	0.76	0.00	1.30	
Halogen	0.13	0.00	0.25	0.00	0.00	0.50	0.00	0.00	0.00	0.00	0.27	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2.19	0.00	0.00	
Install Reflectors	0.15	0.00	0.00	1.02	0.00	0.00	1.04	0.00	0.00	0.00	0.31	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.10	0.00	0.00	0.00	0.00	
Electronic Ballast	0.08	0.00	0.15	0.00	0.00	0.00	0.54	0.00	0.00	0.00	0.16	0.00	0.00	0.00	0.00	0.00	0.00	0.41	0.00	0.00	0.00	0.00	0.00	
Magnetic Ballast	0.15	0.43	0.00	0.00	0.00	0.59	0.00	0.00	0.00	0.00	0.32	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5.08	
Fluorescent, type not specified	2.76	0.59	4.31	2.66	3.40	1.42	3.03	0.42	0.00	1.96	3.66	0.00	38.90	0.00	0.00	0.00	4.05	2.55	0.51	0.00	1.20	0.00	15.39	
Fat/Thick Tubes	1.27	1.00	1.43	1.41	0.00	0.55	7.28	3.83	0.00	1.17	1.39	0.00	16.08	0.00	0.00	0.12	0.81	2.65	0.00	0.00	5.02	0.00	1.56	
Skinny/Thin Tubes	0.27	0.46	0.18	0.09	0.00	0.35	1.15	0.48	0.00	0.17	0.37	0.00	0.00	0.00	0.00	3.69	0.54	0.07	0.00	0.00	0.00	0.00	0.00	
T5 Fixtures (5/8in. diameter)	0.58	0.23	0.98	0.00	0.00	0.32	3.51	0.00	0.00	0.15	1.05	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3.71	0.00	0.00	2.72	
New Equipment-didn't replace anything	12.58	9.31	14.01	15.58	13.07	13.76	9.13	9.21	0.00	12.36	12.84	0.00	11.38	15.85	3.89	5.67	19.24	7.96	18.64	3.95	5.12	13.44	9.91	
Other	1.60	0.68	2.57	0.43	1.36	2.66	0.10	4.46	41.75	0.89	2.39	0.00	0.00	0.25	0.00	3.83	2.99	1.41	1.05	1.28	0.00	0.00	5.11	
Don't Know	3.43	2.03	3.27	7.42	0.00	8.41	6.25	4.74	0.30	2.69	4.25	0.00	0.00	5.42	0.00	13.50	1.63	2.88	5.76	0.00	13.92	4.89	11.10	
n	471	169	230	72	56	175	132	97	11	209	262	3	15	35	11	15	70	83	74	20	46	60	39	
<b>&lt;LI26_2&gt; Approximately how old were the lights that were removed/replaced by the T8 fluorescent fixtures?</b>																								
Less than 5 years old	5.26	1.85	3.12	21.95	6.68	4.41	0.52	8.64	3.36	2.56	8.29	0.00	4.47	0.41	2.69	3.91	13.71	1.46	1.40	0.91	1.40	3.81	3.75	
Between 5 and 10 years old	34.09	46.65	26.22	29.20	43.04	21.03	26.28	8.53	9.75	39.50	28.02	0.00	9.85	10.98	30.48	44.36	32.03	50.39	34.94	33.59	28.93	24.97	20.04	
Between 10 and 15 years old	25.96	18.07	35.58	12.25	27.60	25.65	22.39	14.08	3.40	28.88	22.69	57.36	24.59	49.65	39.17	0.00	19.11	25.83	30.20	29.14	19.15	12.95	38.19	
More than 15 years old	28.95	29.42	29.90	24.33	19.64	40.78	42.32	43.69	83.49	22.82	35.83	42.64	61.09	27.71	20.13	37.58	33.44	15.83	29.16	23.67	39.13	55.59	28.00	
Don't Know	5.74	4.02	5.18	12.27	3.03	8.13	8.50	25.06	0.00	6.24	5.17	0.00	0.00	11.26	7.53	14.15	1.72	6.49	4.30	12.70	11.39	2.67	10.03	
n	412	148	205	59	49	157	117	84	11	194	218	3	13	32	10	14	61	71	67	18	41	50	32	
<b>&lt;LI19_3&gt; In what year did you install the T10 fluorescent fixtures?</b>																								
2009	16.19	0.35	20.96	0.00	100.00	22.41	0.00	25.42	0.00	0.00	17.97	0.00	0.00	0.00	0.00	39.44	0.00	100.00	0.00	0.00	0.00	0.00	0.00	
2010	9.74	0.00	12.67	0.00	0.00	0.00	13.50	0.00	0.00	0.00	10.81	0.00	0.00	0.00	0.00	30.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
2011	39.54	0.00	51.46	0.00	0.00	0.00	54.82	0.00	0.00	0.00	43.89	0.00	0.00	0.00	0.00	77.55	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
2012	11.68	1.02	14.90	0.00	0.00	77.59	0.00	74.58	0.00	0.00	12.97	0.00	0.00	0.00	0.00	0.00	22.45	0.00	0.00	0.00	0.00	0.00	100.00	
Don't Know	22.85	98.64	0.00	0.00	0.00	31.68	0.00	100.00	14.36	0.00	0.00	0.00	0.00	0.00	0.00	30.55	0.00	0.00	100.00	0.00	0.00	0.00	0.00	
n	9	4	5	0	1	2	4	2	0	1	8	0	0	0	0	3	2	2	0	1	0	0	1	
<b>&lt;LI23_3&gt; Did you receive a rebate for the purchase of the T10 fluorescent fixtures?</b>																								
No	100.00	100.00	100.00	0.00	100.00	100.00	100.00	100.00	0.00	100.00	100.00	0.00	0.00	0.00	0.00	100.00	100.00	100.00	0.00	100.00	0.00	0.00	100.00	
n	9	4	5	0	1	2	4	2	0	1	8	0	0	0	0	3	2	2	0	1	0	0	1	
<b>&lt;LI24_3&gt; What type of lighting was removed and replaced when you installed the T10 fluorescent fixtures?</b>																								
T10 fluorescent fixtures	11.68	1.02	14.90	0.00	0.00	77.59	0.00	74.58	0.00	0.00	12.97	0.00	0.00	0.00	0.00	0.00	22.45	0.00	0.00	0.00	0.00	0.00	100.00	
T12 Fixtures (1.5in. diameter bulbs)	9.92	42.80	0.00	0.00	0.00	0.00	13.75	0.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	30.55	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Compact Fluorescent, Screw-in Modular	12.94	55.84	0.00	0.00	0.00	0.00	17.93	0.00	0.00	0.00	14.36	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	
Incandescent	25.93	0.35	33.64	0.00	100.00	22.41	13.50	25.42	0.00	0.00	28.76	0.00	0.00	0.00	0.00	69.45	0.00	100.00	0.00	0.00	0.00	0.00	0.00	
Other	39.54	0.00	51.46	0.00	0.00	0.00	54.82	0.00	0.00	0.00	43.89	0.00	0.00	0.00	0.00	0.00	77.55	0.00	0.00	0.00	0.00	0.00	0.00	
n	9	4	5	0	1	2	4	2	0	1	8	0	0	0	0	3	2	2	0	1	0	0	1	
<b>&lt;LI26_3&gt; Approximately how old were the lights that were removed/replaced by the T10 fluorescent fixtures?</b>																								
Less than 5 years old	9.92	42.80	0.00	0.00	0.00	0.00	13.75	0.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	30.55	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Between 5 and 10 years old	12.80	0.00	16.66	0.00	100.00	0.00	0.00	0.00	0.00	0.00	14.21	0.00	0.00	0.00	0.00	39.44	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Between 10 and 15 years old	39.86	1.36	51.46	0.00	0.00	0.00	54.82	100.00	0.00	0.00	44.24	0.00	0.00	0.00	0.00	77.55	2.37	0.00	0.00	0.00	0.00	0.00	100.00	
More than 15 years old	24.49	0.00	31.87	0.00	0.00	100.00	13.50	0.00	0.00	0.00	27.19	0.00	0.00	0.00	0.00	30.00	22.45	97.63	0.00	0.00	0.00	0.00	0.00	
Don't Know	12.94	55.84	0.00	0.00	0.00	0.00	17.93	0.00	0.00	0.00	14.36	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	
n	9	4	5	0	1	2	4	2	0	1	8	0	0	0	0	3	2	2	0	1	0	0	1	
<b>&lt;LI19_4&gt; In what year did you install the T12 fixtures?</b>																								
2009	14.57	9.30	8.66	50.89	16.29	1.10	24.87	28.05	100.00	32.38	6.72	0.00	32.94	0.00	0.00	0.00	17.41	0.39	46.21	35.93	63.45	8.54	0.00	
2010	44.46	74.13	9.64	1.34	83.71	20.60	21.20	2.09	0.00	16.54	56.76	0.00	0.00	0.00	0.00	3.05	77.85	23.58	0.00	21.88	0.00	8.54	0.00	
2011	19.83	1.69	60.59	0.00	0.00	32.87	27.70	44.38	0.00	24.50	17.77	0.00												

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PO&E(%)	SC&E(%)	SD&G&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)		
<b>&lt;LI26_4&gt; Approximately how old were the lights that were removed/replaced by the T12 fixtures?</b>																									
Less than 5 years old	1.01	0.00	2.67	0.00	0.00	0.00	3.48	0.00	0.00	1.83	0.00	0.00	67.06	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Between 5 and 10 years old	21.18	0.00	14.71	62.66	100.00	0.00	11.61	32.96	0.00	23.76	18.02	0.00	0.00	0.00	0.00	0.00	26.08	19.11	45.72	0.00	0.00	0.00	0.00	0.00	
Between 10 and 15 years old	21.47	29.40	27.83	0.00	0.00	32.92	11.04	27.28	0.00	13.96	30.70	0.00	0.00	0.00	0.00	0.00	19.30	25.96	26.35	74.33	8.54	0.00	0.00	0.00	
More than 15 years old	38.44	28.93	48.60	37.34	0.00	47.11	45.49	32.98	100.00	44.90	30.51	0.00	0.00	100.00	0.00	64.70	73.92	61.58	3.20	37.72	25.67	59.51	0.00	0.00	
Don't Know	17.89	41.67	6.19	0.00	0.00	19.97	28.38	6.79	0.00	15.55	20.77	0.00	32.94	0.00	0.00	35.30	0.00	25.12	35.93	0.00	31.96	0.00	0.00		
n	44	18	20	6	1	14	13	14	2	19	25	0	2	2	0	2	4	14	9	3	3	5	0		
<b>&lt;L_MSP2_5&gt; How many compact HID fixtures did you buy for this facility?</b>																									
0 to 10	22.22	29.04	15.26	3.59	14.42	44.21	23.04	42.93	0.00	21.58	24.70	0.00	0.00	0.00	0.00	0.00	52.17	2.60	100.00	0.00	7.99	17.07	2.38	0.00	
11 to 30	21.65	9.00	48.28	21.96	21.50	16.92	65.46	0.00	0.00	23.46	14.63	0.00	0.00	0.00	0.00	0.00	47.83	3.92	0.00	0.00	1.46	63.01	22.08	0.00	
31 to 50	0.42	0.69	0.00	0.00	0.00	0.00	11.49	0.00	0.00	0.00	2.02	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.70	0.00	0.00	0.00	
51 to 100	1.58	2.62	0.00	0.00	0.00	6.72	0.00	0.00	0.00	1.99	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3.59	8.29	0.00	0.00	
101 to 500	52.74	58.65	31.55	74.45	64.07	26.21	0.00	57.07	100.00	52.97	51.84	0.00	0.00	0.00	0.00	0.00	0.00	93.49	0.00	0.00	85.25	11.63	34.81	0.00	
Don't Know	1.40	0.00	4.91	0.00	0.00	5.95	0.00	0.00	0.00	0.00	6.81	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	40.73	0.00	
n	45	19	19	7	9	18	8	9	1	21	24	0	0	0	0	0	7	6	5	0	13	10	4		
<b>&lt;LI19_5&gt; In what year did you install the compact HID fixtures?</b>																									
2009	8.19	6.60	6.62	17.24	6.39	7.40	32.87	19.96	0.00	10.37	1.70	0.00	0.00	0.00	0.00	0.00	0.00	68.10	7.37	0.00	0.25	54.18	2.72	0.00	
2010	10.79	4.41	11.27	34.86	0.00	33.58	35.94	7.91	0.00	0.53	41.32	0.00	0.00	0.00	0.00	0.00	0.68	0.00	92.63	0.00	12.70	5.62	46.56	0.00	
2011	40.29	56.21	2.83	44.93	48.34	21.12	21.77	68.64	0.00	36.55	51.43	0.00	0.00	0.00	0.00	0.00	6.37	8.06	0.00	0.00	75.90	29.74	50.72	0.00	
2012	34.39	32.78	55.50	2.97	38.84	30.16	9.41	3.49	100.00	44.07	5.96	0.00	0.00	0.00	0.00	0.00	87.34	23.84	0.00	0.00	1.20	10.46	0.00	0.00	
Don't Know	6.35	0.00	23.78	0.00	6.44	7.74	0.00	0.00	0.00	8.48	0.00	0.00	0.00	0.00	0.00	0.00	5.61	0.00	0.00	0.00	9.95	0.00	0.00	0.00	
n	39	17	15	7	7	14	8	9	1	17	22	0	0	0	0	0	7	5	4	0	10	10	3		
<b>&lt;LI23_5&gt; Did you receive a rebate for the purchase of the compact HID fixtures?</b>																									
Yes	1.89	3.23	0.00	0.00	0.00	7.11	0.00	0.00	100.00	2.52	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	50.72	0.00
No	70.85	91.17	44.46	38.54	64.09	85.18	100.00	38.99	0.00	73.04	64.32	0.00	0.00	0.00	0.00	0.00	57.24	100.00	97.16	0.00	84.42	54.38	49.28	0.00	
Don't Know	27.26	5.60	55.54	61.46	35.91	7.72	0.00	61.01	0.00	24.44	35.68	0.00	0.00	0.00	0.00	0.00	42.76	0.00	2.84	0.00	15.58	45.64	0.00	0.00	
n	39	17	15	7	7	14	8	9	1	17	22	0	0	0	0	0	7	5	4	0	10	10	3		
<b>&lt;LI24_5&gt; What type of lighting was removed and replaced when you installed the compact HID fixtures?</b>																									
T12 Fixtures (1.5in. diameter bulbs)	4.07	4.00	6.50	0.00	0.00	15.32	0.00	0.00	0.00	16.20	0.00	0.00	0.00	0.00	0.00	0.00	6.37	0.00	0.00	0.00	0.00	0.00	0.00	46.56	0.00
HID (High Intensity Discharge) Fixtures-Compact	57.29	77.44	9.37	64.14	71.43	21.12	59.49	61.75	100.00	59.37	51.10	0.00	0.00	0.00	0.00	0.00	30.32	50.94	89.77	0.00	76.68	85.05	0.00	0.00	
Incandescent	4.56	0.00	18.39	1.26	6.44	0.00	4.01	3.97	0.00	5.73	1.09	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2.86	0.00	9.95	1.80	0.00	
Fluorescent, type not specified	0.44	0.00	0.00	2.97	0.00	0.00	9.41	0.00	0.00	0.00	1.76	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.03	0.00	0.00	0.00	
New Equipment-didn't replace anything	11.39	17.68	3.99	0.00	0.00	38.45	16.13	19.07	0.00	12.47	8.14	0.00	0.00	0.00	0.00	0.00	17.55	49.06	0.00	0.00	0.17	13.15	53.44	0.00	
Other	0.22	0.00	0.82	0.00	0.00	0.00	10.22	0.00	0.00	0.87	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7.37	0.00	0.00	0.00	0.00		
Don't Know	22.03	0.88	62.93	31.63	22.13	25.11	10.96	5.00	0.00	22.43	20.85	0.00	0.00	0.00	0.00	0.00	45.76	0.00	0.00	0.00	12.16	0.00	0.00		
n	39	17	15	7	7	14	8	9	1	17	22	0	0	0	0	0	7	5	4	0	10	10	3		
<b>&lt;LI26_5&gt; Approximately how old were the lights that were removed/replaced by the compact HID fixtures?</b>																									
Less than 5 years old	2.90	5.35	0.00	0.00	0.00	15.73	0.00	0.00	0.00	0.00	11.15	0.00	0.00	0.00	0.00	0.00	0.00	0.00	86.93	0.00	0.00	0.00	0.00	0.00	
Between 5 and 10 years old	8.90	4.87	0.33	36.57	2.68	31.62	21.37	4.87	0.00	4.18	22.28	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2.84	0.00	11.77	30.12	0.00	0.00	
Between 10 and 15 years old	10.53	0.00	10.22	44.93	10.08	0.00	60.79	12.63	100.00	2.36	33.70	0.00	0.00	0.00	0.00	0.00	0.00	98.99	7.37	0.00	17.59	0.00	0.00	0.00	
More than 15 years old	56.77	89.78	17.13	18.50	65.11	29.47	17.85	82.50	0.00	67.83	25.36	0.00	0.00	0.00	0.00	0.00	44.50	1.01	2.86	0.00	70.64	69.88	0.00	0.00	
Don't Know	20.90	0.00	72.32	0.00	22.13	23.17	0.00	0.00	0.00	25.62	7.51	0.00	0.00	0.00	0.00	0.00	55.50	0.00	0.00	0.00	0.00	0.00	100.00	0.00	
n	28	10	11	7	7	8	6	6	1	11	17	0	0	0	0	0	4	2	4	0	9	8	1		
<b>&lt;LI19_6&gt; In what year did you install the screw-in modular compact fluorescent fixtures?</b>																									
2009	20.95	18.20	29.43	8.04	12.58	27.41	20.40	16.35	97.12	19.32	22.57	0.00	0.00	0.00	0.00	58.42	0.00	17.20	3.36	38.23	35.12	49.84	0.00	0.00	
2010	22.78	21.84	14.63	45.76	23.45	20.61	20.55	42.11	1.11	17.40	28.13	0.00	39.79	13.64	0.00	7.14	0.00	27.68	38.86	21.64	6.21	0.00	0.00	0.00	
2011	19.28	11.39	27.22	22.86	14.54	23.40	16.40	23.08	0.00	19.48	19.08	0.00	3.53	86.36	100.00	13.24	24.00	14.81	2.53	15.11	37.34	25.66	0.00	0.00	
2012	17.55	9.77	24.46	23.34	6.33	21.67	23.91	14.78	1.21	20.08	15.02	0.00	56.69	0.00	0.00	21.21	7.73	35.34	10.75	2.42	0.91	24.50	0.00		
2013	1.32	2.87	0.00	0.00	0.00	3.12	0.00	0.00	0.00	2.62	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4.81	0.00	0.00	0.00	0.00	0.00		
Don't Know	18.13	35.93	4.26	0.00	43.10	3.79	18.74	3.68	0.57	23.72	12.58	0.00	0.00	0.00	0.00	68.28	0.16	44.50	22.59	20.43	0.00	0.00	0.00		
n	109	39	51	19	6	37	26	36	4	41	68	0	4	5	1	8	3	38	18	9	13	10	0		
<b>&lt;LI23_6&gt; Did you receive a rebate for the purchase of the screw-in modular compact fluorescent fixtures?</b>																									
Yes	23.30	22.59	32.31	3.05	0.00	36.30	30.14	12.16	2.32	31.79	14.85	0.00	92.78	23.61	100.00	36.58	0.00	29.10	8.91	0.00	25.84	38.75	0.00	0.00	
No	69.09	63.96	66.23	91.30	93.67	57.01	57.04	87.84	97.12	60.68	77.44	0.00	7.22	76.39	0.00	42.21	76.01	62.94	91.09	60.80	74.16	61.25	0.00	0.00	
Don't Know	7.62	13.45	1.																						

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Pans(%)	Non-EE Pans(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;LI26_6&gt; Approximately how old were the lights that were removed/replaced by the screw-in modular compact fluorescent fixtures?</b>																							
Less than 5 years old	24.59	16.73	14.99	70.35	25.04	19.92	31.38	30.98	97.12	25.38	23.82	0.00	96.17	9.97	100.00	46.42	7.73	17.89	34.73	26.21	7.19	0.00	0.00
Between 5 and 10 years old	22.87	24.35	25.46	12.37	28.95	19.38	22.95	21.24	0.00	18.50	27.06	0.00	3.83	59.32	0.00	53.58	0.00	17.61	8.44	0.00	54.87	29.17	0.00
Between 10 and 15 years old	20.22	7.42	42.01	5.22	0.00	33.49	21.91	8.31	2.32	13.24	26.92	0.00	0.00	0.00	0.00	0.00	68.28	39.87	5.05	15.84	31.37	8.36	0.00
More than 15 years old	18.06	21.56	17.54	9.25	0.00	26.58	17.06	38.00	0.00	13.79	22.19	0.00	0.00	30.71	0.00	0.00	0.00	24.00	5.77	44.84	5.82	57.72	0.00
Don't Know	14.24	29.93	0.00	2.80	46.02	0.84	6.70	1.46	0.57	29.09	0.00	0.00	0.00	0.00	0.00	0.00	1.56	48.01	13.11	0.76	4.75	0.00	0.00
n	102	37	47	18	5	37	22	34	4	39	63	0	3	5	1	7	3	17	17	8	12	9	0
<b>&lt;L_MSP2_7&gt; How many hardwire compact fluorescent fixtures did you buy for this facility?</b>																							
0 to 10	12.57	15.79	11.57	12.89	7.85	8.67	46.70	21.83	0.00	14.19	8.29	100.00	100.00	15.73	0.00	0.00	0.00	17.78	27.16	79.55	0.17	16.96	0.00
11 to 30	6.82	6.65	7.15	0.00	0.00	13.36	37.91	14.82	0.00	1.87	19.93	0.00	0.00	0.00	0.00	9.09	0.00	34.43	1.49	20.45	54.07	17.07	0.00
31 to 50	5.05	2.82	5.38	13.80	1.68	12.31	9.81	22.20	0.00	0.26	17.75	0.00	0.00	44.30	0.00	0.00	100.00	3.96	4.43	0.00	1.70	0.00	0.00
51 to 100	8.68	15.95	6.61	4.63	4.36	26.67	0.00	32.67	0.00	10.47	3.92	0.00	0.00	26.55	0.00	9.18	0.00	22.55	5.51	0.00	0.00	65.96	0.00
101 to 500	56.99	46.11	59.85	68.68	73.63	36.54	0.00	67.97	60.79	46.93	0.00	0.00	13.42	0.00	29.44	0.00	18.64	59.38	0.00	98.13	0.00	0.00	0.00
501 to 1000	0.28	1.23	0.00	0.00	0.00	0.00	0.00	8.49	0.00	0.00	1.02	0.00	0.00	0.00	0.00	0.00	2.63	0.00	0.00	0.00	0.00	0.00	0.00
More than 1000	0.59	2.60	0.00	0.00	0.00	0.00	0.00	5.58	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00
Don't Know	9.01	8.84	9.43	0.00	12.48	2.45	0.00	32.03	12.41	0.00	0.00	0.00	0.00	0.00	0.00	52.29	0.00	0.00	2.04	0.00	0.00	0.00	0.00
n	54	17	29	8	10	17	12	13	2	21	33	1	1	6	0	5	1	16	10	4	5	5	1
<b>&lt;LI19_7&gt; In what year did you install the hardwire compact fluorescent fixtures?</b>																							
2009	53.60	7.55	68.79	38.90	72.28	11.81	22.18	23.62	0.00	67.76	22.85	0.00	0.00	12.97	0.00	69.47	0.00	33.86	2.19	0.00	85.10	0.00	100.00
2010	25.07	72.74	10.70	11.09	15.89	42.56	42.91	51.35	0.00	25.79	23.49	100.00	0.00	9.18	100.00	15.06	82.12	100.00	11.50	56.82	0.00	0.00	0.00
2011	9.70	1.17	11.19	35.18	8.90	14.52	5.72	8.49	0.00	2.49	25.35	0.00	0.00	70.17	0.00	0.00	0.00	15.45	12.62	0.00	0.00	0.00	0.00
2012	11.64	18.54	9.31	14.81	2.93	31.12	29.20	16.53	67.97	3.96	28.31	0.00	100.00	16.86	0.00	21.34	0.00	35.63	3.07	0.00	3.40	43.18	0.00
Don't Know	0.00	0.00	0.00	0.01	0.00	0.00	0.00	0.01	32.03	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
n	47	16	23	8	6	16	10	13	2	16	31	1	1	4	0	5	1	14	6	4	5	5	1
<b>&lt;LI23_7&gt; Did you receive a rebate for the purchase of the hardwire compact fluorescent fixtures?</b>																							
Yes	13.67	1.17	18.25	0.00	9.58	34.82	0.00	8.49	67.97	10.20	21.19	0.00	0.00	0.00	0.00	49.12	0.00	2.83	4.34	0.00	11.36	0.00	0.00
No	33.69	36.28	30.46	85.19	15.94	50.74	100.00	91.51	0.00	14.37	75.62	100.00	100.00	100.00	0.00	38.62	100.00	91.86	17.17	100.00	3.54	16.95	100.00
Don't Know	52.64	62.55	51.29	14.81	74.47	14.45	0.00	0.00	32.03	75.43	3.19	0.00	0.00	0.00	0.00	12.25	0.00	5.32	78.48	0.00	85.10	83.05	0.00
n	47	16	23	8	6	16	10	13	2	16	31	1	1	4	0	5	1	14	6	4	5	5	1
<b>&lt;LI24_7&gt; What type of lighting was removed and replaced when you installed the hardwire compact fluorescent fixtures?</b>																							
T8 fluorescent fixtures (1in. diameter bulbs)	7.58	7.09	8.10	0.00	8.90	8.16	0.00	0.00	0.00	2.40	18.84	0.00	0.00	64.06	0.00	0.00	0.00	0.00	3.64	0.00	0.00	39.87	0.00
T12 Fixtures (1.5in. diameter bulbs)	7.02	0.00	9.49	1.64	9.58	0.00	6.29	0.00	0.00	9.35	1.98	100.00	0.00	6.11	0.00	40.03	0.00	0.00	0.00	0.00	0.00	0.00	0.00
HID (High Intensity Discharge) Fixtures-Compact	11.86	49.11	0.67	0.00	15.89	6.19	0.00	67.97	16.60	1.57	0.00	0.00	0.00	0.00	0.00	0.00	0.00	78.48	0.00	0.00	43.18	0.00	
Compact Fluorescent, Hardwire	7.54	8.39	6.74	18.80	0.00	2.54	65.14	17.82	0.00	5.20	12.60	0.00	0.00	0.00	0.00	0.00	0.00	53.95	3.07	47.67	0.00	0.00	
Incandescent	21.19	20.45	20.76	35.18	7.04	64.55	18.20	53.12	32.03	6.42	53.25	0.00	0.00	16.86	0.00	38.62	0.00	42.50	8.28	44.33	14.76	0.00	
Halogen	2.66	0.00	1.98	34.92	0.00	13.21	0.00	0.00	0.00	1.76	4.81	0.00	0.00	12.97	0.00	9.09	0.00	0.00	0.00	0.00	0.00	0.00	
Electronic Ballast	0.19	0.82	0.00	0.00	0.00	0.00	1.91	0.00	0.00	0.28	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.97	0.00	0.00	0.00	0.00	
Skinny/Thin Tubes	0.30	0.00	0.40	0.00	0.00	0.00	0.00	9.24	0.00	0.00	0.94	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2.19	0.00	0.00	0.00	
New Equipment-didn't replace anything	40.93	13.48	51.06	9.45	58.58	2.43	8.46	15.08	0.00	57.15	5.74	100.00	0.00	0.00	12.25	100.00	0.00	0.00	8.00	85.24	16.95	100.00	
Other	0.00	0.00	0.00	0.01	0.00	0.00	0.00	0.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Don't Know	0.74	0.65	0.80	0.00	0.00	2.92	0.00	4.73	0.00	0.86	0.48	0.00	0.00	0.00	0.00	0.00	0.00	1.58	4.34	0.00	0.00	0.00	
n	47	16	23	8	6	16	10	13	2	16	31	1	1	4	0	5	1	14	6	4	5	5	1
<b>&lt;LI26_7&gt; Approximately how old were the lights that were removed/replaced by the hardwire compact fluorescent fixtures?</b>																							
Less than 5 years old	25.21	0.00	37.69	43.25	38.50	6.18	31.90	5.06	0.00	0.00	50.09	0.00	0.00	64.06	0.00	33.55	0.00	44.18	0.00	0.00	0.00	0.00	
Between 5 and 10 years old	23.00	20.07	25.22	16.36	0.00	44.07	41.28	44.06	32.03	23.59	22.43	0.00	0.00	0.00	0.00	10.46	0.00	17.78	12.62	100.00	76.98	0.00	
Between 10 and 15 years old	7.32	5.85	8.62	1.81	0.00	5.97	24.74	33.41	67.97	5.53	9.09	100.00	0.00	6.11	0.00	0.00	0.00	31.12	5.25	0.00	0.00	0.00	
More than 15 years old	44.21	73.33	28.48	38.57	61.50	43.79	2.09	11.90	0.00	70.88	17.89	0.00	0.00	29.83	0.00	55.99	0.00	5.34	82.12	0.00	23.02	100.00	
Don't Know	0.26	0.76	0.00	0.00	0.00	0.00	0.00	5.57	0.00	0.00	0.51	0.00	0.00	0.00	0.00	0.00	0.00	1.58	0.00	0.00	0.00	0.00	
n	39	12	20	7	4	15	8	10	2	14	25	1	0	4	0	4	0	14	6	3	3	4	0
<b>&lt;LI19_8&gt; In what year did you install the incandescent fixtures?</b>																							
2009	19.90	45.51	11.89	0.00	0.00	26.57	69.81	7.86	0.00	14.95	34.90	0.00	0.00	0.00	0.00	0.00	0.00	15.45	57.45	35.79	0.00	0.00	
2010	10.81	7.75	8.75	60.84	0.00	21.57	10.46	45.54	100.00	4.77	29.12	0.00	0.00	0.00	0.00	0.00	0.00	1.09	42.55	15.86	100.00	100.00	
2011	54.65	0.00	75.42	39.16	100.00	0.00	8.32	13.89	0.00	70.65	8.19	0.00	0.00	0.00	0.00	0.00	0.00	77.90	0.00	22.16	0.00	0.00	
2012	10.87	32.85	3.61	0.00	0.00	30.84	11.41	30.65	0.00	4.93	28.87	0.00	0.00	100.00	0.00	100.00	0.00	5.21	0.00	26.19	0.00	0.00	
Don't Know	3.76	13.90	0.33	0.00	0.00	21.22	0.00	2.06	0.00	4.70	0.92	0.00	100.00	0.00	0.00	0.00	0.00	0.35	0.00	0.00	0.00	0.00	
n	29	1																					

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Pans(%)	Non-EE Pans(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)	
<b>&lt;LI24_8&gt; What type of lighting was removed and replaced when you installed the incandescent fixtures?</b>																								
T8 fluorescent fixtures (1in. diameter bulbs)	7.65	21.68	3.34	0.00	0.00	26.57	5.19	21.22	0.00	1.45	27.27	0.00	0.00	0.00	0.00	100.00	0.00	0.00	57.45	15.86	0.00	0.00	0.00	
T12 Fixtures (1.5in. diameter bulbs)	3.60	0.00	5.13	0.00	0.00	0.00	16.11	2.06	0.00	0.00	14.51	0.00	0.00	0.00	0.00	0.00	0.00	5.46	0.00	0.00	0.00	0.00	0.00	
HID (High Intensity Discharge) Fixtures-Compact	4.15	0.00	5.91	0.00	0.00	0.00	19.81	0.00	0.00	5.51	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6.29	0.00	0.00	0.00	0.00	0.00	
Compact Fluorescent, Screw-in Modular	2.19	0.00	3.12	0.00	0.00	0.00	10.46	0.00	0.00	0.00	8.82	0.00	0.00	0.00	0.00	0.00	0.00	28.45	0.00	0.00	0.00	0.00	0.00	
Incandescent	5.40	13.32	2.88	0.00	0.00	0.00	8.22	37.11	0.00	0.00	21.78	0.00	0.00	0.00	0.00	0.00	0.00	6.97	0.00	0.00	22.43	0.00	0.00	
Halogen	2.62	10.33	0.00	0.00	0.00	15.76	0.00	0.00	0.00	3.49	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	17.74	0.00	0.00	0.00	0.00	
Electronic Ballast	2.47	0.00	3.53	0.00	0.00	14.87	0.00	0.00	0.00	0.00	9.97	0.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Fluorescent, type not specified	0.39	0.00	0.55	0.00	0.00	0.00	0.00	3.50	0.00	0.00	1.56	0.00	0.00	0.00	0.00	0.00	0.00	0.59	0.00	0.00	0.00	0.00	0.00	
T5 Fixtures (5/8in. diameter)	2.71	0.00	0.00	60.84	0.00	16.26	0.00	0.00	0.00	3.60	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	75.34	0.00	0.00	
LED	1.54	0.00	2.19	0.00	0.00	0.00	13.89	0.00	0.00	0.00	6.19	0.00	0.00	0.00	0.00	0.00	0.00	10.38	0.00	0.00	0.00	0.00	0.00	
New Equipment-didn't replace anything	2.01	7.92	0.00	0.00	5.31	0.00	10.19	100.00	1.17	4.55	0.00	0.00	0.00	0.00	0.00	0.00	0.00	14.10	0.29	0.00	100.00	0.00	0.00	
Other	57.88	25.59	73.24	0.00	100.00	0.00	25.08	11.31	0.00	75.31	5.04	0.00	0.00	0.00	0.00	0.00	0.00	77.90	0.00	43.96	0.00	0.00	0.00	
Don't Know	7.20	21.16	0.11	39.16	0.00	21.22	17.13	0.72	0.00	9.46	0.32	0.00	100.00	0.00	0.00	0.00	2.80	0.00	11.77	2.22	0.00	0.00	0.00	
n	29	13	14	2	7	6	8	13	7	10	19	0	1	1	1	0	11	4	7	3	7	1	0	
<b>&lt;LI19_9&gt; In what year did you install the exit signs?</b>																								
2010	39.33	100.00	0.00	0.00	100.00	0.00	0.00	27.75	0.00	36.15	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	100.00	0.00	0.00
2011	60.67	0.00	100.00	0.00	0.00	100.00	0.00	72.25	0.00	63.85	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	100.00	
n	4	2	2	0	1	1	0	2	0	3	1	0	0	0	0	0	0	0	1	0	1	1	1	
<b>&lt;LI23_9&gt; Did you receive a rebate for the purchase of the exit signs?</b>																								
Yes	12.97	0.00	21.37	0.00	0.00	0.00	0.00	72.25	0.00	13.65	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	
No	39.33	100.00	0.00	0.00	100.00	0.00	0.00	27.75	0.00	36.15	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	100.00	0.00	
Don't Know	47.70	0.00	78.63	0.00	0.00	100.00	0.00	0.00	0.00	50.21	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	
n	4	2	2	0	1	1	0	2	0	3	1	0	0	0	0	0	0	0	1	0	1	1	1	
<b>&lt;LI24_9&gt; What type of lighting was removed and replaced when you installed the exit signs?</b>																								
T10 fluorescent fixtures	47.70	0.00	78.63	0.00	0.00	100.00	0.00	0.00	0.00	50.21	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	
Incandescent	39.33	100.00	0.00	0.00	100.00	0.00	0.00	27.75	0.00	36.15	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	100.00	0.00	
Other	12.97	0.00	21.37	0.00	0.00	0.00	0.00	72.25	0.00	13.65	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	
n	4	2	2	0	1	1	0	2	0	3	1	0	0	0	0	0	0	0	1	0	1	1	1	
<b>&lt;LI26_9&gt; Approximately how old were the lights that were removed/replaced by the exit signs?</b>																								
Less than 5 years old	47.70	0.00	78.63	0.00	0.00	100.00	0.00	0.00	0.00	50.21	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	
Between 5 and 10 years old	34.35	87.34	0.00	0.00	100.00	0.00	0.00	0.00	0.00	36.15	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	
Between 10 and 15 years old	4.98	12.66	0.00	0.00	0.00	0.00	0.00	27.75	0.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	
More than 15 years old	12.97	0.00	21.37	0.00	0.00	0.00	0.00	72.25	0.00	13.65	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	
n	4	2	2	0	1	1	0	2	0	3	1	0	0	0	0	0	0	0	1	0	1	1	1	
<b>&lt;L_MSP2_10&gt; How many LED exit signs did you buy for this facility?</b>																								
0 to 10	22.33	24.82	15.23	93.14	4.65	44.04	87.88	70.33	0.00	15.81	28.09	0.00	100.00	51.91	0.00	11.94	100.00	82.80	8.03	100.00	4.87	0.00	0.00	
11 to 30	14.34	20.78	12.41	0.00	11.99	27.86	7.32	0.00	100.00	26.45	3.66	0.00	0.00	0.00	0.00	31.52	0.00	0.00	39.43	0.00	0.00	9.91	100.00	
31 to 50	8.28	11.90	6.64	6.86	5.61	20.50	0.00	9.93	0.00	9.20	7.47	0.00	0.00	26.90	0.00	0.00	0.00	0.00	0.00	71.21	54.20	0.00	0.00	
51 to 100	4.30	1.94	5.81	0.00	4.11	7.60	0.00	0.00	0.00	7.90	1.13	0.00	0.00	0.00	0.00	0.00	0.00	17.20	0.00	0.00	0.00	35.88	0.00	
101 to 500	11.84	38.22	0.00	0.00	17.58	0.00	0.00	0.00	0.00	25.25	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	52.53	0.00	0.00	0.00	0.00	
501 to 1000	0.72	2.34	0.00	0.00	0.00	0.00	0.00	19.75	0.00	0.00	1.36	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	23.92	0.00	0.00	
Don't Know	38.18	0.00	59.91	0.00	56.06	0.00	4.80	0.00	0.00	15.40	58.28	100.00	0.00	21.19	0.00	56.54	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
n	47	16	20	5	9	15	7	9	7	18	23	7	2	4	0	4	2	5	7	4	5	6	7	
<b>&lt;LI19_10&gt; In what year did you install the LED exit signs?</b>																								
2009	10.66	1.55	16.79	0.00	10.28	7.08	19.59	17.41	0.00	21.22	1.20	0.00	0.00	0.00	0.00	56.54	0.00	50.54	2.82	7.66	0.00	0.00	9.95	
2010	10.24	25.13	3.05	0.00	3.01	29.69	10.34	24.38	0.00	17.65	3.62	0.00	0.00	0.89	0.00	0.00	0.00	28.97	25.71	19.13	0.00	0.00	28.30	
2011	14.58	11.63	11.77	57.98	10.99	28.22	9.00	11.39	0.00	23.46	6.64	0.00	67.83	80.21	0.00	31.52	0.00	1.57	0.00	0.00	0.00	87.96	0.00	
2012	60.02	53.86	65.33	41.57	75.73	23.00	39.93	46.05	100.00	33.70	83.59	100.00	0.00	0.00	0.00	0.00	100.00	18.92	71.32	73.21	12.04	50.51	0.00	
2013	1.16	3.46	0.00	0.00	0.00	5.31	0.00	0.00	0.00	0.00	2.19	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	11.24	0.00	
Don't Know	3.34	4.36	3.06	0.45	0.00	6.70	21.13	0.76	0.00	3.98	2.76	0.00	32.17	18.90	0.00	11.94	0.00	0.00	0.15	0.00	0.00	0.00	0.00	
n	39	16	18	5	8	14	7	9	7	17	22	7	2	4	0	4	2	4	6	4	5	6	7	
<b>&lt;LI23_10&gt; Did you receive a rebate for the purchase of the LED exit signs?</b>																								
Yes	25.91	52.38	4.54	91.33	20.00	46.62	19.59	23.84	100.00	49.40	4.87	0.00	67.83	0.00	0.00	0.00	0.00	50.54	94.95	31.04	0.00	0.00	9.95	
No	58.00	27.05	80.21	8.67	65.96	28.21	73.08	56.41	0.00	24.59	87.92	100.00	0.00	100.00	0.00	22.75	100.00	49.48	5.05	49.84	87.96	66.31	0.00	
Don't Know	16.09	20.58	15.25	0.00	14.04	25.18	7.32	19.75	0.00	26.01	7.21	0.00	32.17	0.00	0.00	77.25	0.00	0.00	19.13	12.04	23.74	100.00		



Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PO&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)	
<b>&lt;LI19_11&gt; In what year did you install the halogen fixtures?</b>																								
2009	78.24	86.22	79.60	24.60	96.22	5.79	20.71	10.03	0.00	85.09	70.88	0.00	0.00	0.00	0.00	67.66	0.00	81.97	28.90	72.87	95.39	0.00	0.00	
2010	4.92	6.09	2.44	23.09	0.00	17.34	27.33	19.90	0.00	4.69	5.16	0.00	0.00	4.94	0.00	15.06	0.00	6.62	0.00	0.00	0.11	23.18	100.00	
2011	3.91	1.36	3.56	20.30	0.00	27.48	6.33	35.90	0.00	2.48	5.46	0.00	0.00	2.66	0.00	4.74	0.00	6.05	0.00	27.13	1.00	0.00	0.00	
2012	11.71	4.74	13.25	32.01	3.78	43.42	45.62	5.89	100.00	6.37	17.46	0.00	100.00	92.40	0.00	12.54	100.00	5.36	48.10	0.00	3.51	48.94	0.00	
2013	0.51	1.58	0.00	0.00	0.00	5.97	0.00	0.00	0.00	0.00	1.05	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	27.89	0.00	
Don't Know	0.71	0.00	1.15	0.00	0.00	0.00	0.00	28.29	0.00	1.37	0.00	0.00	0.00	0.00	0.00	0.00	0.00	23.00	0.00	0.00	0.00	0.00	0.00	
n	39	12	17	10	5	8	12	12	2	13	26	0	1	3	0	5	1	10	4	3	8	3	1	
<b>&lt;LI23_11&gt; Did you receive a rebate for the purchase of the halogen fixtures?</b>																								
Yes	33.37	83.83	10.41	1.33	42.55	0.00	0.00	3.35	100.00	12.38	55.94	0.00	0.00	4.94	0.00	65.65	0.00	69.75	0.00	0.00	0.00	0.00	0.00	
No	61.89	16.17	81.90	98.67	51.43	100.00	100.00	95.40	0.00	87.62	34.23	0.00	100.00	95.06	0.00	34.35	100.00	18.03	100.00	100.00	99.92	100.00	100.00	
Don't Know	4.74	0.00	7.69	0.00	6.02	0.00	0.00	1.25	0.00	0.00	9.83	0.00	0.00	0.00	0.00	0.00	0.00	12.22	0.00	0.00	0.08	0.00	0.00	
n	39	12	17	10	5	8	12	12	2	13	26	0	1	3	0	5	1	10	4	3	8	3	1	
<b>&lt;LI24_11&gt; What type of lighting was removed and replaced when you installed the halogen fixtures?</b>																								
T8 fluorescent fixtures (1in. diameter bulbs)	0.60	0.00	0.00	9.51	0.00	7.09	0.00	0.00	0.00	1.16	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.56	0.00	0.00	0.00	0.00	0.00	
T12 Fixtures (1.5in. diameter bulbs)	0.35	1.09	0.00	0.00	0.00	0.00	0.00	13.94	0.00	0.67	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	
HID (High Intensity Discharge) Fixtures-Compact	3.25	5.92	1.51	6.65	0.00	5.97	25.40	0.00	100.00	2.60	3.94	0.00	0.00	0.00	0.00	0.00	0.00	6.02	0.00	0.00	0.00	51.06	0.00	
Compact Fluorescent, Screw-in Modular	0.05	0.14	0.00	0.00	0.00	0.00	0.00	1.81	0.00	0.00	0.09	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Incandescent	5.85	0.46	5.66	34.98	0.00	32.95	20.43	33.90	0.00	0.00	12.14	0.00	100.00	92.40	0.00	19.29	0.00	2.95	0.00	42.34	0.11	0.00	0.00	
Halogen	5.65	6.09	5.20	7.76	0.00	43.52	14.50	15.58	0.00	3.21	8.27	0.00	0.00	0.00	0.00	15.06	0.00	4.98	15.94	0.00	4.51	0.00	0.00	
Fat/Thick Tubes	26.87	83.83	0.00	0.00	34.35	0.00	0.00	0.00	0.00	55.76	0.00	0.00	0.00	0.00	0.00	0.00	0.00	69.75	0.00	0.00	0.00	0.00	0.00	
Skinny/Thin Tubes	1.03	0.00	0.00	16.27	0.00	0.00	0.00	8.77	3.35	0.00	2.14	0.00	0.00	4.94	0.00	0.00	0.00	2.46	0.00	0.00	0.00	0.00	0.00	
LED	2.96	0.00	4.80	0.00	3.78	0.00	0.00	0.00	0.00	0.00	6.34	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	
New Equipment-didn't replace anything	45.54	2.47	71.19	14.04	53.67	10.48	24.58	0.94	0.00	77.29	11.41	0.00	0.00	0.00	0.00	0.00	0.00	12.28	61.07	30.53	95.24	48.94	0.00	
Don't Know	7.65	0.00	11.85	10.79	8.20	0.00	6.33	30.49	0.00	15.07	0.11	0.00	0.00	0.00	0.00	65.65	0.00	0.00	23.00	27.13	0.14	0.00	0.00	
n	39	12	17	10	5	8	12	12	2	13	26	0	1	3	0	5	1	10	4	3	8	3	1	
<b>&lt;LI26_11&gt; Approximately how old were the lights that were removed/replaced by the halogen fixtures?</b>																								
Less than 5 years old	1.11	0.00	0.18	10.57	0.00	6.47	0.00	4.64	0.00	1.42	0.00	0.00	0.00	4.94	0.00	0.00	0.00	0.00	40.93	0.00	1.68	0.00	0.00	
Between 5 and 10 years old	17.06	10.61	18.03	50.95	0.00	56.73	60.65	1.82	0.00	27.00	14.32	0.00	0.00	2.66	0.00	15.06	0.00	11.01	0.00	100.00	73.90	100.00	0.00	
Between 10 and 15 years old	3.83	0.00	0.00	38.29	0.00	0.00	25.61	0.00	100.00	0.00	4.88	0.00	0.00	0.00	0.00	0.00	0.00	6.16	0.00	0.00	0.00	0.00	0.00	
More than 15 years old	64.90	89.39	41.66	0.00	82.30	36.80	13.74	64.55	0.00	12.46	79.36	0.00	100.00	92.40	0.00	19.29	100.00	82.82	0.00	0.00	23.94	0.00	100.00	
Don't Know	13.10	0.00	40.13	0.20	17.70	0.00	0.00	28.99	0.00	60.54	0.03	0.00	0.00	0.00	0.00	65.65	0.00	0.00	59.07	0.00	0.58	0.00	0.00	
n	32	10	13	9	3	7	9	11	2	9	23	0	1	3	0	5	1	8	2	2	7	2	1	
<b>&lt;L_MSP2_12&gt; How many install reflectors did you buy for this facility?</b>																								
11 to 30	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00
51 to 100	77.82	100.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	77.82	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	77.82	0.00	
101 to 500	22.18	0.00	100.00	0.00	0.00	100.00	0.00	0.00	0.00	22.18	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	22.18	0.00	
n	3	1	2	0	1	1	0	0	1	2	1	0	0	0	0	0	0	0	0	0	1	2	0	
<b>&lt;LI19_12&gt; In what year did you install the install reflectors?</b>																								
2010	77.71	100.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	77.71	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	77.71	0.00	
2011	22.29	0.00	100.00	0.00	0.00	100.00	0.00	0.00	0.00	22.29	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	22.29	0.00	
2012	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	
n	3	1	2	0	1	1	0	0	1	2	1	0	0	0	0	0	0	0	0	0	1	2	0	
<b>&lt;LI23_12&gt; Did you receive a rebate for the purchase of the install reflectors?</b>																								
Yes	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	
No	100.00	100.00	100.00	0.00	100.00	100.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	
n	3	1	2	0	1	1	0	0	1	2	1	0	0	0	0	0	0	0	0	0	1	2	0	
<b>&lt;LI24_12&gt; What type of lighting was removed and replaced when you installed the install reflectors?</b>																								
HID (High Intensity Discharge) Fixtures-Compact	77.71	100.00	0.00	0.00	100.00	0.00	0.00	0.00	100.00	77.71	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	77.71	0.00	
Other	22.29	0.00	100.00	0.00	0.00	100.00	0.00	0.00	0.00	22.29	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	22.29	0.00	
n	3	1	2	0	1	1	0	0	1	2	1	0	0	0	0	0	0	0	0	0	1	2	0	
<b>&lt;LI26_12&gt; Approximately how old were the lights that were removed/replaced by the install reflectors?</b>																								
Between 5 and 10 years old	77.71	100.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	77.71	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	77.71	0.00	
Between 10 and 15 years old	22.29	0.00	100.00	0.00	0.00	100.00	0.00	0.00	100.00	22.29	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	22.29	0.00	
n	3	1	2	0	1	1	0	0	1	2	1	0	0	0	0	0	0	0	0	0	1	2	0	
<b>&lt;LI19_13&gt; In what year did you install the electronic ballasts?</b>																								
2009	19.38	27.43	13.85	14.51	19.48	23.40	14.67	6.78	0.00	20.41	18.05	2.86	54.93	28.47	23.37	67.01	14.36	15.05	26.47	16.08	5.25	15.39	23.83	
2010	14.63	19.97	10.51	15.62	10.50	16.19	21.31	21.17	0.00	19.16	8.75	0.00	7.10	11.49	0.00	17.25	23.88	7.79	15.21	37.75	29.56	1.97	53.44	
201																								

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PO&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)		
<b>&lt;LI24_13&gt; What type of lighting was removed and replaced when you installed the electronic ballasts?</b>																									
High Performance T8	0.48	0.00	0.85	0.37	0.00	1.47	0.00	0.62	0.00	0.04	1.05	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6.39	0.00	0.00	0.00	0.00	0.00	
T8 fluorescent fixtures (1in. diameter bulbs)	0.57	0.69	0.53	0.00	0.00	1.56	0.43	0.00	0.00	0.14	1.12	0.00	0.00	0.00	0.00	0.00	0.00	0.68	0.00	0.00	5.76	1.01	0.00	0.00	
T12 Fixtures (1.5in. diameter bulbs)	13.76	8.99	18.22	5.44	16.41	11.29	12.89	4.34	0.00	14.80	12.42	0.00	12.61	43.52	57.97	8.65	3.54	22.61	4.79	19.63	23.41	0.00	0.00	22.95	
HID (High Intensity Discharge) Fixtures-Compact	0.66	0.42	0.92	0.00	0.00	2.14	0.00	0.00	0.00	1.18	0.00	0.00	0.00	0.00	0.00	0.00	2.27	0.00	0.00	0.00	0.00	2.19	0.00	0.00	
Compact Fluorescent, Hardwire	0.21	0.52	0.00	0.00	0.00	0.00	1.13	0.00	0.00	0.00	0.48	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4.02	0.00	0.00	0.00	0.00	
Incandescent	0.68	1.10	0.02	3.95	0.94	0.00	1.22	0.23	0.00	0.79	0.53	0.00	0.00	0.00	0.00	0.00	0.00	0.76	0.00	0.00	0.00	5.74	0.42	0.00	
Electronic Ballast	13.25	10.66	13.31	31.26	3.79	22.03	19.79	28.61	0.00	11.64	15.34	2.86	21.06	6.38	18.66	7.60	2.70	16.44	30.62	14.89	21.52	16.20	14.53	0.00	
Magnetic Ballast	44.63	50.08	42.13	29.56	50.27	37.01	43.20	44.04	71.03	41.50	48.69	96.65	8.53	47.67	23.37	54.27	62.45	31.56	46.88	39.24	16.83	45.19	13.07	0.00	
Fluorescent, type not specified	3.80	6.44	2.22	0.00	4.71	4.98	0.00	0.89	0.00	3.99	3.55	0.00	41.78	1.04	0.00	29.48	0.00	0.00	0.00	0.00	0.00	0.00	0.00	18.88	
Fat/Thick Tubes	0.15	0.26	0.00	0.70	0.00	0.00	0.79	0.00	0.00	0.26	0.00	0.00	2.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.80	0.00	0.00	0.00	
T5 Fixtures (5/8in. diameter)	5.83	1.31	9.83	0.00	11.25	1.71	0.00	0.00	0.00	9.38	1.22	0.00	0.00	0.00	0.00	0.00	18.00	0.00	0.00	0.00	6.77	0.00	0.00	0.00	
New Equipment-didn't replace anything	4.08	3.70	2.93	17.63	2.12	4.14	9.15	3.04	0.00	2.82	5.70	0.00	5.03	0.00	0.00	0.00	4.59	3.60	0.00	8.43	1.41	14.19	7.41	0.00	
Other	9.52	14.91	5.76	6.67	10.50	11.93	4.61	0.39	24.77	10.65	8.05	0.00	3.01	0.00	0.00	0.00	24.45	4.23	8.43	2.95	25.62	7.25	8.87	0.00	
Don't Know	2.40	0.93	3.30	4.44	0.00	1.74	6.81	17.84	4.20	2.83	1.85	0.48	5.97	1.39	0.00	0.00	0.00	2.12	2.89	10.84	4.65	1.47	13.87	0.00	
n	242	93	111	38	21	84	86	45	6	125	117	4	16	12	3	6	22	46	37	20	24	35	17	0	
<b>&lt;LI26_13&gt; Approximately how old were the lights that were removed/replaced by the electronic ballasts?</b>																									
Less than 5 years old	13.64	7.17	18.63	11.66	19.02	9.52	3.22	28.38	0.00	2.88	28.00	93.76	7.66	1.88	0.00	0.00	0.00	7.66	8.97	5.93	42.96	7.48	0.00	0.00	0.00
Between 5 and 10 years old	15.28	24.21	7.39	29.22	11.07	14.85	28.61	10.44	4.20	20.45	8.39	2.86	60.21	5.53	35.19	9.55	15.57	5.65	21.47	25.42	13.60	0.00	0.00	0.00	0.00
Between 10 and 15 years old	32.67	26.10	38.12	26.41	40.93	26.34	24.34	16.65	24.77	43.58	18.10	0.00	17.90	57.96	18.66	46.17	26.21	57.18	19.06	26.19	11.58	15.95	31.06	0.00	0.00
More than 15 years old	35.75	40.89	32.77	26.28	28.98	44.40	38.64	37.58	71.03	31.88	40.92	2.89	11.00	34.62	81.34	45.22	57.23	28.02	33.33	53.01	11.20	49.23	28.70	0.00	0.00
Don't Know	2.66	1.64	3.09	6.44	0.00	4.89	5.19	6.96	0.00	1.21	4.80	0.48	3.23	0.00	0.00	0.00	0.99	1.49	3.45	5.32	12.79	1.91	26.64	0.00	
n	229	87	105	37	20	87	80	43	5	119	110	4	15	12	3	6	21	42	37	19	23	31	16	0	
<b>&lt;LI19_14&gt; In what year did you install the magnetic ballasts?</b>																									
2009	2.70	0.00	0.00	6.64	0.00	0.00	12.62	0.00	0.00	0.00	6.54	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	28.14	0.00
2010	15.46	2.31	44.85	7.53	0.00	33.94	14.31	15.10	0.00	18.32	11.40	0.00	0.00	28.57	0.00	0.00	0.00	0.00	0.00	0.00	11.79	100.00	48.99	0.00	0.00
2011	33.29	88.85	13.84	0.08	0.00	31.86	67.22	50.61	0.00	25.47	44.42	0.00	0.00	45.77	0.00	17.88	0.00	100.00	100.00	0.00	41.27	0.00	0.00	0.00	0.00
2012	48.55	8.84	41.31	85.75	100.00	34.19	5.85	34.29	0.00	56.22	37.64	0.00	0.00	25.67	0.00	82.12	100.00	0.00	0.00	0.00	46.95	0.00	22.87	0.00	0.00
n	22	8	6	8	1	4	5	11	1	8	14	0	0	3	0	3	1	2	2	0	5	2	4	0	
<b>&lt;LI23_14&gt; Did you receive a rebate for the purchase of the magnetic ballasts?</b>																									
Yes	45.61	34.72	0.00	83.73	100.00	31.86	14.31	13.96	0.00	77.75	0.00	0.00	0.00	25.67	0.00	80.81	0.00	0.00	0.00	0.00	11.79	39.54	0.00	0.00	0.00
No	37.48	65.28	45.38	9.63	0.00	16.94	73.07	86.04	0.00	22.25	59.15	0.00	0.00	74.33	0.00	100.00	100.00	100.00	100.00	0.00	88.21	60.48	22.87	0.00	0.00
Don't Know	16.86	0.00	54.62	6.64	0.00	51.20	12.62	0.00	0.00	0.00	40.85	0.00	0.00	0.00	0.00	19.19	0.00	0.00	0.00	0.00	0.00	0.00	77.13	0.00	
n	22	8	6	8	1	4	5	11	1	8	14	0	0	3	0	3	1	2	2	0	5	2	4	0	
<b>&lt;LI24_14&gt; What type of lighting was removed and replaced when you installed the magnetic ballasts?</b>																									
T8 fluorescent fixtures (1in. diameter bulbs)	3.06	0.00	0.00	7.53	0.00	0.00	14.31	0.00	0.00	5.22	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	39.54	0.00	0.00
T12 Fixtures (1.5in. diameter bulbs)	2.01	6.02	0.00	0.00	0.00	0.00	10.09	0.00	0.00	3.43	0.00	0.00	0.00	25.67	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Compact Fluorescent, Hardwire	2.24	0.00	0.84	0.00	0.00	0.00	11.23	0.00	0.00	3.81	0.00	0.00	0.00	28.57	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Incandescent	2.77	0.00	0.00	6.80	0.00	0.00	12.62	0.34	0.00	0.00	6.71	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.02	0.00	28.14	0.00	
Electronic Ballast	31.00	0.00	0.00	76.20	100.00	0.00	0.00	0.00	0.00	52.79	0.00	0.00	0.00	0.00	0.00	62.93	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Magnetic Ballast	23.77	2.82	73.22	9.46	0.00	51.13	5.85	42.03	0.00	7.97	46.25	0.00	0.00	45.77	0.00	19.19	100.00	0.41	0.00	0.00	45.92	60.46	22.87	0.00	
Fluorescent, type not specified	8.47	11.29	18.14	0.00	0.00	17.01	0.00	18.92	0.00	0.00	20.53	0.00	0.00	0.00	0.00	0.00	0.00	0.00	38.03	0.00	0.00	0.00	48.99	0.00	
T5 Fixtures (5/8in. diameter)	2.70	8.08	0.00	0.00	0.00	0.00	13.53	0.00	0.00	0.00	6.54	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	41.27	0.00	0.00	0.00	
New Equipment-didn't replace anything	8.24	24.69	0.00	0.00	0.00	0.00	38.51	0.00	0.00	0.00	19.97	0.00	0.00	0.00	0.00	0.00	99.59	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Don't Know	15.73	47.09	0.00	0.00	0.00	31.86	28.71	3.87	0.00	26.78	0.00	0.00	0.00	0.00	17.88	0.00	0.00	61.97	0.00	11.79	0.00	0.00	0.00	0.00	
n	22	8	6	8	1	4	5	11	1	8	14	0	0	3	0	3	1	2	2	0	5	2	4	0	
<b>&lt;LI26_14&gt; Approximately how old were the lights that were removed/replaced by the magnetic ballasts?</b>																									
Less than 5 years old	6.70	24.43	0.00	0.00	0.00	46.69	0.00	0.00	10.46	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	61.97	0.00	0.00	0.00	0.00	0.00	0.00
Between 5 and 10 years old	10.76	15.00	0.00	14.99	0.00	0.00	23.27	34.15	0.00	5.22	20.61	0.00	0.00	0.00	0.00	0.00	100.00	38.03	0.00	45.92	39.54	0.00	0.00	0.00	
Between 10 and 15 years old	39.64	6.81	13.84	76.37	100.00	0.00	0.00	26.92	0.00	54.11	13.91	0.00	0.00	45.77	0.00	62.93	0.00	0.00	0.00	12.81	0.00	9.81	0.00	0.00	
More than 15 years old	42.91	53.76	86.16	8.64	0.00	100.00	30.04	38.93	0.00	30.21	65.47	0.00	0.00	54.23	0.00	37.07	100.00	0.00	0.00	41.27	60.46	90.19	0.00	0.00	
n	27	7	6																						

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)		
<b>&lt;LI24_15&gt; What type of lighting was removed and replaced when you installed the time clocks?</b>																									
HID (High Intensity Discharge) Fixtures-Compact	0.67	1.72	0.00	0.00	0.00	2.14	0.00	0.00	0.00	1.99	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3.84	0.00	
Halogen	1.00	0.00	0.00	5.73	0.00	0.00	0.00	30.53	0.00	0.00	1.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	20.81	0.00	0.00	0.00
Lighting Controls, Time Clock	7.67	0.00	7.57	26.16	0.00	25.03	0.00	1.18	100.00	9.76	6.92	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	0.81	26.26	0.00	0.00	6.84	0.00
Fair/Thick Tubes	1.30	0.00	2.98	0.00	0.00	0.00	10.91	0.00	0.00	0.00	1.96	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	60.06	0.00	0.00	0.00
Lighting Controls, Manual	8.48	7.58	0.00	31.51	0.00	13.99	34.26	0.19	0.00	0.00	12.75	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.13	23.25	0.00	0.00	6.37	100.00	
New Equipment-didn't replace anything	59.33	41.20	86.71	31.09	64.10	53.10	54.84	57.29	0.00	25.61	76.33	0.00	7.70	0.00	100.00	0.00	100.00	0.00	0.00	78.25	47.72	0.00	39.84	72.61	0.00
Other	2.15	0.00	2.74	5.45	0.00	5.75	0.00	10.81	0.00	5.37	0.53	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2.75	0.00	0.00	10.34	0.00	
Don't Know	19.20	49.40	0.00	0.00	35.90	0.00	0.00	0.00	0.00	57.27	0.00	0.00	92.30	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
n	31	9	10	12	2	12	7	9	1	9	22	0	2	0	1	1	1	6	6	0	3	10	1	1	
<b>&lt;LI26_15&gt; Approximately how old were the lights that were removed/replaced by the time clocks?</b>																									
Between 5 and 10 years old	21.51	0.00	78.74	36.44	0.00	52.10	24.15	0.00	0.00	13.11	34.47	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	100.00	0.00
Between 10 and 15 years old	11.30	5.99	0.00	27.18	0.00	16.79	20.55	51.57	100.00	5.10	20.66	0.00	0.00	0.00	0.00	0.00	0.00	0.60	14.73	0.00	0.00	0.00	74.93	0.00	0.00
More than 15 years old	17.86	12.66	0.67	36.38	0.00	22.97	55.30	48.43	0.00	0.00	44.87	0.00	0.00	0.00	0.00	0.00	0.00	99.40	85.27	0.00	0.00	0.00	0.00	0.00	
Don't Know	49.24	81.35	20.59	0.00	100.00	0.00	8.15	0.00	0.00	81.78	0.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	25.07	0.00	
n	17	4	5	8	1	7	3	5	1	5	12	0	1	0	0	1	0	3	4	0	2	5	1	1	
<b>&lt;L_MSP2_16&gt; How many occupancy sensors did you buy for this facility?</b>																									
0 to 10	7.98	6.37	9.83	7.66	2.32	15.60	54.81	61.68	0.00	8.50	7.26	0.00	39.57	4.03	0.00	0.00	2.86	13.11	15.10	71.12	12.62	12.91	14.10	0.00	
11 to 30	9.62	3.66	15.58	18.99	4.70	27.63	25.77	23.51	0.00	8.49	11.18	0.00	0.00	55.15	0.00	59.42	0.00	3.38	10.81	18.68	0.00	31.64	20.41	9.67	
31 to 50	47.24	57.66	38.79	7.05	57.72	11.11	10.21	0.00	0.00	30.18	70.78	0.00	0.00	0.00	0.00	3.21	81.55	3.77	8.56	0.00	17.08	26.01	3.42	0.00	
51 to 100	8.19	5.45	11.58	4.47	6.50	16.74	7.90	9.78	0.00	11.35	3.82	0.00	0.00	12.35	0.00	3.77	6.86	28.37	0.00	0.00	0.00	25.66	8.44	0.00	
101 to 500	18.19	22.92	12.60	21.27	20.61	13.79	0.00	2.54	0.00	30.59	1.09	100.00	0.00	28.47	0.00	19.97	0.19	64.64	13.98	0.00	38.65	11.35	48.09	0.00	
501 to 1000	0.45	0.00	0.99	0.00	0.57	0.00	0.00	0.00	0.00	0.77	0.00	0.00	60.43	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
More than 1000	0.37	0.73	0.00	0.00	0.48	0.00	0.00	0.00	0.00	0.65	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3.46	0.00	0.00	0.00	
Don't Know	7.96	3.21	10.63	40.56	7.10	15.13	1.31	2.49	0.00	9.48	5.86	0.00	0.00	0.00	0.00	17.40	8.26	0.81	11.86	28.88	0.00	3.67	16.29	0.00	
n	175	61	91	23	35	80	36	20	4	107	68	1	4	9	0	7	23	37	31	3	9	24	27		
<b>&lt;LI19_16&gt; In what year did you install the occupancy sensors?</b>																									
2009	27.70	6.35	54.76	10.73	26.04	26.31	50.92	35.52	0.00	45.05	11.40	0.00	0.00	53.43	0.00	73.96	29.72	24.66	8.60	100.00	0.00	25.65	37.09	0.00	
2010	42.06	75.66	5.17	13.71	49.81	15.37	22.70	4.73	0.00	10.70	71.51	0.00	0.00	0.00	0.00	9.13	55.69	21.92	36.25	0.00	5.86	6.30	5.84	0.00	
2011	11.47	12.81	9.35	16.69	8.35	26.28	9.74	20.30	0.00	17.58	5.74	0.00	16.31	0.00	0.00	16.91	3.69	5.76	22.66	0.00	92.98	35.64	17.52	0.00	
2012	15.46	4.51	29.18	8.29	12.81	27.86	14.13	24.28	0.00	25.03	6.47	0.00	83.69	3.58	0.00	0.00	7.99	37.61	32.50	0.00	1.16	30.37	39.55	0.00	
2013	0.27	0.00	0.61	0.00	0.00	1.65	0.00	0.00	0.00	0.00	0.52	0.00	0.00	27.42	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Refused	1.61	0.00	0.00	35.54	2.10	0.00	0.00	0.00	0.00	0.00	3.12	0.00	0.00	0.00	0.00	0.00	2.46	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Don't Know	1.44	0.67	0.93	15.04	0.89	2.53	2.51	15.16	0.00	1.63	1.25	0.00	0.00	15.56	0.00	0.00	0.46	10.05	0.00	0.00	0.00	2.04	0.00	0.00	
n	127	38	69	20	18	52	33	20	4	68	59	0	2	4	0	7	20	31	19	2	4	24	14		
<b>&lt;LI23_16&gt; Did you receive a rebate for the purchase of the occupancy sensors?</b>																									
Yes	81.66	88.37	76.45	55.21	93.59	46.83	33.60	31.53	0.00	83.12	80.29	0.00	100.00	0.00	0.00	69.60	97.82	46.83	40.43	0.00	98.83	14.35	74.22	0.00	
No	12.87	9.65	16.24	17.15	3.81	41.60	43.46	50.21	0.00	11.22	14.42	0.00	0.00	100.00	0.00	20.21	1.66	34.73	44.56	21.31	1.17	67.48	4.48	0.00	
Don't Know	5.47	1.98	7.30	27.65	2.60	11.57	22.94	18.25	0.00	5.65	5.29	0.00	0.00	0.00	0.00	10.20	0.52	18.44	15.01	78.69	0.00	18.17	21.30	0.00	
n	127	38	69	20	18	52	33	20	4	68	59	0	2	4	0	7	20	31	19	2	4	24	14		
<b>&lt;LI24_16&gt; What type of lighting was removed and replaced when you installed the occupancy sensors?</b>																									
High Performance T8	3.67	0.00	8.39	0.00	4.69	0.00	0.00	5.76	0.00	7.57	0.00	0.00	0.00	0.00	0.00	0.00	5.49	0.85	0.00	0.00	0.00	0.00	0.00	0.00	
T8 fluorescent fixtures (1in. diameter bulbs)	2.70	4.28	0.74	3.45	1.84	0.97	18.92	0.00	0.00	3.69	1.77	0.00	0.00	0.00	0.00	0.00	10.48	18.47	0.00	0.00	0.00	0.00	7.06	0.00	
T12 Fixtures (1.5in. diameter bulbs)	19.09	0.27	43.38	0.00	24.57	0.79	2.34	0.00	0.00	39.13	0.27	0.00	0.00	0.00	0.00	0.00	28.08	1.61	0.00	0.00	0.00	11.33	0.00		
HID (High Intensity Discharge) Fixtures-Compact	5.92	7.01	5.24	0.00	6.65	4.44	1.85	0.00	0.00	12.23	0.00	0.00	0.00	0.00	0.00	0.00	0.00	9.45	0.00	0.00	92.96	0.00	39.55	0.00	
Compact Fluorescent, Screw-in Modular	0.01	0.00	0.03	0.00	0.00	0.00	0.00	0.96	0.00	0.03	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.14	0.00	0.00	0.00	0.00	0.00		
Incandescent	0.31	0.38	0.08	1.63	0.00	0.00	1.54	16.49	0.00	0.04	0.56	0.00	0.00	0.00	0.00	0.00	3.14	0.00	2.44	0.25	0.00	0.00	0.00		
Lighting Controls, Time Clock	0.15	0.29	0.00	0.00	0.00	0.00	2.53	0.00	0.00	0.00	0.29	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.99	0.00	0.00	0.00	0.00		
Lighting Controls, Occupancy Sensor	1.48	0.46	2.67	1.62	0.00	6.80	4.76	7.93	0.00	0.74	2.18	0.00	0.00	0.00	0.00	43.56	0.00	0.84	0.00	21.31	0.00	2.79	3.70		
Fluorescent, type not specified	0.38	0.00	0.87	0.00	0.00	0.00	6.31	0.00	0.00	0.00	0.73	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	78.69	0.00	0.00	0.00		
Fair/Thick Tubes	0.01	0.00	0.00	0.22	0.00	0.00	0.00	0.76	0.00	0.02	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.27		
Lighting Controls, Manual	9.93	6.67	13.33	14.45	5.34	22.14	32.87	23.53	0.00	12.63	7.40	0.00	0.00	46.57	0.00	27.11	2.17	18.94	57.48						

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PO&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)	
<b>&lt;LI19_17&gt; In what year did you install the bypass/delay timers?</b>																								
2009	18.01	0.00	31.10	0.00	50.66	0.00	0.00	0.00	0.00	32.43	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	27.52	0.00	0.00	0.00	0.00	0.00
2010	38.98	36.73	55.07	0.38	0.00	71.38	46.92	6.09	0.00	14.44	69.63	0.00	0.00	0.00	0.00	0.00	0.00	43.60	64.83	0.00	0.00	29.02	0.00	
2011	9.35	35.40	0.00	11.30	0.00	0.00	37.61	0.00	0.00	0.00	21.03	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	22.52	100.00	0.00
2012	11.96	27.87	6.64	12.14	0.00	21.27	15.47	0.00	0.00	16.50	6.29	0.00	100.00	0.00	0.00	0.00	0.00	0.00	35.17	0.00	0.00	24.18	0.00	0.00
Don't Know	21.70	0.00	7.19	76.18	49.34	7.36	0.00	93.91	0.00	36.63	3.05	0.00	0.00	0.00	0.00	0.00	0.00	0.00	28.88	0.00	0.00	24.27	0.00	0.00
n	14	3	7	4	2	5	5	2	0	7	7	0	1	0	0	0	0	5	3	0	0	4	1	1
<b>&lt;LI23_17&gt; Did you receive a rebate for the purchase of the bypass/delay timers?</b>																								
Yes	28.61	35.40	37.75	0.00	50.66	0.00	42.61	0.00	0.00	39.36	15.18	0.00	0.00	0.00	0.00	0.00	0.00	27.52	35.17	0.00	0.00	0.00	100.00	0.00
No	59.72	27.87	54.19	100.00	49.34	100.00	10.46	100.00	0.00	52.24	69.07	0.00	100.00	0.00	0.00	0.00	0.00	0.00	65.35	8.00	0.00	100.00	0.00	0.00
Don't Know	11.67	36.73	8.06	0.00	0.00	0.00	46.92	0.00	0.00	8.40	15.75	0.00	0.00	0.00	0.00	0.00	0.00	7.13	64.02	0.00	0.00	0.00	0.00	0.00
n	14	3	7	4	2	5	5	2	0	7	7	0	1	0	0	0	0	5	3	0	0	4	1	1
<b>&lt;LI24_17&gt; What type of lighting was removed and replaced when you installed the bypass/delay timers?</b>																								
Compact Fluorescent, Screw-in Modular	6.02	21.60	0.00	0.00	0.00	0.00	27.14	0.00	0.00	0.00	11.92	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00
Fluorescent, type not specified	0.08	0.00	0.00	0.38	0.00	0.00	0.00	6.09	0.00	0.00	0.16	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.38	0.00	0.00	0.00	0.00	0.00
Lighting Controls, Manual	23.58	61.40	8.06	11.30	0.00	24.21	57.39	0.00	0.00	8.40	38.47	0.00	0.00	0.00	0.00	0.00	0.00	7.13	82.98	0.00	0.00	22.52	0.00	0.00
New Equipment-didn't replace anything	40.63	17.01	39.24	76.18	100.00	17.23	0.00	93.91	0.00	79.62	2.39	0.00	100.00	0.00	0.00	0.00	0.00	56.40	0.00	0.00	0.00	29.02	0.00	0.00
Other	27.20	0.00	52.71	0.00	0.00	53.01	15.47	0.00	0.00	11.98	42.13	0.00	0.00	0.00	0.00	0.00	0.00	36.47	16.64	0.00	0.00	24.27	0.00	0.00
Don't Know	2.49	0.00	0.00	12.14	0.00	5.55	0.00	0.00	0.00	0.00	4.93	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	24.18	0.00	0.00	
n	15	4	7	4	2	6	5	2	0	7	8	0	1	0	0	0	0	5	4	0	0	4	1	1
<b>&lt;LI26_17&gt; Approximately how old were the lights that were removed/replaced by the bypass/delay timers?</b>																								
Between 5 and 10 years old	7.07	0.00	10.94	0.00	0.00	0.00	15.47	0.00	0.00	33.99	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	35.17	0.00	0.00	0.00	0.00	0.00
Between 10 and 15 years old	53.77	0.00	67.83	98.40	0.00	90.48	10.46	0.00	0.00	67.89	0.00	0.00	0.00	0.00	0.00	0.00	0.00	83.65	0.00	0.00	0.00	65.80	0.00	0.00
More than 15 years old	25.43	100.00	0.00	1.60	0.00	0.00	55.30	100.00	0.00	32.11	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	64.83	0.00	0.00	0.00	100.00	0.00
Don't Know	13.73	0.00	21.23	0.00	0.00	9.52	18.76	0.00	0.00	66.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	16.35	0.00	0.00	0.00	34.20	0.00	0.00
n	9	2	4	3	0	3	5	1	0	3	8	0	0	0	0	0	0	2	3	0	0	3	1	1
<b>&lt;L_MSP2_18&gt; How many photocells did you buy for this facility?</b>																								
0 to 10	19.94	55.94	12.38	76.41	10.95	76.17	64.43	27.06	100.00	18.17	36.01	0.00	100.00	0.00	0.00	100.00	10.18	53.13	100.00	0.00	0.00	42.20	0.00	0.00
11 to 30	7.35	12.31	7.12	0.00	4.32	0.00	35.57	66.52	0.00	5.04	28.32	0.00	0.00	0.00	0.00	0.00	0.00	0.00	16.80	0.00	0.00	100.00	33.91	57.36
31 to 50	5.65	25.81	3.46	0.00	6.82	0.00	0.00	0.00	0.00	3.25	27.80	0.00	0.00	0.00	0.00	0.00	0.00	3.99	0.00	0.00	0.00	0.00	37.71	0.00
51 to 100	65.32	0.00	77.04	0.00	77.91	4.47	0.00	0.00	0.00	72.51	0.00	0.00	0.00	0.00	0.00	0.00	0.00	85.82	21.38	0.00	0.00	0.00	4.94	0.00
101 to 500	0.78	5.94	0.00	3.21	0.00	7.87	0.00	6.42	0.00	0.00	7.87	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8.69	0.00	0.00	0.00	0.00	0.00
Don't Know	0.93	0.00	0.00	20.38	0.00	11.48	0.00	0.00	0.00	1.03	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	23.88	0.00	0.00
n	33	10	16	7	9	11	7	5	1	19	14	0	2	0	0	1	3	9	5	0	2	6	5	5
<b>&lt;LI19_18&gt; In what year did you install the photocells?</b>																								
2009	64.13	27.51	70.78	6.69	71.25	13.71	45.41	0.00	100.00	65.27	51.55	0.00	0.00	0.00	0.00	0.00	85.82	8.35	9.21	0.00	0.00	59.08	100.00	0.00
2010	3.84	40.14	0.89	0.00	0.00	27.74	39.84	0.00	0.00	2.91	14.11	0.00	29.57	0.00	0.00	0.00	0.00	0.00	81.02	0.00	100.00	0.00	0.00	0.00
2011	21.22	10.18	22.75	11.79	23.09	9.79	14.75	0.43	0.00	23.13	0.11	0.00	0.00	0.00	0.00	100.00	10.18	66.27	0.24	0.00	0.00	0.00	0.00	0.00
2012	7.68	9.68	5.57	40.02	3.14	36.75	0.00	99.19	0.00	6.33	22.64	0.00	70.43	0.00	0.00	0.00	3.99	10.10	9.54	0.00	0.00	40.92	0.00	0.00
2013	0.96	12.49	0.00	0.00	0.00	12.02	0.00	0.00	0.00	11.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4.67	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	2.17	0.00	0.01	41.50	2.52	0.00	0.38	0.00	0.00	2.36	0.09	0.00	0.00	0.00	0.00	0.00	0.00	10.61	0.00	0.00	0.00	0.00	0.00	0.00
n	29	9	13	7	7	10	6	5	1	16	13	0	2	0	0	1	3	9	5	0	2	6	1	1
<b>&lt;LI23_18&gt; Did you receive a rebate for the purchase of the photocells?</b>																								
Yes	83.31	33.11	92.70	0.00	95.07	14.33	0.00	26.25	0.00	90.47	4.35	0.00	0.00	0.00	0.00	100.00	100.00	65.98	9.54	0.00	0.00	33.89	0.00	0.00
No	11.43	43.38	3.33	100.00	2.52	73.92	78.96	7.23	100.00	8.51	43.66	0.00	100.00	0.00	0.00	0.00	0.00	27.25	67.66	0.00	100.00	39.87	0.00	0.00
Don't Know	5.26	23.52	3.97	0.00	2.41	11.75	21.04	66.52	0.00	1.02	51.99	0.00	0.00	0.00	0.00	0.00	0.00	6.77	22.80	0.00	0.00	26.24	100.00	0.00
n	29	9	13	7	7	10	6	5	1	16	13	0	2	0	0	1	3	9	5	0	2	6	1	1
<b>&lt;LI24_18&gt; What type of lighting was removed and replaced when you installed the photocells?</b>																								
HID (High Intensity Discharge) Fixtures-Compact	71.05	2.53	81.31	0.00	82.52	2.43	0.00	0.00	0.00	77.49	0.00	0.00	0.00	0.00	0.00	0.00	85.82	63.31	0.00	0.00	0.00	5.43	0.00	0.00
Halogen	0.61	0.00	0.00	11.61	0.00	0.00	14.75	0.00	0.00	0.66	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2.96	0.00	0.00	0.00	0.00	0.00	0.00
Lighting Controls, Time Clock	0.78	10.18	0.00	0.00	0.00	9.79	0.00	0.00	0.00	0.85	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Lighting Controls, Photocell	0.96	12.49	0.00	0.17	0.00	12.02	0.00	0.43	0.00	0.00	11.60	0.00	0.00	0.00	0.00	0.00	0.00	4.67	0.24	0.00	0.00	0.00	0.00	0.00
Lighting Controls, Manual	0.71	0.00	0.41	6.69	0.00	8.93	0.00	0.00	0.00	0.00	8.55	0.00	0.00	0.00	0.00	0.00	0.00	0.00	18.75	0.00	0.00	0.00	0.00	0.00
New Equipment-didn't replace anything	23.11	72.76	16.67	57.79	17.48	52.95	81.45	26.25	100.00	19.80	59.59	0.00	29.57	0.00	0.00	0.00	14.18	21.60	81.02	0.00	100.00	90.18	100.00	0.00
Other	0.16	2.04	0.01	0.00	0.00	0.00	3.80	0																

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)	
<b>&lt;LI24_19&gt; What type of lighting was removed and replaced when you installed the other fluorescent fixtures?</b>																								
T8 fluorescent fixtures (1in. diameter bulbs)	2.25	0.00	5.87	0.00	0.00	2.82	0.00	6.26	0.00	4.74	0.00	0.00	0.00	55.24	0.00	0.00	0.00	0.00	0.00	0.00	58.27	0.00	0.00	
T12 Fixtures (1.5in. diameter bulbs)	11.33	0.00	11.88	46.42	0.00	24.94	6.95	0.00	0.00	9.59	12.91	0.00	0.00	0.00	0.00	0.00	0.00	38.61	0.00	16.99	0.00	0.00	0.00	
HID (High Intensity Discharge) Fixtures-Compact	6.82	1.95	14.49	2.42	0.00	13.41	0.00	7.37	0.00	0.75	12.29	0.00	0.00	0.00	0.00	0.00	46.23	0.00	0.00	0.00	0.00	0.00	3.48	
Incandescent	5.99	2.22	10.74	5.70	0.00	0.00	28.85	10.13	0.00	0.45	10.98	0.00	0.00	0.00	100.00	0.00	16.02	9.57	0.00	0.00	0.00	0.00	1.82	
Halogen	0.58	1.22	0.00	0.00	0.00	0.00	0.00	3.34	0.00	0.00	1.09	0.00	0.00	27.25	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Fluorescent, type not specified	42.04	70.28	19.43	10.27	100.00	24.01	15.37	18.29	0.00	64.89	21.43	0.00	0.00	17.51	0.00	0.00	3.78	7.75	73.88	33.80	0.00	50.54	82.56	
New Equipment-didn't replace anything	19.05	13.19	25.16	21.93	0.00	27.87	18.19	28.12	0.00	9.58	27.58	0.00	100.00	0.00	0.00	0.00	28.98	36.26	0.00	23.20	29.42	22.15	1.10	
Other	2.72	2.27	4.31	0.00	0.00	0.00	11.10	6.31	0.00	0.65	4.59	0.00	0.00	0.00	0.00	0.00	10.09	0.80	0.00	0.00	12.31	0.00	2.93	
Refused	1.31	2.78	0.00	0.00	0.00	0.00	8.90	0.00	0.00	0.00	2.49	0.00	0.00	0.00	0.00	0.00	10.92	0.00	0.00	0.00	0.00	0.00	8.11	
Don't Know	7.92	6.10	8.13	13.25	0.00	6.94	10.64	20.19	0.00	9.36	6.63	0.00	0.00	0.00	0.00	0.00	0.57	16.56	26.01	0.00	27.30	0.00	6.11	
n	59	20	27	12	1	13	15	29	1	17	42	0	2	4	0	1	9	16	4	6	5	4	8	
<b>&lt;LI26_19&gt; Approximately how old were the lights that were removed/replaced by the other fluorescent fixtures?</b>																								
Less than 5 years old	7.48	0.00	1.06	50.51	0.00	19.34	1.90	0.62	0.00	0.71	15.14	0.00	0.00	0.00	0.00	0.00	0.00	34.33	0.00	0.00	14.58	0.00	0.00	
Between 5 and 10 years old	13.57	12.47	9.79	27.10	0.00	19.38	26.82	15.92	0.00	14.86	12.11	0.00	0.00	55.24	0.00	0.00	0.00	6.89	73.88	69.82	0.00	0.00	10.51	
Between 10 and 15 years old	24.31	13.23	43.17	16.26	0.00	43.46	20.45	34.13	0.00	19.70	29.53	0.00	0.00	27.25	0.00	100.00	72.19	36.96	0.00	22.12	69.05	35.07	2.54	
More than 15 years old	50.99	74.20	35.88	6.13	100.00	17.82	29.80	45.92	0.00	64.04	36.21	0.00	0.00	15.54	0.00	0.00	27.81	6.16	26.12	8.07	0.00	64.93	86.95	
Don't Know	3.65	0.10	10.11	0.00	0.00	0.00	21.03	3.41	0.00	0.69	7.00	0.00	0.00	1.97	0.00	0.00	0.00	15.66	0.00	0.00	16.36	0.00	0.00	
n	43	15	20	8	1	8	13	20	1	15	28	0	0	4	0	1	6	11	4	5	3	2	7	
<b>&lt;LI19_20&gt; In what year did you install the fat/thick tubes?</b>																								
2009	21.63	66.21	0.00	0.00	0.00	0.00	24.03	16.40	0.00	43.82	8.27	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	59.30	0.00	0.00	0.00	31.69
2010	17.08	19.31	19.13	0.00	0.00	0.00	0.00	54.30	0.00	12.41	19.89	0.00	0.00	27.97	0.00	0.00	0.00	36.84	23.80	1.05	0.00	0.00	0.00	0.00
2011	29.19	4.62	49.15	0.00	0.00	0.00	35.82	14.75	0.00	43.77	20.42	0.00	0.00	0.00	0.00	100.00	0.00	2.66	78.21	0.00	0.00	0.00	66.31	
2012	28.06	1.64	29.32	100.00	0.00	0.00	40.15	1.70	0.00	0.00	44.95	0.00	0.00	11.96	0.00	0.00	0.00	55.93	0.00	39.65	0.00	0.00	0.00	
Don't Know	4.04	8.22	2.40	0.00	0.00	0.00	12.84	0.00	0.00	6.47	0.00	0.00	0.00	60.06	0.00	0.00	0.00	4.58	0.00	0.00	0.00	0.00	0.00	
n	18	8	9	1	0	0	5	13	0	4	14	0	0	3	0	0	1	6	2	3	0	0	3	
<b>&lt;LI23_20&gt; Did you receive a rebate for the purchase of the fat/thick tubes?</b>																								
Yes	4.66	0.00	8.28	0.00	0.00	0.00	0.00	14.83	0.00	12.41	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	23.80	0.00	0.00	0.00	
No	83.54	100.00	90.32	0.00	0.00	0.00	83.93	82.68	0.00	87.59	81.10	0.00	0.00	100.00	0.00	0.00	100.00	97.34	78.21	60.35	0.00	0.00	100.00	
Don't Know	11.80	0.00	1.39	100.00	0.00	0.00	16.07	2.50	0.00	0.00	18.90	0.00	0.00	0.00	0.00	0.00	0.00	2.66	0.00	39.65	0.00	0.00	0.00	
n	18	8	9	1	0	0	5	13	0	4	14	0	0	3	0	0	1	6	2	3	0	0	3	
<b>&lt;LI24_20&gt; What type of lighting was removed and replaced when you installed the fat/thick tubes?</b>																								
Incandescent	2.35	0.00	4.17	0.00	0.00	0.00	0.00	7.46	0.00	0.00	3.76	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	
Magnetic Ballast	1.51	4.62	0.00	0.00	0.00	0.00	4.80	0.00	0.00	4.02	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	9.27	
Fat/Thick Tubes	85.24	65.85	93.61	100.00	0.00	100.00	53.09	0.00	95.98	78.78	0.00	0.00	72.03	0.00	0.00	0.00	85.79	100.00	98.95	0.00	0.00	59.04		
New Equipment-didn't replace anything	6.41	15.80	2.22	0.00	0.00	0.00	20.38	0.00	0.00	10.27	0.00	0.00	27.97	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	31.69		
Other	4.20	12.84	0.00	0.00	0.00	0.00	13.34	0.00	0.00	6.72	0.00	0.00	0.00	0.00	0.00	0.00	14.21	0.00	0.00	0.00	0.00	0.00		
Don't Know	0.29	0.89	0.00	0.00	0.00	0.00	0.93	0.00	0.00	0.47	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.05	0.00	0.00		
n	18	8	9	1	0	0	5	13	0	4	14	0	0	3	0	0	1	6	2	3	0	0	3	
<b>&lt;LI26_20&gt; Approximately how old were the lights that were removed/replaced by the fat/thick tubes?</b>																								
Less than 5 years old	1.41	1.95	1.43	0.00	0.00	0.00	0.00	5.27	0.00	0.00	2.36	0.00	0.00	16.61	0.00	0.00	0.00	2.66	0.00	0.00	0.00	0.00	0.00	
Between 5 and 10 years old	82.88	66.49	87.65	100.00	0.00	100.00	36.04	0.00	83.57	82.42	0.00	0.00	0.00	0.00	0.00	100.00	13.94	78.55	76.21	98.95	0.00	0.00	86.43	
Between 10 and 15 years old	13.95	30.51	8.47	0.00	0.00	0.00	52.13	0.00	16.43	12.29	0.00	0.00	83.39	0.00	0.00	0.00	14.21	23.80	0.00	0.00	0.00	13.57		
Don't Know	1.76	1.06	2.45	0.00	0.00	0.00	6.56	0.00	0.00	2.94	0.00	0.00	0.00	0.00	0.00	0.00	4.58	0.00	1.05	0.00	0.00	0.00		
n	16	7	8	1	0	0	5	11	0	4	12	0	0	2	0	0	1	6	2	3	0	0	2	
<b>&lt;L_MSP2_21&gt; How many skinny/thin tubes did you buy for this facility?</b>																								
0 to 10	11.02	10.22	12.42	9.05	3.76	8.40	12.59	32.22	0.00	8.53	12.69	0.00	53.30	7.00	0.00	0.00	9.33	7.50	2.37	24.52	4.31	41.73	7.26	
11 to 30	15.90	15.60	18.14	8.43	5.50	14.82	17.14	44.47	0.00	15.25	16.33	0.00	2.11	55.16	0.00	47.21	4.69	15.46	13.94	69.32	11.13	17.15	4.86	
31 to 50	26.00	44.00	4.33	31.57	53.81	7.05	14.32	8.97	0.00	12.04	35.40	0.00	5.35	29.33	0.00	0.00	5.75	58.64	4.52	0.00	10.50	0.00	8.55	
51 to 100	17.53	7.31	31.03	9.63	22.92	12.55	20.34	2.65	0.00	29.31	9.59	0.00	13.37	0.00	0.00	0.00	61.01	3.59	4.15	6.16	18.25	0.00	1.26	
101 to 500	15.38	7.16	21.97	25.65	14.01	24.81	15.39	3.41	0.00	16.49	14.63	0.00	0.00	0.00	52.79	7.87	8.56	18.22	0.00	37.61	0.00	62.84		
More than 1000	0.53	0.00	1.25	0.00	0.00	0.00	1.61	0.00	0.00	1.31	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	16.72	0.00		
Don't Know	13.66	15.71	10.85	15.66	0.00	32.37	18.61	8.29	0.00	17.07	11.36	0.00	25.88	8.51	0.00	0.00	11.35	6.26	56.79	0.00	18.21	24.39	15.22	
n	145	41	73	31	6	28	49	62	0	71	74	0	9	13	0	2	22	27	16	8	26	6	13	
<b>&lt;LI19_21&gt; In what year did you install the skinny/thin tubes?</b>																								
2009	26.23	48.33	11.58	2.39	44.71	4.09	24.15	12.31	0.00	6.71	42.82	0.00	7.55	16.80	0.00	0.00	18.84	44.01	38.77	22.76	3.05	41.70	0.00	

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SC&E(%)	SD&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;LI24_21&gt; What type of lighting was removed and replaced when you installed the skinny/thin tubes?</b>																							
T8 fluorescent fixtures (1in. diameter bulbs)	5.17	10.54	1.33	0.75	0.00	21.68	0.25	1.30	0.00	0.00	9.56	0.00	0.00	11.29	0.00	0.00	0.00	0.00	0.00	0.00	23.76	4.99	0.00
T10 fluorescent fixtures	1.16	0.92	1.59	0.00	0.00	1.70	2.70	0.00	0.00	0.85	1.42	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8.57	23.71	0.00	0.00
T12 Fixtures (1.5in. diameter bulbs)	3.52	5.48	1.89	3.09	0.00	0.00	8.49	10.76	0.00	2.69	4.23	0.00	1.73	0.00	0.00	0.00	0.00	1.05	13.22	0.00	9.56	23.14	0.00
HID (High Intensity Discharge) Fixtures-Compact	0.82	0.00	1.70	0.00	0.00	3.58	0.00	0.00	0.00	1.78	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2.06	0.00	0.00	0.00	0.00	0.00
Incandescent	0.94	1.04	1.05	0.00	0.00	1.91	1.76	0.00	0.00	0.95	0.94	0.00	0.00	8.54	0.00	0.00	0.00	0.00	0.00	15.64	0.00	0.00	0.00
Halogen	4.51	0.00	7.40	9.87	0.00	13.98	3.32	3.53	0.00	0.79	7.87	0.00	0.00	0.00	0.00	0.00	0.00	0.91	0.00	22.12	0.00	0.00	0.00
Fluorescent, type not specified	0.42	0.96	0.02	0.00	0.00	1.42	0.11	0.00	0.00	0.90	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.03	0.00	0.00	0.00	0.00	18.19
Fat/Thick Tubes	56.74	52.04	66.33	29.22	90.93	32.32	31.23	54.05	0.00	69.56	45.85	0.00	50.60	37.98	0.00	52.79	68.57	85.64	13.96	34.27	11.20	13.47	62.20
Skinny/Thin Tubes	12.38	10.24	6.45	51.67	9.07	7.33	20.28	14.14	0.00	16.90	8.54	0.00	10.98	6.34	0.00	47.21	1.12	6.92	50.25	14.97	19.19	58.40	7.12
New Equipment-didn't replace anything	8.95	10.34	8.67	4.20	0.00	10.28	18.21	13.79	0.00	2.37	14.54	0.00	5.33	35.37	0.00	0.00	22.61	3.38	0.00	0.00	6.78	0.00	12.49
Other	0.12	0.00	0.00	1.20	0.00	0.00	0.00	1.12	0.00	0.00	0.21	0.00	0.00	0.49	0.00	0.00	0.00	0.00	0.00	0.00	0.48	0.00	0.00
Don't Know	5.28	8.44	3.56	0.00	0.00	7.21	12.32	1.20	0.00	3.20	7.05	0.00	31.36	0.00	0.00	7.70	0.00	14.01	11.42	6.82	0.00	0.00	0.00
n	140	37	72	37	5	24	49	62	0	68	72	0	9	73	0	2	22	25	16	8	26	6	73
<b>&lt;LI26_21&gt; Approximately how old were the lights that were removed/replaced by the skinny/thin tubes?</b>																							
Less than 5 years old	14.18	10.72	15.41	22.49	2.92	29.93	18.36	15.44	0.00	12.56	15.74	0.00	37.18	37.28	0.00	0.00	4.70	2.40	2.83	19.34	33.01	58.40	8.84
Between 5 and 10 years old	20.38	15.36	24.46	21.55	17.80	0.00	36.49	36.46	0.00	24.98	15.91	0.00	37.77	12.73	0.00	0.00	54.35	9.18	24.56	19.22	14.77	4.99	46.66
Between 10 and 15 years old	39.33	45.49	36.28	28.55	79.28	12.86	8.24	9.34	0.00	39.11	39.55	0.00	13.48	6.39	0.00	52.79	9.38	81.90	4.50	0.00	4.83	13.47	16.88
More than 15 years old	17.96	18.37	16.24	24.53	0.00	42.81	19.88	33.10	0.00	14.86	20.97	0.00	11.58	41.85	0.00	0.00	23.66	4.19	24.88	38.68	34.51	23.14	27.62
Don't Know	8.15	10.06	7.61	2.88	0.00	14.41	17.03	5.67	0.00	8.49	7.83	0.00	0.00	1.76	0.00	47.21	7.91	2.34	43.23	22.76	12.89	0.00	0.00
n	128	33	68	27	5	22	44	57	0	65	63	0	8	72	0	2	18	22	16	8	24	6	72
<b>&lt;L_MSP2_22&gt; How many T5 fixtures did you buy for this facility?</b>																							
0 to 10	3.44	1.85	4.55	28.47	1.41	10.07	8.97	36.55	100.00	2.96	4.01	52.53	0.00	0.00	0.00	0.00	3.57	17.76	1.00	55.20	0.00	10.99	0.43
11 to 30	14.10	13.28	14.87	24.53	12.76	15.34	23.05	63.27	0.00	17.29	10.31	0.00	31.43	17.18	0.00	0.00	15.32	14.09	21.37	0.00	8.68	28.34	10.44
31 to 50	4.47	5.55	2.58	1.43	0.69	21.21	12.50	0.18	0.00	4.44	4.51	0.00	29.43	0.00	0.00	100.00	3.95	5.18	0.01	0.00	5.94	18.92	7.12
51 to 100	42.25	56.11	17.88	5.12	49.81	9.77	32.69	0.00	0.00	22.51	65.66	47.47	0.00	0.00	91.26	0.00	57.31	21.33	1.05	0.00	0.79	22.08	17.13
101 to 500	16.67	9.12	32.91	0.00	15.73	25.11	6.80	0.00	0.00	23.66	8.37	0.00	0.00	0.00	0.00	0.00	15.02	23.71	18.50	0.00	11.64	0.00	53.34
501 to 1000	5.93	0.00	18.13	0.00	6.84	3.47	0.00	0.00	0.00	10.94	0.00	0.00	0.00	0.00	0.00	0.00	0.36	11.26	0.00	0.00	60.00	0.00	4.19
Don't Know	13.14	14.08	9.08	40.46	12.74	15.02	15.99	0.00	0.00	18.20	7.15	0.00	39.14	82.82	8.74	0.00	4.47	6.69	58.05	44.80	12.95	19.67	7.36
n	173	62	98	13	36	82	31	20	4	100	73	2	4	3	3	1	43	25	17	3	17	15	40
<b>&lt;LI19_22&gt; In what year did you install the T5 fixtures?</b>																							
2009	14.36	11.29	21.68	0.00	14.89	11.45	17.39	5.38	0.00	26.25	2.67	0.00	0.00	0.00	65.86	0.00	0.87	5.27	2.32	0.00	58.16	21.86	19.87
2010	51.39	66.19	25.38	11.18	58.20	23.47	27.27	53.25	0.00	35.32	67.19	0.00	62.01	100.00	8.74	0.00	70.82	16.59	57.85	0.00	23.03	20.49	38.47
2011	18.66	8.63	34.82	63.17	13.33	46.38	14.08	23.63	0.00	18.00	19.32	100.00	0.00	0.00	100.00	10.47	70.73	37.66	100.00	1.75	22.61	18.71	
2012	14.89	13.43	16.85	25.65	13.58	17.81	27.84	17.75	100.00	19.70	10.15	0.00	37.99	0.00	25.39	0.00	17.45	5.73	2.17	0.00	0.39	30.52	19.88
2013	0.36	0.34	0.43	0.00	0.00	0.89	5.25	0.00	0.00	0.28	0.44	0.00	0.00	0.00	0.00	0.00	0.39	0.00	0.00	0.00	0.00	4.52	0.00
Don't Know	0.34	0.11	0.84	0.00	0.00	0.00	0.87	0.00	0.00	0.45	0.23	0.00	0.00	0.00	0.00	0.00	0.00	1.69	0.00	0.00	0.67	0.00	3.07
n	129	43	73	13	26	51	28	20	4	65	64	1	3	3	3	1	37	20	10	2	14	15	20
<b>&lt;LI23_22&gt; Did you receive a rebate for the purchase of the T5 fixtures?</b>																							
Yes	56.85	65.59	43.90	4.53	58.19	52.82	48.53	48.30	0.00	45.50	68.01	0.00	63.95	0.00	100.00	0.00	76.53	89.31	5.07	0.00	7.96	55.32	50.56
No	29.77	17.78	51.96	49.06	30.73	23.26	31.33	51.70	100.00	35.77	23.87	100.00	0.00	100.00	100.00	0.00	5.76	10.69	94.93	100.00	81.07	22.82	22.09
Don't Know	13.38	16.63	4.14	46.42	11.08	23.91	20.13	0.00	0.00	18.74	8.12	0.00	36.05	0.00	0.00	100.00	17.71	0.00	0.00	10.97	21.86	27.36	
n	129	43	73	13	26	51	28	20	4	65	64	1	3	3	3	1	37	20	10	2	14	15	20
<b>&lt;LI24_22&gt; What type of lighting was removed and replaced when you installed the T5 fixtures?</b>																							
High Performance T8	1.74	2.70	0.00	0.00	2.20	0.00	0.00	0.00	0.00	3.52	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	27.30	0.00	0.00	0.00	0.00
T8 fluorescent fixtures (1in. diameter bulbs)	12.62	14.45	9.50	6.55	12.67	11.22	15.67	18.26	0.00	15.96	9.33	100.00	25.96	0.00	65.86	0.00	2.64	1.59	26.31	16.65	20.82	5.25	18.71
T12 Fixtures (1.5in. diameter bulbs)	9.84	4.00	21.40	10.13	5.91	26.40	15.04	40.04	0.27	6.04	13.66	0.00	36.05	15.72	25.39	100.00	2.13	25.97	37.85	0.00	1.38	11.85	9.98
HID (High Intensity Discharge) Fixtures-Compact	20.74	17.01	29.55	4.25	19.66	25.32	28.53	0.00	0.00	35.64	6.09	0.00	37.99	0.00	0.00	0.00	23.76	35.11	2.17	0.00	6.21	43.46	42.25
Compact Fluorescent, Screw-in Modular	1.22	0.00	3.75	0.00	1.55	0.00	0.00	0.00	0.00	0.00	2.43	0.00	0.00	0.00	0.00	0.00	0.00	13.12	0.00	0.00	0.00	0.00	0.00
Incandescent	0.91	0.69	1.40	0.00	0.00	4.90	3.19	0.00	0.00	0.65	1.15	0.00	0.00	0.00	0.00	0.00	1.06	1.43	0.00	0.00	0.00	0.00	4.67
Halogen	1.55	1.40	1.54	5.09	0.00	9.49	1.18	0.00	0.00	3.02	0.10	0.00	0.00	0.00	0.00	0.00	2.19	0.00	2.68	0.00	0.00	4.53	0.00
Fluorescent, type not specified	3.34	2.38	2.09	40.46	2.00	6.14	18.75	0.00	0.00	2.11	4.54	0.00	0.00	0.00	0.00	0.00	1.72	0.00	0.00	0.00	13.03	33.76	0.00
Fat/Thick Tubes	0.13	0.00	0.28	1.33	0.00	0.00	0.00	14.04	0.00	0.07	0.18	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.34	0.00	0.00	0.17
Skinny/Thin Tubes	0.03	0.00																					

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	P&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)	
<b>&lt;OCC1&gt; Do you have occupancy sensors at your facility?</b>																								
Yes	54.76	54.80	54.62	55.24	72.47	52.44	32.54	17.44	12.58	65.01	47.26	81.05	30.05	44.87	43.08	52.93	67.25	58.18	68.23	25.58	44.11	70.49	47.50	
No	43.29	42.86	43.60	43.59	25.46	45.72	65.56	80.84	87.35	32.26	51.36	18.95	67.21	53.42	39.84	47.07	32.49	41.06	30.54	72.47	54.03	28.23	46.65	
Refused	0.01	0.02	0.00	0.00	0.00	0.00	0.00	0.11	0.00	0.00	0.01	0.00	0.00	0.00	0.00	0.00	0.04	0.00	0.00	0.00	0.00	0.00	0.00	
Don't Know	1.94	2.32	1.78	1.17	2.07	1.84	1.89	1.82	0.07	2.73	1.36	0.00	2.74	1.72	17.09	0.00	0.23	0.76	1.23	1.95	1.96	1.29	5.85	
n	6913	2459	3745	1309	381	1656	2136	2585	155	1822	5091	25	353	568	43	182	641	1462	1158	585	448	448	602	
<b>&lt;OCC2&gt; What percentage of your lights have occupancy controls on them?</b>																								
0 Percent	1.91	0.52	3.48	0.42	2.48	0.45	1.63	3.14	0.00	3.13	0.69	0.00	0.56	0.45	0.00	1.50	5.03	0.37	0.23	1.49	0.15	0.00	1.81	
1 to 15 Percent	38.77	38.72	39.25	36.73	38.26	33.84	48.97	50.03	66.53	36.58	40.97	2.50	52.14	48.56	69.41	56.18	44.81	31.91	24.58	62.51	49.92	16.72	24.38	
16 to 30 Percent	15.62	20.12	11.49	15.96	17.59	12.59	12.56	10.01	0.00	13.69	17.55	25.43	18.04	22.23	2.27	15.70	18.34	20.00	7.90	9.60	22.74	8.28	6.39	
31 to 45 Percent	2.39	1.79	2.32	5.20	1.37	4.75	2.78	3.14	0.42	2.35	2.43	0.00	2.64	6.21	0.43	2.68	3.44	1.26	3.40	0.67	1.91	5.35	3.47	
46 to 60 Percent	8.49	5.95	10.19	11.19	8.33	8.58	9.55	5.98	0.34	9.41	7.57	59.16	2.47	3.82	9.82	2.94	8.99	9.87	11.22	2.54	2.48	10.87	2.69	
61 to 80 Percent	11.03	12.59	10.06	8.97	11.24	13.34	6.65	4.29	4.98	10.85	11.20	12.09	5.48	6.29	15.24	4.68	6.80	17.94	17.06	0.00	1.70	20.41	14.18	
81 to 99 Percent	9.74	9.97	8.93	12.50	10.26	11.58	4.45	4.32	0.11	12.73	6.75	0.11	0.00	4.09	2.82	6.43	6.19	12.40	15.89	0.81	4.57	22.62	22.17	
100 Percent	8.18	6.34	10.35	5.84	6.86	11.66	7.23	12.91	27.62	6.28	10.09	0.43	2.53	4.36	0.00	6.75	4.75	4.60	16.37	18.61	5.62	12.94	22.02	
Don't Know	3.88	4.00	3.92	3.19	3.60	3.21	6.20	6.19	0.00	5.00	2.76	0.28	16.15	3.99	0.00	3.15	1.66	1.63	5.96	3.78	10.92	2.82	2.89	
n	2463	832	1142	489	288	955	695	474	57	935	1528	16	86	160	25	97	269	482	472	129	210	318	199	
<b>&lt;S1&gt; Now, I would like to ask you a few questions about your awareness of different types of light bulbs. Before this call today, had you ever heard of CFLs (compact fluorescent bulbs)?</b>																								
Yes	78.15	81.69	75.27	76.83	87.34	75.54	80.63	65.52	65.45	59.91	80.63	76.09	99.56	65.71	75.21	85.12	87.72	82.29	77.14	84.47	62.46	69.71	87.74	72.79
No	20.50	15.51	24.47	22.71	10.37	24.19	33.88	33.42	40.09	16.86	23.48	0.44	34.29	24.68	14.88	12.05	13.43	22.51	15.42	36.88	29.57	12.00	26.98	
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Don't Know	1.35	2.80	0.26	0.41	2.29	0.27	0.59	1.12	0.00	2.46	0.43	0.00	0.00	0.11	0.00	0.23	4.29	0.35	0.10	0.66	0.73	0.26	0.24	
n	7536	2745	3456	1335	576	2064	2183	2558	155	2264	5272	27	421	620	48	186	691	1573	1270	581	916	462	741	
<b>&lt;S2&gt; Before today, were you familiar with CFLs?</b>																								
Yes	66.41	65.47	66.68	68.00	73.33	64.65	62.99	64.37	53.35	68.56	64.98	100.00	49.89	69.64	63.45	44.92	77.32	75.21	67.97	57.73	70.64	64.68	45.62	
No	32.75	33.71	32.52	30.77	26.42	35.22	35.60	33.36	46.65	31.06	33.86	0.00	49.44	29.72	36.55	55.08	21.48	24.04	31.31	41.51	28.91	31.64	53.41	
Refused	0.01	0.01	0.00	0.00	0.00	0.00	0.00	0.04	0.00	0.00	0.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.05	0.00	0.00	0.00		
Don't Know	0.84	0.81	0.79	1.16	0.25	0.13	1.41	2.23	0.00	0.38	1.14	0.00	0.67	0.64	0.00	0.00	1.20	0.75	0.67	0.77	0.46	3.68	0.97	
n	2263	678	1177	408	68	509	762	882	42	625	1638	2	190	200	8	35	190	488	302	242	295	61	247	
<b>&lt;S3&gt; Do you currently have any CFLs installed inside or outside your facility?</b>																								
Yes	52.80	51.04	53.00	59.04	53.90	54.96	50.03	45.68	30.92	55.51	50.50	84.89	48.48	62.83	71.63	91.34	39.12	56.97	60.94	61.71	44.89	69.26	31.04	
No	39.26	40.04	39.92	33.12	36.85	38.64	42.41	49.05	59.15	34.73	43.10	14.91	44.94	30.77	10.17	5.70	57.23	29.65	31.18	32.82	49.76	23.58	51.21	
Refused	0.01	0.01	0.00	0.00	0.00	0.03	0.00	0.00	0.00	0.00	0.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.04	0.00	0.00	0.00		
Don't Know	7.93	8.90	7.08	7.84	9.25	6.38	7.56	5.27	9.94	9.77	6.38	0.20	6.58	6.39	18.20	2.97	3.65	13.34	7.88	5.47	5.35	7.17	17.75	
n	6857	2549	3083	1219	568	1934	1937	2269	143	2082	4769	29	323	559	45	182	636	1463	1195	491	827	461	640	
<b>&lt;S3A&gt; Which types of CFLs do you have installed in your facility, screw-in, pin-based or both?</b>																								
Screw In	44.94	43.19	48.91	35.28	38.08	40.74	60.38	74.00	82.06	38.96	50.28	2.51	62.35	38.74	26.73	29.98	66.72	48.14	24.46	60.22	34.79	31.09	65.35	
Pin Based	16.18	15.50	14.85	24.07	16.83	19.14	12.51	9.38	1.15	14.89	17.32	15.61	10.67	8.92	8.38	5.16	14.53	12.99	26.14	14.89	21.32	25.10	16.24	
Both	36.56	37.59	34.66	40.47	42.79	36.97	25.66	14.85	0.84	44.57	29.41	81.88	26.98	51.62	64.89	18.18	33.88	45.07	24.07	42.00	41.08	17.63		
Don't Know	2.32	3.72	1.59	0.18	2.30	3.16	1.45	1.76	15.95	1.58	2.99	0.00	0.00	0.72	0.00	2.28	0.58	4.99	4.33	0.82	1.89	2.74		
n	3085	1189	1326	570	240	867	895	1021	62	986	2059	14	129	251	31	151	230	728	494	295	301	294	167	
<b>&lt;GL_CC1A&gt; I understand that most of your lighting purchases are made by your property manager, but has anyone in your office purchased any CFLs on their own for your facility at a retail store since 2009?</b>																								
Yes	24.96	13.22	29.46	49.91	0.00	42.66	46.29	40.51	0.29	16.19	27.21	0.00	100.00	20.32	0.00	94.15	18.59	34.29	14.57	55.02	8.16	32.42	10.40	
No	67.28	77.98	62.76	47.61	100.00	38.72	53.19	37.26	12.17	82.45	63.39	0.00	0.00	77.55	0.00	5.85	81.40	36.88	77.65	21.87	82.57	67.58	82.41	
Don't Know	7.76	8.80	7.78	2.47	0.00	18.62	0.51	22.23	87.54	1.36	9.40	0.00	0.00	2.14	0.00	0.00	0.01	28.83	7.77	23.12	9.27	0.00		
n	104	32	47	25	5	30	19	44	6	21	83	0	3	10	0	4	10	19	35	6	8	4		
<b>&lt;GL_CC1AA&gt; I understand that most of your lighting purchases are made by your contractor but has anyone at your firm purchased any CFLs on their own for your facility at a retail store since 2009?</b>																								
Yes	45.56	29.80	58.28	32.78	48.49	30.65	47.15	70.85	0.00	46.55	43.21	100.00	16.07	10.72	0.00	0.00	59.81	7.65	30.16	71.18	92.02	100.00	35.78	
No	52.76	69.46	39.20	67.21	51.51	63.47	49.36	28.85	100.00	53.02	52.16	0.00	79.15	84.89	0.00	86.30	40.19	90.00	69.80	28.82	7.98	0.00	64.22	
Don't Know	1.68	0.73	2.52	0.00	0.00	0.88	3.49	0.29	0.00	0.43	4.83	0.00	4.77	4.38	0.00	13.70	0.00	2.35	0.04	0.00	0.00	0.00		
n	102	34	53	15	7	33	33	27	2	29	73	1	9	10	0	3	3	14	25	13	14	2		
<b>&lt;C1 &gt; Now I would like to find out if your firm has acquired any CFLs since January 2009...</b>																								
Through a utility giveaway	6.94	7.32	6.24	8.74	5.15	9.33	8.52	7.33	4.20	9.45	4.56	0.00	40.84	5.19	0.29	8.29	4.56	6.41	1.42	9.40	4.85	14.22	0.83	
A contractor	11.35	10.03	12.79	9.72	13.21	10.30	9.46	6.57	3.17	14.31	8.55	0.00	5.31	6.56	11.14	10.61	6.31	16.24	17.08	6.51	15.62	21.63	6.04	
Property management	0.86	1.36	0.53	0.39	0.00	2.40	1.24	0.78	0.00	0.30	1.38	0.00	1.50	0.48	0.00	1.51	0.00	0.83	3.41	0.25	0.64	0.53	0.12	
A retail store	33.30	38.24	28.56	36.14	20.67	44.47	46.87	49.10	46.92	31.46	35.04	13.90	14.76	42.30	10.78	29.96	28							

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;CFL_1a&gt; Where did you purchase the majority of these bulbs?</b>																							
1 Super Store	0.01	0.00	0.00	0.06	0.00	0.00	0.02	0.00	0.00	0.00	0.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.06	0.00	0.00	0.00
99 Cents Only	0.10	0.00	0.01	0.91	0.00	0.32	0.00	0.06	0.00	0.22	0.91	0.00	0.08	1.77	0.00	0.00	0.00	0.02	0.00	0.00	0.00	0.00	0.00
99 Ranch	0.11	0.24	0.00	0.00	0.00	0.00	0.39	0.00	0.00	0.00	0.20	0.00	0.00	0.00	0.00	0.00	0.00	0.60	0.00	0.00	0.00	0.00	0.00
Ace Hardware/Ace Maintenance Mart	4.55	5.25	3.87	4.31	0.00	6.72	6.26	7.19	0.35	0.90	7.81	0.00	0.00	0.00	1.15	3.95	12.33	4.88	3.12	4.99	4.96	1.33	5.43
Albertson's/Lucky	0.20	0.05	0.41	0.00	0.00	0.57	0.00	0.23	0.00	0.39	0.04	0.00	0.00	0.13	0.00	0.00	1.06	0.00	0.00	0.00	0.00	0.00	0.00
All American Home Center	0.00	0.00	0.00	0.01	0.00	0.00	0.00	0.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.01	0.00	0.00	0.00	0.00	0.00	0.00
B & B Hardware	0.20	0.00	0.13	1.34	0.00	0.00	0.51	0.60	0.00	0.00	0.37	0.00	0.00	0.00	0.00	2.29	0.00	0.23	0.00	0.00	0.00	0.00	0.00
Big Lots	0.01	0.03	0.00	0.00	0.00	0.00	0.00	0.12	0.00	0.00	0.02	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.13	0.00	0.00	0.00	0.00
Big Save 98 Cents	0.27	0.59	0.00	0.00	0.00	0.00	0.96	0.00	0.00	0.00	0.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2.31	0.00	0.00	0.00	0.00
Cole Hardware	0.31	0.68	0.00	0.00	0.00	0.89	0.00	0.33	0.18	0.00	0.57	0.00	0.00	0.00	0.00	0.00	1.10	0.00	0.00	0.26	0.00	0.00	0.00
Contractor's Warehouse	0.10	0.15	0.08	0.00	0.00	0.00	1.04	0.00	0.00	0.15	0.06	0.00	0.00	0.00	0.00	0.00	0.12	0.78	0.00	0.00	0.00	0.00	0.00
Costco	3.39	4.33	2.26	3.95	0.00	2.08	6.81	8.59	0.12	2.41	4.22	0.00	5.33	4.21	0.00	0.78	2.13	3.20	4.31	7.67	2.81	1.87	2.71
CVS/Sav@-On Drugs	0.20	0.41	0.03	0.00	0.00	0.00	0.45	0.74	0.00	0.02	0.35	0.00	0.00	0.14	0.00	0.00	0.00	0.25	0.43	0.77	0.00	0.00	0.00
Discount Club 3	0.13	0.19	0.09	0.00	0.00	0.12	0.31	0.00	0.00	0.08	0.16	0.00	0.00	0.00	0.00	0.15	0.00	0.00	0.00	0.70	0.00	0.00	0.00
Dixieline Lumber	0.20	0.00	0.00	1.86	0.00	0.58	0.00	0.21	0.00	0.00	0.37	0.00	0.00	0.00	0.00	0.00	0.73	0.08	0.00	0.00	0.00	1.28	0.00
Dollar K	0.11	0.00	0.25	0.00	0.00	0.35	0.00	0.00	0.00	0.00	0.20	0.00	0.00	0.00	0.00	0.60	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Dollar Tree	0.19	0.41	0.00	0.00	0.00	0.61	0.00	0.00	0.00	0.42	0.00	0.00	0.00	0.00	0.00	1.03	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Friedman Brothers Hardware	0.29	0.64	0.00	0.00	0.00	0.00	1.04	0.00	0.00	0.21	0.36	0.00	0.00	0.00	0.00	0.00	1.16	0.00	0.00	0.00	0.00	0.00	0.00
Ganahl Lumber	0.34	0.00	0.80	0.00	0.00	1.11	0.00	0.00	0.00	0.27	0.41	0.00	0.00	0.00	0.00	0.00	0.88	1.37	0.00	0.00	0.00	0.00	0.00
Giant Bargain	0.07	0.00	0.16	0.00	0.00	0.22	0.00	0.00	0.00	0.00	0.13	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2.31	0.00
Grant's Hardware	0.11	0.24	0.00	0.00	0.00	0.40	0.00	0.00	0.00	0.00	0.21	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3.13	0.00	0.00
Grocery Outlet	0.72	1.13	0.00	1.91	0.00	2.27	0.06	0.00	0.00	1.14	0.38	0.00	8.33	0.00	0.00	2.74	0.06	0.00	0.00	0.00	0.00	0.00	0.00
Henry's Farmers Market	0.29	0.00	0.68	0.02	0.00	0.94	0.00	0.02	0.00	0.00	0.54	0.00	0.00	0.00	0.00	1.60	0.00	0.02	0.00	0.00	0.00	0.00	0.00
Home Depot	44.15	39.09	48.35	48.86	37.03	45.17	50.62	44.83	47.61	39.60	47.96	81.79	29.02	47.02	6.37	43.16	54.82	35.15	49.24	47.49	48.17	40.27	44.17
Hong Kong Market	1.11	0.26	0.69	6.43	1.58	0.42	0.76	2.88	0.00	0.00	2.04	0.00	3.15	0.24	0.00	0.00	2.68	0.77	1.51	0.71	0.90	0.00	0.21
Jumbo 99	0.00	0.00	0.00	0.01	0.00	0.00	0.00	0.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.02	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Light Bulbs Etc.	0.11	0.00	0.25	0.00	0.00	0.30	0.00	0.17	0.00	0.20	0.03	0.00	0.00	0.00	0.00	0.50	0.00	0.00	0.14	0.00	0.00	0.00	0.00
Light Bulbs Unlimited	0.23	0.00	0.51	0.10	0.00	0.00	0.68	0.41	0.00	0.06	0.37	0.00	0.00	0.00	0.00	0.00	0.11	2.18	0.00	0.09	0.00	0.00	0.00
Lowe's	6.78	2.68	11.36	5.83	6.91	4.70	7.98	9.58	0.00	7.49	6.19	0.00	6.29	2.36	0.00	7.56	3.11	6.06	3.19	4.94	20.98	7.37	5.62
Marukai Market	0.06	0.02	0.08	0.20	0.00	0.00	0.19	0.11	44.28	0.02	0.10	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.37	0.18	0.00	0.00	0.34
Northgate Markets	0.05	0.07	0.06	0.00	0.00	0.00	0.00	0.57	0.00	0.11	0.01	0.00	0.00	0.42	0.00	0.00	0.03	0.00	0.00	0.20	0.00	0.00	0.00
Orchard Supply	1.12	2.31	0.14	0.00	0.00	0.77	2.46	1.99	0.00	1.78	0.57	0.00	10.64	0.41	5.93	0.00	0.00	0.66	0.00	3.56	0.23	3.03	0.00
Ralph's	0.01	0.00	0.03	0.00	0.00	0.00	0.15	0.00	0.00	0.00	0.03	0.00	0.00	0.00	0.00	0.00	0.00	0.06	0.00	0.00	0.00	0.00	0.00
Rite Aid	0.16	0.33	0.00	0.10	0.00	0.36	0.00	0.51	0.00	0.00	0.30	0.00	4.55	0.00	0.00	0.60	0.00	0.03	0.00	0.03	0.00	0.00	0.00
Smart & Final	0.25	0.00	0.58	0.00	0.81	0.00	0.00	0.00	0.00	0.55	0.00	0.00	0.00	0.00	0.00	3.98	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Tawa Supermarket	0.04	0.08	0.00	0.00	0.00	0.13	0.00	0.00	0.00	0.00	0.07	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.40	0.00	0.00	0.00	0.00
True Value Hardware	0.23	0.32	0.05	0.57	0.00	0.00	0.71	0.31	6.76	0.33	0.15	0.00	0.00	2.00	0.00	0.00	0.03	0.00	0.77	0.18	0.00	0.00	0.00
Victor's Lighting	0.42	0.92	0.00	0.00	0.00	0.00	1.49	0.00	0.00	0.93	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3.38	0.00	0.00
Walgreen's	0.49	0.20	0.92	0.00	0.53	0.47	0.51	0.36	0.00	0.00	0.90	0.00	0.00	1.09	0.00	2.62	0.00	0.34	1.67	0.00	0.00	0.00	1.09
Wal-Mart	0.74	1.13	0.49	0.12	0.00	0.00	1.21	4.21	0.00	0.26	1.15	0.00	0.26	0.95	0.00	0.01	0.73	0.72	3.39	0.27	0.00	0.00	0.11
Winco Foods	0.01	0.02	0.00	0.00	0.00	0.00	0.00	0.09	0.00	0.00	0.02	0.00	0.33	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Target	1.06	0.48	1.76	0.71	1.91	0.21	0.48	2.77	0.00	1.50	0.69	0.00	0.25	4.74	0.00	0.00	0.00	0.17	1.05	0.00	0.49	0.00	19.68
Sam's Club	0.41	0.52	0.40	0.00	0.00	0.74	0.29	1.00	0.00	0.31	0.49	0.00	0.00	3.08	0.00	0.00	0.61	0.00	0.00	0.00	2.27	0.00	0.00
Safeway/Vons	0.23	0.51	0.00	0.00	0.00	0.46	1.05	0.00	0.00	0.43	0.00	0.00	5.30	0.00	0.00	0.00	0.23	0.00	0.35	0.00	0.00	0.00	0.00
Small Hardware stores	2.65	3.55	1.92	1.75	0.00	5.57	2.70	1.53	0.00	1.59	3.53	0.00	6.09	1.56	2.68	6.55	0.16	3.12	4.75	1.53	0.94	10.80	0.73
Lighting stores	2.85	2.11	3.53	3.30	1.70	3.69	3.65	1.50	0.00	2.28	3.33	0.00	0.00	2.43	0.00	0.68	0.15	1.96	8.11	6.70	3.40	5.95	0.35
Online	2.61	0.82	3.35	7.23	4.68	2.76	1.02	0.08	0.18	3.27	2.05	0.00	0.32	6.04	0.00	5.67	5.82	2.22	1.14	1.51	0.00	0.00	0.00
Directly from distributor or Contractor	3.04	0.85	5.90	0.85	4.46	4.03	1.08	0.98	0.00	1.80	4.08	0.00	0.00	1.28	59.54	3.30	0.00	2.61	5.56	2.42	0.00	4.16	0.00
Grainger	2.97	3.51	2.74	1.56	4.37	4.69	0.46	0.21	0.00	3.25	2.73	0.00	0.00	3.01									



Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Plants(%)	Non-EE Plants(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;LI&gt; What percent of these CFLs were actually installed?</b>																							
0 Percent	0.03	0.04	0.03	0.00	0.00	0.00	0.00	0.32	0.00	0.00	0.06	0.00	0.00	0.00	0.00	0.00	0.00	0.07	0.00	0.00	0.00	0.00	0.41
1 to 15 Percent	3.93	2.30	4.52	8.53	1.58	1.78	6.69	10.45	0.00	1.88	5.65	0.00	3.02	3.54	0.00	0.00	6.64	2.97	7.98	5.47	1.35	0.00	5.85
16 to 30 Percent	1.54	1.03	1.72	3.00	0.00	0.88	3.27	3.59	0.00	0.40	2.50	0.00	7.13	0.78	0.00	0.00	1.93	1.98	1.25	1.51	0.51	1.97	1.43
31 to 45 Percent	0.38	0.32	0.44	0.42	0.00	0.13	0.06	3.39	44.28	0.00	0.70	0.00	0.00	0.21	0.00	0.00	0.10	0.00	1.06	0.51	1.25	1.10	0.11
46 to 60 Percent	8.72	8.92	9.20	5.96	8.81	8.10	8.37	11.55	0.35	9.15	8.37	24.50	15.20	4.32	0.00	5.25	12.95	5.40	12.96	7.01	12.06	10.51	2.98
61 to 80 Percent	17.26	27.63	8.63	8.28	24.57	12.67	16.05	12.13	44.72	23.16	12.33	75.50	5.30	20.71	1.72	2.06	6.51	38.86	13.29	13.28	7.71	11.16	12.07
81 to 99 Percent	12.83	13.33	11.53	15.97	9.22	17.08	13.76	7.93	0.18	8.81	16.19	0.00	12.18	21.89	62.32	12.94	9.49	11.25	17.20	9.18	11.94	13.03	4.25
100 Percent	49.60	41.15	59.17	47.06	49.38	53.66	45.69	48.61	8.81	50.69	48.69	0.00	52.65	39.57	14.54	69.33	58.39	35.87	39.17	60.79	58.00	54.78	62.67
Don't Know	5.70	5.37	4.77	10.80	6.43	5.71	6.12	2.04	1.66	5.92	5.51	0.00	4.52	8.99	21.43	10.41	4.00	3.60	7.10	2.26	7.18	7.45	10.23
n	1074	472	419	183	47	249	324	387	19	292	722	5	39	100	9	51	87	264	129	119	96	62	53
<b>&lt;LI90&gt; What percent of these CFLs were placed in storage?</b>																							
0 Percent	5.25	2.15	9.40	7.10	2.58	3.72	6.51	14.39	0.00	4.07	6.20	0.00	0.00	9.38	23.99	0.00	5.76	2.83	7.57	3.54	4.99	7.43	6.83
1 to 15 Percent	29.40	23.68	34.05	42.09	21.35	40.37	29.52	22.43	0.19	21.84	35.48	0.00	25.73	36.73	72.92	42.20	33.11	21.26	28.23	34.21	29.00	31.97	11.39
16 to 30 Percent	33.12	45.79	19.42	15.65	50.89	24.98	26.56	20.87	48.94	46.38	22.48	75.50	11.19	33.86	2.01	6.72	14.23	59.59	16.21	27.02	25.31	24.59	29.79
31 to 45 Percent	2.73	3.51	1.89	1.65	0.00	4.35	2.90	6.16	0.39	0.73	4.33	0.00	2.51	0.45	0.00	5.02	0.00	3.21	9.41	2.19	0.00	1.56	7.14
46 to 60 Percent	14.99	12.58	20.37	9.71	15.06	12.94	14.08	23.61	0.19	15.23	14.79	24.50	29.59	6.54	0.00	12.12	31.11	6.51	15.19	19.12	23.15	16.98	3.69
61 to 80 Percent	2.35	1.22	2.94	5.88	0.00	1.90	3.68	7.00	48.56	0.57	3.78	0.00	15.06	1.97	0.00	0.00	4.96	0.89	2.12	5.15	0.65	1.00	1.61
81 to 99 Percent	2.47	1.89	3.95	0.60	0.00	0.60	7.20	1.06	0.00	1.66	3.11	0.00	6.38	0.00	0.00	0.00	1.14	0.54	9.63	6.30	0.20	0.00	15.80
100 Percent	0.25	0.47	0.00	0.00	0.00	0.00	0.72	0.36	0.00	0.00	0.46	0.00	0.00	0.00	0.00	5.72	0.00	0.11	0.00	0.00	0.00	0.00	
Don't Know	9.44	8.72	7.99	17.32	10.13	11.15	8.83	4.12	1.73	9.52	9.37	0.00	9.54	11.08	1.08	28.23	9.69	5.07	11.64	2.48	16.71	16.47	23.76
n	525	219	210	96	78	175	184	196	12	134	397	5	20	53	6	22	43	135	87	51	67	37	27
<b>&lt;CFL24&gt; When you installed your CFLs, what kind of bulb/lamp did you replace?</b>																							
Incandescent	62.22	61.38	61.85	67.36	45.20	66.57	70.95	77.47	53.75	55.77	67.62	28.87	84.76	56.97	98.28	64.76	74.12	49.13	65.80	70.01	46.52	62.25	91.33
CFLs	33.40	35.12	30.30	38.59	49.05	24.56	31.11	18.26	47.91	41.48	26.65	75.71	15.88	36.38	5.93	36.85	10.98	49.03	37.57	24.55	50.18	32.60	5.63
HID	1.35	1.47	1.00	2.25	0.00	3.01	1.40	0.16	0.00	1.42	1.29	0.00	0.00	0.00	5.93	0.00	0.21	2.95	3.94	0.00	0.00	2.77	0.00
Mercury vapor	0.61	0.72	0.00	2.61	0.49	0.00	1.62	0.01	0.00	0.59	0.63	0.00	0.00	0.00	5.93	2.29	0.00	0.54	0.00	0.00	0.49	4.28	0.04
Floodlight	1.53	1.42	2.02	0.03	0.00	1.83	3.17	0.63	0.00	0.71	2.21	0.00	0.00	3.15	0.00	0.00	1.28	2.52	2.80	1.79	0.00	0.58	0.00
Fluorescent, type not specified	0.74	0.30	1.38	0.10	1.57	0.32	0.18	1.11	0.00	0.13	1.26	0.00	0.98	8.73	0.00	0.00	0.28	0.12	1.22	0.00	0.34	0.00	0.00
Nothing replaced	0.88	0.32	1.65	0.20	1.31	0.31	1.25	0.29	0.30	1.24	0.58	0.00	0.32	0.94	20.50	1.53	0.00	0.02	0.00	0.18	1.29	3.13	0.74
Other	0.02	0.01	0.04	0.02	0.05	0.01	0.01	0.04	0.00	0.04	0.01	0.00	0.03	0.01	0.00	0.01	0.09	0.02	0.02	0.00	0.01	0.00	0.00
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	0.04	0.06	0.04	0.02	0.00	0.09	0.04	0.05	0.00	0.02	0.07	0.00	0.03	0.01	0.02	0.01	0.05	0.05	0.02	0.10	0.03	0.04	0.04
n	1012	411	418	183	47	249	324	379	19	292	720	5	39	100	9	51	87	263	129	119	96	62	52
<b>&lt;CFL2&gt; Do you have any dimmable CFL's installed at this facility?</b>																							
Yes	16.95	24.32	10.82	10.06	31.50	11.75	10.60	5.71	6.93	20.97	13.57	24.29	5.30	13.02	59.54	23.38	1.25	37.28	10.16	16.04	1.18	13.13	9.19
No	81.91	74.29	89.12	85.49	67.25	86.76	88.61	93.62	93.07	77.74	85.41	75.71	93.62	86.41	40.46	76.62	98.66	62.40	85.15	83.16	92.22	86.21	90.81
Don't Know	1.14	1.38	0.06	4.46	1.25	1.49	0.79	0.67	0.00	1.29	1.02	0.00	1.08	0.57	0.00	0.00	0.09	0.32	4.69	0.81	3.60	0.66	0.00
n	1073	412	418	183	40	249	324	387	19	292	721	5	39	100	9	50	87	264	129	119	96	62	53
<b>&lt;HB3&gt; Do you have incandescent lighting?</b>																							
Yes	53.83	52.14	55.32	53.75	64.82	45.66	40.30	38.65	54.31	58.12	49.85	31.90	41.63	46.57	73.35	67.71	55.14	68.16	43.23	45.96	51.68	38.68	29.83
No	43.73	45.00	42.25	45.38	33.43	51.34	55.97	59.85	45.69	40.78	46.47	68.10	56.63	52.05	26.65	32.01	40.54	31.02	52.26	48.12	48.15	58.98	69.47
Don't Know	2.44	2.85	2.42	0.88	1.75	3.00	3.73	1.81	0.00	1.10	3.68	0.00	1.75	1.38	0.00	0.28	4.32	0.82	4.51	5.92	0.17	2.34	0.70
n	2588	992	1121	475	186	675	779	907	47	830	1758	10	116	226	27	140	196	627	387	257	259	222	133
<b>&lt;LED1&gt; Do you have any medium screw base LED bulbs installed at this facility?</b>																							
Yes	19.62	20.08	17.41	27.20	23.68	18.01	14.69	11.48	6.70	23.02	16.37	85.11	15.91	19.19	32.79	29.59	10.77	21.07	22.92	19.94	14.49	12.69	22.24
No	67.03	69.89	65.07	63.95	58.53	73.02	75.40	79.36	93.30	69.36	64.81	14.89	70.78	67.79	56.76	63.60	60.88	70.04	70.15	69.28	76.15	79.99	62.75
Refused	0.12	0.28	0.00	0.00	0.26	0.00	0.00	0.00	0.00	0.25	0.00	0.00	0.00	0.00	0.00	1.85	0.00	0.00	0.00	0.00	0.00	0.00	
Don't Know	13.23	9.75	17.52	8.86	17.54	8.97	9.91	9.17	0.00	7.38	18.82	0.00	13.31	13.02	10.45	4.96	28.36	8.89	6.92	10.78	9.36	7.32	15.01
n	1670	682	633	315	153	395	473	570	19	610	1000	7	74	129	76	178	147	342	252	172	180	108	77
<b>&lt;LEDS1&gt; Before this call today, had you ever heard of LEDs...Light Emitting Diodes?</b>																							
Yes	93.95	95.40	93.23	93.35	98.27	94.54	88.52	85.11	92.51	97.30	81.44	97.43	92.29	88.25	76.34	89.72	97.54	95.43	96.90	84.10	93.42	95.27	94.18
No	5.86	4.30	6.67	6.36	1.73	5.02	11.38	14.54	7.49	2.70	8.23	2.57	7.71	11.54	23.66	10.28	2.29	4.54	2.39	15.65	6.58	4.73	5.69
Don't Know	0.19	0.31	0.10	0.29	0.00	0.44	0.10	0.35	0.00	0.00	0.33	0.00	0.00	0.21	0.00	0.00	0.18	0.04	0.72	0.25	0.00	0.00	
n	3320	1173	1719	488	230	1178	965																

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PO&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;LEDS4&gt; Compared to currently available alternative technologies, would you say that LED lighting equipment for common commercial applications is more energy efficient, less energy efficient, or roughly equally efficient?</b>																							
More efficient	79.52	79.43	79.57	79.40	81.67	78.61	80.42	72.91	85.54	82.82	77.90	98.65	89.07	70.83	43.08	92.88	70.02	74.91	86.83	78.19	88.34	88.36	73.32
Less efficient	1.83	1.45	2.25	0.47	0.83	2.80	1.54	1.71	0.15	1.98	1.75	0.00	3.72	2.15	0.00	0.00	0.96	3.37	0.96	5.25	0.52	0.90	2.42
Equally efficient	10.58	9.04	10.65	12.97	12.55	9.54	10.09	9.96	0.16	10.66	10.54	1.35	1.06	16.42	56.92	1.35	13.97	14.07	4.77	8.13	8.36	5.37	16.46
Refused	0.08	0.00	0.13	0.00	0.00	0.15	0.10	0.00	0.00	0.00	0.12	0.00	0.00	0.00	0.00	0.00	0.00	0.07	0.07	0.00	0.40	0.00	0.00
Don't Know	8.00	10.08	7.40	7.16	4.95	8.90	7.86	15.42	14.16	4.54	9.68	0.00	6.15	10.60	0.00	5.77	15.05	7.59	7.37	8.44	2.38	5.37	14.19
n	2000	629	1024	347	61	616	658	601	64	408	1592	10	73	169	15	23	177	464	335	127	196	200	217
<b>&lt;LEDS5&gt; Compared to currently available alternative technologies, would you say that LED lighting equipment for common commercial applications has a longer useful life, a shorter useful life, or about an equally long useful life?</b>																							
Longer	76.35	76.52	74.51	84.94	80.58	74.63	77.14	66.41	85.05	84.24	72.50	79.23	79.41	69.80	77.76	64.89	62.55	76.82	85.75	72.05	84.50	83.07	64.19
Shorter or	1.44	1.88	1.35	1.11	0.00	2.10	1.94	1.89	0.58	1.26	1.53	0.00	4.25	1.14	0.00	0.00	2.81	0.57	1.61	3.28	0.67	0.97	0.15
Equal useful life	10.77	9.46	12.56	4.50	11.65	11.54	8.39	11.73	0.66	6.10	13.05	0.00	11.21	7.14	13.45	25.35	16.37	12.26	5.57	12.54	9.39	5.53	16.91
Or depends on the application	2.79	1.76	3.08	3.20	2.14	3.27	3.03	1.99	0.05	3.83	2.28	11.62	0.91	9.62	0.00	3.60	3.34	1.20	2.09	3.59	1.23	2.56	4.93
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	8.65	10.38	8.50	6.26	5.64	8.46	9.49	17.98	13.67	4.56	10.64	9.15	4.23	12.30	8.79	6.16	14.93	9.16	4.99	8.55	4.22	7.88	13.83
n	2000	629	1024	347	61	616	658	601	64	408	1592	10	73	169	15	23	177	464	335	127	196	200	217
<b>&lt;LEDS6&gt; Compared to currently available alternative technologies, would you say that LED lighting equipment for common commercial applications provides more precise control, less precise control, or equally precise control of lighting levels?</b>																							
More precise	37.65	39.84	38.30	32.09	39.36	34.31	42.86	32.86	4.58	43.27	35.21	11.80	33.45	30.02	28.03	36.98	34.13	46.18	39.76	29.21	32.86	49.44	47.45
Less precise	7.90	4.80	9.98	3.40	12.06	6.80	4.95	7.64	28.05	13.52	5.16	0.00	2.22	5.23	0.44	1.79	15.18	6.94	5.11	9.00	13.41	3.15	3.06
Equally precise control of lighting levels	29.91	29.77	26.50	46.63	28.06	34.24	25.89	28.98	26.46	24.85	32.37	3.20	46.57	31.94	69.10	55.46	27.07	22.29	33.75	37.31	29.76	23.69	21.54
Depends on application	10.18	6.99	12.30	5.78	15.11	8.55	9.21	6.34	26.87	11.85	9.38	69.20	6.27	12.88	2.42	4.66	6.70	8.79	4.52	11.33	16.21	14.86	5.44
Refused	0.09	0.38	0.00	0.00	0.00	0.35	0.00	0.00	0.00	0.00	0.13	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	14.08	18.32	12.92	12.10	5.41	16.10	17.75	24.18	15.04	6.51	17.77	15.71	9.48	19.93	0.00	1.11	16.93	15.80	16.38	13.15	17.77	8.87	22.52
n	2000	629	1024	347	61	616	658	601	64	408	1592	10	73	169	15	23	177	464	335	127	196	200	217
<b>&lt;LEDS7&gt; How much would you say that LED lighting equipment for common commercial applications costs compared to alternative technologies? Would you say it is ...</b>																							
Much more	46.44	37.57	48.81	50.93	59.32	45.95	37.24	31.70	44.81	64.28	37.75	21.56	60.11	34.85	57.15	47.01	49.17	43.03	43.64	45.02	53.25	51.85	44.07
Somewhat more	28.06	32.01	25.79	31.93	26.80	26.84	30.62	30.14	30.26	18.14	32.89	75.39	14.06	26.27	14.06	31.59	26.37	32.25	30.95	27.11	19.20	29.14	31.35
About the same	4.60	4.22	5.01	3.34	1.18	5.90	6.30	5.31	1.14	2.43	5.67	0.00	2.21	5.14	15.12	1.35	1.88	5.38	4.98	8.33	4.43	3.79	4.36
Somewhat less	2.18	3.15	1.92	1.65	0.00	2.76	2.91	5.00	11.83	0.65	2.92	3.05	0.23	2.73	0.00	4.66	2.69	3.15	2.16	1.26	0.85	1.41	3.64
Much less	1.90	2.21	1.91	1.26	3.27	0.91	1.86	1.78	0.00	4.25	0.75	0.00	6.70	2.06	0.44	0.00	0.08	0.70	0.63	1.49	7.51	1.64	0.06
Or depends on the application	7.58	6.76	8.53	4.43	5.47	8.65	8.29	7.77	0.13	4.94	8.86	0.00	4.48	14.59	13.23	14.73	8.49	6.16	6.98	7.64	8.81	3.92	6.18
Refused	0.05	0.20	0.00	0.00	0.00	0.11	0.00	0.12	0.00	0.01	0.07	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.23	0.00	0.00	0.00	0.00
Don't Know	9.19	13.88	8.01	6.46	3.95	8.89	12.79	18.19	12.83	5.31	11.08	0.00	12.20	14.38	0.00	0.66	11.33	9.10	10.67	9.17	5.91	8.26	10.38
n	2000	629	1024	347	61	616	658	601	64	408	1592	10	73	169	15	23	177	464	335	127	196	200	217
<b>&lt;LEDS8&gt; Do you currently have any LEDs installed inside or outside your facility?</b>																							
Yes	41.96	51.43	36.06	45.24	66.70	31.70	26.46	19.59	9.38	58.03	32.85	85.77	59.88	31.05	61.71	77.95	44.62	44.07	37.67	42.20	35.67	25.52	20.24
No	53.97	44.69	59.07	53.76	32.53	62.38	67.70	74.54	89.40	39.28	62.30	11.96	37.88	59.06	37.80	20.50	54.03	50.35	58.25	55.34	58.07	69.50	76.71
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	4.07	3.87	4.87	1.00	0.77	5.92	5.84	5.87	1.22	2.68	4.85	2.27	2.24	9.89	0.49	1.55	1.36	5.58	4.09	2.46	6.26	4.98	3.05
n	2740	892	1380	468	97	775	918	867	83	566	2174	13	107	235	22	52	237	632	442	189	281	231	299
<b>&lt;LEDS8A&gt; Earlier you mentioned some LED lighting that you had installed in your facility. Can you please tell me which of the following types of LEDs you have installed? Do you have...</b>																							
LED bulbs that replace typical screw-in light bulbs	23.38	14.48	25.38	32.98	21.41	25.16	22.87	32.90	0.00	23.14	23.53	13.56	7.62	33.38	34.44	53.31	9.40	22.06	9.99	31.61	48.43	23.63	37.54
Spotlight LEDs [These include floodlight/reflector LEDs used in recessed fixtures or outdoor security fixtures]	39.64	27.39	43.35	48.72	42.90	37.64	37.90	28.57	0.00	39.17	39.94	79.30	6.83	42.99	41.51	78.88	11.58	28.58	54.04	42.34	65.90	37.30	34.03
LED light sources that replace linear fluorescent lamps	11.32	9.78	11.32	14.53	8.93	14.00	13.41	3.98	0.58	7.32	13.83	0.00	55.56	6.94	11.90	8.27	1.94	12.48	11.26	10.35	7.92	21.69	6.10
Globe LEDs, round bulbs sometimes used in bathroom vanity fixtures	3.75	2.29	5.14	0.66	4.32	2.65	4.22	4.73	0.00	1.36	5.24	0.00	0.00	3.51	24.06	0.00	1.02	0.94	2.55	5.95	10.12	8.75	4.26
Overhead LED luminaire systems for general lighting applications	14.81	14.06	15.35	13.99	15.18	16.17	13.16	6.15	10.94	20.24	11.41	1.57	0.00	13.69	0.00	40.87	29.39	10.79	20.80	6.31	7.03	17.83	17.77
Overhead LED luminaire systems for high bay lighting applications (for ceiling heights greater than 13 feet)	11.49	6.94	15.61	2.80	16.51	9.36	5.76	1.06	0.00	15.38	9.05	0.00	4.48	6.02	0.00	0.00	30.79	6.92	6.57	3.63	10.12	16.98	5.82
Standing or desk fixtures for task lighting	3.12	4.02	2.77	2.79	0.00	6.10	4.14	7.18	0.00	1.67	4.02	0.00	0.00	3.84	0.00	5.26	3.98	6.36	1.42	3.85	0.13	2.69	17.53
Under-cabinet or different forms of built-in task lighting	4.62	4.88	3.02	11.16	2.13	5.10	8.91	7.81	0.00	5.14	4.30	0.00	0.00	2.60	0.00	33.61	1.13	4.03	7.51	7.76	6.07	4.07	2.56
Case or display lighting	7.59	4.28	5.94	21.72	3.52	11.45	9.92	7.92	85.03	3.58	10.10	0.00	11.00	0.26	0.00	23.48	2.52	6.96	2.30	15.29	15.56	11.83	3.59
Outdoor display lighting	13.02	18.90	12.01	5.32	10.86	13.57	16.30	16.80	2.56	16.86	10.62	0.00	0.04	17.22	0.00	1.56	1.75	11.60	15.68	12.25	27.07	37.39	5.66
Retail signage or decorative lighting	10.91	3.04	13.52	15.74	13.63	8.01	10.49	7.63	0.00	15.09	8.29	5.56	4.68	2.70	0.00	18.22	1.25	6.21	4.01	12.91	38.67	7.23	3.59
LED exit signs	4.72	7.85	3.90	1.83	0.00	8.87	8.16	4.35	0.89	4.81	4.66	0.00	0.00	6.62	0.00	0.00	2.56	6.52	7.34	8.18	1.38	1.98	0.00
Other	8.60	2.06	12.37	5.54	13.83	5.41	3.56	1.99															

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
HID	5.49	2.43	2.35	18.88	6.33	4.18	7.11	2.53	0.00	10.28	2.54	100.00	0.00	2.09	0.00	0.00	0.00	4.29	22.28	5.33	0.00	2.89	0.00
LED	0.06	0.00	0.09	0.00	0.00	0.00	0.00	1.15	0.00	0.15	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.34	0.00	0.00	0.00	0.00	0.00
Non-Did not replace anything	7.65	12.30	8.20	1.58	0.00	7.74	20.22	21.47	0.00	1.32	11.57	0.00	50.66	0.00	0.00	41.79	0.83	0.00	11.78	23.47	0.71	17.95	28.14
Other	1.90	1.26	2.09	1.83	0.00	4.26	1.02	2.99	0.00	0.91	2.51	0.00	0.00	0.00	0.00	8.81	0.00	0.73	3.81	9.38	0.00	0.59	6.82
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	5.26	15.06	4.17	0.00	0.00	11.98	4.45	1.12	0.00	3.71	6.21	0.00	0.00	27.38	0.00	16.04	4.83	0.33	9.21	8.80	1.53	10.11	0.00
n	735	35	69	31	7	53	40	33	2	40	95	1	5	73	4	7	14	22	19	16	12	12	70
<b>&lt;LEDS13_1&gt; Through what type of business did you purchase these LED bulbs?</b>																							
Supply house/Distributor	50.01	33.59	60.91	28.38	64.95	49.30	27.67	19.59	0.00	72.67	36.05	100.00	50.66	65.40	1.85	40.36	17.68	80.50	31.85	13.27	53.93	65.21	4.81
Contractor	11.39	15.61	9.56	13.73	0.00	19.23	15.86	28.08	0.00	10.27	12.08	0.00	19.98	9.73	0.00	41.79	13.02	10.64	32.52	16.65	1.56	12.58	36.73
Home Center	5.03	11.98	3.29	4.59	0.00	5.60	14.57	5.85	0.00	3.06	6.25	0.00	0.00	0.35	0.00	21.41	2.65	8.10	17.97	0.00	7.83	6.87	
Retailer	8.51	19.37	3.76	14.61	0.00	12.36	15.69	21.47	0.00	3.68	11.49	0.00	0.00	17.22	0.00	17.85	0.83	7.41	0.00	18.20	4.03	17.11	46.64
Direct from Manufacturer	2.60	5.33	0.00	8.85	3.88	2.51	0.00	2.50	0.00	4.06	1.69	0.00	0.00	0.00	87.06	0.00	0.74	0.00	0.00	0.00	4.36	0.00	0.00
Other	14.00	5.23	19.52	3.38	18.60	4.79	20.59	20.23	0.00	9.17	16.99	0.00	29.36	7.31	0.00	0.00	17.75	2.35	23.72	15.06	22.00	5.11	4.95
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	9.54	8.90	4.69	26.47	12.57	9.23	5.62	2.29	0.00	0.00	15.44	0.00	0.00	0.00	11.09	0.00	29.31	0.00	3.81	18.85	14.13	10.00	0.00
n	735	35	69	31	7	53	40	33	2	40	95	1	5	73	4	7	14	22	19	16	12	12	70
<b>&lt;LEDS9_2&gt; Approximately how many spotlight LEDs are currently installed at this facility?</b>																							
0 to 10	42.22	35.14	45.73	36.87	46.96	28.96	53.95	37.68	0.00	24.45	53.05	100.00	55.77	43.91	72.87	16.91	26.19	44.08	14.30	51.44	50.93	18.72	3.08
11 to 30	27.90	37.02	29.39	11.29	12.95	51.08	24.94	37.47	0.00	17.44	34.27	0.00	44.23	27.68	27.13	72.61	16.10	47.44	45.87	43.04	1.92	43.61	81.07
31 to 50	8.43	17.01	2.24	22.45	4.98	9.84	14.08	15.47	0.00	8.32	8.49	0.00	0.00	8.05	0.00	10.49	50.40	7.59	11.74	0.00	1.92	17.90	15.85
51 to 100	3.96	0.00	1.44	18.49	7.95	0.36	0.35	0.00	0.00	8.02	1.49	0.00	0.00	0.00	0.00	0.00	1.12	0.89	18.46	0.00	0.00	0.00	0.00
101 to 500	15.82	8.70	19.23	10.89	26.30	8.34	3.54	0.00	0.00	39.48	1.39	0.00	0.00	20.36	0.00	0.00	0.00	0.00	8.57	0.00	44.38	9.48	0.00
More than 1000	0.24	0.00	0.38	0.00	0.00	0.00	0.00	9.38	0.00	0.00	0.39	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.85	0.00	0.00
Refused	1.43	2.13	1.58	0.00	0.87	1.42	3.15	0.00	0.00	2.29	0.91	0.00	0.00	0.00	0.00	0.00	6.19	0.00	1.06	5.52	0.00	10.29	0.00
Don't Know	1.24	2.13	1.58	0.00	0.87	1.42	3.15	0.00	0.00	2.29	0.91	0.00	0.00	0.00	0.00	0.00	6.19	0.00	1.06	5.52	0.00	10.29	0.00
n	762	48	78	36	12	67	56	25	2	44	118	1	4	14	3	8	13	31	30	19	16	14	9
<b>&lt;LEDS11_2&gt; In which year did you install spotlight LEDs?</b>																							
2013	1.50	1.60	1.10	2.97	0.00	3.40	1.95	2.74	0.00	0.82	1.92	0.00	0.00	0.00	0.00	0.00	0.00	4.32	3.10	3.76	0.00	0.00	0.00
2012	34.53	51.80	26.29	46.35	21.80	50.18	41.79	25.76	0.00	50.46	24.83	0.00	84.22	73.68	72.87	25.82	25.98	42.05	30.49	46.94	31.93	38.57	82.31
2011	36.11	16.79	40.73	40.86	51.96	20.28	25.23	15.02	0.00	13.02	50.18	100.00	0.82	8.69	27.13	24.61	45.51	23.84	50.67	17.14	26.44	19.52	3.03
2010	6.85	14.75	4.76	5.66	0.00	14.81	7.35	31.12	0.00	1.83	9.91	0.00	0.00	8.69	0.00	49.57	7.22	14.36	6.86	6.19	8.77	7.87	0.00
2009 or before	18.58	8.49	25.32	4.15	25.38	8.82	19.16	10.03	0.00	32.78	9.93	0.00	14.96	7.99	0.00	0.00	0.67	11.83	7.14	25.97	40.77	23.75	14.66
Refused	2.43	6.57	1.79	0.00	0.87	2.52	4.52	15.33	0.00	1.09	3.24	0.00	0.00	0.95	0.00	0.00	20.62	3.59	1.74	0.00	0.00	10.29	0.00
Don't Know	1.62	4.8	7.8	3.6	12	67	56	25	2	44	118	1	4	14	3	8	13	31	30	19	16	14	9
<b>&lt;LEDS12_2&gt; What type of Lighting was removed and replaced when you installed the spotlight LEDs?</b>																							
Incandescent	48.63	51.55	47.71	48.79	46.54	47.59	54.40	60.03	0.00	53.51	45.66	0.00	0.00	49.59	0.00	18.66	46.35	35.03	69.54	50.62	61.45	43.56	53.86
CFLs	1.79	4.84	0.87	1.75	0.00	1.73	3.61	22.63	0.00	1.09	2.21	0.00	0.00	11.68	0.00	7.22	2.95	0.61	0.00	0.00	4.29	12.46	
Linear Fluorescent	4.42	3.91	1.03	18.28	5.77	3.20	2.36	8.94	0.00	8.09	2.19	0.00	39.99	0.00	0.00	0.00	43.63	1.31	0.15	8.46	0.00	17.35	0.00
HID	8.37	8.32	3.90	25.91	6.14	14.91	3.86	0.00	0.00	9.82	7.49	0.00	0.00	0.00	0.00	25.82	1.12	24.19	16.74	3.98	0.00	13.03	0.00
LED	0.66	0.00	1.01	0.05	0.00	2.03	0.00	0.32	0.00	0.00	1.06	0.00	0.82	14.59	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
None-Did not replace anything	7.74	14.79	6.61	3.82	0.87	12.86	16.61	9.67	0.00	7.16	8.09	0.00	14.96	0.00	0.00	44.68	2.50	17.40	3.76	17.36	0.15	26.07	23.96
Other	3.87	7.91	3.64	0.00	0.00	7.95	6.41	7.29	0.00	2.20	4.89	0.00	0.00	0.00	72.87	0.00	1.34	9.40	3.27	7.01	2.33	0.00	7.52
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	26.57	9.96	37.08	5.15	40.68	12.36	15.98	15.53	0.00	19.90	30.64	100.00	44.23	24.14	27.13	10.84	6.19	11.91	5.93	17.33	37.99	0.00	14.66
n	762	48	78	36	12	67	56	25	2	44	118	1	4	14	3	8	13	31	30	19	16	14	9
<b>&lt;LEDS13_2&gt; Through what type of business did you purchase these spotlight LEDs?</b>																							
Supply house/Distributor	34.78	45.44	30.39	39.33	32.31	46.72	20.67	30.32	0.00	55.02	22.44	0.00	0.00	52.17	27.13	42.61	12.91	29.39	46.28	25.51	41.33	50.01	50.83
Contractor	21.56	28.75	22.96	7.60	13.81	34.40	20.81	11.00	0.00	11.42	27.74	0.00	39.99	33.91	72.87	38.73	1.67	25.51	47.31	18.49	3.58	43.71	23.96
Home Center	12.87	9.34	12.98	16.63	17.90	2.14	17.22	22.68	0.00	24.60	5.73	0.00	15.78	8.69	0.00	58.13	13.38	0.80	12.19	21.51	0.00	0.00	0.00
Retailer	5.93	9.88	4.22	7.91	0.00	6.15	21.36	5.87	0.00	0.97	8.95	0.00	0.82	2.94	0.00	18.66	8.69	9.40	0.00	28.01	2.96	4.29	7.18
Direct from Manufacturer	2.79	0.00	2.79	6.08	1.94	4.50	0.60	12.30	0.00	2.44	3.00	0.00	0.00	0.00	0.00	0.00	1.12	11.71	0.00	0.00	4.98	0.00	3.03
Other	15.90	1.18	23.69	2.86	27.78	1.47	12.01	2.82	0.00	3.12	23.69	100.00	0.00	0.73	0.00	0.00	3.05	3.95	2.38				

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PO&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)	
<b>&lt;LEDS12_3&gt; What type of Lighting was removed and replaced when you installed the LED light sources?</b>																								
Incandescent	6.14	11.18	3.51	8.04	0.00	12.11	3.50	26.04	0.00	12.02	4.18	0.00	0.00	43.95	94.64	0.00	10.61	0.91	13.75	11.26	2.21	6.36	4.48	
CFLs	0.60	0.00	0.00	3.46	0.00	1.41	0.00	0.00	0.00	0.00	0.80	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6.36	0.00	
Linear Fluorescent	69.97	43.39	76.90	83.43	96.16	58.47	51.96	56.56	100.00	82.57	65.77	0.00	100.00	50.51	5.36	0.00	85.37	66.58	53.48	69.86	68.35	31.40	53.55	
HID	3.28	6.59	0.95	6.59	0.00	3.74	6.06	40.31	0.00	2.40	3.58	0.00	0.00	0.00	0.00	0.00	6.69	5.02	4.03	16.28	0.00	0.00	36.62	
LED	1.41	0.81	2.16	0.00	0.00	2.99	0.00	17.41	0.00	0.00	1.88	0.00	0.00	5.54	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
None-Did not replace anything	11.93	12.44	12.71	8.54	3.84	9.36	29.69	0.00	0.00	11.19	12.17	0.00	0.00	0.00	0.00	0.00	4.02	19.30	11.27	0.00	29.44	29.71	0.00	
Other	6.91	22.72	2.47	0.00	0.00	15.39	1.75	0.00	0.00	0.00	9.21	0.00	0.00	0.00	0.00	0.00	0.00	0.00	31.21	0.00	0.00	20.13	41.97	
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Don't Know	4.10	11.55	2.25	0.00	0.00	2.75	13.10	0.00	0.00	0.00	5.46	0.00	0.00	0.00	0.00	0.00	8.19	0.00	18.88	0.00	12.40	0.00	0.00	
n	64	20	28	16	4	26	23	8	3	15	49	0	8	4	2	1	6	12	7	7	3	9	5	
<b>&lt;LEDS13_3&gt; Through what type of business did you purchase these LED light sources?</b>																								
Supply house/Distributor	13.25	18.08	15.11	0.23	18.06	16.52	0.00	4.78	0.00	13.45	13.19	0.00	0.00	37.41	100.00	100.00	0.00	5.02	53.48	0.00	0.00	14.03	0.00	
Contractor	52.23	52.37	55.95	39.41	58.09	42.14	63.05	33.48	0.00	46.14	54.26	0.00	92.11	5.54	0.00	0.00	81.31	24.28	46.52	47.23	29.44	51.89	4.18	
Home Center	1.16	0.00	0.04	6.60	0.00	0.00	5.09	2.85	0.00	0.00	1.55	0.00	0.00	0.00	0.00	0.00	0.00	0.11	0.00	16.28	0.00	0.00	0.30	
Retailer	0.91	0.00	0.53	3.46	0.00	1.41	0.58	21.11	0.00	0.00	1.21	0.00	0.00	0.00	0.00	0.00	4.02	0.91	0.00	0.00	0.00	6.36	0.00	
Direct from Manufacturer	23.23	15.27	19.34	47.52	23.85	32.72	5.17	0.00	100.00	32.86	20.02	0.00	6.19	0.00	0.00	0.00	6.69	61.60	0.00	0.00	68.35	8.32	16.92	
Other	5.80	2.73	7.95	2.77	0.00	2.91	18.90	40.31	0.00	7.55	5.22	0.00	1.70	57.05	0.00	0.00	7.98	0.00	0.00	36.49	2.21	0.00	78.60	
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Don't Know	3.44	11.55	1.12	0.00	0.00	4.31	7.20	0.00	0.00	0.00	4.88	0.00	0.00	0.00	0.00	0.00	8.19	0.00	0.00	0.00	19.40	0.00	0.00	
n	64	20	28	16	4	26	23	8	3	15	49	0	8	4	2	1	6	12	7	7	3	9	5	
<b>&lt;LEDS9_4&gt; Approximately how many globe LEDs are currently installed at this facility?</b>																								
0 to 10	61.63	35.07	69.00	0.35	92.08	20.62	47.78	7.97	0.00	0.00	71.67	0.00	0.00	0.00	0.00	0.00	17.72	100.00	49.81	41.13	100.00	0.00	0.43	
11 to 30	23.08	41.46	19.91	0.00	0.00	49.86	52.22	0.00	0.00	20.83	23.45	0.00	100.00	100.00	0.00	0.00	0.00	50.19	0.00	0.00	65.20	99.57		
31 to 50	15.29	23.48	11.09	99.65	7.92	29.52	0.00	92.03	0.00	79.17	4.89	0.00	0.00	0.00	0.00	0.00	82.28	0.00	0.00	58.87	0.00	34.80	0.00	
n	17	6	9	2	2	5	7	3	0	4	13	0	0	1	1	0	2	2	3	3	1	2	2	
<b>&lt;LEDS11_4&gt; In which year did you install globe LEDs?</b>																								
2012	22.69	52.23	14.22	100.00	7.92	40.68	42.06	0.18	0.00	66.10	15.62	0.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	28.90	19.60	0.00	100.00	100.00
2011	59.93	0.00	63.11	0.00	92.08	19.69	0.00	0.00	0.00	33.90	53.70	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	39.28	100.00	0.00	0.00	
2010	16.32	42.43	11.33	0.00	0.00	19.01	33.92	99.82	0.00	0.00	18.98	0.00	0.00	100.00	0.00	0.00	82.28	7.84	71.10	0.00	0.00	0.00	0.00	
2009 or before	10.06	5.35	11.34	0.00	0.00	20.62	24.02	0.00	0.00	11.69	0.00	0.00	0.00	0.00	0.00	0.00	17.72	92.16	0.00	41.13	0.00	0.00	0.00	
n	17	6	9	2	2	5	7	3	0	4	13	0	0	1	1	0	2	2	3	3	1	2	2	
<b>&lt;LEDS12_4&gt; What type of Lighting was removed and replaced when you installed the globe LEDs?</b>																								
Incandescent	27.65	28.75	25.29	100.00	0.00	59.69	42.73	92.21	0.00	37.75	26.01	0.00	0.00	0.00	100.00	0.00	82.28	92.16	28.90	19.60	0.00	65.20	100.00	
CFLs	8.24	0.00	10.21	0.00	0.00	19.08	92.03	0.00	0.00	9.58	0.00	0.00	100.00	0.00	0.00	0.00	82.28	0.00	0.00	0.00	0.00	0.00	0.00	
Linear Fluorescent	3.97	23.48	0.00	0.00	7.92	0.00	0.00	0.00	0.00	28.36	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	34.80	0.00	
HID	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
LED	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
None-Did not replace anything	10.91	35.07	6.16	0.00	0.00	20.62	28.04	0.00	0.00	0.00	12.68	0.00	0.00	0.00	0.00	0.00	17.72	0.00	49.81	41.13	0.00	0.00	0.00	
Other	4.59	0.00	5.68	0.00	0.00	19.01	0.00	0.00	0.00	0.00	5.33	0.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Don't Know	53.43	12.71	63.55	0.00	92.08	19.69	10.16	7.79	0.00	33.90	56.61	0.00	0.00	0.00	0.00	0.00	0.00	7.84	21.29	39.28	100.00	0.00	0.00	
n	17	6	9	2	2	5	7	3	0	4	13	0	0	1	1	0	2	2	3	3	1	2	2	
<b>&lt;LEDS13_4&gt; Through what type of business did you purchase these globe LEDs?</b>																								
Supply house/Distributor	31.08	34.98	31.17	0.00	7.92	69.56	28.94	92.03	0.00	62.25	26.00	0.00	0.00	0.00	100.00	0.00	82.28	92.16	0.00	39.28	0.00	100.00	99.57	
Contractor	17.80	59.67	6.60	99.65	0.00	30.44	47.71	7.79	0.00	37.75	14.55	0.00	0.00	0.00	0.00	0.00	7.84	100.00	60.72	0.00	0.00	0.00	0.00	
Home Center	4.95	5.35	5.00	0.35	0.00	0.00	23.35	0.18	0.00	0.00	5.76	0.00	0.00	100.00	0.00	0.00	17.72	0.00	0.00	0.00	0.00	0.00	0.43	
Retailer	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Direct from Manufacturer	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Other	46.18	0.00	57.22	0.00	92.08	0.00	0.00	0.00	0.00	0.00	53.70	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Don't Know	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
n	17	6	9	2	2	5	7	3	0	4	13	0	0	1	1	0	2	2	3	3	1	2	2	
<b>&lt;LEDS9_5&gt; Approximately how many overhead LED luminaire systems are currently installed at this facility?</b>																								
0 to 10	39.01	56.44	21.51	88.89	24.76	54.21	44.13	75.88	100.00	23.79	57.80	0.00	0.00	54.24	0.00	100.00	6.30	49.66	54.99	26.69	97.34	34.55	79.79	
11 to 30	11.28	12.26	10.94	11																				

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;LEDS12_5&gt; What type of Lighting was removed and replaced when you installed the overhead LED luminaire systems?</b>																							
Incandescent	58.95	61.04	56.38	67.15	90.72	19.19	56.70	1.80	0.00	68.92	46.65	100.00	0.00	0.00	0.00	30.18	86.90	18.93	51.26	18.47	97.34	0.00	77.51
CFLs	1.42	4.00	0.00	3.28	0.00	4.15	0.00	0.00	0.00	1.77	0.97	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2.33	0.00	0.00	15.84	0.00
Linear Fluorescent	19.77	31.30	16.89	12.06	0.00	34.56	45.51	0.00	100.00	1.76	42.01	0.00	0.00	93.71	0.00	0.00	6.46	31.03	38.62	24.86	0.00	40.87	5.81
HID	4.78	4.32	5.28	3.26	9.28	1.28	0.00	0.00	0.00	7.86	0.97	0.00	0.00	0.00	0.00	0.00	0.00	0.00	19.89	0.00	0.00	17.07	0.00
LED	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
None-Did not replace anything	14.39	12.71	13.69	20.77	0.00	31.06	18.74	32.39	0.00	9.84	20.02	0.00	0.00	6.29	0.00	48.90	2.48	50.04	7.14	28.69	2.66	22.59	0.00
Other	2.11	7.69	0.36	0.00	0.00	4.48	3.06	3.14	0.00	3.16	0.81	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8.12	0.00	0.00	3.63	16.69
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	5.60	4.04	7.40	0.00	0.00	7.86	10.97	62.67	0.00	6.70	4.23	0.00	0.00	0.00	0.00	20.92	4.16	0.00	10.12	29.97	0.00	0.00	0.00
n	54	19	26	9	4	25	15	8	2	18	36	1	0	3	0	4	5	12	11	4	2	7	5
<b>&lt;LEDS13_5&gt; Through what type of business did you purchase these overhead LED luminaire systems?</b>																							
Supply house/Distributor	53.65	48.04	65.26	9.65	75.24	35.34	36.25	3.14	0.00	78.32	23.19	0.00	0.00	0.00	0.00	20.92	86.90	43.89	43.86	24.86	0.00	52.92	2.29
Contractor	21.51	30.77	18.21	19.98	7.02	37.31	30.07	14.38	100.00	13.38	31.56	100.00	0.00	0.00	0.00	54.51	10.62	27.22	37.65	18.47	2.66	39.57	0.00
Home Center	0.46	0.00	0.73	0.02	0.00	0.00	2.59	0.14	0.00	0.00	1.02	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2.43	0.00	0.00	0.00	0.10
Retailer	5.16	6.86	5.60	0.00	0.00	13.19	3.71	1.08	0.00	6.44	3.59	0.00	0.00	47.95	0.00	24.57	0.00	0.12	3.48	0.00	0.00	7.50	77.41
Direct from Manufacturer	4.11	0.00	6.61	0.00	0.00	11.70	0.72	0.00	0.00	0.00	9.20	0.00	0.00	0.00	0.00	0.00	0.00	28.71	0.00	0.00	0.00	0.00	5.81
Other	2.44	1.28	1.96	6.84	0.00	0.00	13.07	9.24	0.00	0.02	5.43	0.00	0.00	45.76	0.00	0.35	0.07	0.00	26.69	0.00	0.00	14.40	0.00
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	12.66	13.06	1.64	63.51	17.74	2.46	13.59	72.01	0.00	1.85	26.01	0.00	0.00	6.29	0.00	2.14	0.00	12.58	29.97	97.34	0.00	0.00	0.00
n	54	19	26	9	4	25	15	8	2	18	36	1	0	3	0	4	5	12	11	4	2	7	5
<b>&lt;LEDS9_6&gt; Approximately how many overhead LED high bay luminaire systems are currently installed at this facility?</b>																							
0 to 10	18.58	51.79	11.60	13.22	8.79	16.71	85.46	100.00	0.00	10.76	27.21	0.00	0.00	0.00	0.00	0.00	10.87	22.34	100.00	0.00	0.00	17.01	56.06
11 to 30	7.45	23.79	3.20	27.85	0.00	27.40	4.07	0.00	0.00	1.51	14.00	0.00	0.00	0.00	0.00	0.00	0.00	32.93	0.00	32.09	0.00	36.90	43.94
31 to 50	16.50	0.00	19.38	35.58	24.12	0.00	10.47	0.00	0.00	0.00	34.73	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	41.00	100.00	0.00	0.00
51 to 100	2.30	13.33	0.00	0.00	0.00	8.92	0.00	0.00	0.00	4.38	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
101 to 500	5.03	0.00	6.30	0.00	0.00	19.56	0.00	0.00	0.00	0.00	10.60	0.00	0.00	0.00	0.00	0.00	0.00	44.73	0.00	0.00	0.00	0.00	0.00
More than 1000	1.28	0.00	1.60	0.00	0.00	4.97	0.00	0.00	0.00	0.00	2.69	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	18.47	0.00
Don't Know	48.86	11.09	57.92	23.36	67.09	22.45	0.00	0.00	0.00	83.35	10.76	0.00	0.00	0.00	0.00	0.00	89.13	0.00	0.00	26.91	0.00	27.62	0.00
n	22	7	11	4	3	12	5	1	1	5	17	0	1	0	1	0	3	3	3	3	1	4	3
<b>&lt;LEDS11_6&gt; In which year did you install overhead LED high bay luminaire systems?</b>																							
2012	22.64	75.58	8.46	100.00	8.79	27.01	100.00	100.00	0.00	13.54	32.69	0.00	0.00	0.00	0.00	0.00	10.87	32.93	100.00	100.00	0.00	17.01	100.00
2011	23.08	0.00	28.88	0.00	24.12	29.48	0.00	0.00	0.00	0.00	48.57	0.00	0.00	0.00	0.00	0.00	0.00	44.73	0.00	0.00	100.00	36.90	0.00
2010	2.51	0.00	3.15	0.00	0.00	9.77	0.00	0.00	0.00	0.00	5.29	0.00	0.00	0.00	0.00	0.00	0.00	22.34	0.00	0.00	0.00	0.00	0.00
2009 or before	48.19	11.09	57.92	0.00	67.09	19.86	0.00	0.00	0.00	82.08	10.76	0.00	0.00	0.00	0.00	0.00	89.13	0.00	0.00	0.00	0.00	27.62	0.00
Don't Know	3.57	13.33	1.60	0.00	0.00	13.89	0.00	0.00	0.00	4.38	2.69	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	18.47	0.00
n	22	7	11	4	3	12	5	1	1	5	17	0	1	0	1	0	3	3	3	3	1	4	3
<b>&lt;LEDS12_6&gt; What type of Lighting was removed and replaced when you installed the overhead LED high bay luminaire systems?</b>																							
Incandescent	44.89	0.00	53.91	63.43	67.09	3.09	10.47	0.00	0.00	83.60	2.14	0.00	0.00	0.00	0.00	0.00	82.96	0.00	0.00	73.09	0.00	0.00	0.00
CFLs	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Linear Fluorescent	6.79	13.38	5.61	0.00	0.00	24.83	4.07	0.00	0.00	0.00	14.28	0.00	0.00	0.00	0.00	0.00	6.17	0.00	0.00	0.00	46.09	43.94	0.00
HID	27.97	79.79	17.33	13.22	8.79	55.16	83.82	0.00	0.00	15.13	42.16	100.00	0.00	0.00	0.00	0.00	10.87	77.66	100.00	0.00	0.00	36.90	0.00
LED	0.34	0.00	0.43	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.72	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	38.34	0.00
None-Did not replace anything	3.69	6.83	3.15	0.00	0.00	14.34	0.00	0.00	0.00	0.00	7.77	0.00	0.00	0.00	0.00	0.00	0.00	22.34	0.00	0.00	0.00	17.01	0.00
Other	1.17	0.00	0.63	23.36	0.00	2.59	1.64	100.00	0.00	1.27	1.06	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	26.91	0.00	0.00	56.06
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	15.49	0.00	19.38	0.00	24.12	0.00	0.00	0.00	0.00	0.00	32.60	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00
n	22	7	11	4	3	12	5	1	1	5	17	0	1	0	1	0	3	3	3	3	1	4	3
<b>&lt;LEDS13_6&gt; Through what type of business did you purchase these overhead LED high bay luminaire systems?</b>																							
Supply house/Distributor	61.59	44.96	66.54	23.36	75.88	19.84	79.93	0.00	0.00	94.11	25.66	0.00	0.00	0.00	0.00	0.00	93.83	0.00	95.68	26.91	0.00	55.37	0.00
Contractor	9.98	17.92	7.15	41.06	0.00	37.29	3.89	0.00	0.00	1.51	19.33	0.00	0.00	0.00	0.00	0.00	8.17	22.34	4.32	32.09	0.00	44.63	0.00
Home Center	0.39	2.29	0.00	0.00	0.00	0.00	4.07	0.00	0.00	0.00	0.83	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	43.94
Retailer	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Direct from Manufacturer	11.54	34.83	6.93	0.00	0.00	42.87	1.64	100.00	0.00	0.00	19.45	0.00	100.00	0.00	0.00	0.00	0.00	77.66	0.00	0.00	0.00	0.00	56.06

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PO&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;LEDS12_7&gt; What type of Lighting was removed and replaced when you installed the LED task lighting fixtures?</b>																							
Incandescent	34.06	51.42	12.34	69.87	0.00	23.71	42.17	87.64	0.00	69.70	23.69	0.00	0.00	80.64	0.00	0.00	27.95	8.69	42.10	89.72	0.00	0.00	78.59
CFLs	17.99	25.69	10.83	24.31	0.00	18.88	22.23	0.00	0.00	14.10	19.12	0.00	0.00	0.00	0.00	100.00	0.00	39.22	0.00	0.00	0.00	0.00	0.00
Linear Fluorescent	36.00	0.00	59.85	43.80	0.00	41.14	35.45	0.00	0.00	5.64	44.84	0.00	0.00	0.00	0.00	0.00	50.15	52.10	0.00	48.39	100.00	0.00	6.81
HID	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LED	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
None-Did not replace anything	11.21	22.89	5.73	0.00	0.00	10.54	12.62	12.36	0.00	10.57	11.40	0.00	0.00	19.36	0.00	0.00	2.61	0.00	32.27	10.28	0.00	100.00	14.60
Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	5.69	0.00	11.26	0.00	0.00	5.74	7.68	0.00	0.00	7.35	0.00	0.00	0.00	0.00	0.00	0.00	19.29	0.00	25.63	0.00	0.00	0.00	0.00
n	28	9	13	6	0	10	12	6	0	6	22	0	0	3	0	1	6	5	4	3	1	1	4
<b>&lt;LEDS13_7&gt; Through what type of business did you purchase these LED task lighting fixtures?</b>																							
Supply house/Distributor	20.05	28.78	15.60	13.01	0.00	17.68	0.00	91.77	0.00	10.57	22.81	0.00	0.00	48.72	0.00	0.00	27.95	24.72	32.27	0.00	0.00	0.00	0.00
Contractor	10.11	24.33	2.51	0.00	0.00	13.34	5.16	0.00	0.00	24.44	5.94	0.00	0.00	0.00	0.00	0.00	6.45	0.00	0.00	41.33	0.00	100.00	0.00
Home Center	11.79	8.80	10.83	24.31	0.00	18.88	4.82	32.19	7.30	0.00	14.18	11.10	0.00	0.00	0.00	0.00	0.00	22.96	42.10	0.00	0.00	0.00	0.10
Retailer	32.44	33.86	23.70	62.29	0.00	34.47	38.57	0.93	0.00	50.82	27.09	0.00	0.00	51.28	0.00	100.00	60.41	0.22	0.00	58.67	0.00	0.00	78.49
Direct from Manufacturer	19.68	0.00	38.89	0.00	0.00	29.69	0.00	0.00	0.00	0.00	25.40	0.00	0.00	0.00	0.00	0.00	0.00	52.10	0.00	0.00	0.00	0.00	0.00
Other	5.17	4.24	7.18	0.00	0.00	20.99	0.00	0.00	0.00	6.68	0.00	0.00	0.00	0.00	0.00	0.00	5.18	0.00	25.63	0.00	0.00	0.00	21.41
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	0.76	0.00	0.00	5.82	0.00	3.09	0.00	0.00	0.00	0.98	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00
n	28	9	13	6	0	10	12	6	0	6	22	0	0	3	0	1	6	5	4	3	1	1	4
<b>&lt;LEDS9_8&gt; Approximately how many LED under cabinet built in task lighting are currently installed at this facility?</b>																							
0 to 10	38.44	9.08	64.87	33.62	0.00	71.48	31.22	3.51	0.00	45.38	33.26	0.00	0.00	100.00	0.00	75.39	17.05	78.84	0.64	100.00	1.64	0.00	0.00
11 to 30	49.44	76.99	18.00	61.87	100.00	15.76	54.30	62.64	0.00	46.80	51.42	0.00	0.00	0.00	0.00	24.61	82.95	0.00	77.61	0.00	89.15	66.11	100.00
31 to 50	4.80	0.00	8.71	4.51	0.00	12.76	0.00	0.00	0.00	7.82	2.95	0.00	0.00	0.00	0.00	0.00	0.00	21.16	0.00	0.00	0.00	33.89	0.00
101 to 500	6.14	13.93	5.38	0.00	0.00	11.25	33.85	0.00	0.00	10.73	0.00	0.00	0.00	0.00	0.00	0.00	0.00	16.89	0.00	9.20	0.00	0.00	0.00
More than 1000	1.17	0.00	3.05	0.00	0.00	3.23	0.00	0.00	0.00	2.04	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4.85	0.00	0.00	0.00	0.00	0.00
n	28	6	14	8	1	11	10	6	0	8	20	0	0	1	0	5	3	4	4	5	3	2	1
<b>&lt;LEDS11_8&gt; In which year did you install LED under cabinet built in task lighting?</b>																							
2013	0.95	3.26	0.00	0.00	0.00	2.63	0.00	0.00	0.00	1.66	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00
2012	18.50	18.69	3.20	36.51	0.00	32.45	16.12	7.25	0.00	12.56	22.94	0.00	0.00	0.00	0.00	15.66	26.09	21.21	0.00	60.08	0.00	100.00	0.00
2011	10.69	0.11	26.77	1.14	0.00	24.20	4.25	0.56	0.00	21.31	2.75	0.00	0.00	0.00	0.00	0.27	0.00	57.63	4.85	0.00	1.64	0.00	0.00
2010	46.10	77.94	60.67	0.00	0.00	36.91	73.77	89.67	0.00	16.59	68.15	0.00	0.00	0.00	0.00	84.08	73.91	21.16	94.51	30.76	9.20	0.00	0.00
2009 or before	23.76	0.00	9.36	62.35	100.00	6.44	3.23	2.54	0.00	49.53	4.50	0.00	0.00	100.00	0.00	0.00	0.00	0.64	9.16	89.15	0.00	0.00	0.00
n	28	6	14	8	1	11	10	6	0	8	20	0	0	1	0	5	3	4	4	5	3	2	1
<b>&lt;LEDS12_8&gt; What type of Lighting was removed and replaced when you installed the LED under cabinet built in task lighting?</b>																							
Incandescent	27.38	9.84	11.69	61.87	100.00	13.99	0.00	34.40	0.00	46.80	12.87	0.00	0.00	100.00	0.00	0.27	0.00	0.00	0.00	0.00	98.36	66.11	0.00
CFLs	1.96	0.00	0.00	6.07	0.00	5.22	0.00	0.00	0.00	4.59	0.00	0.00	0.00	0.00	0.00	15.66	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Linear Fluorescent	17.32	0.00	41.31	4.51	0.00	36.97	0.00	55.81	0.00	29.14	8.50	0.00	0.00	0.00	0.00	0.00	73.91	78.79	0.00	0.00	0.00	33.89	0.00
HID	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LED	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
None-Did not replace anything	53.02	99.89	43.96	21.39	0.00	51.38	91.28	9.79	0.00	19.47	78.08	0.00	0.00	0.00	0.00	84.08	26.09	21.21	95.15	84.44	1.64	66.11	100.00
Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	3.16	0.00	3.05	6.15	0.00	8.72	0.00	0.00	0.00	5.52	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4.85	15.56	0.00	0.00	0.00	0.00
n	28	6	14	8	1	11	10	6	0	8	20	0	0	1	0	5	3	4	4	5	3	2	1
<b>&lt;LEDS13_8&gt; Through what type of business did you purchase these LED under cabinet built in task lighting?</b>																							
Supply house/Distributor	16.51	0.00	42.02	1.14	0.00	30.64	4.25	56.24	0.00	24.05	10.87	0.00	0.00	100.00	0.00	0.00	73.91	57.80	0.00	9.16	1.64	0.00	0.00
Contractor	20.46	32.62	19.76	10.29	0.00	41.42	13.42	0.00	0.00	7.97	29.79	0.00	0.00	0.00	0.00	54.20	17.05	21.04	16.89	20.51	0.00	66.11	0.00
Home Center	0.15	0.00	0.48	0.00	0.00	0.00	2.54	0.00	0.00	0.00	0.27	0.00	0.00	0.00	0.00	0.00	0.00	0.64	0.00	0.00	0.00	0.00	0.00
Retailer	14.21	0.11	20.00	20.07	0.00	19.05	19.32	0.55	0.00	13.36	14.84	0.00	0.00	0.00	0.00	45.80	0.00	0.00	0.00	54.78	0.00	33.89	0.00
Direct from Manufacturer	5.41	0.00	14.09	0.00	0.00	8.89	0.00	33.85	0.00	7.82	3.61	0.00	0.00	0.00	0.00	0.00	0.00	21.16	0.00	0.00	9.20	0.00	0.00
Other	4.53	3.26	4.13	6.15	0.00	11.34	6.83	0.00	0.00	7.91	0.00	0.00	0.00	0.00	0.00	9.04	0.00	4.85	15.56	0.00	0.00	100.00	
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	38.74	64.01	0.00</																				

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PO&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)	
<b>&lt;LEDS12_9&gt; What type of Lighting was removed and replaced when you installed the LED case or display lighting?</b>																								
Incandescent	19.45	6.61	37.30	1.23	0.00	31.68	2.44	55.00	0.00	35.04	16.01	0.00	0.00	0.00	0.00	0.00	95.79	38.48	66.13	0.00	9.28	0.00	0.00	0.00
CFLs	3.58	2.46	4.74	2.44	0.00	2.04	12.14	3.89	0.00	0.00	4.37	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	19.60	0.00	33.89	0.00	0.00
Linear Fluorescent	39.48	0.56	25.91	61.32	100.00	24.34	13.77	0.88	0.00	41.80	38.97	0.00	49.84	0.00	0.00	0.00	0.00	51.98	15.86	0.00	63.16	0.00	0.00	0.00
HID	0.97	0.00	0.00	2.23	0.00	1.86	0.00	0.00	0.00	0.00	1.18	0.00	0.00	0.00	0.00	0.00	0.00	0.00	18.02	0.00	0.00	0.00	0.00	0.00
LED	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
None-Did not replace anything	34.76	65.67	32.96	32.78	0.00	40.08	71.66	1.24	100.00	23.16	37.33	0.00	50.16	0.00	100.00	4.21	0.00	0.00	80.40	27.55	66.11	100.00	0.00	0.00
Other	1.76	24.70	0.00	0.00	0.00	0.00	0.00	38.99	0.00	0.00	2.15	0.00	0.00	0.00	0.00	0.00	0.00	9.54	0.00	0.00	0.00	0.00	0.00	0.00
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
n	36	8	16	12	2	16	12	5	1	9	27	0	5	1	0	3	3	4	4	6	6	2	2	2
<b>&lt;LEDS13_9&gt; Through what type of business did you purchase these LED case or display lighting?</b>																								
Supply house/Distributor	10.93	0.00	19.05	3.46	0.00	14.58	4.41	55.00	0.00	24.34	7.96	0.00	0.00	0.00	0.00	0.00	45.10	0.00	84.14	7.13	8.05	0.00	0.00	0.00
Contractor	17.45	56.47	25.72	1.65	0.00	23.88	25.80	0.88	0.00	29.92	14.70	0.00	50.56	0.00	0.00	77.59	50.69	3.90	0.00	15.96	0.00	66.11	0.00	0.00
Home Center	0.69	9.74	0.00	0.00	0.00	0.00	3.59	0.00	0.00	0.00	0.85	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	71.27	0.00	0.00
Retailer	10.61	0.01	14.80	7.59	0.00	15.64	12.78	0.00	100.00	0.00	12.96	0.00	0.00	0.00	0.00	0.00	4.21	38.48	0.00	18.69	0.00	33.89	0.00	0.00
Direct from Manufacturer	20.18	2.46	24.75	17.89	23.60	25.71	4.81	3.89	0.00	39.35	15.95	0.00	37.80	100.00	0.00	22.41	0.00	48.08	0.00	14.91	0.00	28.73	0.00	0.00
Other	11.20	31.31	15.68	2.79	0.00	0.00	48.61	40.23	0.00	6.39	12.26	0.00	11.65	0.00	0.00	0.00	0.00	9.54	15.86	58.22	1.23	0.00	0.00	0.00
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	28.93	0.00	0.00	66.62	76.40	20.19	0.00	0.00	0.00	0.00	35.33	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	75.81	0.00	0.00	0.00
n	36	8	16	12	2	16	12	5	1	9	27	0	5	1	0	3	3	4	4	6	6	2	2	2
<b>&lt;LEDS9_10&gt; Approximately how many LED outdoor display lighting are currently installed at this facility?</b>																								
0 to 10	37.17	66.51	18.99	53.37	0.00	68.73	62.14	39.50	100.00	11.64	63.80	0.00	0.00	100.00	0.00	100.00	100.00	59.44	87.85	0.00	0.00	47.83	0.00	0.00
11 to 30	47.64	13.92	70.20	8.02	96.72	17.29	9.97	0.43	0.00	81.18	12.85	0.00	100.00	0.00	0.00	0.00	0.00	11.34	12.15	0.00	94.91	26.90	27.58	0.00
31 to 50	1.95	5.60	0.00	0.00	0.00	6.41	0.00	0.00	0.00	0.00	3.98	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	14.89	0.00	0.00
51 to 100	2.15	6.18	0.00	0.00	0.00	9.46	0.00	0.00	0.00	4.40	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5.09	0.00	0.00	0.00
501 to 1000	2.60	3.87	2.07	0.00	0.00	11.41	0.00	0.00	0.00	5.30	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8.13	0.00	27.94	0.00	0.00	0.00	0.00
More than 1000	1.17	0.00	0.00	24.43	0.00	0.00	5.15	0.00	0.00	0.00	2.39	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	24.28	0.00	0.00	0.00	0.00
Don't Know	7.32	3.91	8.75	14.18	3.28	7.57	1.87	60.08	0.00	7.17	7.48	0.00	0.00	0.00	0.00	0.00	0.00	21.08	0.00	47.78	0.00	10.38	72.42	0.00
n	48	21	20	7	2	21	15	8	2	9	39	0	1	4	1	1	3	11	9	4	2	10	2	2
<b>&lt;LEDS11_10&gt; In which year did you install LED outdoor display lighting?</b>																								
2013	0.56	0.00	0.00	11.71	0.00	1.84	0.00	0.00	0.00	0.00	1.15	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3.24	0.00	0.00	0.00	0.00
2012	19.55	35.47	10.29	20.74	0.00	15.45	51.07	60.08	0.00	1.84	38.02	0.00	0.00	62.56	0.00	0.00	11.84	29.84	54.72	0.00	0.00	21.38	27.58	0.00
2011	11.21	20.84	6.55	0.00	0.00	24.86	15.38	2.69	0.00	3.18	19.58	0.00	100.00	0.00	0.00	0.00	83.37	24.29	0.00	61.62	5.09	0.00	0.00	0.00
2010	6.22	8.83	5.22	0.00	0.00	9.81	13.05	4.98	0.00	0.00	12.71	0.00	0.00	29.11	0.00	100.00	0.00	8.28	18.30	0.00	0.00	6.56	0.00	
2009 or before	58.82	30.96	77.24	28.95	96.72	45.79	13.47	32.26	100.00	90.98	25.27	0.00	0.00	8.33	0.00	0.00	4.79	37.60	25.75	0.00	94.91	61.68	0.00	0.00
Refused	1.17	0.00	0.00	24.43	0.00	0.00	5.15	0.00	0.00	0.00	2.39	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	24.28	0.00	0.00	0.00	0.00
Don't Know	2.46	3.91	0.70	14.18	3.28	2.23	1.87	0.00	0.00	3.99	0.87	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	14.09	0.00	10.38	72.42	0.00
n	48	21	20	7	2	21	15	8	2	9	39	0	1	4	1	1	3	11	9	4	2	10	2	2
<b>&lt;LEDS12_10&gt; What type of Lighting was removed and replaced when you installed the LED outdoor display lighting?</b>																								
Incandescent	7.75	20.45	0.04	12.72	0.00	16.31	12.14	0.41	0.00	3.85	11.80	0.00	0.00	0.00	0.00	0.00	0.00	23.63	3.52	0.00	5.09	10.38	0.00	0.00
CFLs	1.64	4.71	0.00	0.00	0.00	0.00	7.20	0.00	0.00	0.00	3.35	0.00	0.00	46.63	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Linear Fluorescent	9.50	5.60	10.20	28.95	0.00	20.59	0.00	60.08	0.00	0.00	19.41	0.00	0.00	45.04	0.00	0.00	0.00	29.84	0.00	0.00	25.50	0.00	0.00	0.00
HID	3.95	5.71	1.69	19.73	0.00	10.39	2.40	4.57	0.00	0.00	8.08	0.00	0.00	0.00	100.00	0.00	11.34	5.46	0.00	0.00	6.56	27.58	0.00	0.00
LED	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
None-Did not replace anything	69.12	59.27	80.28	0.00	96.72	38.32	68.66	32.68	100.00	84.91	52.66	0.00	100.00	8.33	0.00	0.00	100.00	34.39	87.65	27.94	94.91	31.34	0.00	0.00
Other	2.50	0.00	4.14	0.00	0.00	6.82	1.87	0.00	0.00	4.06	0.87	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	15.85	72.42	0.00	0.00
Refused	1.17	0.00	0.00	24.43	0.00	0.00	5.15	0.00	0.00	0.00	2.39	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	24.28	0.00	0.00	0.00	0.00
Don't Know	4.37	4.26	3.66	14.18	3.28	2.23	0.00	0.00	0.00	7.17	1.45	0.00	0.00	0.00	0.00	0.00	0.00	0.79	3.38	47.78	0.00	10.38	0.00	0.00
n	48	21	20	7	2	21	15	8	2	9	39	0	1	4	1	1	3	11	9	4	2	10	2	2
<b>&lt;LEDS13_10&gt; Through what type of business did you purchase these LED outdoor display lighting?</b>																								
Supply house/Distributor	9.49	9.34	8.40	24.42	0.00	24.14	8.17	5.44	0.00	7.04	12.06	0.00	0.00	8.33	0.00	0.00	0.00	16.89	6.76	33.68	0.00	29.14	0.00	0.00
Contractor	76.33	74.85	82.59	8.02	96.72	61.15																		

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PO&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)	
<b>&lt;LEDS12_11&gt; What type of Lighting was removed and replaced when you installed the LED retail signage or decorative lighting?</b>																								
Incandescent	5.53	26.97	1.91	11.30	0.00	5.88	25.99	0.00	0.00	0.00	12.76	0.00	0.00	0.00	0.00	45.41	0.00	17.44	14.66	26.76	0.00	0.00	0.00	
CFLs	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Linear Fluorescent	45.91	0.00	60.68	8.70	74.15	7.39	7.07	8.46	0.00	76.86	5.50	0.00	95.25	96.14	0.00	0.00	0.00	0.00	7.08	4.32	66.44	19.09	0.00	0.00
HID	1.22	15.51	0.24	0.00	0.00	4.43	1.09	0.00	0.00	1.85	0.40	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	28.73	0.00
LED	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
None-Did not replace anything	38.73	38.27	27.13	80.01	25.85	57.80	50.77	76.50	0.00	18.98	64.51	100.00	4.75	3.86	0.00	0.00	100.00	72.97	58.38	18.64	30.65	43.03	71.27	0.00
Other	44.69	0.00	61.45	0.00	74.15	0.00	11.78	0.00	0.00	75.60	4.33	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	6.73	19.26	7.46	0.00	0.00	24.50	3.31	15.04	0.00	2.30	12.51	0.00	0.00	0.00	0.00	54.59	0.00	0.00	19.87	50.28	0.00	37.88	0.00	0.00
n	40	9	23	8	3	14	16	7	0	9	31	1	2	2	0	2	3	6	7	6	6	3	2	
<b>&lt;LEDS13_11&gt; Through what type of business did you purchase these LED retail signage or decorative lighting?</b>																								
Supply house/Distributor	13.94	31.27	14.71	5.49	0.00	41.94	13.19	72.14	0.00	8.52	21.02	0.00	95.25	96.14	0.00	45.41	66.89	56.87	7.08	49.75	0.00	0.00	0.00	0.00
Contractor	54.84	41.96	70.22	4.55	74.15	14.96	53.23	0.00	0.00	82.96	18.12	0.00	0.00	0.00	0.00	15.43	18.12	83.83	0.00	73.93	0.00	0.00	0.00	0.00
Home Center	0.04	0.65	0.00	0.00	0.00	0.00	0.00	1.66	0.00	0.00	0.10	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Retailer	8.69	26.12	4.68	17.18	0.00	14.54	28.76	25.17	0.00	3.88	14.97	0.00	4.75	0.00	0.00	0.00	17.68	0.00	15.41	31.08	2.91	100.00	71.27	0.00
Direct from Manufacturer	5.55	0.00	7.63	0.00	0.00	18.62	7.13	0.00	0.00	12.79	0.00	0.00	0.00	0.00	0.00	54.59	0.00	25.01	0.00	18.64	0.00	0.00	28.73	0.00
Other	4.08	0.00	0.76	17.18	6.10	0.00	3.31	1.03	0.00	6.22	1.28	0.00	0.00	0.00	0.00	0.00	0.00	0.00	9.09	0.53	5.47	0.00	0.00	0.00
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	13.76	0.00	3.24	55.60	19.75	9.94	0.00	0.00	0.00	0.00	31.72	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	17.70	0.00	0.00	0.00
n	40	9	23	8	3	14	16	7	0	9	31	1	2	2	0	2	3	6	7	6	6	3	2	
<b>&lt;LEDS14&gt; Did you receive a rebate or other financial incentive from a party other than the manufacturer for installing any or all of the LED equipment in your facility?</b>																								
Yes - all of them	13.94	7.52	18.23	8.03	18.54	11.14	8.34	8.72	0.90	29.12	4.40	0.00	13.07	4.22	0.00	0.00	31.00	21.34	6.43	10.81	3.50	13.30	4.52	0.00
Yes - some of them	2.35	3.46	0.72	7.50	1.40	3.74	2.75	0.00	0.00	3.98	1.33	13.78	5.64	9.45	0.00	0.00	0.00	4.27	0.00	2.97	0.00	0.00	0.00	0.00
None of them	75.22	79.88	76.06	61.18	75.10	70.61	81.24	88.11	99.10	60.44	84.51	86.22	77.39	82.62	96.18	86.82	65.65	68.19	78.20	77.80	82.52	68.77	91.79	0.00
Refused	0.04	0.00	0.07	0.00	0.00	0.23	0.00	0.00	0.00	0.00	0.07	0.00	0.00	1.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	8.45	9.15	4.91	23.28	4.96	14.51	7.44	3.17	0.00	6.47	9.69	0.00	3.91	2.71	3.82	13.18	3.35	6.21	15.37	8.42	13.99	17.93	3.70	0.00
n	416	137	207	78	21	161	141	81	12	114	302	4	29	38	7	9	40	92	67	42	32	33	23	
<b>&lt;LEDS15&gt; Was an electrical or lighting installation contractor involved in the selection of the LED equipment you installed in your facility?</b>																								
Yes	35.81	33.67	40.57	19.00	28.39	38.83	48.11	37.62	14.47	38.39	34.31	0.00	77.54	40.28	29.98	62.66	35.21	28.69	42.59	24.01	33.87	38.72	42.74	0.00
No	57.08	61.94	55.21	55.17	66.65	50.03	46.85	50.22	85.53	55.80	57.88	94.35	19.49	52.71	70.02	37.34	64.09	66.93	49.67	70.90	47.65	46.85	57.26	0.00
Don't Know	7.04	4.39	4.22	25.83	4.96	11.15	4.04	12.15	0.00	5.62	7.81	5.65	2.97	7.01	0.00	0.00	0.69	4.38	7.74	5.09	18.38	14.43	0.00	0.00
n	416	137	207	78	21	161	141	81	12	114	302	4	29	38	7	9	40	92	67	42	32	33	23	
<b>&lt;LEDS16&gt; On a scale of 1 to 10 where 1 means not at all influential and 10 means very influential, how much influence did the contractor have on your decision to purchase LED lighting products for use in your facility?</b>																								
1 Not at all influential	10.95	12.21	8.94	25.92	1.35	18.10	14.01	16.96	6.20	11.34	10.67	0.00	12.51	19.92	0.00	24.45	5.49	13.21	14.09	32.22	1.72	12.84	6.75	0.00
2	1.57	2.73	1.27	0.00	0.00	2.43	2.84	0.00	0.00	0.00	2.67	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5.81	0.00	0.00	4.19	0.00	0.00
3	1.21	1.62	1.17	0.00	0.00	1.77	0.65	11.85	0.00	0.00	2.05	0.00	0.00	4.02	0.00	0.00	0.00	0.00	0.00	3.43	0.00	0.00	9.52	0.00
4	0.55	0.00	0.82	0.00	0.00	1.57	0.00	0.00	0.00	0.00	0.94	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	12.60	0.00	0.00	0.00
5	14.61	16.60	14.67	6.33	18.31	10.09	16.57	7.41	17.76	7.55	19.57	0.00	5.85	13.91	0.00	30.33	0.38	11.89	12.76	11.58	37.89	22.46	26.63	0.00
6	2.99	6.62	1.68	2.04	0.00	7.03	1.77	2.49	0.00	2.37	3.44	0.00	0.00	0.00	0.00	3.84	0.00	12.21	2.65	0.00	2.26	6.27	0.00	0.00
7	6.73	3.37	7.96	7.45	0.00	11.75	8.94	10.42	0.00	4.75	8.12	0.00	4.60	11.76	0.00	21.03	10.50	2.31	8.37	12.38	0.00	16.89	0.00	0.00
8	29.50	10.16	37.57	24.28	58.99	8.49	16.87	24.23	0.00	40.29	21.91	0.00	59.69	1.09	0.00	82.47	14.54	12.44	11.16	3.33	0.00	6.09	0.00	0.00
9	10.09	6.40	11.63	9.10	21.35	1.24	7.55	0.21	0.00	21.73	1.91	0.00	6.01	0.00	0.00	20.35	0.00	2.43	0.00	0.00	47.28	9.92	0.00	0.00
10 Extremely influential	18.19	35.38	10.90	23.92	0.00	29.52	27.68	25.46	76.04	10.70	23.46	0.00	7.39	40.12	100.00	0.00	1.16	34.15	38.30	7.09	2.94	22.11	52.52	0.00
Refused	0.04	0.00	0.05	0.00	0.00	0.00	0.00	0.97	0.00	0.00	0.06	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.66	0.00
Don't Know	3.59	4.89	3.34	0.97	0.00	8.01	3.11	0.00	0.00	1.27	5.21	0.00	3.94	9.18	0.00	0.00	0.00	3.47	7.97	12.96	0.39	0.00	6.34	0.00
n	170	58	85	27	7	66	64	27	6	46	124	0	18	12	1	5	12	37	36	11	13	14	11	
<b>&lt;LEDS17&gt; Was a lighting or electrical equipment distributor involved in the selection of the LED equipment you installed in your facility?</b>																								
Yes	28.33	16.13	37.62	11.91	40.09	20.87	15.39	10.37	0.00	44.37	18.25	94.35	18.69	17.09	11.26	0.00	33.93	9.72	27.68	2.97	42.54	36.58	6.13	0.00
No	60.69	73.87	55.22	57.35	54.94	61.60	70.10	78.81	100.00	46.21	69.79	0.00	64.39	68.02	84.92	100.00	63.65	78.62	60.90	86.42	38.95	48.06	88.55	0.00
Don't know	10.98	10.00	7.17	30.74	4.96	17.53	14.50	10.83	0.00	9.42	11.96	5.65	16.92	14.89	3.82	0.00	2.42	11.66	11.42	10.61	18.51	15.35	5.32	0.00
n	416	137	207	78	21	161	141	81	12	114	302	4	29	38	7	9	40	92	67	42	32	33	23	
<b>&lt;</b>																								



Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SC(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Pans(%)	Non-EE Pans(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;LEDS20&gt; On a scale of 1 to 10 where 1 means not at all influential and 10 means very influential, how much influence did the lighting designer have on your decision to purchase LED lighting products for use in your facility?</b>																							
1 Not at all influential	8.92	6.42	1.52	42.02	10.71	5.94	14.16	0.00	0.00	10.62	6.25	0.00	33.51	0.00	0.00	54.59	0.00	14.08	0.00	0.00	23.13	0.00	0.00
2	2.35	9.04	0.00	0.00	0.00	2.73	10.44	0.00	0.00	1.63	3.16	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8.66	0.00	5.89	0.00	0.00
3	1.66	5.17	0.54	0.00	0.00	0.78	11.39	0.00	0.00	2.19	8.82	0.00	26.96	5.98	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
4	1.40	0.00	2.38	0.00	0.00	2.18	4.33	0.00	0.00	0.00	3.60	0.00	0.00	14.98	0.00	0.00	0.00	0.00	0.00	3.94	0.00	0.00	0.00
5	4.50	0.00	2.83	18.70	0.00	10.78	0.78	0.00	0.00	1.66	8.98	0.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	44.68	0.00	9.47	25.12
6	2.03	3.06	0.72	5.36	0.00	2.95	6.90	0.57	0.00	1.28	3.22	0.00	0.26	7.17	0.00	0.00	0.00	0.00	12.34	0.00	0.00	0.00	0.00
7	0.68	0.00	0.75	1.57	0.00	0.58	3.78	0.00	0.00	0.39	1.14	0.00	0.00	0.00	0.00	0.00	0.00	2.18	3.44	0.00	0.00	0.00	0.00
8	33.78	12.41	51.20	2.63	59.67	11.28	10.25	47.21	0.00	48.87	10.05	0.00	0.00	0.00	0.00	0.00	90.79	7.11	10.22	42.39	0.00	46.85	0.00
9	5.99	5.65	5.43	8.74	0.00	11.09	11.24	5.62	0.00	2.19	11.97	0.00	26.90	0.00	0.00	45.41	6.50	0.00	9.12	2.18	3.51	0.00	0.00
10 Extremely Influential	36.04	52.95	33.11	18.43	29.62	45.24	26.72	45.97	100.00	29.93	45.66	0.00	12.36	53.70	0.00	0.00	2.72	68.62	52.28	10.50	67.47	33.94	74.88
Don't Know	2.65	5.30	1.51	2.54	0.00	6.44	0.00	0.63	0.00	1.05	5.16	0.00	0.00	18.77	0.00	0.00	0.00	8.01	0.00	0.25	0.00	9.74	0.00
n	86	32	37	17	6	47	17	12	4	26	60	1	5	7	1	2	5	14	18	9	7	12	5
<b>&lt;LEDS21&gt; What was your primary reason for selecting LED lighting equipment for use in your facility?</b>																							
Save Money	19.17	5.50	24.27	25.28	24.97	17.83	6.87	20.64	11.00	16.69	20.73	13.78	50.04	13.51	39.14	15.15	2.39	16.66	21.40	8.72	34.69	20.11	7.28
Save energy	32.94	52.45	22.14	40.63	35.84	30.00	31.78	28.07	0.00	32.96	32.93	0.00	14.40	17.43	30.62	42.27	82.68	23.59	28.57	32.67	10.88	30.99	19.79
Environmental initiative/responsibility	3.95	0.17	6.58	0.00	0.00	8.16	0.00	0.89	1.43	0.00	6.43	80.57	0.00	1.18	0.00	0.00	0.00	0.00	0.00	1.79	0.00	0.00	2.73
Available rebates/coupons	0.59	1.09	0.49	0.00	0.00	0.61	1.84	1.62	0.00	0.91	0.40	0.00	0.00	0.85	0.00	0.00	0.00	1.17	0.67	0.63	0.56	2.30	0.00
Longer useful life, lower maintenance cost	15.61	13.95	16.04	17.22	15.28	17.45	13.69	12.96	3.47	23.88	10.42	0.00	6.43	42.58	0.00	23.43	2.70	12.63	20.85	22.93	27.26	11.66	24.38
Improve lighting quality	9.89	9.60	11.46	3.24	8.94	11.67	8.79	11.78	85.53	12.20	8.44	0.00	7.40	3.54	30.25	0.14	8.89	27.55	9.16	0.00	0.00	20.33	2.40
Improved control over lighting	0.56	1.26	0.35	0.00	0.00	0.40	1.13	6.53	0.00	0.00	0.91	0.00	0.00	0.00	0.00	0.00	0.65	0.66	0.00	1.55	1.16	0.00	0.00
Better aesthetics for the space	3.99	2.02	5.41	1.66	5.71	2.34	2.30	5.66	0.00	7.14	2.02	0.00	0.06	0.00	0.00	0.00	0.20	3.23	2.54	3.56	14.56	3.07	0.43
Other	8.96	7.56	10.55	4.66	1.10	10.86	25.10	9.22	0.00	4.90	11.51	5.65	14.63	15.81	0.00	19.01	1.71	12.08	8.68	16.10	4.00	11.54	40.28
Don't Know	4.33	6.40	2.72	7.31	0.00	8.84	7.60	2.09	0.00	1.33	6.21	0.00	7.04	5.10	0.00	0.00	0.77	2.44	8.11	12.04	6.05	0.00	2.71
n	417	137	202	78	21	161	142	81	12	114	303	4	29	38	7	9	40	92	67	42	32	34	23
<b>&lt;LEDS22&gt; Were there other reasons?</b>																							
Save Money	17.05	13.69	20.05	9.88	19.56	15.16	14.95	9.92	0.00	18.51	16.09	80.57	8.90	19.11	0.00	0.00	30.81	11.98	12.10	5.42	1.96	9.35	27.30
Save energy	20.10	12.04	23.16	22.95	28.17	16.28	7.17	8.57	0.90	36.33	9.37	13.78	17.28	1.24	3.82	8.11	5.69	12.02	26.30	8.28	56.60	14.48	0.75
Environmental initiative/responsibility	2.81	1.23	0.80	16.00	3.59	1.86	2.19	3.45	0.00	5.12	1.28	13.78	2.92	3.90	24.06	6.55	5.33	0.91	0.61	2.44	0.00	0.00	0.57
Available rebates/coupons	0.35	0.62	0.16	0.67	0.00	1.14	0.00	0.00	0.00	0.43	0.30	0.00	0.00	0.00	0.00	0.00	6.55	0.00	0.53	1.23	0.00	0.00	0.00
Longer useful life, lower maintenance cost	8.88	6.91	10.01	7.70	7.13	10.92	8.16	18.56	0.00	15.60	4.43	0.00	0.00	7.54	0.00	35.05	0.93	23.51	10.27	11.03	0.94	29.19	0.00
Improve lighting quality	7.22	3.71	8.80	7.21	5.34	9.14	8.48	9.61	11.00	2.43	10.38	0.00	58.31	9.43	0.00	15.32	0.00	7.53	3.77	6.94	0.71	15.04	0.35
Improved control over lighting	0.39	1.35	0.00	0.20	0.00	0.88	0.68	0.00	0.00	0.26	0.48	0.00	0.00	4.91	0.00	0.00	0.00	0.00	1.21	0.00	0.14	0.00	0.00
Better aesthetics for the space	2.12	3.46	1.55	1.94	0.42	4.04	2.73	5.52	0.00	1.02	2.86	0.00	1.06	3.11	0.00	37.86	0.00	4.58	0.53	5.29	0.00	4.63	0.00
None	42.10	62.27	32.73	43.35	37.60	40.62	53.48	59.36	88.10	22.98	54.75	5.65	16.36	50.99	72.13	19.14	55.56	40.62	45.07	58.61	39.46	32.19	42.76
Other	5.47	5.52	5.50	5.24	0.00	13.55	6.80	2.57	0.00	3.30	6.90	0.00	7.93	12.07	0.00	28.07	2.10	9.64	5.39	9.22	0.19	6.94	15.12
Refused	0.18	0.00	0.30	0.00	0.00	0.58	0.00	0.00	0.00	0.00	0.30	0.00	2.97	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	0.71	1.57	0.41	0.31	0.00	0.34	3.23	0.96	0.00	1.09	0.46	0.00	4.93	0.00	0.00	2.41	0.00	0.56	0.00	0.00	0.80	13.71	
n	396	132	190	74	21	151	134	79	11	112	284	4	27	35	7	9	38	90	63	39	29	33	22
<b>&lt;LEDS23&gt; On a scale of 1 to 10 where 1 means not at all satisfied and 10 means very satisfied, how satisfied are you with the performance of the LED lighting equipment you have installed?</b>																							
1 Not at all Satisfied	0.49	0.59	0.55	0.00	0.00	1.30	0.21	0.86	0.00	0.76	0.32	0.00	0.00	0.00	0.00	15.58	0.20	0.00	0.87	0.00	0.00	3.19	0.00
2	0.23	0.84	0.00	0.00	0.00	0.72	0.00	0.00	0.00	0.60	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.62	0.00	0.00	0.00	0.00
4	0.66	0.34	0.94	0.04	0.00	1.56	0.52	1.63	0.00	0.00	1.07	0.00	0.00	4.19	0.64	0.00	0.00	0.66	5.09	0.28	0.00	0.00	
5	2.10	1.49	1.51	6.11	1.40	3.11	2.12	1.78	2.57	3.27	1.36	13.78	0.00	2.49	0.00	0.00	0.61	2.11	1.61	5.73	0.01	0.82	11.38
6	1.18	1.54	1.00	1.22	0.00	2.55	1.92	0.00	0.00	0.21	1.79	0.00	0.00	4.77	0.00	0.00	0.69	1.07	2.19	0.00	0.00	5.51	0.00
7	7.85	6.26	10.05	1.16	5.71	8.87	10.46	12.99	85.53	10.95	5.91	0.00	13.85	5.05	3.82	6.55	2.65	13.17	2.36	1.38	14.56	14.50	4.52
8	26.17	12.92	33.38	21.64	35.62	18.89	16.95	17.69	0.00	23.27	28.00	80.57	7.98	26.27	35.32	28.21	33.37	12.55	34.94	10.89	26.04	13.57	17.37
9	17.08	8.45	20.77	18.77	20.41	14.01	14.56	14.86	11.00	30.48	8.66	0.00	5.46	9.18	0.00	19.01	6.98	27.52	11.22	29.11	27.98	10.06	41.66
10 Extremely Satisfied	33.83	32.44	30.95	50.17	17.83	45.00	51.12	50.19	0.00	29.89	36.30	5.65	67.94	50.87	60.23	30.65	11.42	42.19	35.85	47.79	31.00	52.35	20.89
Don't Know	10.43	35.13	0.87	0.90	19.04	4.00	2.13	0.00	0.00	0.58	16.62	0.00	0.00	1.95	0.00	44.07	1.39	8.69	0.00	0.13	0.00	4.17	
n	416	137	201	78	21	161	141	81	12	114	302	4	29	38	7	9	40	92	67	42	32	33	23
<b>&lt;LEDS24&gt; With which aspects of the LED lighting equipment performance have you been most satisfied?</b>																							
Light quality	37.71	29.48	43.70	27.94	32.72	37.63	48.30	48.71	14.47	36.59	38.42	0.00	73.42	35.11	4								

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PO&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;TV1&gt; Are televisions present at your facility?</b>																							
Yes	64.58	62.42	65.89	67.33	72.55	67.87	52.60	38.08	22.72	69.94	60.14	88.08	52.87	76.79	99.46	96.71	55.39	63.26	65.85	58.08	67.00	82.65	59.32
No	34.73	36.66	33.56	32.23	26.97	31.20	46.60	61.00	77.23	29.22	39.28	11.73	45.58	22.56	0.54	3.29	44.61	36.23	32.37	41.77	31.22	15.98	40.29
Refused	0.01	0.01	0.01	0.00	0.00	0.00	0.00	0.02	0.07	0.00	0.01	0.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	0.68	0.90	0.54	0.45	0.48	0.94	0.78	0.85	0.06	0.83	0.56	0.20	1.56	0.64	0.00	0.00	0.01	0.46	1.78	0.15	1.79	1.37	0.40
n	7696	2800	3537	1359	594	2177	2221	2605	159	2327	5369	29	425	632	49	199	695	1624	1297	594	935	475	742
<b>&lt;TV2&gt; How many televisions are present at your facility?</b>																							
1 to 5	51.92	47.94	57.20	43.28	41.91	52.37	73.04	85.16	98.05	40.62	62.79	4.93	80.41	40.98	1.75	1.32	71.11	44.35	46.21	80.25	70.68	16.06	72.69
6 to 20	20.82	23.20	19.67	17.06	22.74	22.50	15.27	10.02	0.86	24.89	16.90	57.43	19.05	16.63	3.92	5.91	19.55	26.58	28.71	16.52	21.70	22.73	18.03
21 to 50	7.60	7.58	6.34	13.22	7.98	8.72	6.16	2.11	0.32	8.37	6.85	6.04	0.00	11.69	7.68	5.54	3.37	14.10	7.82	2.38	2.15	32.23	3.46
51 to 100	4.87	5.96	3.73	5.85	5.46	5.68	2.94	0.72	0.00	5.98	3.79	9.98	0.00	9.73	2.13	15.55	0.62	7.47	7.74	0.85	2.67	11.17	1.22
101 to 200	5.43	9.90	2.22	3.09	7.23	5.65	0.92	0.53	0.59	7.02	3.90	0.00	0.00	11.07	34.03	23.47	3.46	1.91	2.01	0.00	1.20	7.55	0.00
201 to 500	4.77	1.34	6.30	10.74	7.97	2.03	0.37	0.03	0.17	7.80	1.86	18.12	0.00	6.63	40.29	29.50	0.17	1.56	0.63	0.00	0.00	2.55	0.00
501 to 1000	0.91	1.09	0.53	1.92	1.64	0.18	0.00	0.01	0.00	1.16	0.67	3.50	0.00	0.62	0.01	9.27	0.00	1.58	0.49	0.00	0.00	0.53	0.00
More than 1000	3.69	3.00	4.01	4.84	5.07	2.88	1.31	1.43	0.00	4.16	3.24	0.00	0.54	2.65	10.20	9.44	1.73	2.45	6.38	0.00	1.59	7.18	4.60
n	3984	1410	1902	672	447	1446	1150	869	72	1404	2580	16	179	395	46	188	260	848	594	327	435	389	307
<b>&lt;TV3&gt; Have you purchased any new televisions at your facility since January 2009?</b>																							
Yes	57.59	56.90	58.14	57.74	65.64	51.76	46.94	37.79	58.74	65.24	50.23	22.36	40.02	57.08	92.89	82.29	61.41	58.42	45.81	51.25	62.15	30.78	56.15
No	37.90	40.12	35.73	39.31	28.59	44.25	50.75	61.19	41.26	29.41	46.09	1.83	54.20	41.37	3.29	17.13	38.16	38.75	45.59	47.14	35.35	54.79	38.64
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	4.50	2.98	6.13	2.96	5.77	3.99	2.31	1.02	0.00	5.35	3.69	75.81	5.79	1.55	3.82	0.58	0.43	2.84	8.60	1.61	2.51	14.43	5.21
n	3984	1410	1902	672	447	1446	1150	869	72	1404	2580	16	179	395	46	188	260	848	594	327	435	389	307
<b>&lt;TV4&gt; How many televisions have you purchased at your facility since January 2009?</b>																							
1 to 5	53.75	45.50	60.99	51.64	42.72	61.56	80.10	90.14	98.09	41.65	68.87	13.88	80.97	48.56	8.31	8.39	63.74	56.24	55.94	86.13	80.82	27.74	58.02
6 to 20	19.83	24.02	18.07	12.37	21.94	19.61	13.52	8.93	1.71	23.04	15.82	18.98	17.69	26.07	10.16	10.08	26.55	19.73	24.15	12.32	10.23	35.84	24.18
21 to 50	9.11	14.67	4.15	10.86	11.89	6.36	3.62	0.26	0.21	11.54	6.07	0.00	0.00	11.67	13.14	14.26	9.44	12.47	9.95	0.75	2.00	17.09	5.92
51 to 100	2.71	2.89	2.19	4.37	2.61	3.97	1.63	0.00	0.00	3.01	2.34	33.76	0.00	3.88	5.38	10.70	0.28	0.52	5.35	0.00	0.64	9.33	0.85
101 to 200	3.61	2.92	4.30	3.12	4.31	4.11	0.55	0.19	0.00	5.15	1.89	0.00	0.00	6.89	17.53	23.07	0.00	0.00	0.00	0.00	0.32	0.00	0.00
201 to 500	4.91	1.79	6.27	10.32	7.61	1.53	0.04	0.07	0.00	6.91	2.42	15.64	0.00	0.00	27.11	21.12	0.00	4.73	0.00	0.00	0.00	0.88	0.00
501 to 1000	0.92	0.54	0.70	3.33	1.43	0.29	0.00	0.00	0.00	1.43	0.29	0.00	0.00	0.00	9.52	0.00	0.00	0.00	0.00	0.00	2.01	1.13	0.00
More than 1000	5.16	7.69	3.35	4.00	7.49	2.57	0.56	0.42	0.00	7.28	2.51	17.74	1.34	2.94	18.37	2.87	0.00	6.31	4.62	0.80	5.78	7.98	11.03
n	1865	668	859	339	271	734	518	305	38	719	1147	9	82	195	34	131	126	387	262	181	200	172	147
<b>&lt;TV5&gt; In what year did you purchase this television?</b>																							
2009	11.63	10.80	12.05	11.00	11.63	8.21	14.81	10.61	49.72	23.94	5.34	100.00	24.27	18.20	0.00	0.00	1.46	12.33	11.60	9.17	24.00	17.07	8.92
2010	44.80	32.29	49.45	46.72	62.80	28.92	26.49	32.02	0.00	27.19	53.81	0.00	35.49	25.59	0.00	9.79	79.03	25.99	28.51	32.90	17.34	43.64	30.70
2011	26.12	29.24	24.56	28.51	18.06	27.59	39.66	29.82	0.85	25.14	26.62	0.00	30.84	31.84	0.00	5.84	14.02	35.03	34.98	38.29	28.53	15.89	39.60
2012	14.98	22.62	12.48	11.33	7.51	29.26	15.76	21.34	0.00	22.23	11.27	0.00	7.72	22.02	0.00	0.00	5.49	23.64	23.95	17.14	26.12	18.55	10.18
2013	0.21	0.83	0.00	0.00	0.49	0.46	0.00	0.00	49.63	0.00	0.32	0.00	0.00	0.00	0.00	0.00	0.00	0.95	0.00	0.00	0.56	0.00	0.00
Don't Know	2.26	4.21	1.46	2.44	0.00	5.54	2.82	6.21	0.00	1.50	2.64	0.00	1.69	2.36	0.00	84.37	0.00	2.06	0.95	2.50	3.25	4.85	10.60
n	526	182	247	97	20	114	208	176	8	148	378	1	34	46	0	3	39	118	75	70	73	17	50
<b>&lt;TV5&gt; What type of television was purchased?</b>																							
LCD - Liquid Crystal Display	66.13	47.43	73.11	68.69	78.39	62.55	48.45	53.91	0.49	54.25	72.20	100.00	79.25	49.02	0.00	90.21	89.63	55.32	37.12	49.46	51.95	56.55	43.54
CRT - Cathode Ray Tube	0.66	2.02	0.22	0.00	0.00	1.92	0.81	0.99	0.00	0.40	0.80	0.00	0.00	0.00	0.00	9.79	0.00	0.27	0.86	2.93	0.00	0.00	5.22
PDP - Plasma	3.97	6.21	3.08	4.06	0.00	4.28	8.97	13.22	0.00	4.07	3.92	0.00	0.25	0.48	0.00	0.00	0.94	8.89	6.36	11.47	3.42	5.79	8.37
LED - LED backlit LCD display	16.47	25.17	12.95	17.22	14.21	15.86	20.77	18.90	49.80	23.89	12.68	0.00	12.55	16.40	0.00	0.00	7.61	15.73	30.10	23.92	24.60	5.38	24.68
OLED - Organic LED	0.35	0.72	0.25	0.00	0.78	0.75	0.00	0.00	0.00	0.28	0.38	0.00	2.00	2.73	0.00	0.00	0.00	0.00	0.00	0.00	0.47	0.00	0.00
DPL - Projection TV	0.02	0.00	0.04	0.00	0.00	0.00	0.00	0.36	0.00	0.04	0.02	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.06	0.00	0.20
Other	0.32	0.39	0.00	2.41	0.00	0.00	0.79	1.90	0.00	0.05	0.46	0.00	0.10	0.00	0.00	0.00	0.00	0.00	2.70	0.00	0.33	0.00	0.20
Don't Know	12.08	18.06	10.35	7.63	7.40	14.60	19.47	10.72	49.71	17.04	9.54	0.00	5.85	31.38	0.00	0.00	1.82	19.40	22.85	12.22	19.17	32.29	17.78
n	526	182	247	97	20	114	208	176	8	148	378	1	34	46	0	3	39	118	75	70	73	17	50
<b>&lt;TV6&gt; What is the size of the television purchased?</b>																							
Less than 26 inches	10.42	12.28	9.87	9.08	3.91	10.71	18.51	27.86	0.48	9.38	10.96	100.00	17.34	17.05	0.00	100.00	5.67	13.53	5.38	18.46	8.23	0.00	17.41
26 inches - 32 inches	32.63	15.86	42.50	10.09	50.58	11.68	20.00	11.85	0.00	10.46	14.47	0.00	17.73	7.42	0.00	0.00	70.63	16.39	22.99	4.37	9.44	29.62	2.43
32 inches - 42 inches	22.99	29.42	21.31	16.66	17.10	33.16	25.68	24.79	0.00	39.57	44.03	0.00	22.99	18.38	0.00	0.00	6.45	26.55	14.3				

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;TV9A&gt; In which years did you purchase these televisions?</b>																							
2009	28.91	31.39	25.68	32.60	31.53	26.36	24.48	11.08	4.38	29.85	27.73	78.40	11.73	45.40	15.32	33.28	36.62	40.46	17.01	16.57	18.39	33.97	16.98
2010	50.39	55.37	42.47	62.99	52.10	46.92	49.97	47.20	81.63	48.35	52.97	81.16	59.28	61.02	49.99	57.28	35.51	61.24	57.84	37.27	37.88	60.44	71.34
2011	56.29	51.33	59.22	61.85	60.33	53.34	44.33	48.12	13.17	59.12	52.71	97.25	34.45	62.13	77.42	57.16	64.58	49.72	53.49	38.37	44.49	55.74	46.64
2012	34.90	32.84	35.63	39.01	35.61	36.10	30.71	23.57	6.88	35.55	34.08	78.40	8.05	51.55	58.87	31.40	31.51	38.53	37.31	40.33	15.44	33.62	18.62
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	4.08	2.99	5.88	1.07	3.09	6.39	3.58	6.44	0.00	4.79	3.18	0.00	0.97	5.02	0.00	2.30	2.30	1.35	3.67	3.24	19.24	8.21	2.66
n	1047	349	469	223	140	449	295	127	30	383	658	4	26	112	29	117	77	202	135	107	90	89	53
<b>&lt;TV5A&gt; What types of televisions did you purchase?</b>																							
LCD - Liquid Crystal Display	67.43	70.96	65.66	62.31	73.69	57.37	60.96	52.93	12.85	72.80	60.65	81.16	67.63	64.47	51.09	71.89	85.06	65.49	51.48	57.18	61.68	60.22	83.08
CRT - Cathode Ray Tube	0.42	0.30	0.60	0.15	0.00	0.57	2.09	0.72	0.00	0.21	0.69	0.00	0.00	0.39	0.00	1.84	0.00	0.13	0.21	0.63	0.61	2.84	0.00
PDP - Plasma	9.54	13.71	6.74	6.12	10.49	8.31	7.25	11.88	0.38	7.32	12.35	0.00	5.69	14.67	0.03	3.18	13.66	10.08	7.26	12.87	16.16	9.77	6.08
LED - LED backlit LCD display	25.07	23.83	26.47	24.05	26.72	22.94	21.44	26.68	86.08	22.63	28.16	78.40	13.98	16.26	40.80	21.08	23.49	27.69	33.88	17.74	17.23	25.01	15.16
OLED - Organic LED	1.01	2.17	0.24	0.00	1.29	0.65	0.59	0.00	0.00	0.24	1.99	0.00	0.00	0.79	7.41	0.74	0.00	0.00	1.33	0.00	0.00	0.00	0.00
DPL - Projection TV	0.44	0.00	0.96	0.00	0.17	0.30	2.12	0.00	0.00	0.25	0.68	0.00	0.00	0.00	0.00	0.74	0.00	0.00	1.06	2.65	0.00	4.02	0.28
Other	4.10	2.30	3.89	10.81	2.53	6.20	6.72	7.22	0.00	3.88	4.38	0.00	6.53	3.93	11.05	7.87	2.42	3.06	2.08	7.95	0.88	0.66	0.50
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	5.72	5.12	6.64	4.33	2.18	10.75	11.37	10.38	1.47	3.83	8.10	0.00	18.84	14.85	8.46	0.53	5.52	2.89	5.01	12.23	13.25	4.70	9.65
n	1046	350	472	224	140	453	295	128	30	384	662	4	26	112	29	118	77	203	137	107	91	89	53
<b>&lt;TV6AA&gt; What are the sizes of these televisions?</b>																							
Less than 26 inches	22.98	21.48	23.32	26.66	24.31	17.41	27.63	27.87	4.26	19.55	27.30	0.00	71.63	35.90	55.31	5.09	26.75	19.52	15.30	11.39	5.63	11.83	13.80
26 inches - 32 inches	15.31	10.87	18.68	17.57	12.38	17.96	22.61	22.75	2.87	14.54	16.29	0.00	10.70	33.58	39.49	16.62	8.60	12.49	7.07	18.84	10.22	21.20	5.41
32 inches - 42 inches	41.05	37.29	44.99	38.96	39.77	47.35	34.59	36.29	2.29	41.17	40.91	2.75	27.66	40.49	4.93	67.84	42.27	47.10	30.80	33.25	52.43	39.62	54.83
42 inches - 60 inches	44.23	44.64	44.86	40.59	48.31	37.89	39.68	34.31	89.77	48.46	38.90	97.25	9.14	21.10	18.97	31.45	70.20	36.85	52.21	56.28	36.30	32.25	72.63
Greater than 60 inches	7.06	10.10	5.15	4.04	8.96	4.05	5.00	2.44	2.32	6.51	7.75	0.00	0.00	6.88	0.68	0.40	11.65	8.14	13.82	7.27	6.23	3.05	3.64
Other	1.41	2.34	0.85	0.43	1.46	1.37	1.24	1.53	0.00	0.21	2.92	0.00	0.00	0.00	0.00	1.53	0.94	4.32	0.00	3.77	0.52	1.28	0.73
Refused	0.27	0.63	0.02	0.00	0.42	0.04	0.08	0.00	0.00	0.46	0.02	0.00	0.00	0.20	0.00	0.00	0.00	0.00	2.50	0.00	0.00	0.35	0.00
Don't Know	1.00	1.01	1.26	0.00	0.45	1.03	3.49	1.52	0.81	0.86	1.17	0.00	0.00	0.00	0.00	0.00	0.00	0.61	5.42	1.01	1.22	3.65	1.77
n	1046	350	472	224	140	453	295	128	30	384	662	4	26	112	29	118	77	203	137	107	91	89	53
<b>&lt;TV7AA&gt; Where did you purchase these televisions?</b>																							
Best Buy	16.56	18.43	17.20	8.14	14.91	17.13	22.04	24.51	0.52	16.37	16.81	2.75	40.28	22.40	0.22	8.45	6.12	23.43	9.61	27.54	33.46	16.55	44.12
Costco	10.40	14.34	5.72	14.61	6.30	14.93	19.62	14.37	0.44	7.62	13.91	0.00	15.77	12.85	7.41	3.36	10.57	14.23	7.05	13.70	14.71	7.17	7.51
Fry's	3.35	4.89	2.02	3.78	1.27	6.92	5.03	7.60	0.00	3.60	3.02	0.00	3.39	0.18	0.00	0.20	3.32	6.96	7.93	3.32	2.31	2.48	0.61
K-Mart	0.16	0.07	0.26	0.28	0.00	0.35	0.75	0.07	0.00	0.00	0.42	0.00	0.00	0.17	0.00	0.00	0.00	1.03	0.00	0.01	0.00	0.00	
Online	5.89	7.97	4.28	5.00	3.55	8.83	10.08	11.21	1.14	5.41	6.50	0.00	0.74	8.30	0.24	4.00	6.51	10.84	5.52	5.64	2.78	8.12	9.07
Sears	1.58	0.05	3.32	0.27	1.92	0.70	2.08	0.00	0.00	0.06	3.50	0.00	3.39	1.45	0.00	0.00	0.00	0.00	1.47	0.00	0.39	0.00	28.09
Target	1.05	0.15	2.01	0.50	0.54	2.23	1.11	0.28	0.00	0.75	1.43	0.00	0.00	7.92	0.53	0.06	0.00	1.17	1.77	2.01	1.06	0.36	0.00
Walmart	4.83	2.59	7.07	3.98	4.17	5.14	6.74	8.83	1.15	4.94	4.69	0.00	3.89	12.38	0.95	2.63	1.84	11.99	0.38	7.09	7.53	7.18	0.15
Corporate Office	0.98	0.82	1.01	1.41	0.00	2.76	2.05	0.00	1.15	0.15	2.03	0.00	0.00	0.50	0.20	2.63	0.23	0.82	0.60	7.84	0.00	0.82	0.23
Direct from Vendor / Distributor	20.01	17.65	21.79	21.27	24.25	15.17	12.28	5.28	11.10	22.30	17.13	0.00	0.00	20.96	42.18	37.12	24.01	13.67	18.80	10.22	3.68	13.72	1.68
Sams Club	1.21	0.35	2.23	0.31	0.72	1.41	2.63	4.71	0.00	0.61	1.97	0.00	0.40	1.00	0.00	0.41	2.35	1.33	0.33	2.96	1.75	0.00	0.00
Electronic Store - General	3.02	1.81	4.74	0.72	2.11	3.69	6.12	2.18	0.00	2.35	3.88	0.00	26.47	0.41	0.53	1.00	0.99	4.27	3.34	7.44	0.77	7.16	3.45
Other	13.38	15.71	12.01	10.82	16.59	8.44	7.88	17.34	0.74	17.27	8.48	78.40	7.26	5.26	34.14	18.42	19.85	6.23	7.76	6.75	4.71	5.00	3.27
Refused	0.13	0.00	0.27	0.00	0.21	0.00	0.00	0.16	0.00	0.00	0.29	0.00	0.00	0.00	1.19	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Don't Know	25.91	22.05	25.37	40.53	28.28	24.79	18.40	16.40	84.01	24.77	27.36	18.84	27.73	22.10	20.35	24.25	26.38	21.20	42.90	16.91	33.99	37.57	5.84
n	1047	350	472	225	140	454	295	128	30	385	662	4	26	112	29	118	77	203	137	107	92	89	53
<b>&lt;TV8AA&gt; What websites did you use to purchase these televisions?</b>																							
amazon.com	18.04	12.77	27.14	23.77	9.21	15.67	40.71	6.78	0.00	3.46	37.37	0.00	0.00	95.31	0.00	21.79	1.13	19.64	50.54	10.70	4.52	18.73	0.00
dell.com	22.64	32.34	7.94	6.58	45.10	6.43	3.74	27.46	15.57	35.02	6.23	0.00	0.00	4.69	0.00	65.76	0.01	14.24	0.00	4.67	18.73	28.58	0.00
Other	45.46	49.65	42.50	29.45	65.04	39.57	19.88	25.87	84.43	53.65	34.60	0.00	0.00	94.93	100.00	76.83	94.00	12.11	5.34	15.70	46.71	16.30	2.46
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	39.53	42.31	30.89	46.75	34.96	47.59	35.67	39.89	0.00	46.17	30.70	0.00	100.00	0.00	0.00	1.37	13.34	68.23	29.88	73.60	44.10	64.97	68.96
n	83	36	27	20	4	32	29	1															

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SC&E(%)	SD&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Pans(%)	Non-EE Pans(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;CL2&gt; How would you describe the condition of the primary cooling equipment currently in use at your facility?</b>																							
Poor	6.49	5.82	7.45	4.65	7.67	4.97	5.42	6.59	0.15	9.06	4.46	0.40	9.21	2.24	12.27	4.81	9.17	7.45	4.11	6.67	2.89	3.60	2.79
Fair	23.76	21.17	25.77	24.59	25.41	22.70	22.13	19.82	18.03	19.14	27.41	51.89	19.85	22.57	31.15	28.74	31.38	16.47	17.18	23.27	18.89	33.67	24.30
Good condition	67.99	69.92	65.97	69.84	64.70	71.51	71.09	70.30	76.90	69.50	66.80	47.71	67.74	74.13	56.38	59.20	73.32	78.25	69.27	70.22	62.34	72.43	
Refused	0.29	0.71	0.00	0.00	0.56	0.00	0.02	0.15	0.00	0.64	0.02	0.00	0.00	0.02	0.00	0.00	0.00	0.03	0.02	0.00	2.58	0.14	0.00
Don't Know	1.47	2.39	0.82	0.92	1.66	0.82	1.34	3.15	4.92	1.66	1.32	0.00	3.20	1.04	0.21	0.27	0.25	2.73	0.45	0.80	5.32	0.26	0.48
n	5875	1964	2775	1136	390	1611	1859	1888	127	1699	4176	22	266	521	41	163	583	1084	1069	491	706	436	493
<b>&lt;CL3&gt; How old is the cooling equipment currently in use at your facility?</b>																							
Less than 5 years old	19.81	17.97	20.79	22.46	17.05	19.70	25.60	24.54	18.04	20.17	19.52	4.11	21.90	21.83	33.10	28.53	19.09	20.00	13.48	26.70	19.95	15.01	17.95
Between 5 and 10 years old	33.71	30.41	36.77	32.36	32.35	36.04	34.31	33.07	37.95	28.64	37.71	62.01	31.69	36.38	9.21	27.92	33.04	36.45	31.05	36.12	39.46	34.03	38.78
Between 10 and 20 years old	31.36	35.15	28.66	29.10	36.43	28.22	25.22	22.32	13.16	36.31	27.46	26.95	30.39	24.32	39.62	16.20	36.58	30.89	34.44	25.81	21.11	37.49	31.37
More than 20 years old	8.80	10.02	7.60	9.57	8.27	10.92	7.28	9.06	12.15	9.66	8.11	0.40	3.53	9.64	16.81	23.28	7.21	6.06	16.29	5.60	4.61	12.00	7.30
Refused	0.38	0.71	0.04	0.61	0.64	0.00	0.21	0.28	0.00	0.76	0.07	0.29	0.30	0.08	0.00	0.00	0.03	0.14	0.03	0.00	2.67	0.00	0.01
Don't Know	5.95	5.75	6.14	5.86	5.26	5.11	7.38	10.73	18.70	4.45	7.13	0.24	12.20	7.76	1.46	4.07	4.05	6.46	4.72	5.78	12.21	1.47	4.60
n	5875	1964	2775	1136	390	1611	1859	1888	127	1699	4176	22	266	521	41	163	583	1084	1069	491	706	436	493
<b>&lt;CL_REM&gt; Earlier you mentioned your facility had been remodeled. Did you install any cooling equipment during this remodel?</b>																							
Yes	47.94	53.30	46.26	39.89	54.17	47.09	32.97	25.77	28.69	44.42	51.85	89.26	28.92	47.35	33.42	33.30	52.31	53.44	56.41	29.25	50.47	52.86	30.52
No	50.45	45.44	52.23	57.17	45.29	49.55	64.52	71.17	71.31	54.14	46.35	10.74	61.38	50.39	66.58	66.70	47.29	44.57	41.69	69.38	48.27	43.63	68.99
Don't Know	1.61	1.26	1.51	2.94	0.55	3.36	2.52	3.06	0.00	1.44	1.81	0.00	9.70	2.26	0.00	0.00	0.40	1.99	1.90	1.37	2.36	3.52	4.00
n	1429	465	687	277	167	489	375	364	34	549	880	13	91	136	20	56	112	262	268	109	155	111	96
<b>&lt;CL_MSP1&gt; Since January 2009, have you purchased and installed any cooling equipment at this facility?</b>																							
Yes	36.09	34.74	38.84	28.03	44.61	33.22	26.15	17.98	1.43	45.66	28.08	14.55	22.42	39.41	42.41	49.77	46.26	37.32	37.10	18.41	25.78	33.87	26.82
No	60.20	61.37	57.83	67.08	50.54	63.64	71.47	79.94	98.29	49.12	69.48	85.39	63.71	58.76	30.30	48.56	53.29	60.43	60.52	78.08	69.43	63.39	69.11
Refused	0.02	0.01	0.04	0.00	0.00	0.00	0.10	0.05	0.00	0.05	0.01	0.00	0.36	0.00	0.00	0.00	0.00	0.00	0.02	0.00	0.00	0.00	0.01
Don't Know	3.69	3.88	3.28	4.90	4.85	3.13	2.28	2.03	0.28	5.17	2.44	0.06	13.51	1.83	27.28	1.68	0.45	2.25	3.52	4.80	2.75	4.07	
n	5183	1838	2447	898	448	1582	1536	1524	93	1646	3537	13	276	445	28	117	505	975	932	389	649	328	526
<b>&lt;CL10&gt; What types of equipment were installed as part of the cooling retrofit?</b>																							
Split system air conditioners-2 components	18.72	15.39	20.66	22.90	20.06	17.68	15.44	15.13	0.50	12.76	26.08	64.21	11.24	16.81	26.97	33.81	20.29	22.32	15.67	5.67	5.23	21.25	12.96
Packaged air conditioning systems-1 component	39.37	38.22	42.74	24.87	40.32	40.62	35.15	30.31	51.46	39.77	38.88	24.75	45.80	29.60	61.03	11.28	49.92	24.08	25.07	44.14	62.68	47.41	46.02
Package Terminal (A/C Hotel/Motel unit)	1.90	1.63	2.20	1.38	0.82	3.81	3.20	2.86	0.00	1.54	2.35	0.00	0.81	3.35	10.21	7.68	0.09	1.89	2.13	0.00	2.62	3.69	1.60
Remote Condensing Unit	0.97	0.90	1.12	0.48	0.09	2.58	2.16	0.89	0.00	0.27	1.85	0.00	3.07	1.55	0.00	2.22	0.33	1.59	0.07	2.62	1.12	3.26	1.46
Evaporative (swamp) coolers	1.42	1.04	1.72	1.40	0.34	2.09	4.29	4.52	0.00	0.47	2.58	0.00	5.61	0.90	0.00	0.00	0.46	2.47	3.31	11.04	1.86	0.01	1.54
Water Chiller(s)	7.36	9.49	6.04	5.18	10.74	3.52	4.00	1.52	0.00	9.55	4.66	20.26	0.00	4.14	6.55	15.93	4.76	15.39	11.03	0.91	0.00	4.19	0.66
Evaporative Condenser	0.51	0.63	0.37	0.78	0.28	1.12	0.53	0.59	0.00	0.13	0.99	0.00	2.09	2.07	0.00	0.00	0.15	1.09	0.03	0.00	0.33	0.66	2.09
Cooling Tower	4.48	6.50	3.38	1.48	6.77	1.43	0.59	0.00	0.00	7.38	0.89	0.00	0.00	6.53	10.21	7.81	4.66	1.80	10.31	0.00	0.00	0.65	
Adjustable Speed Drives	5.33	3.39	6.07	10.03	7.49	3.25	0.36	0.95	0.00	8.88	0.94	0.42	0.00	4.25	3.73	2.64	2.20	9.47	15.52	0.00	0.00	0.89	0.00
Energy Management System	9.49	11.19	7.60	12.66	12.10	8.51	1.84	0.09	0.32	13.99	3.93	0.63	15.23	10.47	0.88	5.49	4.68	15.78	15.97	7.28	9.79	9.92	5.48
Reflective Window Film	0.01	0.00	0.01	0.04	0.00	0.00	0.00	0.35	0.00	0.01	0.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
HVAC Controls- Bypass Timer	0.66	0.00	1.19	0.64	1.00	0.24	0.00	0.27	0.00	1.11	0.11	0.00	0.00	0.00	0.00	0.00	0.00	0.33	0.00	0.00	0.00	0.00	0.18
HVAC Controls- Time Clock	0.74	0.10	1.31	0.45	1.00	0.28	0.58	0.00	0.00	1.25	0.12	0.00	0.00	0.00	0.00	0.00	0.00	0.15	0.62	0.00	0.00	0.44	0.00
HVAC Controls- Set-Back Programmable Thermostat	15.99	15.02	17.17	13.54	13.87	18.04	20.41	22.24	6.98	15.46	16.64	17.15	11.87	26.59	2.76	10.96	13.84	18.97	13.36	34.54	15.41	19.80	21.64
Thermal Energy Storage (Ice/Chilled Water Storage) System	0.18	0.02	0.33	0.00	0.00	0.67	0.10	0.28	0.31	0.28	0.05	0.00	1.33	0.00	0.00	0.00	0.00	0.00	0.05	0.00	0.00	0.55	2.42
Individual A/C Heat/Pump Units (Rooftop unit, Unitary Equip, Centrl A/C w/ multi/single units)	8.74	10.32	7.82	6.74	7.01	11.97	10.71	9.45	0.00	8.65	8.84	0.00	6.28	8.11	18.64	11.48	3.35	15.20	0.00	3.32	5.82	8.10	13.68
Window/Wall Air-Conditioning Units	8.66	8.38	9.74	3.52	10.99	5.91	7.60	12.71	40.60	12.19	4.29	3.36	1.57	9.35	0.00	15.27	14.30	10.04	2.98	4.27	1.86	7.29	5.59
Economizer	0.12	0.24	0.04	0.00	0.00	0.28	0.33	0.31	0.00	0.16	0.14	0.00	0.00	0.00	0.00	0.00	0.00	0.06	0.38	0.00	0.00	1.27	0.00
Other	4.18	2.15	4.59	11.29	4.73	3.23	3.40	3.99	0.00	5.41	2.66	0.00	1.67	2.79	17.10	6.44	0.76	5.81	9.58	3.26	0.39	3.33	2.21
Refused	0.29	0.52	0.00	0.95	0.22	0.35	0.59	0.00	0.00	0.25	0.35	7.27	0.00	0.00	0.00	3.52	0.00	0.00	0.49	0.00	0.00	0.00	0.18
Don't Know	7.88	10.63	5.86	6.89	6.72	8.30	10.30	16.51	0.16	5.65	10.63	0.00	19.65	5.87	1.61	3.37	7.01	6.69	8.13	17.76	7.63	6.59	15.33
n	1803	628	885	290	238	476	336	31	680	1123	12	82	155	22	69	168	380	338	98	172	164	143	
<b>&lt;CL12_2&gt; Regarding the cooling equipment, How many were installed at this facility?</b>																							
1	21.18	17.56	24.32	11.92	19.40	21.45	32.58	34.79	0.00	19.23	24.80	100.00	22.41	7.86	23.34	24.22	27.74	6.38	20.27	52.38	14.96	15.25	26.66
2	13.09	9.98	15.37	11.16	12.01	10.52	25.17	29.26	100.00	10.40	18.08	0.00	29.49	44.38	1.93	2.22	18.60	6.67	15.34	5.95	11.33	2.53	6.50
3	3.83	2.84	4.23	8.00	1.79	9.56	7.56	0.09	0.00	3.22	4.98	0.00	0.00	0.07	0.00	0.00	1.07	2.5					

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SCE(%)	SD&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;CL18&gt; Was the cooling equipment that you installed standard or high efficiency?</b>																							
Standard Efficiency	17.93	12.33	22.83	12.77	18.89	15.40	16.81	26.79	1.16	17.10	19.06	4.93	14.44	13.89	14.10	13.53	20.41	16.48	22.17	18.16	9.04	16.05	21.54
High Efficiency	60.53	69.98	53.01	65.99	60.12	61.82	62.64	48.08	97.00	70.89	48.27	90.85	44.81	60.25	67.85	76.80	53.16	70.70	68.79	54.10	49.69	79.05	56.32
Refused	0.22	0.29	0.00	1.23	0.00	0.46	0.78	0.00	0.00	0.00	0.48	0.00	0.00	0.00	0.00	3.07	0.00	0.68	0.00	0.68	0.00	0.00	0.00
Don't Know	21.25	17.40	24.16	20.01	20.99	22.33	19.77	25.13	1.84	12.02	32.20	4.22	40.74	25.86	18.05	6.60	26.43	12.82	10.36	27.74	41.27	4.90	22.15
n	1364	462	674	228	177	557	364	244	22	508	856	10	61	113	16	53	136	279	273	62	122	133	706
<b>&lt;CL20_1&gt; Do you recall the units for the efficiency rating?</b>																							
Energy Efficiency Ratio (EER)	19.26	8.69	27.58	25.15	15.34	29.06	18.45	4.75	0.00	18.10	20.73	72.10	28.76	10.84	0.00	38.15	15.81	20.35	7.76	11.87	57.96	14.09	1.75
Seasonal Energy Efficiency Ratio (SEER)	52.20	54.74	51.66	43.42	56.07	39.33	56.08	75.87	0.00	63.40	38.11	27.90	32.50	65.19	0.00	21.39	61.11	69.33	36.28	70.65	21.54	62.55	89.09
Other	4.10	2.78	5.69	2.09	1.46	7.55	5.50	7.16	100.00	4.54	3.55	0.00	13.94	4.81	0.00	0.00	0.13	5.66	2.30	0.00	3.99	14.99	3.35
Don't Know	24.44	33.79	15.07	29.34	27.12	24.07	19.96	12.22	0.00	13.96	37.62	0.00	24.81	19.16	100.00	40.45	22.94	4.66	53.66	17.48	16.51	8.37	5.81
n	192	56	101	35	24	84	45	38	1	77	115	3	12	10	3	9	17	35	33	8	17	38	11
<b>&lt;CL21&gt; Did you receive a rebate for the purchase of the cooling equipment?</b>																							
Yes	10.10	11.10	9.58	9.13	9.14	14.56	8.03	2.67	0.84	13.32	6.52	1.49	16.03	3.80	23.84	15.52	6.61	8.05	9.79	5.65	16.60	12.35	19.98
No	72.59	67.12	77.24	66.35	74.63	66.26	73.79	77.67	98.10	72.60	72.59	77.83	41.43	72.92	63.67	51.55	79.93	79.89	72.56	69.08	65.11	69.49	62.03
Don't Know	17.30	21.78	13.18	24.52	16.23	19.18	18.17	19.66	1.06	14.08	20.89	20.68	42.54	23.28	12.49	32.93	13.45	12.06	17.65	25.27	18.30	18.16	17.99
n	1471	484	723	264	145	549	437	309	31	479	992	8	62	120	18	61	147	301	270	86	141	158	99
<b>&lt;CL23_1&gt; What type of equipment was removed and replaced when you installed the cooling equipment?</b>																							
Split system air conditioner (two components)	7.30	11.89	3.80	8.25	6.69	7.87	8.49	9.17	0.47	8.69	5.63	0.00	4.17	4.93	0.00	20.81	2.40	14.75	15.08	3.51	1.17	3.06	4.98
Package AC System (one component)	30.65	31.22	31.79	21.12	32.88	29.71	26.61	12.95	46.23	32.57	28.34	21.81	20.39	22.81	45.50	9.86	43.94	16.80	15.54	39.18	45.58	28.98	29.58
Package Terminal A/C (Hotel/Motel)	1.05	0.87	1.20	0.93	0.12	2.65	1.69	3.87	0.00	0.51	1.70	0.00	2.15	4.04	0.00	3.09	0.09	1.23	0.96	0.00	2.20	4.25	0.02
Remote Condensing Unit	0.48	0.42	0.60	0.00	0.29	0.77	0.89	0.00	0.00	0.41	0.50	0.00	0.00	0.00	0.00	2.82	0.22	0.61	0.19	0.00	0.00	4.49	0.00
Evaporative Coolers	0.80	0.57	0.94	0.97	0.07	1.08	2.79	3.52	0.00	0.27	1.44	0.00	3.68	0.86	0.00	0.00	0.11	1.25	0.41	5.13	0.83	1.88	0.94
Water Chiller(s)	4.53	4.22	5.04	2.74	6.32	3.08	0.18	1.11	0.00	7.39	1.09	0.00	0.00	2.96	0.00	8.49	3.16	10.04	7.21	0.00	0.72	5.38	0.00
Evaporative Condenser	0.26	0.02	0.37	0.65	0.00	1.05	0.08	0.11	0.00	0.06	0.50	0.00	1.85	1.25	0.00	0.97	0.00	0.08	0.08	0.00	0.16	0.00	1.84
Cooling Tower	0.54	0.08	0.59	2.27	0.47	1.08	0.00	0.20	0.00	0.71	0.33	0.00	0.00	4.94	3.42	0.46	0.00	0.00	0.88	0.00	0.00	0.00	0.73
Adjustable Speed Drives	0.64	1.17	0.37	0.00	0.72	0.93	0.00	0.00	0.00	0.92	0.31	0.00	0.00	0.00	0.00	0.00	0.00	0.87	3.08	0.00	0.00	0.00	0.00
Energy Management System	0.74	1.47	0.32	0.00	1.19	0.15	0.00	0.00	0.00	1.35	0.00	0.00	0.00	3.42	0.00	0.00	0.00	0.00	3.69	0.00	0.00	0.00	0.00
HVAC Controls-Time Clock	0.02	0.05	0.01	0.00	0.00	0.12	0.23	0.00	0.00	0.00	0.05	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.04	0.00	0.00	0.47	0.00
HVAC Controls-Set-Back Programmable Thermostat	1.37	1.95	1.10	0.50	0.75	1.68	2.93	3.87	0.43	1.30	1.46	0.00	1.77	3.15	0.00	1.44	0.97	0.77	0.61	5.16	2.40	3.00	3.02
Thermal Energy Storage (Ice/Chilled Water Storage) System	0.05	0.12	0.00	0.00	0.00	0.19	0.00	0.00	0.00	0.00	0.10	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.28	0.00	0.00	0.00	0.00
Individual A/C or Heat Pump units (ask if split or package)	3.29	3.75	3.04	2.77	1.40	5.19	7.60	5.15	0.47	2.63	4.07	0.00	4.44	4.02	1.59	1.20	1.02	3.65	7.44	0.38	4.14	5.70	4.98
Window/Wall Air-Conditioning Units	5.79	3.72	7.88	2.28	7.07	3.35	4.16	7.49	0.31	8.48	2.57	0.00	0.30	3.41	0.00	14.94	12.74	2.83	0.61	3.01	0.95	3.89	1.16
Standard (Non-Programmable) Thermostat	2.73	2.95	2.31	4.39	1.41	3.48	6.64	4.50	5.82	1.74	3.93	14.87	8.41	1.26	0.00	3.66	1.34	3.57	1.18	13.74	3.13	2.12	3.39
Compressors	0.85	0.85	0.65	2.11	0.29	2.13	1.06	0.97	0.29	0.77	0.95	0.00	9.42	1.77	0.00	0.45	0.06	0.67	1.13	0.63	0.87	1.96	0.38
Cooling coils	0.15	0.00	0.00	1.72	0.25	0.00	0.00	0.00	0.00	0.27	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.91	0.00	0.00	0.00	0.00
Condenser fan	0.28	0.24	0.03	2.04	0.29	0.40	0.10	0.18	0.00	0.39	0.16	0.00	0.00	0.99	0.00	1.37	0.02	0.00	0.09	0.00	2.37	0.00	0.00
Water loop heat pump	0.24	0.37	0.13	0.35	0.11	0.61	0.21	0.00	0.00	0.15	0.36	0.00	0.00	0.00	0.00	0.00	0.00	0.49	0.63	0.00	0.00	1.62	0.00
Fan motor	0.14	0.07	0.22	0.00	0.00	0.36	0.39	0.00	0.00	0.21	0.06	0.00	0.58	0.00	0.00	0.00	0.00	0.09	0.00	0.00	0.54	0.00	1.58
Air handler	0.57	0.09	0.96	0.32	0.81	0.37	0.00	0.00	0.00	0.14	1.09	0.00	0.00	0.00	10.35	0.65	0.00	0.28	0.35	0.00	0.00	0.00	0.00
Pneumatic control	0.05	0.03	0.08	0.00	0.00	0.23	0.00	0.00	0.00	0.02	0.09	0.00	0.00	0.00	0.00	0.00	0.00	0.25	0.07	0.00	0.00	0.00	0.00
Ducting	0.06	0.16	0.01	0.00	0.00	0.26	0.02	0.00	0.00	0.00	0.14	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.38	0.00	0.00	0.00	0.07
Nothing was replaced, Equip was added on	22.33	26.34	17.97	31.18	22.33	22.01	21.57	28.57	40.17	22.59	22.02	63.32	18.82	29.89	22.43	7.51	12.69	31.34	26.30	14.62	26.77	26.58	39.64
Other	3.04	1.85	3.15	7.64	1.98	3.06	7.20	3.78	5.82	1.95	4.34	0.00	3.83	4.46	1.06	4.48	1.85	4.91	4.90	2.16	1.03	2.38	2.06
Refused	0.06	0.00	0.11	0.00	0.00	0.00	0.39	0.00	0.00	0.00	0.12	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.61	0.00	0.00	0.00
Don't Know	11.99	5.55	17.37	7.78	14.56	8.32	6.89	14.34	0.00	6.49	18.60	0.00	20.17	5.86	15.65	17.81	19.39	5.54	7.98	10.88	7.15	4.26	5.64
n	1661	576	816	269	214	666	444	307	30	611	1050	11	76	147	21	63	159	347	312	84	155	156	130
<b>&lt;CL24_1&gt; How would you describe the condition of cooling equipment that was removed and replaced?</b>																							
Inoperable (broken)	44.12	36.02	49.70	37.87	44.22	42.56	47.37	38.41	11.37	35.76	53.08	100.00	29.10	56.46	39.13	25.96	60.56	30.72	32.27	33.22	37.26	26.08	48.51
In Poor	33.26	32.47	35.10	23.41	33.59	33.15	33.17	28.00	87.24	39.40	26.68	0.00	33.90	25.77	40.45	28.52	24.55	54.42	32.04	47.27	26.29	52.51	38.87
Fair	12.23	18.20	7.71	19.84	11.82	13.80	9.90	18.57	0.79	12.58	11.86	0.00	19.43	8.17	20.42	21.21	10.40	9.93	13.55	5.65	14.38	13.48	6.57
Good Condition?	6.31	8.29	5.29	5.36	7.08	5.31	5.28	4.87	0.00	8.82	3.61	0.00	6.61	2.35	0.00	5.52	4.02	3.07	12.11	4.81	19.76	6.04	4.82
Refused	0.08	0.00	0.15	0.00	0.00	0.34																	

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PO&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;CL12_2&gt; Regarding the cooling equipment, How many were installed at this facility?</b>																							
1	21.18	17.56	24.32	11.92	19.40	21.45	32.58	34.79	0.00	19.23	24.80	100.00	22.41	7.86	23.34	24.22	27.74	6.38	20.27	52.38	14.96	15.25	26.66
2	13.09	9.98	15.37	11.16	12.01	10.52	25.17	29.26	100.00	10.40	18.08	0.00	29.49	44.38	1.93	2.22	18.60	6.67	15.34	5.95	11.33	2.53	6.50
3	3.83	2.84	4.23	8.00	1.79	9.56	7.56	0.09	0.00	3.22	4.98	0.00	0.00	0.07	0.00	0.00	1.07	2.50	1.77	12.64	7.29	23.39	37.53
4	7.47	14.69	2.33	10.07	8.33	5.19	6.29	6.17	0.00	5.25	11.59	0.00	0.00	2.56	34.20	0.00	4.71	9.72	0.00	3.80	19.20	11.79	0.58
5	7.74	18.48	0.45	6.26	9.97	3.41	0.30	4.75	0.00	10.83	2.00	0.00	0.00	5.90	0.00	0.00	0.71	3.14	37.76	0.00	6.75	0.64	0.00
6 to 10	14.28	16.04	13.06	14.42	13.55	16.40	15.43	12.88	0.00	13.79	15.19	0.00	3.05	20.41	3.12	5.58	11.00	33.76	7.56	0.00	22.89	11.91	10.64
11 to 20	15.42	5.44	21.97	19.83	19.27	9.57	0.52	1.69	0.00	21.07	4.93	0.00	0.00	0.00	0.00	4.63	35.74	4.28	7.36	10.67	0.00	9.38	0.00
More than 20	16.99	14.98	18.29	18.36	15.68	23.90	12.15	10.36	0.00	16.22	18.44	0.00	45.04	18.83	37.41	63.36	0.43	33.55	9.94	14.57	17.58	25.12	18.09
n	286	95	144	47	54	131	61	36	4	116	170	1	11	22	6	13	38	54	49	12	24	38	18
<b>&lt;CL14_2&gt; In what year did you install the cooling equipment?</b>																							
2009	33.85	34.98	35.26	22.45	39.80	28.75	14.96	15.06	60.67	34.77	32.80	77.66	42.76	29.67	62.01	34.33	57.16	16.81	12.49	38.01	21.25	23.06	22.83
2010	15.86	24.53	12.41	12.57	10.65	24.52	18.56	36.10	39.33	8.83	23.83	0.00	29.44	19.58	20.15	8.18	6.26	14.79	21.67	21.06	35.85	17.05	14.99
2011	18.32	14.38	18.87	25.81	13.27	20.56	40.96	33.94	0.00	21.04	15.24	3.52	15.74	34.29	13.15	6.79	13.42	20.27	19.02	21.76	31.21	19.86	31.44
2012	27.38	21.37	29.22	32.94	33.39	20.04	15.28	7.38	0.00	34.23	19.60	18.82	9.92	13.97	0.00	40.58	23.10	46.27	30.95	4.82	5.44	28.09	30.75
2013	0.16	0.00	0.08	1.11	0.00	0.37	0.65	0.00	0.00	0.11	0.22	0.00	2.13	0.00	0.00	0.00	0.00	0.00	0.38	0.00	0.00	1.04	0.00
Refused	0.00	0.00	0.01	0.00	0.00	0.00	0.00	0.17	0.00	0.00	0.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.02	0.00	0.00	0.00	0.00
Don't Know	4.43	4.74	4.16	5.12	2.90	5.77	9.59	7.35	0.00	1.01	8.30	0.00	0.00	2.50	4.69	10.12	0.06	1.87	12.47	14.35	6.26	10.90	0.00
n	366	174	183	69	52	163	91	50	70	132	234	3	14	29	8	16	42	65	70	18	29	54	20
<b>&lt;CL18_2&gt; Was the cooling equipment that you installed standard or high efficiency?</b>																							
Standard Efficiency	34.18	37.06	33.06	19.67	45.11	15.76	9.02	9.88	0.00	44.26	22.39	0.00	17.56	14.75	0.00	36.32	39.59	63.20	20.84	0.00	0.00	23.29	0.00
High Efficiency	50.67	40.01	56.84	80.33	39.10	68.35	82.69	75.86	100.00	49.21	52.38	0.00	82.44	84.92	10.71	43.67	55.29	34.96	56.45	100.00	100.00	70.84	73.08
Don't Know	15.15	22.93	10.09	0.00	15.80	15.90	8.29	14.26	0.00	6.53	25.23	0.00	0.00	0.33	89.29	20.02	5.12	1.84	22.71	0.00	0.00	5.87	26.92
n	116	43	54	19	28	59	16	11	2	51	65	0	2	7	3	9	13	22	23	1	6	24	6
<b>&lt;CL20_2&gt; Do you recall the units for the efficiency rating?</b>																							
Energy Efficiency Ratio (EER)	9.02	5.56	16.05	0.00	0.00	20.66	40.16	100.00	0.00	0.00	12.07	0.00	100.00	0.00	0.00	0.00	0.00	0.00	5.03	0.00	100.00	26.83	0.00
Seasonal Energy Efficiency Ratio (SEER)	41.85	28.41	58.46	100.00	38.62	57.63	18.79	0.00	0.00	96.88	23.23	0.00	0.00	0.00	0.00	28.95	100.00	85.51	24.02	100.00	0.00	73.17	100.00
Refused	2.62	4.30	0.00	0.00	0.00	41.05	0.00	0.00	0.00	0.00	3.51	0.00	0.00	0.00	0.00	0.00	0.00	0.00	16.07	0.00	0.00	0.00	0.00
Don't Know	46.52	61.73	25.49	0.00	61.38	21.70	0.00	0.00	0.00	3.12	61.20	0.00	0.00	0.00	100.00	71.05	0.00	14.49	54.88	0.00	0.00	0.00	0.00
n	23	7	11	5	5	13	4	1	0	6	17	0	1	0	1	2	2	5	1	1	1	6	2
<b>&lt;CL21_2&gt; Did you receive a rebate for the purchase of the cooling equipment?</b>																							
Yes	9.90	17.26	5.81	13.93	10.08	11.05	6.12	5.60	0.00	14.53	4.64	81.18	11.85	1.49	0.00	11.52	13.87	7.04	13.62	0.00	1.02	13.54	11.42
No	69.85	63.81	74.78	57.33	68.01	69.84	79.95	78.77	66.39	70.61	69.00	0.00	73.24	61.95	45.72	24.36	72.73	79.84	73.83	91.46	62.43	76.21	70.01
Don't Know	20.25	18.94	19.41	28.74	21.91	19.11	13.93	15.63	33.61	14.86	26.36	18.82	14.91	36.56	54.28	64.13	13.40	13.12	12.55	8.54	36.55	10.25	18.57
n	366	174	183	69	52	163	91	50	70	132	234	3	14	29	8	16	42	65	70	18	29	54	20
<b>&lt;CL23_2&gt; What type of equipment was removed and replaced when you installed the cooling equipment?</b>																							
Split system air conditioner (two components)	11.26	19.37	4.71	15.02	12.99	7.69	8.74	2.03	0.00	11.43	10.96	0.00	19.11	2.85	26.28	32.25	0.21	2.32	30.28	3.09	0.00	3.66	9.96
Package AC System (one component)	4.59	4.82	4.91	1.81	2.80	10.77	3.76	0.00	0.00	4.05	5.59	0.00	24.93	5.61	0.73	0.00	0.61	7.14	3.58	30.96	7.33	13.24	0.61
Package Terminal A/C (Hotel/Motel)	0.12	0.00	0.12	0.58	0.00	0.24	0.00	0.36	0.00	0.08	0.18	0.00	0.00	0.00	0.00	1.35	0.00	0.00	0.00	0.00	1.80	0.00	0.00
Remote Condensing Unit	0.49	0.38	0.45	1.09	0.00	1.54	1.79	0.00	0.00	0.52	0.42	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.63	0.00	0.00	3.91	0.00
Evaporative Coolers	0.56	0.26	0.88	0.00	0.00	1.79	1.98	0.37	0.00	0.00	1.62	0.00	0.00	2.03	0.00	0.00	0.00	0.75	0.15	11.83	0.00	0.00	0.00
Water Chiller(s)	1.96	2.27	1.22	4.90	2.31	1.71	0.19	0.00	0.00	2.41	1.13	37.01	0.00	0.00	0.00	8.21	0.59	1.46	2.81	0.00	0.00	0.00	2.65
Evaporative Condenser	0.28	0.17	0.41	0.00	0.00	1.26	0.00	0.00	0.00	0.10	0.62	0.00	0.00	5.66	0.00	0.00	0.00	0.31	0.00	0.00	0.00	1.49	0.00
Cooling Tower	3.57	0.00	6.80	0.00	5.27	0.00	0.00	0.00	0.00	5.16	0.60	0.00	0.00	0.00	16.67	0.00	8.02	1.01	0.00	0.00	0.00	0.00	0.00
Adjustable Speed Drives	2.18	3.41	0.72	5.33	2.65	1.50	0.00	2.58	0.00	2.97	0.69	0.00	0.00	4.22	6.09	0.00	0.00	1.16	6.32	0.00	0.00	0.00	0.00
HVAC Controls-Set-Back Programmable Thermostat	6.16	4.02	8.15	3.72	5.84	8.25	3.75	3.68	0.00	4.51	9.26	0.00	6.00	5.03	0.00	0.00	7.38	3.54	12.05	4.18	4.63	6.13	1.67
Individual A/C or Heat Pump units (ask if split or package)	1.79	1.28	2.34	0.75	1.07	2.87	4.43	3.69	0.00	1.64	2.07	0.00	0.00	9.62	0.00	0.00	0.79	2.06	0.77	0.00	3.40	1.47	14.26
Window/Wall Air-Conditioning Units	6.12	10.21	3.80	2.46	7.26	3.45	4.06	5.42	0.00	8.32	2.01	0.00	0.00	1.85	0.00	10.47	4.41	18.22	1.07	0.00	0.00	7.58	3.76
Standard (Non-Programmable) Thermostat	16.20	6.79	25.06	4.75	15.55	16.07	21.22	19.28	0.00	17.22	14.28	0.00	17.78	18.25	1.44	18.46	38.10	5.47	3.59	17.88	28.52	9.04	14.59
Compressors	0.72	1.16	0.52	0.00	0.98	0.00	0.61	0.00	0.00	0.76	0.64	0.00	0.00	0.00	0.00	0.00	0.00	0.24	2.02	0.00	0.00	0.00	5.97
Cooling coils	0.09	0.00	0.17	0.00	0.00	0.40	0.00	0.00	0.00	0.13	0.00	0.00	0.00	3.12	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Condenser fan	0.05	0.00	0.00	0.48	0.00	0.00	0.55	0.00	0.00	0.00	0.13	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.28	0.00	0.00
Fan motor	0.23	0.36	0.17	0.00	0.20	0.41	0.00	0.00	0.00	0.21	0.26	0.00	0.00	3.20	0.00	0.00	0.00	0.00	0.62	0.00	0.00	0.00	0.00
Air handler	0.07	0.00	0.13	0.00	0.00	0.00	0.84	0.00	0														

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	FG&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;CL24_2&gt; How would you describe the condition of cooling equipment that was removed and replaced?</b>																							
Inoperable (broken)	15.03	13.42	16.09	13.34	6.89	22.61	32.52	26.02	100.00	15.32	14.88	0.00	9.74	32.89	1.65	10.48	9.68	28.03	25.39	13.49	7.32	17.17	24.60
In Poor	48.98	62.34	51.68	11.04	62.49	30.76	34.10	47.67	0.00	60.97	38.12	100.00	10.74	36.96	84.86	23.56	61.69	40.62	34.57	62.67	37.81	45.24	22.13
Fair	14.79	7.00	13.04	37.71	11.86	21.61	10.33	10.27	0.00	14.56	14.99	0.00	33.27	17.77	13.50	42.00	5.84	20.15	8.13	10.80	20.81	30.59	9.45
Good Condition?	14.40	11.68	15.31	15.02	12.24	17.06	20.93	0.00	0.00	6.90	21.18	0.00	44.77	12.26	0.00	1.42	21.21	9.25	13.34	3.10	34.07	2.64	21.44
Don't Know	6.76	5.56	3.89	22.89	6.52	7.97	2.12	16.05	0.00	2.24	10.84	0.00	1.47	0.11	0.00	22.54	1.58	1.95	18.56	9.94	0.00	4.38	22.38
n	250	74	130	46	33	170	66	35	6	83	167	1	8	21	7	15	29	41	48	12	22	37	15
<b>&lt;CL25_2&gt; Approximately how old was the cooling equipment that was removed and replaced by the cooling equipment we just discussed?</b>																							
Less than 5 years old	1.38	1.78	1.32	0.92	0.00	3.58	1.26	4.04	0.00	0.34	2.32	0.00	0.00	12.43	0.00	1.76	0.00	0.00	1.48	0.00	10.23	0.90	0.00
Between 5 and 10 years old	35.52	35.33	41.34	7.62	47.50	23.45	16.70	5.00	0.00	47.00	25.13	0.00	67.85	29.54	29.13	6.93	63.07	11.04	22.03	53.47	9.05	14.53	54.25
Between 10 and 15 years old	18.50	13.76	20.95	15.46	13.26	21.26	34.60	31.17	100.00	21.93	15.40	0.00	30.67	27.30	52.55	6.74	8.11	16.61	15.68	20.71	15.57	13.75	28.90
More than 15 years old	37.12	42.02	32.00	52.86	32.15	42.82	44.00	44.66	0.00	27.52	45.81	100.00	1.47	30.62	18.32	62.03	26.14	66.23	38.91	15.55	65.15	70.82	6.48
Don't Know	7.49	7.10	4.40	23.15	7.10	8.89	3.44	15.13	0.00	3.22	11.34	0.00	0.00	0.11	0.00	22.54	2.68	6.13	21.89	10.26	0.00	0.00	10.37
n	250	74	130	46	33	170	66	35	6	83	167	1	8	21	7	15	29	41	48	12	22	37	15
<b>&lt;CL35&gt; Does your company have any plans to install high efficiency cooling equipment within the next year?</b>																							
Yes	7.49	6.06	8.53	9.08	8.06	4.35	3.69	0.57	8.93	6.40	70.72	4.10	7.98	12.29	12.14	3.96	13.73	7.78	4.85	5.06	8.05	1.23	
No	82.44	81.90	82.71	83.41	80.65	79.17	87.82	91.00	63.98	79.14	84.91	27.44	77.99	79.99	65.79	74.14	87.09	79.25	86.38	84.44	82.82	81.86	86.86
Maybe	4.42	4.92	4.05	4.07	3.91	5.50	4.73	2.99	27.38	4.95	4.02	1.84	4.99	8.21	1.14	10.51	3.45	4.91	4.06	5.72	4.14	5.78	2.02
Refused	0.04	0.00	0.08	0.00	0.00	0.08	0.08	0.00	0.00	0.04	0.03	0.00	0.27	0.00	0.00	0.00	0.00	0.00	0.00	0.28	0.00	0.00	0.01
Don't Know	5.61	7.11	4.63	4.06	6.36	7.21	3.01	2.31	8.07	6.93	4.63	0.00	12.65	3.82	20.77	3.21	5.51	2.11	1.78	4.71	7.99	4.31	9.87
n	6894	2418	3179	1297	399	1701	2127	2517	156	1877	5077	25	348	570	43	185	651	1419	1166	579	839	470	599
<b>&lt;CL36&gt; Does your facility use control devices on the HVAC equipment, such as a programmable thermostat or energy management system (EMS)?</b>																							
Yes, programmable thermostat	54.63	48.91	60.64	50.37	45.88	60.44	67.21	59.43	78.56	47.04	60.32	15.48	49.46	54.83	13.86	43.00	69.81	45.24	50.39	66.29	52.59	42.51	63.69
Yes, EMS	19.17	24.67	13.62	22.28	29.97	13.82	4.89	1.70	29.16	11.69	67.85	22.24	15.92	43.78	17.08	8.59	23.26	28.78	4.99	26.23	26.59	33.84	3.53
Both	7.52	8.44	6.25	9.59	8.72	8.95	4.66	1.42	0.11	7.74	7.37	9.75	5.31	4.93	21.16	14.66	4.73	7.68	9.72	5.29	2.90	18.70	9.08
No	15.49	13.41	17.30	15.65	12.01	13.59	20.73	34.11	21.09	13.02	17.35	6.51	16.78	20.50	21.20	22.20	13.91	20.93	9.45	20.26	13.37	4.19	17.45
Other	0.06	0.10	0.03	0.00	0.00	0.19	0.00	0.12	0.00	0.00	0.10	0.00	0.00	0.00	0.00	0.00	0.03	0.05	0.29	0.00	0.00	0.00	0.00
Refused	0.03	0.01	0.06	0.00	0.00	0.13	0.12	0.00	0.00	0.07	0.01	0.00	0.32	0.00	0.00	0.00	0.00	0.00	0.00	0.02	0.16	0.00	0.00
Don't Know	3.09	4.46	2.10	2.11	3.42	3.01	2.37	3.09	0.06	2.98	3.16	0.41	5.90	3.82	30.00	3.07	2.95	2.85	1.35	3.01	4.92	0.76	6.24
n	5532	1846	2605	1087	360	1482	1746	1825	119	1589	3943	20	257	489	38	154	552	1024	1027	463	660	397	463
<b>&lt;CL38&gt; How many square feet of your facility do the control devices affect/control?</b>																							
0 to 1,500 sq ft	15.47	14.10	16.92	14.28	10.58	14.47	24.12	42.96	47.25	14.33	16.44	2.43	14.75	12.51	2.85	19.82	12.50	13.89	19.44	31.86	15.90	14.35	14.89
1,501 to 5,000 sq ft	12.81	17.33	9.53	9.99	10.07	9.39	22.66	24.53	19.78	8.52	16.44	0.00	12.92	12.81	0.20	1.00	22.03	7.86	7.70	25.26	6.51	2.77	19.90
5,001 to 10,000 sq ft	9.61	6.98	13.05	4.28	11.65	6.87	9.06	4.11	0.93	6.93	11.88	0.39	3.98	10.22	23.77	0.72	18.63	4.23	3.51	10.37	7.04	2.60	11.10
10,001 to 25,000 sq ft	7.41	10.28	5.16	6.36	5.57	11.33	8.11	3.17	0.28	5.86	8.72	0.00	8.35	7.04	1.24	4.67	4.82	15.12	6.22	1.50	10.44	5.20	8.45
25,001 to 50,000 sq ft	7.89	5.90	9.73	7.24	8.98	10.13	3.30	0.78	6.07	9.06	6.90	2.24	35.53	12.71	8.43	8.65	8.66	5.25	5.81	0.27	2.70	9.06	4.01
50,001 to 75,000 sq ft	5.61	7.31	3.69	7.70	7.23	6.70	0.80	0.98	0.06	7.14	4.32	0.00	6.47	3.23	0.00	0.76	2.87	10.52	10.46	0.49	3.66	4.61	8.45
75,001 to 100,000 sq ft	3.87	5.79	2.04	4.72	5.90	2.81	0.54	0.07	0.03	6.24	1.87	0.00	4.40	0.00	5.17	3.84	7.85	6.90	1.17	4.02	0.00	3.51	5.09
More than 100,000 sq ft (Ag area)	10.64	10.98	10.28	10.95	17.52	5.12	1.39	0.33	0.14	16.11	6.01	1.51	0.39	5.03	20.91	15.54	4.24	15.60	18.56	0.28	19.28	13.64	1.94
Don't Know	26.69	21.33	29.59	34.48	22.52	33.19	30.01	23.99	25.46	25.82	27.43	84.99	17.62	31.27	38.76	40.99	19.36	26.38	24.29	29.98	30.97	42.69	29.90
n	4378	1576	2036	826	347	1367	1440	1136	94	1340	3038	18	176	395	37	109	433	744	853	368	485	412	354
<b>&lt;CL38&gt; How many square feet of your facility do the control devices affect/control?</b>																							
0 to 1,500 sq ft	15.47	14.10	16.92	14.28	10.58	14.47	24.12	42.96	47.25	14.33	16.44	2.43	14.75	12.51	2.85	19.82	12.50	13.89	19.44	31.86	15.90	14.35	14.89
1,501 to 5,000 sq ft	12.81	17.33	9.53	9.99	10.07	9.39	22.66	24.53	19.78	8.52	16.44	0.00	12.92	12.81	0.20	1.00	22.03	7.86	7.70	25.26	6.51	2.77	19.90
5,001 to 10,000 sq ft	9.61	6.98	13.05	4.28	11.65	6.87	9.06	4.11	0.93	6.93	11.88	0.39	3.98	10.22	23.77	0.72	18.63	4.23	3.51	10.37	7.04	2.60	11.10
10,001 to 25,000 sq ft	7.41	10.28	5.16	6.36	5.57	11.33	8.11	3.17	0.28	5.86	8.72	0.00	8.35	7.04	1.24	4.67	4.82	15.12	6.22	1.50	10.44	5.20	8.45
25,001 to 50,000 sq ft	7.89	5.90	9.73	7.24	8.98	10.13	3.30	0.78	6.07	9.06	6.90	2.24	35.53	12.71	8.43	8.65	8.66	5.25	5.81	0.27	2.70	9.06	4.01
50,001 to 75,000 sq ft	5.61	7.31	3.69	7.70	7.23	6.70	0.80	0.98	0.06	7.14	4.32	0.00	6.47	3.23	0.00	0.76	2.87	10.52	10.46	0.49	3.66	4.61	8.45
75,001 to 100,000 sq ft	3.87	5.79	2.04	4.72	5.90	2.81	0.54	0.07	0.03	6.24	1.87	0.00	4.40	0.00	5.17	3.84	7.85	6.90	1.17	4.02	0.00	3.51	5.09
More than 100,000 sq ft (Ag area)	10.64	10.98	10.28	10.95	17.52	5.12	1.39	0.33	0.14	16.11	6.01	1.51	0.39	5.03	20.91	15.54	4.24	15.60	18.56	0.28	19.28	13.64	1.94
Don't Know	26.69	21.33	29.59	34.48	22.52	33.19	30.01	23.99	25.46	25.82	27.43	84.99	17.62	31.27	38.76	40.99	19.36	26.38	24.29	29.98	30.97	42.69	29.90
n	4378	1576	2036	826	347	1367	1440	1136	94	1340	3038	18	176	395	37	109	433	744	853	368	485	412	354
<b>&lt;CL42&gt; Do the control devices in your facility control AC, heating, or both?</b>																							

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PO&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;CL43a&gt; When was the last time your organization had maintenance performed on your cooling equipment, such as servicing to improve performance, not repair of a broken or malfunctioning system?</b>																							
Within last 3 Months	62.06	60.37	63.65	61.22	71.09	63.72	48.39	25.41	35.34	64.40	59.89	34.47	46.91	61.18	59.58	66.92	70.39	58.07	70.22	52.91	57.95	47.57	55.48
Between 3 and 6 Months	13.87	13.53	14.46	12.48	13.36	13.00	16.27	13.82	6.12	16.81	11.14	42.68	20.20	13.59	30.36	10.51	9.82	11.54	12.72	14.44	12.39	20.23	20.79
Between 6 to 9 Months	3.86	6.07	2.41	2.04	3.36	4.57	3.73	5.43	6.91	3.31	4.37	6.02	4.24	1.22	3.47	5.23	2.11	5.55	2.89	4.77	4.77	2.37	2.37
Between 9 Months to 1 Year	5.05	5.24	4.59	6.43	2.76	5.39	7.98	12.96	6.68	3.96	6.07	16.69	4.75	6.67	5.40	5.61	2.36	6.26	3.98	5.36	6.75	9.42	6.91
Over a year ago	4.37	3.73	4.50	6.30	1.47	4.37	8.50	14.86	11.49	3.56	5.13	3.84	3.23	6.65	1.17	2.75	3.28	5.18	3.15	7.35	6.17	8.14	4.71
Never	4.39	3.87	4.44	6.23	2.03	4.06	6.93	17.04	21.12	2.83	5.84	2.11	11.01	4.84	0.18	4.04	3.19	5.57	3.67	5.65	5.68	3.82	3.16
No cooling equipment	0.12	0.23	0.06	0.00	0.13	0.21	0.00	0.12	0.00	0.13	0.12	0.00	0.00	0.08	0.00	0.36	0.03	0.22	0.00	0.10	0.00	0.00	0.92
Landlord/building owner's responsibility	0.10	0.09	0.09	0.14	0.04	0.02	0.11	0.89	0.01	0.03	0.16	0.00	0.00	0.09	0.00	0.00	0.07	0.18	0.21	0.00	0.10	0.17	0.00
Other	0.24	0.27	0.21	0.29	0.00	0.48	0.43	0.60	0.00	0.22	0.26	0.00	0.62	0.50	0.00	0.29	0.09	0.24	0.17	0.12	0.29	1.66	0.02
Refused	0.03	0.02	0.05	0.00	0.00	0.16	0.01	0.00	0.05	0.02	0.00	0.00	0.33	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.12	0.00	0.01
Don't Know	5.89	6.58	5.54	4.87	5.77	4.18	7.48	8.86	12.33	4.70	7.00	0.20	8.72	5.18	0.18	6.07	5.54	8.37	3.76	8.41	6.73	4.23	5.65
n	6104	2145	2972	987	587	1976	1797	1658	112	2068	4036	23	318	559	46	159	575	1086	1111	483	731	425	588
<b>&lt;CL43&gt; Does your organization currently have a maintenance service agreement with an HVAC contractor to maintain your cooling equipment on an on-going basis?</b>																							
Yes	61.75	63.32	61.31	57.71	68.77	64.32	50.53	30.33	42.43	61.37	62.09	18.79	58.97	64.69	20.57	42.14	73.42	59.89	72.32	51.04	63.82	25.09	63.30
No	34.80	32.31	35.85	39.63	27.41	33.18	46.66	63.26	57.33	34.80	34.80	81.17	36.07	33.14	56.66	56.90	25.80	36.98	28.04	45.54	29.69	74.43	29.61
Refused	0.04	0.02	0.06	0.00	0.00	0.16	0.07	0.00	0.05	0.03	0.00	0.32	0.00	0.00	0.00	0.00	0.00	0.05	0.00	0.15	0.00	0.00	0.05
Don't Know	3.41	4.35	2.78	2.67	3.82	2.50	2.65	6.33	0.24	3.78	3.08	0.03	4.64	2.17	22.77	0.95	0.78	1.65	3.28	6.50	4.48	7.04	7.04
n	6447	2241	3057	1149	584	2012	1884	1843	124	2127	4320	26	329	575	47	170	610	1200	1178	496	771	436	609
<b>&lt;CL44&gt; Is your HVAC service contract part of a utility quality maintenance program?</b>																							
Yes	7.78	5.94	10.12	4.13	6.61	9.75	8.84	6.28	25.83	8.70	6.96	0.00	9.55	10.25	9.52	6.62	5.45	7.47	8.42	10.12	5.78	7.43	16.63
No	58.04	60.44	55.65	59.52	61.85	53.25	53.41	54.81	36.64	59.63	56.85	65.48	45.79	54.23	39.16	46.23	68.34	54.76	56.02	52.85	47.77	64.59	56.10
Don't Know	34.18	33.62	34.22	36.36	31.54	37.00	37.75	38.92	37.53	31.67	36.39	34.52	44.66	35.52	51.32	47.15	26.21	37.77	35.56	37.03	46.45	27.98	27.27
n	3037	1033	1477	521	374	1225	895	483	54	1063	1968	70	159	314	21	53	300	517	645	214	358	117	323
<b>&lt;CL43B&gt; Does your organization use in-house staff to maintain your cooling equipment on an on-going basis?</b>																							
Yes	69.45	67.98	70.76	69.91	88.83	74.61	48.48	36.16	38.39	78.36	61.36	99.44	44.22	64.09	77.79	91.69	78.12	73.01	62.51	43.65	46.85	96.07	67.28
No	28.54	29.44	27.49	29.95	10.80	22.70	48.59	59.48	61.53	20.39	35.96	0.56	53.74	33.95	21.95	6.67	21.06	23.81	34.91	51.51	50.45	3.75	31.18
Refused	0.14	0.06	0.23	0.04	0.00	0.00	0.46	0.20	0.00	0.16	0.12	0.00	1.14	0.22	0.00	0.00	0.00	0.12	0.06	0.31	0.06	0.19	0.02
Don't Know	1.86	2.52	1.52	1.09	0.37	2.69	2.47	4.16	0.08	1.09	2.56	0.00	0.90	1.74	0.26	1.65	0.82	3.06	2.52	4.54	2.65	0.00	1.53
n	3416	1208	1580	628	210	787	989	1360	70	1064	2352	16	170	261	26	117	310	683	533	282	413	319	286
<b>&lt;R1A&gt; Is there any refrigeration equipment present at your facility?</b>																							
Yes	76.58	74.42	76.93	83.76	77.18	75.91	77.82	71.44	58.89	79.61	73.97	92.74	97.94	84.25	93.92	94.94	68.21	73.36	63.89	98.31	72.53	95.06	76.17
No	23.41	25.58	23.06	16.24	22.83	24.09	22.18	28.52	41.09	20.39	26.02	7.26	2.06	15.75	6.08	5.06	31.79	26.62	36.11	1.69	27.47	4.95	23.83
Don't Know	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.04	0.02	0.00	0.01	0.00	0.00	0.00	0.00	0.00	0.00	0.02	0.00	0.00	0.00	0.00	0.00
n	7249	2668	3426	1155	576	2073	2099	2354	147	2255	4994	25	410	610	47	185	654	1466	1220	577	880	460	713
<b>Don't Know</b>																							
Built up rack-type	7.14	7.24	7.86	3.73	6.52	9.16	6.92	4.92	7.74	6.60	7.64	42.26	16.33	6.32	7.85	6.26	4.51	4.16	2.90	9.91	3.19	9.00	17.78
Stand alone/self contained	63.75	62.57	67.66	51.48	58.96	62.88	68.05	86.36	59.10	58.89	68.26	11.11	20.00	68.16	21.17	41.71	78.85	75.23	80.65	41.19	81.97	59.66	53.46
Both	24.29	25.37	19.93	38.82	29.32	23.73	20.27	4.20	1.31	29.52	19.43	40.63	57.40	21.84	70.97	48.42	12.24	17.09	12.26	44.21	13.14	27.48	9.61
Other	2.37	2.22	2.07	4.16	2.29	2.72	2.37	1.67	24.27	1.99	2.72	0.00	3.51	1.88	0.00	1.10	2.70	1.97	1.15	2.94	0.52	0.58	9.03
Refused	0.09	0.19	0.01	0.12	0.13	0.00	0.12	0.07	0.00	0.13	0.06	0.00	0.20	0.00	0.00	1.47	0.00	0.11	0.00	0.00	0.00	0.00	0.00
Don't Know	2.36	2.41	2.47	1.70	2.78	1.51	2.26	2.79	7.58	2.87	1.89	0.00	2.57	1.81	0.00	1.04	1.70	1.45	3.04	1.76	1.19	3.28	10.12
n	5393	2009	2500	884	460	1621	1641	1567	104	1810	3583	19	396	507	43	167	426	1007	776	564	588	428	472
<b>&lt;R1&gt; What kinds of refrigeration equipment if any is present at your facility?</b>																							
Residential Sized Refrigerator	49.06	47.13	52.23	42.78	50.46	48.74	45.15	52.78	71.41	42.18	55.12	50.14	20.28	62.45	41.07	39.74	60.60	52.61	64.76	13.36	55.44	43.67	46.26
Mini Refrigerator (office/dorm size)	18.22	16.65	19.33	19.18	15.10	21.63	17.26	30.39	28.70	17.93	18.48	34.93	10.65	34.22	22.50	44.77	7.97	20.02	24.14	8.24	29.94	19.66	14.62
Residential Sized Freezer	7.06	8.03	5.36	10.59	6.59	7.35	8.14	5.85	0.91	6.22	7.79	17.42	5.76	10.63	8.51	11.14	3.26	10.47	10.93	7.78	3.96	5.31	3.07
Larger Standard Refrigerator (30 cubic ft or larger)	22.08	21.62	21.92	24.41	26.56	20.28	19.20	7.25	0.18	27.90	16.97	28.90	26.76	19.31	43.17	36.49	15.97	27.78	12.81	32.39	6.48	36.66	14.57
Self Contained-coffin/horizontal case	5.15	5.99	4.17	6.22	4.93	5.62	6.18	1.81	0.88	6.17	4.25	3.31	25.29	4.25	2.48	7.01	1.04	3.68	3.19	11.63	4.99	5.38	0.60
Self Contained-Vertical Case (multi shelf)	6.90	9.03	4.62	8.79	7.21	7.97	6.85	1.34	0.83	8.75	5.27	3.31	37.73	6.20	13.46	13.06	0.45	4.54	1.53	14.81	6.34	3.96	0.31
Single-deck display cases-open single-deck	3.65	4.21	2.42	6.72	3.87	4.55	3.23	0.44	0.00	4.22	3.16	17.16	21.11	3.49	4.15	6.62	0.71	2.17	0.02	6.96	3.41	1.86	0.00
Single-Deck display cases-closed service case	3.13	3.90	2.11	4.62	4.18	2.80	1.96	0.86	0.02	4.23	2.16	18.45	15.72	3.57	13.52	3.00	0.68	1.93	0.00	5.01	1.13	1.14	0.00
Single-deck display cases-island coffin/tub (shop around)	2.17	3.03	1.77	0.77	2.75	2.31	1.27	0.59	0.00	3.38	1.10	0.00	18.45	0.00	0.00	2.01	0.00	1.01	0.00	2.76	5.08	1.02	0.00
Single-deck display cases-coffin/tub (one-side shopping)	2.17	3.16	1.66	0.76	2.52	2.39	1.83	0.13	0.15	2.86	1.56	3.31	20.76										



Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	P&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;RF_MSP1&gt; Since January 2009 have you purchased and installed any refrigeration equipment at this facility?</b>																							
Yes	37.05	39.06	36.17	34.16	44.05	28.85	30.59	28.15	9.08	37.28	36.79	22.62	39.33	36.74	66.50	54.35	38.02	37.03	24.21	35.29	27.21	20.66	36.23
No	57.89	56.22	59.54	56.45	49.12	67.00	67.25	69.94	90.92	56.17	59.80	77.38	55.46	59.15	33.50	41.91	60.74	51.54	71.26	61.91	66.23	72.38	50.78
Refused	0.10	0.26	0.00	0.00	0.19	0.00	0.00	0.00	0.00	0.19	0.00	0.00	0.00	0.00	0.00	1.86	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	4.96	4.46	4.30	9.40	6.64	4.15	2.16	1.92	0.00	6.35	3.41	0.00	5.21	4.11	0.00	1.89	1.24	11.43	4.54	2.80	6.56	6.97	12.99
n	2694	1098	1127	469	339	1065	877	367	46	1113	1581	12	383	185	38	104	160	415	167	544	146	366	174
<b>&lt;RFSP2&gt; Since January 2009, did you increase the total volume/capacity of your refrigeration equipment at this facility?</b>																							
Yes	2.27	2.17	2.13	3.13	0.90	1.58	4.88	9.77	0.61	2.47	2.05	9.05	2.73	4.12	0.00	0.00	0.49	3.80	1.48	4.43	2.12	2.84	0.53
No	91.57	92.09	92.75	85.19	89.41	94.05	93.25	88.32	90.90	90.07	93.22	90.95	91.52	90.94	100.00	91.50	98.65	83.24	93.43	92.57	92.70	91.51	76.62
Refused	0.16	0.43	0.00	0.00	0.35	0.00	0.00	0.00	0.00	0.30	0.00	0.00	0.00	0.00	0.00	4.08	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	6.00	5.32	5.12	11.68	9.34	4.37	1.87	1.91	8.49	7.16	4.73	0.00	5.74	4.95	0.00	4.42	0.86	12.96	5.09	2.99	5.19	5.65	22.85
n	1880	744	828	308	202	757	619	267	35	777	1103	8	253	122	16	53	114	298	131	347	117	293	128
<b>&lt;R7&gt; What types of refrigeration measures were installed?</b>																							
Residential Refrigerator	16.17	21.36	12.79	11.89	15.57	17.17	16.58	21.67	25.03	17.46	14.74	33.44	2.12	36.20	37.56	14.69	13.11	17.90	47.64	4.89	5.51	13.52	10.78
Night covers for display cases	1.45	1.35	0.07	8.05	1.23	1.66	2.15	0.00	0.00	2.48	0.30	0.00	4.41	1.32	0.00	9.67	0.00	0.00	0.00	1.13	0.00	0.00	0.00
Strip Curtains	0.55	0.47	0.74	0.00	0.58	0.98	0.00	0.00	0.00	1.05	0.00	0.00	1.16	0.00	0.00	4.61	0.00	0.00	0.00	0.46	0.00	0.00	0.00
Glass doors on vertical open display cas	2.37	2.07	1.89	5.66	1.69	1.82	5.18	4.66	0.00	0.99	3.90	0.00	3.29	2.72	2.56	0.00	0.00	2.39	5.88	2.73	15.54	3.70	0.00
Reach in display cases	8.10	9.22	4.34	20.92	8.69	8.44	6.22	2.45	0.00	9.54	6.51	0.00	27.28	6.50	2.91	21.33	0.00	3.29	0.00	10.10	24.74	7.08	0.00
Main door cooler/freezer door gaskets	1.89	0.45	1.71	8.10	1.87	2.34	1.51	1.34	0.00	1.41	2.42	0.00	1.58	11.59	0.00	4.61	0.00	1.82	0.00	2.43	11.49	0.00	0.00
Auto closers for coolers/freezers	0.87	0.61	0.27	4.57	0.64	1.47	1.10	0.00	0.00	0.24	1.57	0.00	0.68	0.00	0.00	0.95	0.00	0.96	0.00	1.46	11.49	0.00	0.00
Anti-sweat heat controllers	0.85	0.92	0.00	4.43	1.19	0.61	0.00	0.00	0.00	0.71	1.00	0.00	2.95	0.00	0.00	0.35	0.00	0.00	0.00	12.63	0.00	0.00	0.00
Insulate bare suction pipes	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Multiplex compressor systems	4.37	2.70	3.77	13.45	3.12	6.53	6.77	1.48	17.23	3.61	5.22	0.00	7.34	6.74	2.91	10.68	1.47	1.08	0.00	6.86	11.49	3.01	5.74
Condensers	8.57	7.45	6.78	20.89	8.00	14.80	4.18	2.66	27.99	9.35	7.70	0.00	8.01	16.15	0.14	36.39	0.43	7.48	1.43	9.55	11.49	8.08	18.88
Floating head pressure controllers	0.34	0.83	0.00	0.00	0.54	0.00	0.00	0.00	0.00	0.64	0.00	0.00	2.95	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Evaporative fan coolers	17.71	5.41	28.22	16.50	25.04	9.80	2.43	0.46	2.43	9.42	26.91	0.00	9.07	4.78	2.91	11.43	48.94	13.25	0.00	9.78	11.49	4.37	10.04
Vending machine controllers	1.58	0.73	1.51	5.11	1.83	0.53	1.57	4.17	0.00	1.97	1.15	0.00	0.00	0.00	0.00	3.69	1.55	0.00	0.00	11.49	0.00	0.00	0.00
Under Counter Refrigerator	2.20	1.95	2.12	3.49	0.86	2.34	6.90	1.77	0.00	1.52	2.95	0.00	2.44	1.37	2.91	4.43	0.00	0.00	0.00	8.77	3.70	0.00	0.00
Walk-in Refrigerator / Freezer	12.01	19.44	7.45	4.64	14.14	10.16	6.61	10.80	0.00	17.24	6.21	0.00	7.50	9.47	1.11	5.40	4.09	31.25	15.18	4.04	30.84	29.66	26.27
Upright Refrigerator / Freezer	16.24	15.89	16.75	15.27	13.99	16.36	23.07	26.59	0.00	21.25	10.69	0.00	13.19	11.37	48.91	5.53	7.39	6.23	18.17	23.25	36.41	36.02	7.05
Other	24.32	28.29	22.16	19.10	22.68	27.75	25.91	27.72	29.75	26.09	22.35	66.56	28.83	17.80	21.63	20.27	26.09	19.50	16.09	29.42	7.42	11.14	43.94
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	4.41	5.05	4.43	1.93	4.64	3.32	4.57	6.67	0.00	3.24	5.71	0.00	11.20	5.91	0.14	5.19	6.07	1.04	0.00	6.12	2.75	2.24	0.69
n	821	356	304	167	141	317	258	100	11	338	483	4	135	63	22	51	46	177	38	197	29	73	46
<b>&lt;R18&gt; Does your organization have plans to install high efficiency refrigeration equipment within the next year?</b>																							
Yes	9.07	10.74	7.49	10.31	10.98	7.12	7.36	5.97	1.37	11.44	6.55	0.00	12.35	5.15	6.21	5.91	9.31	13.80	6.94	7.35	19.18	3.62	4.19
No	84.62	83.28	86.53	80.82	82.72	84.44	88.17	91.57	97.62	82.38	87.00	100.00	77.12	89.75	87.13	89.77	88.16	79.45	88.75	85.79	68.30	89.94	84.52
Refused	0.10	0.25	0.00	0.00	0.19	0.00	0.00	0.00	0.00	0.19	0.00	0.00	0.00	0.00	0.00	1.84	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	6.22	5.72	5.98	8.88	6.11	8.44	4.47	2.46	1.01	6.00	6.45	0.00	10.54	5.10	6.66	2.49	2.53	6.75	4.31	6.86	12.52	6.44	11.28
n	2979	1175	1285	519	339	1093	970	521	56	1146	1833	12	392	209	38	108	188	499	215	546	178	375	219
<b>&lt;G1&gt; Which of the following natural gas equipment is present at this facility?</b>																							
Water Heater	52.70	48.68	54.69	59.91	51.60	57.40	53.71	40.33	23.86	52.10	53.14	33.07	59.58	66.66	26.74	67.89	64.79	40.11	46.08	70.16	40.09	78.70	33.09
Furnace	22.55	21.46	23.37	23.21	25.14	21.84	19.29	17.27	22.06	21.06	23.65	18.63	21.68	21.49	13.48	21.76	34.28	16.91	15.14	22.03	18.84	40.22	10.51
Boiler	28.88	30.28	26.73	33.03	41.48	28.51	9.28	3.30	8.37	37.18	22.72	75.33	10.00	33.83	85.82	65.12	29.80	24.09	44.69	13.72	8.28	36.01	9.94
Stove	17.94	16.03	18.06	25.21	15.54	21.78	20.87	11.71	11.84	20.59	15.98	26.28	29.16	28.21	34.05	44.60	5.67	19.35	8.50	48.55	8.08	57.34	2.85
Clothes Dryer	8.05	5.52	8.83	14.83	6.95	11.30	7.39	5.84	0.36	9.40	7.06	4.29	3.57	25.35	13.58	50.71	2.06	13.24	4.04	2.42	1.07	27.45	3.43
Heater	1.44	1.40	1.67	0.59	1.73	1.43	0.75	1.59	9.09	1.62	1.31	0.00	2.22	1.19	0.00	0.37	1.08	2.44	1.94	0.65	1.58	0.45	1.00
Oven	2.07	2.01	1.73	3.85	2.59	1.94	1.58	0.46	0.00	1.84	2.23	0.00	5.41	0.00	4.01	2.11	2.18	2.05	0.39	4.82	1.09	2.76	0.32
Fireplace	0.11	0.10	0.07	0.36	0.00	0.07	0.36	0.25	0.00	0.09	0.13	0.00	0.00	0.09	0.00	0.58	0.00	0.18	0.00	0.83	0.00	0.00	0.00
HVAC equipment	0.65	0.92	0.51	0.15	0.51	0.72	0.63	1.31	0.52	0.92	0.44	0.00	0.16	0.57	0.00	0.00	0.46	0.52	0.57	0.20	2.20	2.10	0.24
Paint booth	0.08	0.05	0.07	0.28	0.00	0.17	0.20	0.00	0.00	0.11	0.07	0.00	0.00	0.00	0.00	0.00	0.14	0.12	0.00	0.00	0.27	0.00	0.00
Generator / Cogen Equipment	0.60	0.27	1.00	0.08	1.01	0.42	0.08	0.04	0.00	1.02	0.28	0.00	0.00	0.44	0.00	0.00	1.93	0.54	0.03	0.00	0.00	0.00	0.00
Washing Machine	0.04	0.05	0.02	0.03	0.00	0.09																	

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;NG1&gt; Who is your natural gas provider?</b>																							
PG&E	37.68	81.51	6.42	1.30	39.73	34.88	36.20	36.37	72.13	38.36	37.13	2.57	31.34	43.82	29.18	25.70	46.11	32.98	39.50	31.33	40.76	29.35	34.14
SoCalGas	33.67	2.93	68.44	3.61	33.21	34.38	33.75	34.44	12.38	34.07	33.34	60.45	30.27	28.07	21.38	35.16	30.35	36.25	37.87	34.19	32.83	47.57	36.73
SDG&E	10.44	0.11	2.13	86.73	10.37	11.87	9.18	8.78	1.27	9.01	11.58	28.92	16.69	12.43	11.13	21.52	7.80	10.24	10.58	11.49	9.14	8.23	6.63
The Gas Co.	2.39	1.38	3.74	0.48	2.46	1.69	2.75	3.79	0.00	1.78	2.87	0.00	5.17	3.31	1.40	0.94	3.26	2.25	1.39	3.44	0.64	0.24	2.10
Propane	0.24	0.26	0.20	0.28	0.00	0.16	0.75	1.11	0.00	0.13	0.32	0.00	0.56	0.00	0.00	0.34	0.07	0.44	0.10	0.58	0.44	0.28	0.00
Tiger Natural Gas	0.52	1.10	0.04	0.37	0.27	0.83	0.87	0.32	0.00	0.64	0.43	0.00	2.92	0.09	0.00	0.93	0.00	0.49	0.63	1.56	0.09	0.69	0.00
Southwest Gas	0.35	0.02	0.71	0.00	0.10	0.76	0.27	1.03	0.00	0.09	0.55	0.00	0.00	0.00	1.18	0.43	0.01	0.33	0.30	0.98	0.94	0.61	0.00
Sempra Energy	0.43	0.00	0.89	0.15	0.35	0.50	0.61	0.26	0.00	0.60	0.30	0.00	0.00	0.08	0.00	1.04	0.89	0.06	0.47	0.37	0.00	0.25	0.63
SPURR	0.25	0.58	0.00	0.00	0.10	0.69	0.12	0.00	0.89	0.37	0.15	0.00	0.00	0.00	0.00	0.00	0.00	0.06	0.32	0.00	0.00	4.63	0.00
Other	5.95	7.52	5.71	0.86	7.50	4.23	4.56	3.96	12.78	8.47	3.93	1.97	3.15	3.42	31.67	7.40	6.89	5.75	3.14	4.95	1.35	3.69	1.92
Refused	0.10	0.08	0.08	0.27	0.00	0.20	0.18	0.26	0.00	0.05	0.14	4.18	0.38	0.00	0.00	0.00	0.00	0.08	0.13	0.00	0.15	0.00	0.00
Don't Know	8.00	4.51	11.63	5.95	5.93	9.80	10.77	9.69	0.55	6.44	9.25	1.91	9.53	8.79	4.07	6.53	4.64	11.08	5.60	11.10	13.89	4.06	17.85
n	4544	1720	2049	775	352	1339	1439	1299	115	1357	3187	20	212	367	41	166	451	962	716	474	414	414	307
<b>&lt;MSP1&gt; Since January 2009 have you purchased and installed any natural gas equipment at this facility?</b>																							
Yes	18.07	17.37	18.93	17.11	20.10	17.71	14.30	13.34	8.08	25.02	12.50	2.29	12.83	19.50	45.89	41.21	19.62	14.52	10.33	22.39	9.39	24.30	8.86
No	79.33	80.16	78.06	81.55	77.05	79.83	83.39	84.89	91.92	72.53	84.79	97.71	82.56	53.49	56.03	79.91	81.56	87.16	74.71	86.52	72.83	82.38	82.38
Refused	0.05	0.03	0.08	0.00	0.00	0.00	0.17	0.31	0.00	0.05	0.05	0.00	0.38	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.29	0.00	0.00
Don't Know	2.55	2.44	2.93	1.34	2.85	2.47	2.13	1.46	0.00	2.41	2.66	0.00	4.23	2.14	0.63	2.76	0.47	3.92	2.52	2.91	3.79	2.87	8.77
n	4544	1720	2049	775	352	1339	1439	1299	115	1357	3187	20	212	367	41	166	451	962	716	474	414	414	307
<b>&lt;GG1&gt; Are greenhouses present at your facility?</b>																							
Yes	1.65	1.57	1.56	2.44	2.22	1.44	0.98	0.60	0.04	2.54	1.00	33.50	0.01	2.03	12.76	0.18	0.57	0.88	0.19	0.00	2.20	9.82	0.44
No	97.78	97.72	97.91	97.37	97.63	97.38	98.23	98.85	99.96	97.12	98.26	66.50	99.42	97.40	86.83	98.43	98.86	98.74	98.88	99.31	97.38	89.41	99.56
Refused	0.02	0.00	0.04	0.00	0.00	0.00	0.08	0.00	0.00	0.04	0.00	0.00	0.27	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	0.55	0.71	0.49	0.19	0.15	1.18	0.71	0.55	0.00	0.31	0.74	0.00	0.30	0.57	0.41	1.39	0.57	0.37	0.93	0.69	0.42	0.78	0.00
n	7040	2497	3214	1329	399	1708	2169	2605	159	1890	5150	25	355	572	43	189	661	1483	1177	587	860	472	616
<b>&lt;GG1A&gt; How many square feet of greenhouses do you have at your facility?</b>																							
0 to 1,500 sq ft	80.55	66.05	95.08	75.97	87.96	71.85	67.54	33.78	0.00	89.38	63.98	81.75	100.00	73.77	100.00	100.00	100.00	17.70	21.44	0.00	90.92	77.77	20.80
1,501 to 5,000 sq ft	5.54	10.34	1.64	4.37	0.00	16.15	14.49	9.23	37.94	4.40	7.67	0.00	0.00	26.23	0.00	0.00	0.00	27.38	0.00	6.86	14.57	0.00	0.00
5,001 to 10,000 sq ft	1.50	3.04	0.00	1.84	0.00	5.55	2.31	0.00	62.06	0.95	2.52	0.00	0.00	0.00	0.00	0.00	3.00	0.00	0.00	0.00	1.64	59.67	0.00
75,001 to 100,000 sq ft	0.69	1.72	0.00	0.00	0.00	3.15	0.00	0.00	0.00	0.00	1.99	0.00	0.00	0.00	0.00	0.00	0.00	43.88	0.00	0.00	0.00	0.00	0.00
More than 100,000 sq ft (Ag area)	0.11	0.00	0.26	0.00	0.00	0.00	0.00	4.46	0.00	0.00	0.33	0.00	0.00	0.00	0.00	0.00	0.00	7.30	0.00	0.00	0.00	0.00	0.00
Don't Know	11.61	18.85	3.02	17.81	12.04	3.30	15.65	52.53	0.00	5.27	23.52	18.25	0.00	0.00	0.00	0.00	0.00	79.30	0.00	2.22	6.03	19.53	0.00
n	87	58	75	14	8	38	27	10	4	41	46	5	1	7	1	2	4	11	4	0	8	47	3
<b>&lt;GG1A1&gt; If you don't know, would you say that the square feet for the greenhouse is...</b>																							
Less than 1500 sq ft	29.13	21.85	100.00	14.07	0.00	100.00	68.64	100.00	0.00	32.18	27.85	0.00	0.00	0.00	0.00	0.00	0.00	28.67	0.00	0.00	0.00	100.00	0.00
Between 1500 and 5000 sq ft	48.32	74.35	0.00	0.00	69.45	0.00	16.31	0.00	0.00	0.00	68.64	0.00	0.00	0.00	0.00	0.00	0.00	71.33	0.00	0.00	100.00	0.00	0.00
Between 500 and 10,000 sq ft	20.08	0.00	0.00	86.93	30.55	0.00	0.00	0.00	0.00	67.82	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	2.47	3.80	0.00	0.00	0.00	0.00	15.05	0.00	0.00	0.00	3.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00
n	10	7	1	2	2	2	5	1	0	4	6	1	0	0	0	0	0	3	0	0	1	4	1
<b>&lt;M1A&gt; Do you currently have any motors installed in your facility?</b>																							
Yes	60.81	60.50	60.40	63.93	82.62	51.53	34.73	24.59	41.40	68.67	54.98	75.61	41.80	48.14	98.64	68.15	86.58	58.38	52.53	31.18	38.47	53.42	56.48
No	37.04	36.78	37.81	35.47	15.55	45.75	62.82	74.09	58.60	29.69	42.49	20.37	57.11	47.50	1.16	28.10	11.12	40.37	45.80	65.82	58.08	43.41	42.27
Refused	0.24	0.46	0.07	0.09	0.24	0.39	0.13	0.01	0.00	0.39	0.19	0.00	0.41	3.22	0.00	0.00	0.00	0.09	0.00	0.00	0.78	0.01	0.00
Don't Know	1.91	2.25	1.92	0.50	1.60	2.33	2.33	1.32	0.00	1.34	2.34	4.02	0.68	1.14	0.20	3.75	2.30	1.16	1.67	3.00	2.67	3.16	1.25
n	7039	2497	3213	1329	398	1708	2169	2605	159	1890	5149	25	355	572	43	189	660	1483	1177	587	860	472	616
<b>&lt;M2&gt; How many motors are currently installed at your facility?</b>																							
1 to 5	21.26	21.70	20.60	22.47	7.76	34.07	60.22	67.59	65.15	17.43	24.81	1.02	26.58	55.27	8.20	16.92	6.66	26.07	34.10	50.98	34.37	37.44	27.62
6 to 10	9.32	11.14	7.23	11.36	6.61	13.10	15.24	17.28	21.94	7.96	10.57	62.76	23.96	8.20	0.49	7.99	3.90	17.45	10.12	20.08	2.94	9.69	9.80
11 to 20	9.70	9.46	10.06	9.08	8.29	12.25	13.01	8.77	10.13	7.89	11.38	1.82	18.40	10.47	2.44	9.19	7.19	10.97	14.47	12.62	14.81	9.87	4.87
21 to 50	16.08	19.55	13.82	12.51	17.64	19.13	5.45	2.07	1.33	15.96	16.19	0.00	4.43	13.64	28.92	11.27	11.92	23.41	22.25	3.10	14.27	20.73	17.95
51 to 100	9.00	7.83	10.03	9.80	11.10	7.84	1.39	2.00	1.32	12.40	5.85	10.12	8.47	10.10	14.33	6.12	11.74	1.72	6.27	7.25	11.86	9.91	12.94
101 to 200	8.10	5.16	10.82	7.60	11.26	3.42	1.23	0.57	0.03	11.04	5.38	0.00	0.73	0.00	1.28	5.57	15.18	9.10	0.80	0.00	6.39	4.70	3.50
201 to 500	10.40	13.78	7.26	11.05	15.55	1.77	0.58	0.00	0.00	10.77	10.07	0.00	4.48	0.33	8.75	11.99	22.47	1.36	4.24	0.87	3.32	2.52	3.76

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PO&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;M1&gt; What two or three applications account for most of the motor energy used in your facility?</b>																							
Elevator	15.03	13.78	15.43	18.15	17.27	13.17	8.87	4.15	10.01	22.08	8.51	2.45	5.22	15.54	40.81	34.00	1.76	20.39	36.74	0.73	18.89	8.15	16.37
Pumping	27.33	29.09	23.27	38.20	29.57	25.33	20.84	18.84	44.64	28.92	25.86	27.91	12.96	26.08	55.48	62.84	24.04	28.55	31.46	8.17	10.94	42.23	19.18
Fans/Blowers	27.45	32.63	21.51	33.27	28.87	25.88	25.33	16.07	13.77	29.19	25.84	24.64	15.95	25.76	18.46	41.73	25.67	19.65	35.70	43.67	39.96	32.44	26.68
Compressed Air	31.43	32.99	31.88	23.43	33.92	25.21	26.66	41.71	11.26	29.15	33.54	24.28	24.86	17.34	31.50	13.10	44.62	25.27	18.01	19.39	34.27	9.77	35.84
Materials handling (conveyor belts)	17.81	18.27	19.97	6.62	23.24	9.70	6.58	3.05	43.84	9.62	25.38	0.00	2.22	1.27	3.57	2.12	37.28	3.05	3.86	9.43	12.75	0.46	37.58
Production process machinery	26.66	18.52	36.10	17.04	31.10	18.72	17.83	22.93	0.03	23.37	29.71	0.35	7.59	3.65	1.18	0.76	56.31	10.33	3.52	10.34	22.98	0.30	38.61
Ventilation/HVAC	30.89	34.80	28.75	25.04	36.20	25.29	17.66	8.12	0.28	38.40	23.93	73.83	26.28	32.34	63.51	45.33	20.03	35.02	43.20	27.29	29.10	38.21	15.05
Boiler fans	4.95	4.86	5.73	1.93	5.99	3.85	2.41	0.38	0.42	6.34	3.67	0.00	0.44	2.92	20.08	13.32	4.62	1.32	5.98	2.65	1.40	1.94	8.09
Power / Generators	3.04	2.73	3.55	2.00	2.45	5.22	2.59	1.80	0.10	3.11	2.98	0.00	7.87	12.93	1.97	2.39	0.32	4.44	5.65	1.72	6.56	2.83	0.33
Film Projector, Popcorn Maker	0.03	0.02	0.00	0.20	0.00	0.13	0.00	0.14	0.00	0.02	0.04	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.18	0.00	0.00	0.00	0.00
Washer and Dryer	0.40	0.20	0.51	0.70	0.12	0.68	1.31	0.98	0.00	0.16	0.63	0.00	0.94	0.00	0.00	1.48	0.45	0.50	0.00	0.87	0.00	0.00	0.61
Lab Equipment	0.85	0.20	1.07	2.41	1.09	0.53	0.06	1.17	0.00	0.92	0.78	0.00	0.00	0.00	8.62	7.85	0.00	0.35	0.25	0.00	0.00	0.00	0.00
Pool / Spa / Jacuzzi	0.12	0.02	0.22	0.07	0.10	0.03	0.12	1.32	0.00	0.17	0.08	0.00	0.00	0.00	0.00	0.20	0.00	0.18	0.18	0.00	0.00	1.99	0.00
Refrigeration	2.28	2.76	1.78	2.61	1.82	2.87	4.09	0.81	0.00	2.85	1.76	0.00	20.52	2.55	0.00	0.00	1.02	0.50	0.14	11.34	0.00	1.04	8.27
Gate / Garage opener	0.46	0.35	0.59	0.32	0.10	0.48	2.07	1.72	0.00	0.22	0.88	0.00	0.00	0.54	0.00	0.00	0.07	2.14	0.16	0.00	0.00	0.00	0.85
Other	6.26	3.32	8.16	9.32	6.50	5.72	6.57	7.30	0.16	7.48	5.12	0.36	2.48	1.63	1.27	6.14	4.36	12.43	6.05	5.83	12.72	7.34	3.12
Refused	0.08	0.18	0.00	0.08	0.12	0.00	0.07	0.00	0.00	0.16	0.02	0.00	0.00	0.00	0.00	2.12	0.00	0.00	0.00	0.25	0.00	0.00	0.00
Don't Know	1.65	3.26	0.51	0.40	1.35	2.36	2.22	0.87	0.00	2.73	0.86	0.00	0.84	0.85	0.00	1.62	2.50	1.46	1.43	1.25	0.20	1.18	2.57
n	2406	905	1024	477	309	847	668	538	46	771	1635	71	705	195	35	91	449	578	262	166	183	204	787
<b>&lt;COMP1&gt; Since January 2009 have you purchased and installed any computers or laptops at this facility?</b>																							
Yes	67.36	69.26	65.45	68.47	75.57	65.63	56.90	51.21	44.47	72.44	62.98	92.79	40.09	64.87	78.67	71.98	81.19	65.04	62.15	41.80	61.18	74.59	74.16
No	27.47	26.33	29.06	24.83	17.82	28.52	40.85	46.61	55.51	22.73	31.98	6.29	51.14	28.48	17.69	22.57	16.28	28.48	29.07	57.19	36.19	11.57	21.55
Refused	0.14	0.14	0.18	0.00	0.24	0.06	0.07	0.00	0.00	0.12	0.18	0.00	0.29	1.17	0.00	0.00	0.00	0.00	0.48	0.00	0.19	0.00	0.00
Don't Know	5.02	4.28	5.31	6.70	6.37	5.78	2.17	2.17	0.02	4.70	5.30	0.97	8.49	5.48	3.64	5.45	2.53	6.49	8.30	1.01	2.44	13.84	4.29
n	7286	2674	3436	1176	576	2079	2111	2373	147	2261	5025	26	411	616	48	188	657	1476	1222	577	887	463	715
<b>&lt;COMP2&gt; How many computers or laptops were purchased and installed at this facility?</b>																							
1 to 5	25.12	25.70	24.96	23.49	8.20	27.06	55.13	79.13	78.84	19.51	30.69	0.50	68.65	32.37	0.55	29.73	11.58	31.55	25.14	88.03	36.39	1.74	24.41
6 to 10	11.46	11.05	12.53	8.41	9.21	13.71	15.05	11.40	0.81	7.57	15.32	0.29	5.84	11.65	1.31	11.16	14.62	15.21	7.46	9.80	11.94	1.08	13.12
11 to 20	12.49	14.81	10.40	12.21	13.72	12.48	11.34	4.72	0.28	13.16	11.82	0.11	14.47	14.65	1.30	4.47	18.44	10.85	8.84	50.40	20.80	5.45	10.52
21 to 50	13.94	17.49	10.87	12.89	16.19	16.57	7.81	1.41	0.98	9.07	18.77	43.92	8.18	14.53	4.03	16.91	18.31	12.67	7.24	0.00	12.54	21.06	18.94
51 to 100	14.42	8.93	19.11	16.26	20.95	11.85	3.14	0.40	10.04	19.19	9.69	29.73	0.00	10.91	9.58	18.18	18.99	12.03	14.69	0.00	4.33	31.62	16.25
101 to 200	3.22	3.12	3.43	2.69	4.96	2.01	0.73	0.07	0.00	4.43	2.02	9.45	0.00	0.92	18.67	0.34	1.87	4.37	3.82	0.00	0.24	9.46	0.95
201 to 500	1.21	0.09	1.37	5.04	2.21	0.20	0.00	0.00	0.00	2.22	0.20	0.00	0.00	0.00	11.04	0.00	1.97	0.00	0.79	0.00	0.00	0.60	0.00
Refused	1.04	2.29	0.07	0.18	1.80	0.25	0.17	0.03	0.00	1.73	0.35	5.62	0.00	0.00	0.00	1.92	0.00	0.57	5.90	0.00	0.00	0.04	0.00
Don't Know	17.11	16.51	17.26	18.82	22.78	15.87	6.64	2.84	0.05	23.12	11.13	10.38	2.87	14.97	53.52	17.29	14.22	12.74	26.13	1.23	13.76	28.96	15.80
n	4237	1573	1977	687	399	1371	1250	1143	74	1416	2821	27	180	389	34	117	464	753	765	238	476	342	458
<b>&lt;OT2&gt; Besides what we have already covered, since January 2009, have you added or replaced any other equipment that is expected to significantly affect overall energy consumption?</b>																							
Yes	18.46	20.36	18.05	12.58	27.84	11.46	8.94	8.71	8.17	21.89	15.93	10.12	9.66	10.98	28.39	16.49	29.21	22.81	13.35	7.34	9.16	13.02	14.45
No	78.61	75.53	79.79	85.79	68.21	85.56	89.69	90.92	91.80	74.81	81.44	89.88	83.97	83.27	48.40	81.57	68.65	76.40	84.47	91.40	88.17	84.58	85.15
Refused	0.22	0.46	0.05	0.00	0.24	0.36	0.08	0.00	0.00	0.30	0.16	0.00	0.27	3.22	0.00	0.00	0.04	0.00	0.00	0.00	0.78	0.00	0.00
Don't Know	2.70	3.64	2.10	1.64	3.72	2.62	1.28	0.37	0.03	3.00	2.48	0.00	6.10	2.53	23.21	1.94	2.11	0.79	2.18	1.25	1.89	2.40	4.00
n	7039	2497	3213	1329	398	1708	2169	2605	159	1890	5149	25	355	572	43	189	660	1483	1177	587	860	472	616
<b>&lt;OT5&gt; Please describe the type of equipment that was installed?</b>																							
Computers / Servers	7.42	7.31	6.44	14.59	6.75	9.77	8.35	7.79	0.33	8.64	6.17	0.00	0.00	7.55	47.92	24.76	2.01	7.50	9.55	1.13	2.80	9.11	4.92
Office Equipment (copiers, printers, fax machines etc.)	6.77	2.78	10.49	8.55	4.76	6.93	13.89	27.55	57.81	6.48	7.06	3.42	37.28	0.61	0.00	0.00	1.03	7.67	13.03	4.61	4.44	4.57	38.64
Lab / Scientific Equipment	2.57	1.51	0.86	20.96	1.94	4.52	3.82	3.12	0.09	0.33	4.86	0.00	3.05	24.09	0.72	0.00	3.80	0.72	0.00	0.00	0.71	0.00	5.31
Air Compressor	18.43	23.49	15.73	2.80	23.52	7.51	4.61	2.46	0.00	14.66	22.28	0.00	4.25	0.00	0.00	0.00	43.80	1.07	4.52	0.00	0.47	0.00	4.68
Indoor / Outdoor Lighting	7.69	6.48	9.35	4.69	8.00	6.31	6.64	10.59	41.77	11.20	4.11	0.00	0.83	13.86	0.00	2.48	6.71	9.07	6.19	3.17	30.76	5.59	5.27
Ventilation / HVAC	19.97	15.61	24.31	20.20	22.80	14.86	13.14	4.14	0.11	21.06	18.87	0.00	5.20	19.97	44.96	27.58	15.56	33.61	21.59	5.68	0.32	16.52	0.35
Natural Gas Equipment	0.08	0.06	0.02	0.57	0.00	0.00	0.48	0.81	0.00	0.04	0.11	0.00	0.00	0.00	0.00	0.00	0.03	0.21	0.00	0.69	0.00	0.00	0.00
Insulation or Windows	1.77	0.98	2.69	0.93	1.25	1.36	6.16	1.66	0.00	2.32	1.22	0.00	0.00	7.05	0.00	1.72	0.80	5.40	6.18				



# ***Appendix B***

## **Telephone Survey Banners Weighted by Count**

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Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SC&E(%)	SD&G&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;FM050&gt; What is the main business activity at this facility?</b>																							
Offices (non-medical)	20.18	19.66	20.07	22.71	20.36	16.12	14.58	22.00	19.31	14.93	21.01	0.00	0.60	7.23	0.00	0.35	4.61	5.73	80.79	0.38	3.99	2.06	13.50
Restaurant/Food Service	7.08	7.44	6.46	8.58	1.04	9.94	21.55	3.24	4.64	12.58	6.21	0.00	4.61	0.00	0.00	0.00	0.33	0.12	0.24	89.46	0.29	0.09	0.23
Food Store (grocery/liquor/convenience)	2.10	2.05	2.13	2.16	11.18	5.63	5.16	0.92	2.68	5.76	1.52	0.00	59.77	0.00	0.00	0.00	0.15	0.00	0.00	5.74	1.26	0.00	0.22
Agricultural (farms, greenhouses)	0.36	0.58	0.24	0.09	1.18	0.28	0.37	0.39	0.00	0.38	0.36	0.00	0.00	0.00	0.00	0.00	0.49	0.51	0.27	0.00	0.34	0.00	0.84
Retail Stores	13.57	15.92	11.84	13.25	11.73	12.70	12.02	13.73	17.45	14.71	13.38	0.00	12.70	0.45	0.00	0.00	1.46	3.46	2.40	2.51	79.51	0.00	4.06
Warehouse	6.34	7.35	5.66	5.52	5.10	5.73	5.51	6.70	5.37	4.02	6.71	0.00	1.07	0.02	0.58	0.00	5.19	1.55	0.70	0.00	4.70	0.00	65.96
Health Care	5.64	6.03	4.89	7.62	6.70	6.44	4.78	5.94	4.26	4.79	5.78	0.00	0.00	86.70	95.01	1.67	0.10	0.72	1.29	0.00	0.67	0.00	0.01
Education	3.65	4.96	2.77	2.55	5.00	10.49	3.86	2.90	7.32	4.21	3.56	96.92	0.00	1.05	0.00	0.12	0.00	5.29	0.95	0.00	0.00	92.24	0.37
Lodging (hotel/rooms)	1.43	1.57	1.22	1.84	4.03	4.43	2.22	1.04	1.10	2.41	1.27	0.00	0.00	0.07	0.00	78.35	0.00	1.30	0.20	0.00	0.00	0.00	0.06
Public Assembly (church, fitness, theatre, library, museum, convention)	6.67	7.02	6.23	7.33	1.99	5.75	7.75	6.42	7.29	6.95	6.62	3.08	0.00	1.04	0.00	0.96	0.41	17.75	1.16	0.02	1.12	1.36	1.99
Services (hair, nail, massage, spa, gas, repair)	13.83	13.43	14.43	12.62	1.80	3.76	7.74	16.87	5.63	15.42	13.57	0.00	16.93	1.05	0.00	9.45	3.96	32.28	4.28	0.81	5.48	0.00	5.08
Industrial (food processing plant, Manufacturing)	7.34	6.85	7.39	9.84	25.69	13.31	7.44	6.79	7.23	6.60	7.46	0.00	0.96	0.05	0.00	0.00	80.42	3.00	1.72	0.56	1.23	0.00	4.83
Laundry (Coin Operated, Commercial Laundry Facility, Dry Cleaner)	0.54	0.31	0.73	0.60	0.33	0.32	0.74	0.55	0.00	0.93	0.48	0.00	0.00	0.00	0.00	0.00	0.12	1.57	0.00	0.00	0.00	0.00	0.00
Condo Assoc./Apartment Mgr (Garden Style, Mobile Home Park, Highrise, Townhouse)	8.56	3.02	14.40	3.25	0.80	2.40	3.38	9.81	15.60	3.29	9.40	0.00	0.00	2.33	3.60	9.11	0.00	22.14	3.72	0.00	0.18	0.00	0.62
Public Service (fire, police, postal, military)	1.22	1.56	0.93	1.22	2.15	1.58	1.78	1.07	0.81	1.90	1.11	0.00	0.59	0.00	0.59	0.00	0.00	2.72	1.25	0.00	0.00	0.08	0.47
Other	1.36	2.19	0.80	0.68	0.83	1.09	0.90	1.51	1.21	1.04	1.40	0.00	2.78	0.01	0.23	0.00	2.75	1.60	1.04	0.16	1.21	4.18	1.53
Refused	0.09	0.20	0.01	0.06	0.09	0.00	0.01	0.11	0.10	0.01	0.10	0.00	0.00	0.00	0.00	0.00	0.00	0.23	0.00	0.00	0.02	0.00	0.08
Don't Know	0.05	0.07	0.02	0.09	0.00	0.00	0.19	0.01	0.00	0.07	0.04	0.00	0.00	0.00	0.00	0.00	0.00	0.03	0.00	0.36	0.00	0.00	0.13
n	7890	2887	3617	1986	665	2338	2222	2606	159	2487	5403	29	486	633	59	199	696	1637	1313	595	1019	479	745
<b>&lt;FM050A&gt; Which of the following types of offices best describes this facility?</b>																							
Administration and management	30.38	31.25	29.52	30.90	22.22	31.35	32.35	29.94	32.25	33.57	30.01	0.00	0.00	58.33	0.00	0.00	20.67	20.07	31.24	100.00	50.34	92.96	16.85
Financial / Legal	15.12	14.95	14.70	17.21	1.38	8.49	14.70	15.43	17.57	9.94	15.72	0.00	0.00	0.00	0.00	0.00	0.00	3.94	18.17	0.00	2.91	0.00	0.00
Insurance/Real Estate	14.76	15.45	16.22	7.11	4.80	3.53	7.98	17.69	0.00	21.36	14.00	0.00	0.00	0.00	0.00	0.00	0.00	3.19	17.89	0.00	0.00	0.00	0.28
Data Processing/Computer Center	1.43	1.84	0.35	4.25	7.99	4.54	0.77	1.46	0.00	0.91	1.50	0.00	0.00	0.00	0.00	0.00	0.00	12.06	0.54	0.00	0.33	0.00	0.00
Mixed-Use/Multi-tenant	13.63	11.04	16.29	11.82	38.79	26.68	15.75	11.57	24.88	12.57	13.76	0.00	0.00	0.00	0.00	0.00	10.70	8.36	14.84	0.00	28.74	0.00	0.00
Lab/R&D Facility	2.31	2.12	1.70	5.22	10.65	7.99	5.40	1.60	0.00	4.19	2.10	0.00	0.00	9.21	0.00	0.00	3.37	22.25	0.42	0.00	0.00	0.00	0.00
Software Development	2.09	2.24	2.13	1.50	4.28	2.27	1.78	2.16	1.58	2.92	2.00	0.00	0.00	0.00	0.00	0.00	0.00	5.83	1.81	0.00	5.85	0.00	0.00
Government Services	1.35	1.28	0.98	2.99	3.15	6.03	4.12	0.74	0.00	0.70	1.43	0.00	0.00	0.00	0.00	0.00	0.00	2.52	1.39	0.00	0.00	0.00	0.36
Office w/ Warehouse	5.24	7.82	3.25	4.63	3.53	4.39	7.43	4.53	10.12	3.51	5.45	0.00	0.00	0.00	0.00	0.00	36.99	0.90	0.56	0.00	0.56	0.00	78.22
Contractors' Offices	5.09	4.37	5.88	4.37	0.41	1.16	3.60	5.84	1.58	1.64	5.49	0.00	0.00	0.00	0.00	0.00	23.03	0.00	5.72	0.00	2.91	0.00	0.00
Telecommunications Center (Call Center)	0.72	1.23	0.15	1.23	0.52	1.44	0.50	0.67	1.58	0.00	0.80	0.00	0.00	0.00	0.00	0.00	0.00	0.80	0.00	0.00	0.00	0.00	1.40
Travel Services (Travel Agent)	1.08	1.71	0.76	0.26	0.00	0.00	0.26	1.36	0.00	0.66	1.13	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.33	0.00	0.00	0.00	0.00
Medical / Dental Office	1.05	1.57	0.75	0.49	0.32	0.66	1.68	1.03	0.00	0.77	1.08	0.00	0.00	27.25	0.00	0.00	0.00	0.63	0.91	0.00	0.00	0.00	0.00
Non-Profit	0.89	1.71	0.01	1.59	0.00	0.36	0.36	0.71	4.90	1.51	0.81	0.00	0.00	5.21	0.00	0.00	0.00	2.28	0.80	0.00	0.00	0.00	0.00
Other	4.44	1.38	7.05	4.27	0.00	1.12	3.31	4.74	5.54	4.58	4.42	0.00	0.00	0.00	0.00	0.00	5.24	17.97	3.08	0.00	8.36	7.04	2.90
Refused	0.07	0.00	0.00	0.59	0.00	0.00	0.00	0.10	0.00	0.00	0.08	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.09	0.00	0.00	0.00	0.00
Don't Know	0.33	0.03	0.25	1.59	1.96	0.00	0.00	0.42	0.00	1.15	0.24	0.00	0.00	0.00	0.00	0.00	0.00	0.41	0.00	0.00	0.00	0.00	0.00
n	1788	453	522	213	131	313	278	442	24	338	850	0	0	12	0	0	20	123	930	7	28	3	77
<b>&lt;FM050B&gt; Which of the following types of restaurants or food service best describes this facility?</b>																							
Fast Food or Self Service	32.30	26.93	37.83	31.62	0.00	38.90	33.36	31.84	12.50	35.68	31.20	0.00	14.36	0.00	0.00	0.00	0.00	0.00	0.00	33.07	0.00	100.00	0.00
Specialty/Novelty Food Service	10.96	10.88	10.51	12.96	35.10	1.30	13.05	8.96	8.80	8.21	11.88	0.00	43.38	0.00	0.00	0.00	8.59	29.46	0.00	10.24	69.03	0.00	19.49
Table Service	34.34	40.09	32.24	21.70	64.90	48.31	34.77	28.58	54.61	36.19	33.73	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	35.21	0.00	0.00	0.00
Bar/Tavern/Nightclub/Pub-Micro-Brewery/Entertainment	6.82	5.43	6.20	13.80	0.00	2.06	6.91	6.91	11.21	3.83	7.80	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7.03	0.00	0.00	0.00
Caterer	3.63	2.92	3.35	7.07	0.00	0.48	1.41	7.09	12.80	1.40	4.36	0.00	0.00	0.00	0.00	0.00	0.00	20.69	0.00	3.62	0.00	0.00	0.00
Other	11.76	13.75	9.87	11.44	0.00	8.95	10.50	16.05	0.00	14.71	10.80	0.00	42.26	0.00	0.00	0.00	91.41	49.85	0.00	10.66	30.97	0.00	80.51
Don't Know	0.18	0.00	0.00	1.42	0.00	0.00	0.56	0.00	0.00	0.24	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.18	0.00	0.00	0.00
n	552	206	226	120	4	115	310	115	8	182	370	0	13	0	0	0	3	4	7	525	2	7	3
<b>&lt;FM050C&gt; Which of the following types of food stores best describes this facility?</b>																							
Supermarkets	18.06	19.57	16.40	19.63	92.19	53.16	5.99	15.44	7.25	22.65	15.17	0.00	22.84	0.00	0.00	0.00	0.00	0.00	0.00	4.45	10.43	0.00	0.00
Small General Grocery	18.36	15.74	20.07	20.61	2.38	18.45	21.86	10.44	35.75	23.05	15.40	0.00	24.77	0.00	0.00	0.00	0.00	0.00	0.00	2.41	0.85	0.00	0.00
Specialty/Ethnic Grocery/Deli	19.85	19.64	22.42	9																			

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PO&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)	
<b>&lt;FM050E&gt; Which of the following types of retail stores best describes this facility?</b>																								
Department / Variety Store	21.13	25.08	17.42	18.00	42.09	31.23	16.47	21.09	24.63	23.46	20.72	0.00	8.08	0.00	0.00	0.00	0.00	0.00	10.99	15.57	23.88	0.00	0.00	
Retail Warehouse/Club	10.57	9.21	10.45	17.31	27.22	4.05	13.17	10.75	5.25	10.91	10.51	0.00	1.43	25.48	0.00	0.00	71.20	6.06	23.08	0.00	10.28	0.00	41.83	
Shop in Enclosed Mall	4.16	4.71	3.04	6.07	3.04	2.98	6.35	4.07	1.00	1.14	4.70	0.00	4.31	0.00	0.00	0.00	0.00	0.00	8.97	0.00	4.42	0.00	0.00	
Shop in Strip Mall	18.44	11.71	24.75	23.88	1.19	9.98	19.08	18.75	19.89	14.53	19.14	0.00	21.19	74.52	0.00	0.00	0.00	20.26	7.03	23.04	18.75	0.00	0.00	
Auto / Truck / Motorcycle Sales	4.77	4.55	4.89	5.31	3.15	22.39	6.36	3.34	5.27	5.93	4.56	0.00	0.00	0.00	0.00	0.00	0.00	15.68	0.00	0.00	4.51	0.00	0.00	
Art Gallery	1.77	2.57	1.31	0.00	0.00	0.00	1.95	2.08	0.00	1.60	1.81	0.00	0.00	0.00	0.00	0.00	0.00	9.28	0.00	0.00	1.44	0.00	0.00	
Auction House	0.02	0.03	0.00	0.09	0.00	0.56	0.00	0.00	0.00	0.06	0.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.03	0.00	0.00	
Heavy Equipment Sales	1.23	1.52	0.98	0.95	1.93	0.16	1.25	1.15	2.23	0.32	1.40	0.00	0.00	0.00	0.00	0.00	18.72	0.00	0.00	1.38	0.00	2.58	0.00	
Facility is a Mall/Strip Mall	3.05	1.17	4.73	4.90	3.79	1.25	3.75	2.12	9.59	2.69	3.12	0.00	1.11	0.00	0.00	0.00	0.00	1.69	10.00	4.90	2.99	0.00	0.00	
Stand Alone Retail Store	19.15	19.61	20.38	12.10	1.23	12.67	17.87	20.80	13.31	26.49	17.84	0.00	34.04	0.00	0.00	0.00	10.09	14.80	11.74	7.58	19.69	0.00	6.91	
Other	15.36	19.85	11.42	10.56	16.35	14.72	13.75	15.35	18.83	12.31	15.90	0.00	29.84	0.00	0.00	0.00	0.00	32.23	28.19	48.91	12.23	0.00	48.68	
Refused	0.09	0.00	0.00	0.84	0.00	0.00	0.00	0.13	0.00	0.58	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.10	0.00	0.00	
Don't Know	0.26	0.00	0.63	0.00	0.00	0.00	0.38	0.00	0.00	0.00	0.31	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.31	0.00	0.00	0.00	
n	871	354	354	763	74	207	234	334	22	313	588	0	53	2	0	0	3	30	23	12	737	0	71	
<b>&lt;FM050F&gt; Which of the following types of warehouses best describes this facility?</b>																								
Refrigerated Warehouse	2.82	4.74	1.09	2.02	21.53	11.05	3.76	2.09	1.87	3.37	2.77	0.00	26.72	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3.58
Unconditioned Warehouse,High Bay(lightning higher than 13ft)	21.80	19.82	21.88	31.46	5.61	23.55	22.00	20.61	36.31	26.58	21.35	0.00	0.00	0.00	0.00	0.00	8.66	0.31	50.10	0.00	42.42	0.00	20.81	
Unconditioned Warehouse,Low Bay	7.33	5.47	8.27	11.91	0.00	1.59	1.34	9.57	1.63	1.42	7.88	0.00	0.00	0.00	0.00	0.00	24.76	0.00	13.72	0.00	1.19	0.00	6.99	
Conditioned Warehouse,High Bay(lightning higher than 13ft)	10.16	14.20	7.33	4.23	14.68	7.15	7.84	7.97	43.60	6.19	10.54	0.00	0.00	0.00	0.00	0.00	1.77	7.64	0.00	0.00	20.67	0.00	9.89	
Conditioned Warehouse,Low Bay	0.53	0.59	0.49	0.42	0.00	0.00	1.78	0.31	0.00	0.00	0.58	0.00	0.00	0.00	0.00	0.00	0.57	0.00	0.00	0.00	0.00	0.00	0.65	
Shipping / Distribution Center	27.51	22.06	34.20	20.61	44.26	48.98	38.47	25.36	8.29	41.12	26.24	0.00	55.54	0.00	0.00	0.00	21.24	18.43	8.11	0.00	19.43	0.00	30.00	
Garage / Parking / Storage for Commercial Fleet	7.83	11.33	5.24	3.33	0.00	0.71	1.48	10.25	1.87	1.99	8.37	0.00	0.00	0.00	0.00	0.00	19.87	18.91	0.00	0.00	0.00	0.00	7.43	
Public Self-Storage Facility	7.62	9.39	4.13	16.67	1.51	2.02	11.47	7.69	0.00	2.37	8.11	0.00	17.74	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	9.85	
Other	12.76	10.52	15.62	9.35	7.92	4.95	11.86	14.20	3.22	7.06	13.29	0.00	0.00	0.00	0.00	0.00	23.13	36.40	28.06	0.00	16.29	0.00	9.74	
Don't Know	1.65	1.98	1.74	0.00	4.48	0.00	1.95	3.22	0.90	0.87	0.00	0.00	0.00	0.00	0.00	0.00	0.00	18.30	0.00	0.00	0.00	0.00	1.06	
n	534	165	312	571	39	149	170	165	11	140	394	0	8	0	0	0	28	74	6	0	36	0	442	
<b>&lt;FM050G&gt; Which of the following types of health care centers best describes this facility?</b>																								
Hospital	2.42	2.16	2.83	2.10	59.37	10.82	3.39	0.91	4.03	6.01	1.97	0.00	0.00	0.51	57.64	12.59	0.00	2.15	0.00	0.00	0.00	0.00	0.00	
Nursing Home	5.32	5.87	4.55	5.70	10.91	25.59	14.77	2.29	0.00	15.17	4.11	0.00	0.00	6.00	0.60	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Medical/Dental Office	38.43	35.16	38.59	48.17	8.66	27.62	20.62	43.85	31.32	44.61	37.67	0.00	0.00	42.03	5.26	0.00	0.00	0.00	0.00	38.72	0.00	0.00	0.00	
Clinic/Outpatient Care	21.80	25.19	19.21	18.23	3.71	11.74	30.87	18.24	56.88	16.07	22.50	0.00	0.00	21.49	19.65	0.00	0.00	48.60	2.04	0.00	13.79	0.00	0.00	
Medical/Dental Lab	3.84	4.71	1.81	6.56	7.74	7.40	4.03	3.79	0.00	2.72	3.98	0.00	0.00	3.87	0.00	0.00	0.00	6.64	0.00	0.00	11.62	0.00	0.00	
Alcohol/Drug Treatment/Rehabilitation	6.00	7.98	4.02	5.22	2.83	3.48	7.61	5.99	3.88	0.64	6.67	0.00	0.00	6.80	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Doctor's Office	10.42	7.24	16.23	4.71	0.00	4.81	5.92	12.59	0.00	9.60	10.52	0.00	0.00	10.65	0.00	0.00	0.00	5.74	26.60	0.00	0.00	0.00	0.00	
Dentist's Office	6.06	6.33	7.27	2.00	0.00	0.88	4.04	7.04	3.88	1.52	6.62	0.00	0.00	6.60	0.00	0.00	0.00	0.00	7.75	0.00	0.00	0.00	0.00	
Veterinary Hospital/Clinic	2.10	2.48	0.22	5.94	0.00	4.12	0.00	2.60	0.00	0.00	2.36	0.00	0.00	0.84	16.85	0.00	0.00	20.19	0.00	0.00	0.00	0.00	0.00	
Pharmacy	1.49	0.81	2.52	0.81	0.00	0.36	5.30	0.83	0.00	0.15	1.65	0.00	0.00	0.41	0.00	0.00	0.00	0.00	4.21	0.00	73.16	0.00	100.00	
Medical Device Manufacturing/Distributing	0.56	1.15	0.09	0.00	4.23	0.00	0.00	0.72	0.00	0.00	0.63	0.00	0.00	0.60	0.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	
Other	1.56	0.93	2.67	0.57	2.55	3.20	3.45	1.14	0.00	3.52	1.32	0.00	0.00	0.21	0.00	87.41	0.00	16.69	20.69	0.00	1.43	0.00	0.00	
n	595	229	249	117	38	169	136	240	12	141	454	0	0	506	57	2	1	75	13	0	6	0	1	
<b>&lt;FM050H&gt; Which of the following types of educational centers best describes this facility?</b>																								
Daycare or Preschool	28.29	26.60	33.84	14.38	0.00	0.37	15.20	38.99	34.18	19.29	30.21	0.00	0.00	0.00	0.00	0.00	0.00	55.62	0.00	0.00	0.00	5.39	0.00	
Elementary School	22.12	21.77	20.80	31.83	0.00	41.43	41.55	14.80	5.18	25.67	21.36	0.00	0.00	0.00	0.00	0.00	0.00	0.32	2.42	0.00	0.00	50.53	0.00	
Middle / Secondary School	15.77	17.15	13.38	16.28	59.19	41.07	17.50	5.23	28.03	25.69	13.66	0.00	0.00	0.00	0.00	0.00	0.00	0.91	6.46	0.00	0.00	34.95	0.00	
College or University	5.38	5.25	4.11	12.97	16.43	4.30	3.71	5.39	7.88	6.18	5.21	99.47	0.00	0.00	0.00	0.00	0.00	2.34	0.00	0.00	0.00	0.38	0.00	
Vocational or Trade School	14.49	14.47	15.95	7.24	16.95	4.45	17.00	13.06	24.73	0.85	17.40	0.53	0.00	56.81	0.00	0.00	0.00	27.76	1.13	0.00	0.00	1.17	0.00	
Instructional Studio(Dance Lessons, Martial Arts, etc)	4.14	5.08	1.79	8.13	0.37	2.11	6.92	0.00	5.97	3.75	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8.87	0.00	0.00	0.00	0.00	0.00	
K-12	0.99	0.95	0.53	3.63	1.81	2.53	2.09	0.43	0.00	1.29	0.92	0.00	0.00	0.00	0.00	0.00	0.00	0.42	0.87	0.00	0.00	1.76	0.00	
Administrative Office	3.11	3.77	2.60	0.00	3.79	3.78	0.57	4.76	0.00	4.22	2.87	0.00	0.00	0.00	0.00	0.00	0.00	0.22	89.13	0.00	0.00	0.10	0.00	
Other	5.72	4.96	7.02	5.55	0.00	1.71	0.28	10.41	0.00	10.85	4.63	0.00	0.00	43.19	0.00	100.00	0.00	3.55	0.00	0.00	0.00	5.72	100.00	
n	582	240	248	94	46	300	143	79	14	243	339	28	0	3	0	1								

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SCE(%)	SD&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)	
<b>&lt;FM050J&gt; Which of the following types of public assembly buildings best describes this facility?</b>																								
Religious Assembly (worship only)	30.57	27.13	36.52	24.40	0.00	12.40	16.30	38.29	6.26	13.79	33.74	0.00	0.00	0.00	0.00	0.00	0.00	33.12	0.00	0.00	0.00	0.00	0.00	
Religious Assembly (mixed use)	33.58	29.14	38.57	35.24	8.14	24.42	34.61	29.60	77.31	48.38	30.79	0.00	0.00	0.00	0.00	0.00	0.00	34.68	0.00	0.00	0.00	77.23	45.91	
Health/Fitness Center/Athletic Center/Gym	3.42	3.26	2.20	8.48	7.05	4.30	8.26	2.14	0.00	1.69	3.74	0.00	0.00	2.88	0.00	0.00	0.00	3.68	0.00	0.00	0.00	0.00	0.00	
Movie Theaters	0.71	0.04	0.74	3.59	22.36	1.53	1.29	0.51	0.00	0.17	0.81	0.00	0.00	0.00	0.00	0.00	0.00	0.77	0.00	0.00	0.00	0.00	0.00	
Theater / Performing Arts Venue	2.92	3.95	1.95	1.86	0.00	7.82	0.82	2.68	10.37	0.11	3.45	0.00	0.00	0.00	0.00	0.00	0.00	2.31	1.25	0.00	51.71	0.00	0.00	
Library / Museum	6.78	10.45	2.32	6.65	14.90	13.38	9.74	5.60	6.06	7.93	6.56	0.00	0.00	0.00	0.00	0.00	0.00	5.80	41.04	0.00	44.20	0.00	0.00	
Conference/Convention Center	1.95	3.87	0.07	0.25	0.00	3.07	0.00	2.71	0.00	0.23	2.27	0.00	0.00	93.57	0.00	0.00	0.00	1.45	0.00	0.00	0.00	0.00	0.00	
Community Center / Activity Center	12.06	11.78	10.99	17.13	8.65	24.25	18.05	10.76	0.00	20.73	10.43	0.00	0.00	0.00	0.00	0.00	0.00	12.52	14.98	0.00	0.00	0.00	8.17	
Country Club	0.48	0.46	0.00	2.32	0.00	2.95	1.80	0.00	0.00	0.40	0.50	0.00	0.00	0.00	0.00	0.00	0.00	0.52	0.00	0.00	0.00	0.00	0.00	
Other	6.92	8.69	6.65	0.08	38.90	5.90	9.14	6.82	0.00	6.56	6.99	0.00	0.00	3.58	0.00	0.00	100.00	5.15	10.46	0.00	4.09	22.77	45.91	
Don't Know	0.61	1.24	0.00	0.00	0.00	0.00	0.00	0.89	0.00	0.00	0.72	0.00	0.00	0.00	0.00	0.00	0.00	0.00	32.28	0.00	0.00	0.00	0.00	
n	287	123	99	65	12	88	93	86	8	91	196	0	0	3	0	0	3	267	6	0	5	6	3	
<b>&lt;FM050K&gt; Which of the following types of service buildings best describes this facility?</b>																								
Hair Salon / Barber Shop	21.86	20.11	23.63	18.48	0.00	0.00	1.40	25.35	0.00	17.83	22.44	0.00	0.00	0.00	0.00	0.00	0.00	25.44	0.00	46.38	15.93	0.00	0.00	
Nail Salon	2.21	1.09	3.07	1.69	0.00	0.00	0.00	2.58	0.00	1.15	2.36	0.00	0.00	0.00	0.00	0.00	0.00	2.71	0.00	0.00	0.00	0.00	0.00	
Massage Spa	1.07	1.94	0.62	0.00	0.00	0.00	1.40	1.07	0.00	0.00	1.22	0.00	0.00	0.00	0.00	0.00	0.00	1.31	0.00	0.00	0.00	0.00	0.00	
Day Spa	0.41	0.39	0.00	2.98	0.00	0.00	1.38	0.30	0.00	1.16	0.30	0.00	0.00	0.00	0.00	0.00	0.00	0.50	0.00	0.00	0.00	0.00	0.00	
Gas Station / Auto-Truck Repair / Auto Body Repair	37.06	35.84	38.17	35.46	0.00	17.03	32.46	38.17	27.90	43.37	36.14	0.00	6.64	0.00	0.00	0.00	0.00	42.00	26.39	0.00	21.28	0.00	8.25	
Gas Station with/Convenience Store	2.99	2.31	3.53	2.68	0.00	33.40	25.05	0.00	0.00	10.06	1.97	0.00	85.62	0.00	0.00	0.00	0.00	0.41	0.00	0.00	0.00	0.00	0.00	
General Repair (Non-Auto)	6.48	7.36	6.23	4.18	0.00	1.90	4.20	6.77	8.09	6.92	6.42	0.00	3.03	0.00	0.00	0.00	0.00	5.41	15.92	0.00	21.79	0.00	1.39	
Copy Center / Printing	2.13	1.14	3.13	0.26	50.85	10.16	1.04	2.19	0.00	1.74	2.19	0.00	0.00	0.00	0.00	0.00	39.05	1.31	9.86	0.00	0.00	0.00	1.35	
Package Delivery (Fed Ex/UPS/DHL)	0.34	0.86	0.02	0.00	0.00	1.36	0.00	0.38	0.00	0.00	0.38	0.00	0.00	0.00	0.00	0.00	0.00	0.40	0.00	0.00	0.00	0.00	0.67	
HVAC Repair/Installation	0.66	1.75	0.00	0.00	0.00	0.00	0.00	0.77	0.00	0.00	0.76	0.00	0.00	0.00	0.00	0.00	0.00	0.77	0.00	0.00	0.00	0.00	35.64	
Aircraft Maintenance / Repair	0.22	0.34	0.13	0.22	0.00	4.81	0.41	0.15	0.00	0.00	0.25	0.00	0.00	0.00	0.00	0.00	9.49	0.08	0.00	0.25	0.00	0.00	1.35	
Parking Lot / Commuter Service	0.03	0.03	0.00	0.20	0.00	2.95	0.00	0.00	0.00	0.07	0.02	0.00	0.00	0.00	0.00	0.00	0.00	0.01	0.00	0.00	0.00	0.00	0.95	
Marina	0.66	1.75	0.00	0.00	0.00	0.00	0.00	0.77	0.00	0.00	0.76	0.00	0.00	0.00	0.00	0.00	0.00	0.81	0.00	0.00	0.00	0.00	0.00	
Amusement (mini-golf, go-carts, skating, bowling, etc)	0.39	0.65	0.28	0.00	0.00	4.70	3.27	0.00	0.00	0.00	0.45	0.00	0.00	0.00	0.00	0.00	0.00	0.48	0.00	0.00	0.00	0.00	0.00	
Pet Care/Grooming	0.45	0.00	0.60	1.51	0.00	1.13	0.00	0.52	0.00	0.08	0.51	0.00	0.00	0.00	0.00	0.00	0.00	0.54	0.20	0.00	0.00	0.00	0.00	
Car Rental	0.13	0.00	0.00	1.49	0.00	0.00	0.00	0.15	0.00	0.00	0.15	0.00	0.00	0.00	0.00	0.00	0.00	0.16	0.00	0.00	0.00	0.00	0.00	
Car Wash	3.17	0.93	4.91	2.18	0.00	6.13	6.83	2.78	0.00	6.26	2.72	0.00	0.41	0.00	0.00	0.00	0.00	3.88	0.00	0.00	0.00	0.00	0.00	
Cemetery / Mortuary / Crematorium	1.47	3.51	0.28	0.00	0.00	0.00	1.40	1.55	0.00	0.00	1.69	0.00	0.00	0.00	0.00	0.00	0.00	1.81	0.00	0.00	0.00	0.00	0.00	
Equipment Rental	0.83	1.75	0.23	0.49	0.00	0.00	1.54	0.77	0.00	0.77	0.84	0.00	0.00	0.00	0.00	0.00	0.00	0.93	0.00	0.00	1.30	0.00	0.00	
Photographer	0.90	0.00	1.54	0.92	0.00	0.00	0.00	1.06	0.00	0.00	1.04	0.00	0.00	0.00	0.00	0.00	0.00	1.11	0.00	0.00	0.00	0.00	0.00	
Vehicle Inspections	0.01	0.00	0.01	0.00	6.24	0.00	0.00	0.00	0.00	0.05	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.01	0.00	0.00	0.00	0.00	0.00	
Transportation	1.20	1.24	0.89	2.98	15.66	0.85	1.16	1.23	0.00	4.13	0.78	0.00	0.47	0.00	0.00	0.00	0.00	0.22	17.88	0.00	1.55	0.00	0.00	
Upholstery	0.26	0.00	0.49	0.00	0.00	0.00	0.00	0.31	0.00	0.00	0.30	0.00	0.00	0.00	0.00	0.00	0.00	0.32	0.00	0.00	0.00	0.00	0.00	
Laundromat	0.54	0.53	0.28	2.13	0.00	0.00	4.99	0.00	0.00	0.71	0.51	0.00	0.00	0.00	0.00	0.00	17.72	0.12	0.00	31.68	0.00	0.00	0.00	
Data Processing / Software Development	0.35	0.03	0.00	3.98	10.55	0.00	0.40	0.00	0.00	0.00	0.41	0.00	0.00	0.00	0.00	0.00	0.00	0.44	0.00	0.00	0.00	0.00	0.00	
Industrial Services	0.47	0.00	0.51	2.25	0.00	4.40	2.61	0.00	5.64	0.14	0.52	0.00	0.00	0.00	0.00	0.00	22.38	0.02	0.00	0.00	2.88	0.00	0.00	
Storage	1.13	1.42	1.11	0.00	0.00	0.00	2.07	1.06	0.00	0.00	1.30	0.00	0.00	0.00	0.00	0.00	0.00	0.24	0.00	0.00	0.00	0.00	50.41	
Other	12.29	15.05	9.76	15.94	16.71	11.19	8.81	11.31	58.36	5.56	13.27	0.00	3.84	100.00	0.00	100.00	11.35	8.98	29.74	21.93	35.27	0.00	0.00	
Don't Know	0.31	0.00	0.58	0.00	0.00	0.00	0.36	0.00	0.00	0.00	0.36	0.00	0.00	0.00	0.00	0.00	0.38	0.00	0.00	0.00	0.00	0.00	0.00	
n	379	128	175	76	7	54	110	203	5	98	281	0	54	2	0	3	12	242	22	3	29	0	12	
<b>&lt;FM050L&gt; Which of the following types of buildings best describes this facility?</b>																								
Assembly / Light Manufacturing	40.77	36.22	42.90	45.49	31.64	45.58	49.03	37.31	45.33	42.69	40.50	0.00	0.00	0.00	0.00	0.00	0.00	46.11	21.43	15.88	0.00	23.65	0.00	36.11
Food Processing Plant	5.52	7.61	5.01	1.90	17.95	11.86	7.58	3.69	4.03	7.91	5.18	0.00	0.00	0.00	0.00	0.00	0.00	6.31	1.40	0.00	86.82	1.19	0.00	1.41
Recycling Center	0.78	0.56	0.87	1.06	0.00	3.93	0.82	0.56	0.00	0.69	0.79	0.00	0.00	0.00	0.00	0.00	0.00	0.89	0.42	0.00	0.00	2.16	0.00	0.00
Commercial/Industrial Bakery	0.86	2.01	0.05	0.49	0.00	0.33	0.37	1.24	0.00	6.23	0.11	0.00	0.00	0.00	0.00	0.00	0.00	1.12	0.00	0.00	0.00	0.00	0.00	0.00
Commercial Brewery / Winery	0.31	0.70	0.00	0.27	1.09	0.00	0.20	0.38	0.00	0.27	0.31	0.00	0.00	0.00	0.00	0.00	0.00	0.40	0.00	0.00	0.00	0.00	0.00	0.00
Chemical / Petrochemical Production	2.36	1.88	3.65	0.15	7.98	3.12	2.03	2.42	0.00	0.86	2.57	0.00	0.00	100.00	0.00	0.00	0.00	2.97	0.00	0.00	0.00	0.00		



Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SC(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Pans(%)	Non-EE Pans(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)		
<b>&lt;FM050N&gt; Which of the following types of buildings best describes this facility?</b>																									
Garden Style	3.41	1.51	3.88	0.00	0.00	0.00	7.47	3.28	0.00	12.84	2.88	0.00	0.00	0.00	0.00	0.00	0.00	3.54	0.00	0.00	0.00	0.00	0.00	0.00	
Mobile Home	1.63	9.36	0.45	2.52	0.00	0.00	4.37	1.49	0.00	2.74	1.57	0.00	0.00	0.00	0.00	0.00	0.00	1.69	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Highrise	0.15	0.47	0.00	1.95	82.92	12.07	0.00	0.00	0.00	0.77	0.33	0.00	0.00	0.00	0.00	0.00	0.00	0.16	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Townhouse	4.79	4.12	5.17	0.00	0.00	0.00	2.65	5.41	0.00	0.00	5.06	0.00	0.00	0.00	0.00	0.00	0.00	4.97	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Condominium	11.76	26.38	9.55	12.81	17.08	24.20	21.50	11.48	0.00	7.17	12.02	0.00	0.00	12.31	0.00	100.00	0.00	10.25	70.27	0.00	0.00	0.00	0.00	0.00	0.00
Apartment	71.77	43.45	75.38	80.93	0.00	31.07	59.13	71.70	97.48	69.92	71.88	0.00	0.00	1.10	0.00	0.00	0.00	74.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Artists' Studio / Live-Work Loft	0.15	1.20	0.00	0.00	0.00	1.51	1.56	0.00	0.00	0.28	0.14	0.00	0.00	0.00	0.00	0.00	0.00	0.02	21.91	0.00	0.00	0.00	0.00	0.00	0.00
Assisted Living	1.48	9.07	0.39	1.11	0.00	23.82	3.32	0.97	2.54	1.90	1.46	0.00	0.00	85.68	100.00	0.00	0.00	0.04	4.54	0.00	0.00	0.00	0.00	0.00	0.00
Other	4.65	4.44	4.91	0.67	0.00	7.33	0.00	5.42	0.00	0.30	4.89	0.00	0.00	0.91	0.00	0.00	0.00	4.60	3.28	0.00	0.00	0.00	100.00	0.00	
Don't Know	0.22	0.00	0.26	0.00	0.00	0.00	0.00	0.26	0.00	4.09	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.23	0.00	0.00	0.00	0.00	0.00	0.00	
n	265	44	188	33	2	40	42	174	7	33	232	0	0	75	1	1	0	242	5	0	0	0	0	1	
<b>&lt;FM050O&gt; Which of the following types of buildings best describes this facility?</b>																									
Police station	4.64	4.81	4.91	3.00	9.65	26.05	12.37	0.00	0.00	5.66	4.43	0.00	0.00	0.00	0.00	0.00	0.00	6.42	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Fire station	45.56	41.77	50.40	48.12	11.08	2.82	28.70	59.86	0.00	41.93	46.31	0.00	0.00	0.00	0.00	0.00	0.00	63.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Post office	7.65	5.69	13.03	0.00	0.00	2.02	11.16	7.28	0.00	9.59	7.24	0.00	0.00	0.00	0.00	0.00	0.00	3.80	8.21	0.00	0.00	0.00	0.00	94.45	0.00
Ambulance Service	0.15	0.00	0.43	0.00	14.00	0.00	0.00	0.00	0.00	0.00	0.18	0.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Jail / Correctional Facility	0.43	0.17	0.63	1.04	20.54	4.33	0.00	0.00	0.00	1.40	0.23	0.00	0.00	0.00	0.00	0.00	0.00	0.52	0.22	0.00	0.00	0.00	0.00	0.00	0.00
Courthouse	0.18	0.00	0.50	0.00	5.51	2.44	0.00	0.00	0.00	0.34	0.14	0.00	0.00	0.00	0.00	0.00	0.00	0.16	0.26	0.00	0.00	0.00	0.00	0.00	0.00
Library	1.01	0.00	2.85	0.00	0.00	2.02	3.43	0.00	0.00	5.84	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.40	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Water/Waste Water Treatment	2.94	0.58	6.92	1.56	0.00	6.42	0.67	3.90	0.00	0.00	3.56	0.00	0.00	0.00	0.00	0.00	0.00	0.43	10.75	0.00	0.00	0.00	0.00	5.55	0.00
General Government (Municipal/State/Federal Agency Buildings)	21.62	29.02	8.38	28.33	34.49	29.70	14.52	18.04	100.00	19.04	22.16	0.00	0.00	0.00	0.00	0.00	0.00	4.93	79.01	0.00	0.00	0.00	0.00	0.00	0.00
Public Park	2.83	0.51	3.95	10.18	0.00	5.63	9.64	0.00	0.00	0.00	3.42	0.00	0.00	0.00	0.00	0.00	0.00	3.92	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other	13.00	17.45	8.02	7.77	4.73	18.57	19.52	10.91	0.00	16.19	12.33	0.00	100.00	0.00	0.00	0.00	0.00	15.42	1.55	0.00	0.00	100.00	0.00	0.00	0.00
n	100	38	50	12	16	37	29	17	1	41	59	0	1	0	1	0	0	70	25	0	0	0	1	2	
<b>&lt;CC1A&gt; How many buildings does your business occupy at this location?</b>																									
None	7.58	7.80	7.49	7.16	0.95	3.00	5.38	8.20	11.26	3.25	8.28	0.00	15.54	6.83	0.00	0.00	5.32	7.99	8.10	4.89	7.09	5.79	10.05	0.00	0.00
1	75.44	76.69	74.12	76.65	64.58	67.80	76.01	76.54	67.03	79.62	74.77	62.79	81.11	84.46	68.15	47.68	75.34	69.49	81.46	91.73	78.30	21.24	70.96	0.00	0.00
2 to 5	13.57	11.97	15.10	12.79	23.03	17.02	13.88	13.06	15.09	13.13	13.65	15.26	3.36	6.96	24.42	35.90	15.93	18.92	9.03	3.38	12.53	23.20	14.56	0.00	0.00
6 to 10	1.57	1.58	1.59	1.46	4.82	4.47	2.58	1.02	2.38	1.78	1.53	2.82	0.00	0.13	3.41	9.19	1.24	1.33	0.49	0.00	1.28	28.13	3.09	0.00	0.00
11 to 20	0.86	0.95	0.71	1.22	2.16	3.41	1.03	0.48	2.96	0.73	0.88	1.19	0.00	0.77	3.15	2.52	2.10	1.08	0.17	0.00	0.53	11.30	1.06	0.00	0.00
21 to 50	0.67	0.66	0.74	0.38	2.46	2.52	0.70	0.53	0.81	0.96	0.62	7.90	0.00	0.76	0.44	1.90	0.03	0.80	0.60	0.00	0.53	8.59	0.01	0.00	0.00
51 to 100	0.27	0.34	0.21	0.21	1.58	1.57	0.29	0.16	0.39	0.42	0.24	10.05	0.00	0.06	0.44	2.44	0.03	0.31	0.16	0.00	0.27	1.63	0.27	0.00	0.00
More than 100	0.04	0.01	0.04	0.14	0.27	0.14	0.12	0.00	0.08	0.09	0.03	0.00	0.00	0.03	0.00	0.15	0.02	0.09	0.00	0.00	0.00	0.13	0.00	0.00	0.00
Don't Know	0.00	0.00	0.01	0.00	0.17	0.07	0.00	0.00	0.00	0.03	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
n	7788	2855	3564	1369	660	2205	2197	2569	157	2463	5325	29	485	628	58	195	689	1600	1304	594	1008	459	739	0.00	0.00
<b>&lt;CC1B&gt; Does your business occupy a portion of the building?</b>																									
Yes	49.35	50.09	42.73	71.27	86.41	48.48	49.42	49.65	42.78	65.15	48.14	0.00	100.00	82.66	0.00	0.00	88.08	34.60	47.18	59.42	56.38	100.00	52.77	0.00	0.00
No	50.54	49.91	57.00	28.73	13.59	48.92	50.58	50.35	57.22	34.85	51.75	0.00	0.00	17.34	0.00	100.00	11.92	65.40	52.82	40.58	43.62	0.00	45.51	0.00	0.00
Don't Know	0.11	0.00	0.27	0.00	0.00	0.60	0.00	0.00	0.00	0.00	0.12	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.72	0.00
n	155	58	60	37	7	36	34	76	2	30	125	0	6	12	0	1	4	37	47	9	27	8	10	0.00	0.00
<b>&lt;CC1C&gt; Does your organization occupy your entire building?</b>																									
Yes	51.82	49.11	56.25	42.21	77.36	76.67	61.03	48.26	49.18	53.73	51.51	79.92	65.90	40.96	91.80	96.87	54.82	62.97	36.83	47.72	48.26	95.96	52.02	0.00	0.00
No	48.04	50.64	43.68	57.78	22.64	23.33	38.86	51.88	50.82	46.27	48.33	20.08	34.10	59.04	8.20	3.13	45.18	36.93	62.84	52.28	51.50	4.04	47.98	0.00	0.00
Don't Know	0.14	0.25	0.07	0.00	0.00	0.00	0.11	0.16	0.00	0.00	0.16	0.00	0.00	0.00	0.00	0.00	0.00	0.10	0.33	0.00	0.24	0.00	0.00	0.00	0.00
n	5686	2027	2828	1031	352	1392	1707	2120	175	1644	4042	13	394	544	23	115	510	1097	1047	568	744	55	578	0.00	0.00
<b>&lt;CC1B_1&gt; What percentage of the building does your organization occupy at this location?</b>																									
0 Percent	2.79	1.36	4.55	1.73	3.86	4.96	2.55	2.47	7.06	2.91	2.77	4.10	8.14	0.81	6.49	0.00	0.51	5.01	3.49	0.00	1.36	0.00	2.02	0.00	0.00
1 to 15 Percent	32.37	25.84	36.44	40.92	40.60	19.19	21.48	36.15	14.27	35.08	31.95	0.00	23.63	29.37	36.62	6.22	22.76	35.99	33.84	29.04	33.95	9.32	30.11	0.00	0.00
16 to 30 Percent	23.69	27.06	21.43	19.78	4.25	17.18	22.86	23.43	32.05	20.61	24.16	7.79	21.16	33.68	0.00	0.00	22.19	16.32	23.30	27.11	28.48	24.51	27.01	0.00	0.00
31 to 45 Percent	7.47	7.80	7.67	5.69	8.74	8.78	10.04	7.20	3.88	3.															

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Pans(%)	Non-EE Pans(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)	
<b>&lt;CC2A&gt; What is the total square footage at this facility?</b>																								
0 to 1,500 sq ft	21.63	21.69	21.47	22.14	1.38	1.61	11.62	26.61	10.75	17.61	22.27	0.98	20.97	28.13	0.00	4.31	13.30	17.70	26.52	32.70	26.48	4.76	16.38	
1,501 to 5,000 sq ft	25.07	25.18	24.53	27.15	1.93	4.88	21.83	27.78	19.55	27.20	24.73	0.00	35.88	22.55	32.38	6.10	25.81	25.26	24.58	32.17	24.02	8.56	24.55	
5,001 to 10,000 sq ft	8.81	8.96	8.51	9.65	1.33	5.20	13.28	8.25	4.29	9.60	8.89	0.98	9.68	6.85	4.67	4.49	13.86	8.15	7.83	6.75	10.34	1.73	13.29	
10,001 to 25,000 sq ft	6.12	5.80	6.51	5.55	1.99	10.90	11.65	4.23	8.04	7.09	5.96	3.82	6.08	3.24	3.73	6.02	11.60	5.08	6.07	3.43	7.14	8.91	8.73	
25,001 to 50,000 sq ft	3.00	2.92	2.81	4.19	9.21	14.56	1.91	1.54	2.65	4.80	2.72	8.29	2.99	2.03	7.18	6.64	7.99	2.18	2.24	0.17	3.35	8.99	4.94	
50,001 to 75,000 sq ft	0.99	0.85	1.11	0.97	9.42	8.90	5.99	0.29	0.36	1.87	0.85	12.43	0.62	0.45	11.44	2.17	1.91	0.70	0.96	0.11	1.08	3.64	1.46	
75,001 to 100,000 sq ft	0.66	0.71	0.72	0.23	8.11	4.09	0.37	0.26	3.12	0.98	0.61	0.52	0.00	0.34	1.53	0.07	1.24	0.38	0.49	0.38	0.88	6.11	1.17	
More than 100,000 sq ft (Ag area)	1.85	2.19	1.58	1.72	34.84	9.30	2.18	0.77	4.27	2.86	1.69	8.71	0.16	2.38	16.47	3.54	3.53	0.98	1.91	0.01	2.04	3.83	4.59	
Refused	0.12	0.16	0.11	0.00	0.00	0.00	0.03	0.16	0.00	0.00	0.14	0.00	0.00	0.00	0.00	0.00	0.00	0.34	0.03	0.00	0.00	0.00	0.00	
Don't Know	31.75	31.53	32.65	28.42	31.79	40.57	31.35	30.09	46.98	27.98	32.35	64.27	23.61	34.02	22.60	64.66	21.07	39.23	29.38	24.30	24.65	53.48	24.88	
n	7876	2881	3670	1385	659	2330	2222	2606	159	2476	5400	29	482	633	58	199	696	1637	1313	595	1072	477	745	
<b>&lt;CC2B&gt; If you don't know, would you say that the floor area is...</b>																								
0 to 1,500 sq ft	20.35	21.02	20.02	19.12	0.14	2.64	7.73	26.61	11.60	15.97	20.95	0.00	23.81	29.28	29.53	7.78	6.50	16.63	30.19	26.28	27.53	0.82	12.15	
1,501 to 5,000 sq ft	32.65	32.80	31.80	6.27	12.39	29.02	35.85	29.77	28.84	33.18	28.46	33.18	59.14	31.55	37.90	17.54	22.46	27.64	34.44	35.80	40.39	24.43	19.11	25.22
5,001 to 10,000 sq ft	10.48	8.12	11.63	14.63	5.77	10.33	15.05	8.34	17.39	8.13	10.80	16.84	5.34	4.65	0.00	12.12	21.67	9.80	8.80	15.21	11.09	9.75	13.57	
10,001 to 25,000 sq ft	8.07	8.66	8.09	5.38	6.74	12.89	13.98	6.11	7.70	10.85	7.69	0.00	4.38	3.81	0.00	9.94	6.53	8.55	8.44	1.20	10.11	10.35	12.25	
25,001 to 50,000 sq ft	4.08	3.73	4.60	2.84	6.38	11.74	5.92	2.97	4.12	5.22	3.93	4.78	3.24	1.90	1.59	15.78	4.17	4.42	0.88	1.01	4.37	9.47	9.65	
50,001 to 75,000 sq ft	2.30	3.51	1.60	0.78	5.48	5.64	2.17	1.48	6.77	1.89	2.36	2.01	0.59	0.44	0.00	5.03	3.84	2.68	1.33	0.00	0.61	5.01	7.24	
75,001 to 100,000 sq ft	1.11	1.31	0.90	1.38	2.13	5.10	1.76	0.01	5.82	1.11	1.11	0.00	0.00	0.35	0.00	2.14	1.98	0.75	1.81	0.00	0.21	6.21	2.23	
More than 100,000 sq ft (Ag area)	2.57	3.52	1.46	4.30	28.78	7.97	3.90	1.37	3.42	4.04	2.36	7.51	1.35	0.60	39.26	5.84	3.75	2.35	1.21	0.00	1.41	19.09	4.36	
Refused	0.48	0.56	0.51	0.00	0.00	0.35	0.14	0.66	0.00	0.05	0.54	0.00	0.00	0.00	0.00	0.00	0.28	0.91	0.44	0.00	0.00	0.17	0.00	
Don't Know	17.91	16.77	18.50	19.76	38.32	30.96	16.62	13.42	23.91	17.09	9.72	29.74	21.06	12.07	18.93	23.43	19.49	11.11	15.91	20.23	20.03	13.33		
n	2712	1019	1233	460	227	893	737	779	76	841	1871	14	153	243	19	116	161	686	372	159	342	256	191	
<b>&lt;CC2A/CC2B&gt; What is the total square footage at this facility?</b>																								
0 to 1,500 sq ft	25.82	25.92	26.04	24.44	1.27	2.51	11.39	32.15	16.03	20.34	26.70	0.00	23.08	34.22	6.67	6.93	13.73	22.48	33.11	35.31	30.49	5.20	17.10	
1,501 to 5,000 sq ft	35.61	36.18	34.91	36.64	3.67	9.47	30.78	38.92	33.35	34.64	33.18	28.46	33.18	59.14	31.55	37.90	17.54	22.46	27.64	34.44	35.80	40.39	24.43	
5,001 to 10,000 sq ft	12.51	11.37	12.95	14.97	3.42	8.19	18.03	11.41	11.60	12.74	12.47	11.81	10.10	10.04	2.02	12.30	18.76	12.88	10.45	11.89	12.42	5.77	16.09	
10,001 to 25,000 sq ft	9.94	10.22	10.10	8.10	4.07	16.97	16.26	7.10	12.87	11.32	9.72	3.82	8.50	5.08	6.37	14.03	14.58	9.61	9.14	4.08	11.45	15.47	15.29	
25,001 to 50,000 sq ft	4.52	4.19	4.70	4.93	10.65	18.87	7.64	2.81	4.59	6.11	4.26	11.36	3.79	2.90	7.54	18.84	7.49	4.36	2.78	0.79	5.23	13.28	6.82	
50,001 to 75,000 sq ft	1.97	2.16	1.89	1.62	10.37	11.87	3.14	0.89	3.54	2.77	1.84	13.72	0.98	0.61	10.87	5.42	4.75	1.91	1.34	0.09	1.23	7.31	3.96	
75,001 to 100,000 sq ft	0.96	1.13	0.88	0.69	7.71	6.15	0.90	0.21	5.85	1.12	0.94	0.52	0.00	0.42	2.11	1.45	1.55	0.68	0.94	0.02	0.96	9.50	1.61	
More than 100,000 sq ft (Ag area)	2.80	3.34	2.30	3.00	46.66	13.24	3.43	1.29	5.88	4.26	2.57	13.54	0.48	2.64	25.34	7.32	4.65	1.93	2.57	0.39	2.40	14.02	5.84	
Refused	0.11	0.16	0.10	0.00	0.00	0.00	0.00	0.16	0.00	0.00	0.13	0.00	0.00	0.00	0.00	0.00	0.00	0.34	0.00	0.00	0.00	0.00		
Don't Know	5.75	5.33	6.13	5.62	12.18	12.72	6.42	5.06	6.31	6.70	5.60	6.24	7.02	7.17	2.73	12.24	5.00	7.73	3.40	3.87	4.99	10.88	3.32	
n	7890	2887	3617	1386	665	2338	2222	2606	159	2487	5403	29	486	633	59	199	696	1637	1313	595	1019	479	745	
<b>&lt;CC2C&gt; Is the entire floor area of this facility heated or cooled?</b>																								
Yes	63.59	63.19	64.92	58.95	68.69	73.10	68.53	61.23	68.51	68.52	62.82	93.03	56.71	92.36	91.70	78.44	36.28	60.52	78.16	74.64	63.36	89.04	20.79	
No	35.61	36.32	34.00	40.32	31.10	26.67	31.12	37.74	31.49	31.07	36.32	6.97	43.18	7.64	8.30	20.48	62.23	38.19	21.59	25.01	35.00	10.96	78.45	
Refused	0.07	0.16	0.00	0.00	0.00	0.04	0.00	0.09	0.00	0.01	0.07	0.00	0.00	0.00	0.00	0.00	0.02	0.19	0.00	0.00	0.00	0.00		
Don't Know	0.73	0.33	1.08	0.72	0.22	0.19	0.35	0.94	0.00	0.40	0.79	0.00	0.10	0.00	0.00	1.09	1.47	1.10	0.25	0.34	0.84	0.00	0.77	
n	7040	2497	3214	1329	399	1708	2170	2604	159	1890	5150	25	355	572	43	189	661	1483	1177	588	859	472	616	
<b>&lt;CC2D&gt; What percentage of the floor area is heated or cooled at this facility?</b>																								
0 Percent	40.19	41.79	39.13	38.71	12.73	11.47	25.44	45.33	34.46	36.05	40.74	0.00	59.09	34.24	0.00	18.15	25.75	49.43	29.81	53.91	38.41	5.06	33.43	
1 to 15 Percent	15.17	16.09	14.74	13.58	34.18	26.32	18.44	13.88	14.17	19.06	14.65	0.00	5.39	1.45	0.00	8.03	25.76	10.86	9.85	3.47	13.39	6.17	30.72	
16 to 30 Percent	14.39	13.42	15.21	14.63	11.87	18.78	16.08	13.90	13.88	14.74	14.35	14.47	7.44	6.91	0.00	0.00	23.58	10.67	18.16	5.42	15.70	0.00	18.27	
31 to 45 Percent	4.34	4.21	3.93	6.45	2.42	3.11	4.31	4.48	3.51	4.12	4.37	14.47	0.55	1.95	0.00	2.94	4.29	3.81	8.43	1.58	4.30	3.71	4.48	
46 to 60 Percent	8.34	8.15	9.23	5.53	9.17	14.11	12.12	6.86	13.89	9.93	8.13	0.00	5.67	3.54	0.00	3.87	9.14	5.32	17.16	13.60	10.30	5.00	5.65	
61 to 80 Percent	6.90	7.52	6.12	7.77	17.18	14.50	10.98	5.55	7.31	7.76	6.79	29.51	7.85	19.76	0.00	19.22	8.54	6.55	7.61	8.12	9.22	16.83	1.37	
81 to 99 Percent	2.14	1.90	1.41	5.85	7.46	7.65	3.58	1.24	6.49	2.56	2.98	41.56	1.28	3.82	100.00	8.80	0.33	3.39	1.53	2.42	0.29	45.66	0.52	
100 Percent	2.72	2.01	3.18	3.41	1.58	0.84	3.07	2.84	1.11	2.58	2.73	0.00	5.29	25.65	0.00	1.61	0.82	3.61	1.43	2.91	3.			

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PO&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;CC5&gt; Does your organization pay the electric and/or gas utility bill?</b>																							
Yes	67.61	62.69	71.47	60.41	91.78	90.36	78.13	63.87	61.04	80.23	66.06	100.00	96.24	63.72	100.00	71.41	79.66	70.60	73.01	85.28	47.51	88.50	46.87
No	30.30	35.60	26.54	35.26	6.68	7.69	20.53	34.20	34.92	19.12	31.67	0.00	3.76	31.97	0.00	26.57	19.76	27.65	26.47	0.00	52.49	6.15	43.29
Refused	0.54	0.00	0.92	0.00	0.00	0.00	0.00	0.83	0.00	0.00	0.60	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	14.72	0.00	0.00	0.00
Don't Know	1.56	1.71	1.06	4.32	1.54	1.95	1.34	1.10	4.04	0.66	1.67	0.00	0.00	4.31	0.00	2.01	0.59	1.75	0.52	0.00	0.00	5.35	9.84
n	497	163	233	107	57	145	113	160	22	122	375	3	15	40	2	28	21	141	137	22	44	11	33
<b>&lt;CC5A&gt; Which of the following best describes how your organization pays the electric and/or gas utility bill for your space at this facility?</b>																							
You pay utility directly	92.86	92.32	93.93	91.01	91.05	79.18	88.89	95.71	70.63	95.54	92.42	100.00	97.46	91.22	100.00	100.00	93.89	94.88	89.88	93.42	91.57	66.91	95.20
You pay a fee to your landlord that varies according to the size of the total utility bill	2.07	3.11	0.93	2.43	1.61	3.15	2.37	1.49	9.93	0.51	2.33	0.00	0.21	2.64	0.00	0.00	1.73	2.06	3.21	2.49	1.05	0.00	1.74
You pay a fixed fee to your landlord	0.54	0.80	0.24	0.66	0.00	1.61	0.46	0.18	6.09	0.38	0.96	0.00	0.41	0.88	0.00	0.00	0.00	0.01	0.61	0.16	1.72	0.00	0.44
You do not pay for electric and gas utilities	0.98	1.05	0.84	1.24	1.38	1.40	1.32	0.55	6.41	0.57	1.05	0.00	0.00	1.33	0.00	0.00	1.89	1.18	1.55	0.07	0.34	0.00	1.01
Corporate office pays bill	0.29	0.30	0.34	0.11	2.47	3.44	0.59	0.10	0.00	0.25	0.30	0.00	0.73	0.17	0.00	0.00	0.63	0.17	0.39	0.07	0.50	0.00	0.00
Other	0.50	0.73	0.22	0.67	1.70	1.04	0.49	0.26	4.09	0.90	0.44	0.00	0.00	0.07	0.00	0.00	0.45	0.32	0.15	0.67	0.70	30.50	0.12
Don't Know	2.76	1.69	3.50	3.89	1.79	10.17	5.88	1.71	2.84	1.85	2.91	0.00	1.19	3.70	0.00	1.42	1.39	4.22	3.12	4.12	2.59	1.49	
n	3155	1083	1386	686	108	535	988	1466	58	769	2386	8	212	267	9	11	350	501	470	451	517	25	334
<b>&lt;CC5B&gt; How often does your organization review the electric and/or gas utility bill charges?</b>																							
More than once a month	2.09	2.53	1.63	2.57	8.66	3.41	1.59	1.91	4.47	2.11	2.09	0.60	2.03	1.50	1.21	3.10	4.35	1.95	1.18	2.94	2.24	2.58	2.21
Monthly	77.22	75.04	79.08	77.06	77.16	75.01	78.76	77.70	66.42	79.98	76.79	80.02	74.74	82.83	88.53	81.98	77.96	78.16	76.87	79.40	76.15	85.28	73.39
Less frequently than monthly	9.94	11.30	9.26	7.76	5.18	12.92	9.97	9.88	11.94	8.91	10.10	17.48	10.44	9.84	6.60	6.52	7.72	9.00	11.85	7.14	10.49	24.99	10.48
Don't review the utility bill	6.85	6.27	7.11	7.92	2.47	3.15	4.75	7.33	11.54	4.98	7.15	0.00	8.83	3.51	0.00	1.89	6.06	7.36	7.62	6.87	6.48	1.73	8.02
Don't review the utility bill, have set up automatic payment	1.31	1.88	0.67	2.07	1.52	0.67	1.43	1.28	1.73	1.08	1.35	0.00	1.04	0.83	0.00	2.00	1.89	1.17	0.74	2.01	1.64	0.46	2.23
Refused	0.03	0.00	0.06	0.00	0.00	0.00	0.00	0.04	0.00	0.00	0.03	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Don't Know	2.56	2.98	2.19	2.62	5.02	4.85	3.48	2.06	3.89	2.95	2.49	1.90	2.94	1.80	3.66	4.52	2.43	2.28	1.74	1.66	3.00	14.97	3.68
n	6628	2381	3017	1230	382	1595	2042	2472	137	1814	4814	25	341	529	43	186	635	1408	1084	552	777	467	581
<b>&lt;CC7&gt; How long is the term of your lease?</b>																							
1 year	14.40	13.56	15.39	13.91	2.02	4.94	7.89	16.51	13.55	13.02	14.63	5.60	2.85	16.32	0.00	15.65	19.29	15.48	20.83	6.51	10.77	2.07	13.99
2 years	7.29	5.45	8.37	9.98	4.85	2.03	3.33	8.32	10.17	5.27	7.62	0.00	3.98	1.50	0.00	3.92	6.47	8.18	4.91	9.41	3.68	16.06	
3 years	11.27	9.36	12.67	13.08	3.27	4.10	7.11	12.66	10.84	8.40	11.74	0.00	9.58	8.24	0.00	0.00	16.57	11.47	10.42	10.15	11.84	1.68	11.88
4 years	2.48	1.83	2.76	3.78	2.47	1.73	1.75	2.61	3.88	1.10	2.71	0.00	2.28	2.66	0.00	0.00	5.13	1.59	2.93	0.78	2.20	0.00	4.68
5 years	20.58	22.29	18.60	21.45	16.37	15.05	24.62	19.81	20.61	24.62	19.91	5.60	17.40	28.45	0.00	0.00	16.51	20.87	18.56	29.08	19.30	40.87	13.11
6 years	0.57	0.14	0.86	1.05	2.46	1.80	1.34	0.35	0.00	0.92	0.51	0.00	0.08	0.40	0.00	0.00	0.73	0.77	0.34	1.14	0.35	0.00	0.31
7 years	1.17	1.51	0.90	0.88	6.21	2.07	1.96	0.97	0.00	0.88	1.21	0.00	0.90	1.93	0.00	0.00	0.23	1.46	1.23	2.06	0.45	1.64	0.69
8 years	0.32	0.31	0.42	0.02	1.57	0.91	0.14	0.35	0.00	0.25	0.33	0.00	0.51	0.00	5.71	0.00	0.27	0.30	0.68	0.00	0.36	0.00	0.15
9 years	0.22	0.34	0.08	0.32	0.00	0.74	0.86	0.06	0.00	0.62	0.16	0.00	0.76	1.44	0.00	0.00	0.23	0.00	0.00	0.00	0.73	0.04	0.00
10 years	6.72	6.55	6.92	6.63	7.15	14.93	14.58	4.45	6.99	9.30	6.30	14.11	13.68	5.11	19.67	0.00	4.00	4.89	3.15	15.23	9.57	2.40	4.00
More than 10 years	7.35	7.61	7.56	5.71	17.09	19.80	14.57	5.02	7.43	9.70	6.96	0.00	22.21	5.76	5.46	30.34	5.29	8.20	4.06	12.99	5.79	4.86	4.90
Month to month	17.86	22.04	15.35	11.95	0.90	5.91	7.99	21.32	10.48	15.24	18.28	51.84	5.04	16.39	5.71	32.34	18.24	19.58	21.82	8.11	18.40	29.30	20.82
Refused	0.96	0.69	0.85	2.30	3.55	1.98	1.02	0.88	1.12	0.73	1.00	11.18	0.65	1.44	15.84	6.40	0.60	1.09	0.61	1.24	1.26	0.76	0.25
Don't Know	8.81	8.32	9.27	8.93	32.09	24.01	12.86	6.69	15.13	9.94	8.63	11.68	20.09	10.36	47.61	15.27	9.01	7.85	7.17	7.08	10.27	12.76	8.92
n	3155	1083	1386	686	108	535	988	1466	58	769	2386	8	212	267	9	11	350	501	470	451	517	25	334
<b>&lt;CC8&gt; In what year was your facility built?</b>																							
Between 2009 and present	2.09	2.74	1.60	1.87	2.16	2.22	1.93	1.99	3.81	0.96	2.27	7.05	1.36	1.53	0.00	8.97	1.07	1.38	1.42	5.71	3.20	4.81	1.23
Between 2006 and 2008	3.23	3.29	2.99	4.15	2.65	5.53	4.09	2.68	5.63	2.70	3.32	0.00	4.44	6.26	0.60	3.43	1.00	3.73	2.26	4.75	3.04	5.86	2.59
Between 2000 and 2005	4.35	4.17	4.60	3.89	9.65	9.90	6.05	3.59	3.87	4.40	4.38	2.19	4.32	4.56	1.19	13.94	5.76	3.29	5.00	4.82	3.97	5.63	4.63
In the 1990's	5.04	4.95	4.75	6.74	15.72	11.61	7.17	4.37	0.76	6.32	4.84	5.89	5.78	9.66	15.65	4.80	6.32	3.36	5.80	5.76	4.40	5.67	6.16
1980's	9.54	8.55	10.06	11.00	16.61	14.08	11.11	8.89	8.54	12.05	9.14	6.63	6.68	5.96	25.99	13.26	14.14	8.92	12.01	7.01	9.16	2.70	9.65
1970's	8.41	8.03	8.60	9.00	11.02	9.16	7.71	8.56	8.07	8.25	8.43	13.03	9.51	6.79	36.56	4.77	7.69	10.32	9.10	5.91	4.17	4.72	10.13
1960's	6.76	5.90	8.16	3.61	8.97	6.53	6.19	6.67	9.56	4.33	7.14	30.51	3.23	4.92	15.46	8.36	3.58	11.30	3.97	2.93	5.33	7.21	4.09
Before 1950	12.73	15.23	11.39	9.17	8.43	8.94	12.05	12.76	17.50	12.81	12.72	14.54	15.66	6.42	7.14	26.88	8.97	14.54	11.50	11.61	14.06	35.30	6.36
Refused	0.12	0.16	0.11	0.00	0.00	0.00	0.08	0.14	0.00	0.00	0.13	0.00	0.00	0.00	0.00	0.00	0.00	0.19	0.07	0.48	0.00	0.00	
Don't Know	47.72	46.98	47.74	50.57	24.79	32.03	43.63	50.35	42.27	48.36	47.62	20.16	53.03	53.90	20.81	15.61	51.46	42.97	48.85	51.02	52.68	29.20	55.21
n	7707	2800	3539	1368	598	2123	2222	2605	159	2337	5370	29	425	633	49	199	696	1625	1301	595	936	477	742
<b>&lt;CC10&gt; If you don't know, would you say it was...</b>																							
Between 2009 and present	0.81	0.49	0.96	1.40	0.00	0.57	0.94	0.85	0.00														

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SC&E(%)	SD&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;CC11&gt; In what year was this facility last remodeled?</b>																							
Between 2009 and present	17.00	16.02	17.54	18.34	27.08	21.95	18.77	15.29	27.15	19.96	16.53	20.84	17.13	19.38	25.31	20.95	17.64	15.67	16.89	20.07	17.62	29.93	12.73
Between 2006 and 2008	7.57	7.90	7.32	10.91	12.35	10.78	9.16	7.22	3.96	7.93	7.51	1.96	7.55	12.98	7.91	9.80	5.14	6.07	9.20	9.33	7.86	6.81	6.12
Between 2000 and 2005	9.56	9.83	9.53	8.62	10.49	12.30	12.32	8.90	6.57	10.06	9.48	14.64	8.39	8.82	2.39	8.38	8.32	9.13	10.96	12.83	9.53	9.42	6.89
In the 1990's	6.10	8.21	4.64	4.56	6.81	8.29	7.39	5.22	10.92	7.48	5.88	38.53	8.29	5.33	1.82	8.55	4.13	5.43	7.64	6.89	6.14	11.44	3.73
1980's	2.81	3.65	2.31	1.84	2.66	2.37	2.76	2.59	3.33	3.29	2.73	0.00	2.88	2.01	0.65	1.60	3.88	3.20	2.74	2.49	2.42	1.65	2.06
1970's	1.36	1.84	1.13	1.32	1.35	0.86	1.25	1.44	1.21	1.05	1.41	0.00	3.37	0.86	0.60	1.08	0.24	1.23	1.23	1.05	2.44	2.84	1.13
1960's	0.43	0.33	0.56	0.23	0.94	0.18	0.45	0.47	0.00	0.38	0.44	0.00	0.08	0.22	0.00	0.00	0.38	0.71	0.00	0.82	0.59	0.17	0.08
1950's	0.30	0.40	0.26	0.09	0.19	0.03	0.32	0.33	0.00	0.15	0.32	0.00	1.18	0.00	0.00	0.00	0.10	0.23	0.42	0.49	0.34	0.00	0.22
Before 1950	0.40	0.41	0.40	0.37	0.00	0.00	0.11	0.54	0.00	0.16	0.44	0.00	0.19	0.00	0.00	0.00	0.74	0.28	0.73	0.00	0.42	0.00	0.70
Never Remodeled	38.22	36.45	40.67	33.77	29.37	33.58	33.23	40.27	34.03	34.66	38.76	22.63	36.24	34.16	43.84	37.72	44.53	42.36	35.19	31.97	33.03	27.22	44.01
Refused	0.19	0.05	0.31	0.13	0.11	0.03	0.31	0.17	0.10	0.23	0.18	0.00	0.04	0.32	0.00	0.07	0.34	0.12	0.16	0.76	0.07	0.00	0.08
Don't Know	16.08	16.02	15.33	19.81	8.83	9.85	13.94	17.35	12.74	14.63	16.31	1.39	14.66	16.12	8.48	11.85	14.57	15.56	14.84	13.30	19.75	10.72	22.25
n	7697	2800	3538	1359	594	2177	2222	2605	159	2327	5370	29	425	632	49	199	695	1624	1297	595	935	475	742
<b>&lt;CC11A&gt; If you don't know, would you say the last remodeling was done...</b>																							
Between 2009 and present	6.83	5.36	8.32	6.08	20.08	8.52	4.75	6.65	15.27	8.74	6.56	25.61	2.32	10.11	0.00	30.37	2.17	8.18	7.57	9.28	6.18	2.73	0.81
Between 2006 and 2008	5.77	6.66	5.13	5.27	10.16	9.73	8.90	4.57	11.59	7.89	5.47	0.00	3.78	9.87	0.00	0.00	4.11	4.78	8.78	14.04	3.05	2.15	2.65
Between 2000 and 2005	8.77	9.55	6.85	14.06	4.97	14.69	8.45	8.04	19.30	5.96	9.17	74.39	6.69	11.45	0.00	0.00	3.20	6.17	8.28	10.84	12.90	46.94	9.20
In the 1990's	11.96	12.05	12.46	9.83	12.17	14.88	15.75	11.02	12.03	10.95	12.10	0.00	3.26	12.95	6.95	20.72	7.54	12.75	14.45	9.61	12.84	2.78	9.11
1980's	8.60	6.19	11.23	6.66	2.16	6.66	5.81	9.54	4.94	9.04	8.54	0.00	9.25	4.09	24.39	32.21	18.05	8.91	5.08	6.86	8.73	3.96	9.70
1970's	3.58	4.33	2.80	4.02	2.72	5.75	4.74	3.09	6.27	2.45	3.74	0.00	2.62	0.75	0.00	0.00	4.33	4.03	4.90	2.23	3.20	4.76	2.72
1960's	1.72	2.17	1.33	1.72	2.11	0.00	0.44	2.16	0.00	0.87	1.84	0.00	0.00	0.00	0.00	0.00	0.00	1.96	2.34	0.00	2.64	0.00	0.00
1950's	1.90	2.86	0.98	2.21	3.35	0.89	3.30	1.73	0.00	2.05	1.88	0.00	6.43	0.65	0.00	2.24	0.00	0.52	2.75	1.06	2.03	0.00	6.44
Before 1950	1.17	1.98	0.55	0.86	0.00	0.00	0.33	1.47	0.00	1.26	1.16	0.00	2.62	0.00	0.00	0.00	0.00	2.61	0.00	0.00	1.54	0.00	0.00
Refused	0.71	0.47	1.12	0.00	1.25	0.00	0.99	0.71	0.00	0.04	0.81	0.00	0.00	0.00	0.00	0.58	2.27	0.96	0.00	3.41	0.00	0.00	0.27
Don't Know	48.99	48.40	49.31	41.02	38.88	46.54	51.02	30.61	50.75	48.75	0.00	63.03	46.35	68.66	13.89	58.32	49.14	45.86	42.66	46.89	36.68	59.11	
n	1081	359	504	218	48	210	313	485	25	270	811	2	65	83	5	12	99	227	195	81	156	38	724
<b>&lt;CC12a&gt; In what year was this organization established at this location?</b>																							
Between 2009 and present	17.40	18.73	14.92	23.65	7.66	7.60	13.03	18.96	20.20	13.33	18.04	8.54	15.50	18.50	1.05	16.09	19.53	13.78	16.64	27.77	18.03	9.90	24.92
Between 2006 and 2008	12.96	13.25	12.41	14.39	9.29	12.57	12.48	13.29	11.30	12.52	13.03	3.20	12.79	15.87	0.97	6.82	6.95	11.87	13.52	13.15	15.69	6.31	17.27
Between 2000 and 2005	18.02	17.31	18.92	16.65	17.32	18.81	19.43	17.73	16.56	19.66	17.77	23.14	21.29	14.46	10.51	19.45	16.17	17.33	22.32	18.23	18.16	6.09	14.89
In the 1990's	15.94	16.06	16.22	14.14	21.12	19.97	17.26	15.56	13.08	18.77	15.49	1.96	15.59	19.75	15.88	19.61	20.95	14.23	18.65	15.14	14.26	7.26	14.89
1980's	11.23	11.03	11.53	10.59	14.16	10.10	11.75	11.06	11.85	11.44	11.19	5.97	10.71	12.39	10.29	8.89	18.98	11.11	9.19	9.51	12.45	7.37	10.23
1970's	7.24	6.81	7.96	5.60	6.80	6.50	6.62	7.58	5.72	5.12	7.57	12.62	7.68	6.38	33.85	6.07	6.08	10.24	5.57	5.73	4.00	6.89	4.67
1960's	3.59	3.46	4.04	1.99	5.05	4.93	3.15	3.41	6.07	2.50	3.76	29.28	1.48	1.86	11.65	7.67	1.00	5.19	2.38	2.20	3.94	8.18	2.06
1950's	2.07	2.08	2.16	1.67	2.47	3.33	2.67	1.96	0.73	2.61	1.99	3.07	1.74	0.51	1.44	2.49	3.90	2.61	1.01	1.06	2.05	12.68	0.78
Before 1950	2.38	3.21	1.64	2.51	3.36	3.87	3.64	1.89	3.05	3.59	2.18	7.11	2.24	0.60	1.05	3.72	1.63	3.48	1.28	1.61	1.71	17.82	0.66
Refused	0.18	0.26	0.14	0.04	0.00	0.00	0.24	0.19	0.00	0.08	0.19	0.00	0.00	0.00	0.00	0.00	0.00	0.19	0.26	0.63	0.10	0.00	0.00
Don't Know	9.00	7.80	10.06	8.76	12.77	12.31	9.74	8.38	11.45	10.38	8.78	5.12	11.00	9.71	13.32	9.19	4.82	9.97	9.19	4.98	8.51	17.50	9.84
n	7707	2800	3539	1368	598	2123	2222	2605	159	2327	5370	29	425	633	49	199	696	1625	1307	595	936	477	742
<b>&lt;CC12b&gt; If you don't know, would you say it was...</b>																							
Between 2009 and present	2.43	3.64	1.29	4.18	0.68	0.36	1.33	2.89	2.98	0.05	2.86	0.00	0.61	3.85	0.00	0.00	11.25	4.12	1.16	0.00	0.00	0.00	0.00
Between 2006 and 2008	4.21	2.87	5.49	2.15	0.88	2.90	1.94	3.78	15.72	7.57	3.60	0.00	2.59	10.87	0.00	0.75	1.21	4.52	1.86	3.12	8.39	0.52	1.93
Between 2000 and 2005	5.08	5.42	4.43	7.40	6.11	8.10	6.07	4.85	2.27	7.46	4.65	0.00	8.33	8.68	27.66	0.00	12.13	2.43	7.13	6.71	4.59	1.26	6.57
In the 1990's	21.22	24.28	19.94	17.15	18.13	19.05	22.50	20.06	29.80	21.13	21.24	0.00	39.53	23.70	4.42	2.46	27.06	21.36	24.61	25.00	21.36	7.39	6.94
1980's	16.47	13.59	18.34	16.76	17.43	13.96	15.54	15.68	27.64	17.55	16.27	74.80	12.04	16.75	0.00	21.96	28.52	17.08	17.63	15.82	18.29	4.20	7.65
1970's	8.65	8.46	8.80	8.54	15.37	13.79	11.27	8.23	0.71	11.58	8.11	13.90	0.50	13.68	18.88	0.00	8.37	11.10	9.29	11.72	2.20	4.77	5.52
1960's	4.30	4.45	4.61	2.08	1.90	10.93	4.02	4.42	0.00	4.01	4.35	0.00	3.57	0.00	19.77	0.93	1.37	3.64	5.05	0.00	5.08	25.54	3.24
1950's	4.95	6.43	4.18	3.76	8.11	3.59	2.56	5.10	10.84	6.16	4.73	11.50	1.77	0.00	11.53	0.75	5.56	4.98	6.41	0.00	2.79	9.26	10.95
Before 1950	4.72	6.76	4.07	0.90	2.59	8.14	4.66	4.88	3.31	5.63	4.55	0.00	7.14	0.00	17.74	4.55	0.00	7.86	0.80	0.00	0.78	39.03	0.00
Refused	0.90	0.28	1.48	0.00	0.00	0.00	2.39	0.61	0.00	0.89	0.92	0.00	0.00	0.00	0.00	0.00	0.00	0.56	0.				

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PO&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;BC110&gt; By how many square feet was the facility reduced?</b>																							
0 to 1,500 sq ft	46.42	21.14	73.41	86.25	0.00	12.85	46.27	61.19	9.68	53.46	45.94	0.00	0.00	0.00	0.00	0.00	8.98	85.67	74.94	0.00	36.09	0.00	23.27
1,501 to 5,000 sq ft	12.63	10.02	21.78	0.00	41.27	41.07	29.38	8.20	0.00	31.57	11.33	0.00	0.00	0.00	0.00	0.00	5.02	0.00	23.33	0.00	6.65	84.77	7.46
5,001 to 10,000 sq ft	18.24	29.62	1.72	11.86	0.00	16.17	19.71	23.60	0.00	5.95	19.09	0.00	0.00	0.00	0.00	0.00	8.94	10.06	0.00	0.00	38.55	4.83	58.15
10,001 to 25,000 sq ft	1.34	0.17	3.08	1.90	9.31	7.94	4.64	0.00	0.00	1.43	1.34	0.00	0.00	0.00	0.00	0.00	0.00	4.27	0.00	0.00	0.00	10.40	3.66
25,001 to 50,000 sq ft	16.72	30.58	0.00	0.00	0.00	21.97	0.00	90.32	0.00	0.00	17.88	0.00	0.00	0.00	0.00	0.00	74.69	0.00	1.72	0.00	0.00	0.00	7.46
75,001 to 100,000 sq ft	4.64	8.48	0.00	0.00	49.42	0.00	7.01	0.00	7.58	4.43	0.00	0.00	0.00	0.00	0.00	2.37	0.00	0.00	0.00	18.70	0.00	0.00	0.00
n	54	23	22	9	4	18	14	16	2	16	38	0	0	0	0	0	7	9	12	0	8	12	6
<b>&lt;BC120&gt; In what year did this change in square feet occur?</b>																							
2009	22.16	17.02	29.33	22.07	33.55	35.91	22.64	21.78	5.92	29.89	20.42	44.94	3.15	4.89	67.60	0.00	12.31	23.58	29.27	0.00	27.73	26.88	18.63
2010	27.36	37.16	16.08	22.04	19.94	27.04	17.38	31.65	32.13	27.03	27.43	0.00	24.48	46.25	5.71	56.48	35.72	28.02	19.47	22.51	22.18	41.43	13.18
2011	28.76	26.60	30.90	30.74	25.03	15.27	33.28	25.23	55.24	23.06	30.05	37.77	49.70	33.90	13.27	42.40	40.48	23.31	28.30	44.44	14.11	14.42	52.31
2012	14.61	9.81	18.90	20.04	15.76	14.85	19.76	13.19	6.71	11.81	15.24	17.29	22.68	1.78	7.83	1.12	6.12	14.37	20.63	20.34	18.00	15.27	13.60
2013	0.04	0.09	0.00	0.00	0.00	0.62	0.00	0.00	0.00	0.00	0.05	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.45	0.00
Don't Know	7.06	9.32	4.79	5.11	5.72	6.32	6.94	8.15	0.00	8.20	6.80	5.00	0.00	13.18	5.59	0.00	5.36	10.71	2.33	12.71	17.98	1.55	2.28
n	355	149	129	77	41	124	106	74	10	126	229	5	10	13	8	5	44	58	41	9	31	108	23
<b>&lt;CA15&gt; Over the past 3 years, how would you characterize your organization's business outlook?</b>																							
Excellent	17.38	17.22	16.83	20.63	23.61	24.39	19.56	16.15	19.45	18.70	17.18	8.93	13.29	24.84	22.60	15.27	14.96	18.60	18.66	15.61	14.83	17.76	13.58
Good	35.05	33.62	36.26	35.07	40.53	40.76	35.29	34.21	39.78	31.43	35.61	35.69	29.85	44.47	54.16	29.70	33.16	36.97	35.13	34.23	31.19	38.67	29.71
Fair	19.65	19.52	19.99	18.57	15.07	18.02	21.47	19.41	18.25	20.15	19.57	10.50	31.88	13.24	3.48	28.71	16.72	17.31	16.78	27.38	22.93	19.05	27.12
Adequate	12.86	14.23	11.71	12.78	10.68	8.19	11.00	13.55	14.10	14.12	12.86	32.70	10.05	10.60	15.94	10.55	19.06	13.21	12.09	9.49	13.80	10.60	12.27
Poor	11.84	12.00	12.02	10.36	6.18	5.48	10.11	13.06	7.98	12.65	11.71	7.23	13.15	4.34	1.54	14.54	14.74	10.27	13.05	11.49	15.02	6.48	13.97
Refused	0.63	0.68	0.55	0.83	0.43	0.55	0.73	0.86	0.00	0.71	0.82	0.00	0.33	0.33	0.00	0.06	0.41	0.65	0.79	1.06	0.44	0.81	0.63
Don't Know	2.59	2.73	2.84	1.76	3.52	2.63	1.84	2.96	0.44	2.24	2.64	4.95	1.46	2.38	2.28	1.17	1.36	2.99	3.50	0.74	1.79	6.65	2.72
n	7041	2497	3215	1329	399	1708	2170	2605	159	1890	5151	25	355	572	43	189	661	1483	1177	588	860	472	616
<b>&lt;CA15A&gt; Projecting over the NEXT 3 years, how would you characterize your business outlook?</b>																							
Excellent	20.93	19.22	21.17	26.80	28.69	26.62	23.09	19.54	25.99	22.92	20.65	16.64	15.69	26.08	40.20	22.50	16.87	22.29	21.53	20.76	19.81	19.83	16.26
Good	38.84	38.78	38.79	39.28	42.59	44.09	38.41	38.65	38.54	36.02	39.27	27.34	41.77	48.75	40.91	39.65	37.32	39.12	39.24	38.91	35.85	33.96	35.91
Fair	15.68	17.13	14.98	13.21	16.00	14.30	18.53	14.92	16.20	17.86	15.34	37.74	22.52	10.56	12.22	22.50	16.64	13.43	13.68	18.87	17.87	18.12	23.10
Adequate	11.44	11.84	11.32	10.44	4.70	6.88	9.35	12.48	9.91	10.29	11.82	13.33	11.19	6.52	5.00	6.77	17.03	11.95	10.45	9.58	12.19	8.66	12.51
Poor	6.15	6.11	6.34	5.45	2.18	3.16	4.30	6.92	5.49	6.39	6.11	0.00	2.60	3.64	1.67	5.68	7.46	6.34	6.53	5.18	6.75	7.85	5.64
Going out of business	0.68	0.71	0.72	0.37	0.43	0.00	0.16	0.91	0.16	0.28	0.75	0.00	0.59	0.31	0.00	0.00	0.05	0.63	0.67	1.53	0.57	3.38	0.57
Refused	0.66	0.52	0.69	1.01	0.75	0.62	0.85	0.66	0.00	0.71	0.65	0.00	0.83	0.36	0.00	0.87	0.41	0.61	0.98	0.99	0.46	0.56	0.43
Don't Know	5.60	5.69	5.99	3.43	4.57	4.32	5.30	5.93	3.72	5.54	5.61	4.95	4.81	3.78	0.00	2.05	4.23	5.63	6.92	4.21	6.41	6.65	5.28
n	7041	2497	3215	1329	399	1708	2170	2605	159	1890	5151	25	355	572	43	189	661	1483	1177	588	860	472	616
<b>&lt;FM070&gt; How many people are currently working at the facility, including both full and part time?</b>																							
1 to 10	70.02	70.44	70.20	67.56	8.36	9.64	46.02	81.25	59.48	62.12	71.26	19.92	74.84	69.97	43.82	42.98	57.53	77.30	68.05	54.53	76.22	19.27	73.34
11 to 50	18.73	19.36	17.46	22.14	9.90	40.68	42.39	10.67	25.11	24.04	17.89	54.01	16.40	19.21	3.27	40.55	27.71	11.88	19.89	38.53	13.83	52.89	17.02
51 to 100	2.95	2.80	2.84	4.01	17.79	25.45	5.59	0.96	2.32	5.68	2.52	8.44	2.68	3.95	5.25	2.16	5.98	3.11	3.06	2.79	1.55	4.44	2.92
101 to 500	1.83	2.42	1.36	1.67	43.31	16.13	0.90	0.40	7.87	3.28	1.60	10.45	1.30	3.07	22.18	4.84	5.36	0.88	1.65	0.23	1.94	6.22	1.82
501 to 1000	0.10	0.08	0.06	0.34	5.93	0.58	0.06	0.03	0.06	0.31	0.07	0.96	0.00	0.00	8.88	0.49	0.21	0.03	0.18	0.00	0.01	0.20	0.04
Refused	1.56	1.16	2.15	0.40	0.96	0.38	1.03	1.90	0.00	0.69	1.70	0.00	0.44	0.32	2.04	0.88	0.61	3.13	1.04	0.99	0.15	0.00	1.59
Don't Know	4.81	3.74	5.93	3.88	13.75	7.15	3.99	4.80	5.17	3.88	4.96	6.22	4.35	3.48	14.55	8.11	2.59	5.23	6.08	2.67	5.07	5.99	3.22
n	7707	2800	3539	1368	598	2123	2222	2605	159	2337	5370	29	425	633	49	199	696	1625	1301	595	936	477	742
<b>&lt;FM080&gt; Since January 2009 has the number of people working at this facility changed by more than 10%?</b>																							
Yes	22.53	23.74	21.02	24.81	29.50	29.79	27.87	20.78	20.20	24.71	22.20	18.67	19.69	21.77	7.91	22.81	41.14	16.72	26.30	25.81	20.62	22.82	24.53
No	74.00	73.73	74.89	70.91	57.49	64.04	68.76	75.87	77.64	71.57	74.37	74.10	76.58	75.04	82.11	74.62	55.71	80.40	69.13	71.26	74.80	74.09	73.54
Refused	0.30	0.18	0.42	0.21	0.59	0.17	0.31	0.32	0.00	0.19	0.31	2.01	0.50	0.00	0.00	0.07	0.09	0.34	0.38	1.02	0.00	0.00	1.10
Don't Know	3.17	2.35	3.67	4.07	12.42	6.00	3.06	3.02	2.17	3.52	3.12	5.23	3.22	3.19	9.98	2.51	3.06	2.54	4.19	1.92	4.58	3.09	1.83
n	7041	2497	3215	1329	399	1708	2170	2605	159	1890	5151	25	355	572	43	189	661	1483	1177	588	860	472	616
<b>&lt;FM081&gt; Would these changes have increased or decreased number of employees?</b>																							
Increased number of employees	45.40	44.31	46.07	46.86	42.04	50.83	45.79	44.17	54.07	43.73	45.68	40.03	56.20	56.40	20.60	24.89	47.54	48.65	44.38	51.92	32.99	29.32	43.78
Decreased number of employees	53.18	55.08	51.98	50.73	55.17	47.77	53.23	54.21	45.12	53.75	53.08	59.97	41.65	43.44	49.52	75.11	49.54	49.52	55.27	45.07	65.87	70.68	56.09
Refused	0.02	0.03	0.00	0.07	1.15	0.00	0.03																

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PO&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;CA1&gt; How important is being environmentally conscious to your organization?</b>																							
Essential to your business	10.41	11.58	9.35	10.73	26.77	15.73	11.25	9.16	16.84	10.76	10.35	31.52	15.90	11.13	11.63	16.34	12.96	11.06	8.86	8.18	8.88	11.53	10.41
Very important	41.17	41.85	39.61	45.80	49.18	49.40	44.15	39.97	39.41	46.69	40.30	59.69	44.87	44.96	21.97	47.80	32.52	43.53	37.59	47.95	39.27	57.09	35.98
Somewhat important	37.27	35.34	39.40	34.94	20.62	29.72	36.51	38.64	30.63	33.22	37.92	8.80	26.05	36.52	64.90	26.07	42.16	35.34	41.25	33.02	38.93	30.37	39.55
Not at all important	9.41	9.20	9.87	8.12	2.11	3.74	6.19	10.39	12.96	7.62	9.70	0.00	10.43	6.55	1.50	5.70	11.72	7.96	10.61	8.38	11.59	0.80	12.64
Refused	0.27	0.47	0.13	0.12	0.00	0.16	0.15	0.33	0.00	0.44	0.31	0.00	0.51	0.00	0.00	0.18	0.00	0.46	0.07	0.69	0.00	0.00	0.46
Don't Know	1.46	1.55	1.64	0.29	1.33	1.25	1.74	1.51	0.16	1.67	1.43	0.00	2.24	0.84	0.00	3.91	0.64	1.66	1.62	1.78	1.33	0.21	0.96
n	7876	2885	3614	1377	660	2330	2222	2605	159	2476	5400	29	486	632	59	199	695	1636	1308	595	1077	475	745
<b>&lt;CA2&gt; In marketing materials or in communications with customers, does your company highlight the ways in which your business is environmentally conscious?</b>																							
Yes	24.71	24.67	24.70	24.92	42.20	34.36	27.04	23.48	22.32	30.60	23.76	8.47	32.31	18.92	56.34	29.65	22.90	26.81	20.93	27.82	23.25	39.19	22.55
No	59.84	59.92	60.14	58.15	25.73	39.29	54.96	62.72	61.26	54.00	60.78	57.89	51.13	66.80	29.58	40.73	61.00	59.96	63.74	57.11	59.72	43.76	56.50
Yes- Company website	3.17	2.74	3.29	4.29	5.70	5.44	3.77	2.75	4.26	2.61	3.26	14.94	2.08	3.14	1.52	6.09	2.50	3.24	2.61	3.22	3.34	5.99	3.71
Yes- Brochures/Phamphlets	3.18	2.37	3.92	2.95	3.34	3.76	3.31	3.30	0.99	3.49	3.13	3.53	2.32	2.81	1.02	3.70	4.01	3.93	2.63	3.18	2.30	3.80	2.31
Yes- Both Website and Brochures	5.04	6.02	4.22	4.93	15.42	10.75	7.16	4.09	6.35	5.54	4.95	13.21	7.32	5.74	9.21	15.93	5.91	2.70	5.40	3.01	7.14	3.96	9.60
Other	0.57	0.37	0.70	0.76	0.40	0.82	0.35	0.67	0.00	0.31	0.61	0.00	0.30	0.30	0.00	0.16	0.74	0.47	0.33	1.13	0.96	0.60	0.63
Refused	0.15	0.12	0.21	0.06	0.00	0.22	0.39	0.10	0.00	0.09	0.16	1.96	0.62	0.03	0.00	0.85	0.00	0.19	0.01	0.70	0.00	0.00	0.06
Don't Know	3.34	3.79	2.82	3.94	7.21	5.36	3.04	2.90	7.52	3.36	3.34	0.00	3.92	2.26	2.33	2.88	2.94	2.70	4.34	3.84	3.31	2.69	4.65
n	7299	2683	3325	1297	643	2131	2065	2317	149	2337	4962	29	445	591	58	189	644	1532	1203	543	924	470	677
<b>&lt;LTPE1&gt; Has your organization developed a long-term energy plan designed to reduce your energy bill through increased energy efficiency, demand response, and/or distributed generation?</b>																							
Yes	24.59	23.93	24.48	27.69	69.36	48.23	29.87	21.31	24.53	32.48	23.37	32.67	26.94	25.84	54.44	45.89	25.06	25.45	21.69	23.12	22.54	59.20	19.36
No	70.71	71.06	71.20	67.06	23.19	43.42	64.90	74.47	69.52	63.07	71.89	66.96	68.14	68.11	42.26	51.02	71.95	70.23	73.81	69.62	72.58	39.17	74.91
Refused	0.13	0.11	0.10	0.32	0.00	0.09	0.07	0.16	0.00	0.09	0.13	0.00	0.05	0.00	0.00	0.00	0.00	0.12	0.17	0.63	0.00	0.00	0.07
Don't Know	4.57	4.90	4.21	4.93	7.45	8.26	5.16	4.06	5.95	4.36	4.81	0.37	4.87	6.04	3.30	3.09	2.99	4.21	4.33	6.63	4.78	1.63	5.67
n	7047	2497	3215	1329	399	1708	2170	2605	159	1890	5151	25	355	572	43	189	661	1483	1177	588	860	472	616
<b>&lt;LC1&gt; Has your organization developed a specification policy for the selection of energy-efficient equipment?</b>																							
Yes	27.91	27.94	27.65	29.04	55.81	42.76	32.34	25.29	31.00	33.41	27.06	29.95	36.22	26.64	59.90	46.07	28.82	27.78	26.20	31.99	24.13	61.24	21.86
No	68.61	68.45	69.14	68.81	34.69	48.53	63.04	71.91	65.52	62.30	69.59	69.68	59.68	69.58	37.48	52.77	68.56	69.55	69.79	63.02	73.11	36.67	71.35
Refused	0.05	0.01	0.09	0.00	0.21	0.09	0.04	0.05	0.00	0.07	0.05	0.00	0.33	0.03	0.00	0.00	0.00	0.01	0.48	0.00	0.00	0.00	0.03
Don't Know	3.42	3.60	3.12	4.15	9.29	8.81	4.57	2.75	3.48	4.21	3.30	0.37	3.77	3.75	2.62	1.16	2.63	2.67	3.99	4.51	2.76	2.09	6.76
n	7047	2497	3215	1329	399	1708	2170	2605	159	1890	5151	25	355	572	43	189	661	1483	1177	588	860	472	616
<b>&lt;LC3&gt; Has your organization assigned responsibility for controlling energy usage and costs to any of the following?</b>																							
An in-house staff person	28.81	29.68	28.23	28.85	44.82	39.68	33.34	26.87	29.15	32.41	28.35	48.80	22.38	37.05	61.60	45.37	31.51	26.31	27.75	29.38	29.68	55.04	25.58
A group of staff	5.73	5.95	5.04	8.06	25.12	13.49	8.63	4.09	7.88	7.13	5.51	2.70	6.28	5.27	7.80	11.59	6.37	6.88	4.09	7.04	3.80	12.56	4.20
An outside contractor	3.00	1.92	3.52	4.85	7.13	9.05	3.75	2.34	3.91	4.08	2.83	4.58	7.24	3.72	7.89	2.70	2.10	2.55	2.89	3.89	3.82	2.88	2.14
No	59.78	59.86	60.54	55.88	18.09	33.87	51.09	64.52	54.12	60.65	43.91	60.16	51.95	22.25	37.93	59.18	62.17	61.94	56.20	60.85	28.42	62.90	
Refused	0.06	0.00	0.13	0.00	0.00	0.00	0.00	0.09	0.00	0.00	0.07	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.13	0.48	0.00	0.00	
Don't Know	2.54	2.59	2.53	2.35	4.74	3.91	3.19	2.09	4.44	2.26	2.58	0.00	3.94	2.02	0.45	2.41	0.85	2.08	3.40	3.01	1.85	1.11	5.18
n	7047	2497	3215	1329	399	1708	2170	2605	159	1890	5151	25	355	572	43	189	661	1483	1177	588	860	472	616
<b>&lt;LC5&gt; Does your organization have any internal incentive or reward policies for business units or staff responsible for managing energy costs?</b>																							
Yes	6.29	6.45	5.85	7.74	17.00	12.21	6.06	6.07	4.31	8.28	5.99	0.00	9.10	3.93	1.05	10.75	10.08	6.36	4.08	7.71	9.94	9.60	7.44
No	91.50	91.34	91.76	90.91	78.21	83.80	92.01	92.23	88.09	90.07	91.72	97.99	87.23	94.63	96.22	88.04	88.41	90.86	93.96	90.70	92.60	88.90	89.19
Refused	0.20	0.18	0.25	0.01	0.70	0.27	0.01	0.25	0.00	0.01	0.22	0.01	0.16	0.00	0.45	0.00	0.04	0.35	0.15	0.48	0.00	0.00	
Don't Know	2.01	2.03	2.14	1.34	4.09	3.72	1.91	1.45	7.61	1.64	2.07	0.00	3.51	1.44	2.28	1.21	1.47	2.43	1.80	1.11	1.46	1.51	3.37
n	7040	2497	3214	1329	399	1708	2169	2605	159	1890	5150	25	355	572	43	189	661	1483	1177	587	860	472	616
<b>&lt;CA4&gt; Prior to 2009, had this facility ever installed equipment that involved the receipt of rebates or incentives from an energy efficiency program?</b>																							
Yes	16.75	17.82	15.21	19.69	49.77	32.07	22.20	13.53	22.49	26.53	15.24	11.41	22.33	12.04	60.00	36.43	21.87	16.74	14.86	16.66	15.56	36.93	12.00
No	73.02	72.30	74.52	68.89	33.24	50.74	64.96	78.02	60.12	61.81	74.75	70.00	65.24	77.69	30.70	46.14	69.14	74.32	75.24	68.88	73.93	45.27	78.29
Refused	0.07	0.01	0.13	0.00	0.00	0.13	0.00	0.09	0.00	0.00	0.08	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.13	0.48	0.00	0.00	
Don't Know	10.17	9.87	10.14	11.42	17.00	17.06	12.85	8.36	17.39	11.66	9.93	15.59	12.43	10.27	9.30	17.44	8.99	8.94	9.77	13.98	10.52	17.79	9.64
n	7040	2497	3214	1329	399	1708	2169	2605	159	1890	5150	25	355	572	43	189	661	1483	1177	587	860	472	616
<b>&lt;CA6&gt; What type of equipment did you install through this (these) program(s)?</b>																							
Indoor Lighting	40.88	39.10	42.41	41.57	55.20	56.91	45.45	36.55	44.44	52.29	38.22	41.09	62.27	25.73	19.27	49.77	45.38	40.32	34.46	25.80	50.35	62.83	51.71
Cooling Equipment	9.72	10.36	9.86	7.19	19.84	15.01	10.57	8.06	13.81	10.92	9.44	32.72	11.78	10.38	11.55	15.80	12.91	5.71	14.57	9.94	9.32	12.14	5.06
Natural Gas equipment (water heater/furnace or appliances)	9.05	9.16	9.58	6.89	6.64	7.39	9.54	9.76	3.02	7.23	9.47	14.73	6.65	10.66	19.45	11.17	5.75	12.84	6.80	19.53	1.93	6.68	3.94
Insulation or windows	4.13	2.67	5.58	4.06	5.45	4.27	5.56	3.43	4.89	4.17	4.13	8.37	2.21	3.7									

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;ID1&gt; Are you aware of any programs or resources that are designed to help organizations like yours reduce their energy bills?</b>																							
Yes	39.19	37.15	40.63	40.50	75.82	58.65	43.64	36.28	41.37	48.58	37.74	86.67	33.28	35.94	42.74	42.31	46.46	37.97	41.20	36.47	35.94	58.73	40.54
No	59.35	61.29	57.87	58.53	23.63	39.69	54.81	62.29	57.01	50.07	60.78	13.33	65.20	61.73	57.26	54.20	51.68	60.96	56.92	60.72	63.16	41.18	58.64
Don't Know	1.46	1.55	1.50	0.96	0.55	1.66	1.54	1.43	1.62	1.35	1.48	0.00	1.53	2.33	0.00	3.48	1.86	1.06	1.88	2.82	0.90	0.09	0.82
n	7040	2497	3214	1329	399	1708	2169	2605	159	1890	5750	25	355	572	43	189	661	1483	1177	587	860	472	616
<b>&lt;ID2&gt; What types of programs can you recall?</b>																							
Rebates/incentives (include mentions of SPC and Express)	45.31	48.80	42.21	47.15	61.95	53.44	49.22	42.46	52.28	43.13	45.74	74.04	35.55	50.49	33.52	57.27	35.16	42.46	48.95	47.32	43.60	57.17	52.61
Direct Install/Contractor offered to install equipment for free	16.52	11.54	19.35	21.34	16.03	15.45	15.96	16.42	20.73	22.33	15.37	7.49	31.95	10.81	11.37	13.69	11.11	17.62	18.50	16.98	15.60	12.10	15.10
BLDG Commissioning (Retrocommissioning, Monitoring based commissioning)	1.13	1.04	1.19	1.12	5.75	2.83	0.82	1.00	0.69	2.00	0.95	0.00	0.90	0.27	4.46	0.73	0.25	0.47	2.00	0.12	2.64	3.55	0.71
Business energy audits and feasibility studies	6.63	5.83	6.60	9.69	8.56	9.40	6.85	6.72	1.96	6.53	6.65	1.46	4.33	3.30	1.05	2.84	3.27	7.32	6.80	7.26	7.62	19.81	4.18
Energy Centers (Pacific Energy Center, SCE CTAC)	3.98	3.60	4.89	1.08	7.32	5.67	5.43	3.34	3.20	3.67	4.04	2.59	3.14	11.36	8.67	4.75	7.64	2.77	3.86	3.44	2.99	5.36	2.41
Seminars, classes, and workshops	2.39	1.32	3.46	1.20	3.62	4.60	2.49	2.35	0.00	2.52	2.36	1.46	4.65	3.60	0.00	1.20	3.18	2.70	2.34	1.45	1.24	4.98	1.16
Solar / Distributed Generation Programs (CSI, SGIP)	13.17	12.15	14.22	11.89	10.50	13.87	13.68	12.86	14.65	7.97	14.20	12.84	12.00	14.91	9.68	11.06	9.40	18.09	12.59	5.94	6.82	18.72	12.68
Demand Response Programs (Flex Your Power, Peak Choice, BIP, DBP, Aggregator, PDP)	8.25	8.02	6.76	16.01	21.40	16.71	7.76	7.41	7.43	8.73	8.15	10.35	5.56	9.77	4.43	7.10	10.13	6.62	9.80	6.82	8.65	19.32	6.17
Upstream HVAC and Motors Program	4.06	3.55	4.12	5.67	10.09	7.93	4.95	3.05	6.42	4.80	3.92	4.87	5.29	5.57	2.76	3.11	3.10	3.41	3.64	3.07	6.79	7.85	3.01
Federal Tax incentives	2.01	1.89	2.07	2.13	4.76	4.04	2.60	1.23	5.49	1.06	2.19	0.00	3.94	0.11	1.05	4.00	1.16	1.80	3.04	2.83	1.55	2.73	1.21
Energy Star	0.19	0.24	0.14	0.28	0.00	0.99	0.62	0.00	0.00	0.49	0.13	0.00	0.00	0.00	0.00	0.00	0.40	0.00	0.27	1.06	0.00	0.34	0.29
Other	20.23	20.27	21.25	15.36	21.98	20.73	22.94	19.93	13.17	25.65	19.16	27.01	23.93	17.03	58.76	15.27	25.14	21.94	16.97	23.45	19.53	13.52	17.00
Refused	0.23	0.23	0.28	0.00	0.18	0.00	0.34	0.00	0.02	0.27	2.32	0.16	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.07	0.00	0.00	0.00
Don't Know	8.89	9.80	8.45	7.62	4.66	7.16	5.69	10.42	6.67	3.79	9.90	0.00	6.31	6.03	5.75	1.47	9.29	9.61	6.94	7.74	10.74	2.06	15.44
n	3368	1204	1510	654	323	1053	964	954	74	1121	2247	20	152	226	31	107	372	686	607	223	340	325	285
<b>&lt;ID8&gt; Does this facility participate in the utility's Demand Response programs currently?</b>																							
Yes	9.50	10.03	8.09	13.97	46.64	24.96	12.40	7.32	10.84	15.32	8.57	44.89	15.49	10.46	12.28	14.43	13.15	7.79	9.61	8.77	7.86	35.95	7.57
No	75.78	74.52	78.11	69.94	41.46	55.12	70.58	78.47	78.71	70.49	76.62	48.84	69.06	70.88	69.97	73.84	76.71	78.59	76.30	74.34	74.51	48.65	77.01
Don't Know	14.72	15.46	13.81	16.09	11.91	19.91	17.02	14.21	10.45	14.19	14.81	6.27	15.46	18.66	17.75	11.73	10.14	13.62	14.09	16.90	17.63	14.39	15.43
n	7874	2884	3613	1377	660	2230	2220	2605	159	2476	5398	29	486	632	59	199	695	1636	1308	593	1017	475	745
<b>&lt;ID11&gt; Does this facility have solar, wind or other energy-generation equipment on site?</b>																							
Solar	2.67	2.77	2.50	3.04	6.64	5.70	3.05	2.16	5.00	2.67	2.67	14.65	2.01	1.04	0.59	3.61	1.18	3.73	2.63	1.71	1.72	8.56	1.81
Wind	0.36	0.18	0.58	0.03	0.47	0.38	0.30	0.35	0.58	0.05	0.41	0.00	0.00	0.45	0.00	0.05	0.03	0.39	0.29	0.38	0.71	0.82	0.01
Generator / Cogen Equipment	0.27	0.45	0.13	0.21	3.62	0.99	0.63	0.11	0.08	0.50	0.23	1.19	0.19	0.83	3.93	0.00	0.38	0.42	0.10	0.04	0.00	0.12	0.21
None	96.19	96.31	96.18	95.81	88.76	91.79	95.57	96.80	94.82	96.37	96.17	84.39	97.64	97.56	95.48	93.85	97.31	95.27	96.48	97.77	96.42	90.03	97.11
Other	0.29	0.25	0.34	0.24	1.19	0.51	0.19	0.31	0.10	0.17	0.31	0.36	0.11	0.05	0.00	0.35	1.04	0.30	0.08	0.00	0.40	0.53	0.45
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	0.28	0.13	0.31	0.70	0.00	0.86	0.25	0.28	0.00	0.30	0.27	0.00	0.05	0.10	0.00	2.13	0.10	0.00	0.44	0.10	0.83	0.08	0.41
n	7776	2836	3572	1368	624	2167	2221	2605	159	2386	5390	29	456	632	50	199	695	1636	1308	594	958	475	744
<b>&lt;ID30&gt; Has your organization ever undertaken an integrated audit where your organization was presented with ways to reduce your energy bills using a combination of energy efficiency, demand response and distributed generation, including solar, wind or other energy-generation equipment on site?</b>																							
Yes	10.96	11.27	10.10	13.77	62.51	33.45	15.25	8.05	11.49	19.52	9.60	34.22	13.12	8.29	27.74	14.35	12.85	10.39	10.46	11.09	9.06	42.93	9.47
No	84.40	83.96	85.49	81.09	37.06	55.76	78.48	88.36	81.42	75.03	85.90	65.42	81.88	85.32	57.95	81.93	84.18	85.28	85.17	84.02	87.09	50.10	82.91
Refused	0.07	0.18	0.00	0.00	0.24	0.00	0.04	0.09	0.00	0.01	0.08	0.00	0.00	0.00	0.44	0.00	0.00	0.19	0.05	0.00	0.00	0.00	0.00
Don't Know	4.56	4.59	4.41	5.14	10.19	10.79	6.23	3.49	7.10	5.43	4.42	0.36	5.00	6.39	13.87	3.72	2.97	4.14	4.32	4.89	3.85	6.98	7.62
n	7874	2884	3613	1377	660	2230	2220	2605	159	2476	5398	29	486	632	59	199	695	1636	1308	593	1017	475	745
<b>&lt;ID31&gt; Does your organization know where it can get an integrated online audit?</b>																							
Yes	14.45	15.10	13.57	16.13	34.90	20.60	14.65	14.10	13.92	13.11	14.64	3.04	8.38	11.81	4.02	6.74	22.39	12.91	15.93	11.12	14.09	25.52	19.15
No	82.36	81.21	83.77	80.15	60.40	76.26	81.60	82.69	84.94	84.41	82.08	96.96	88.64	85.20	94.45	91.77	74.67	84.54	80.58	85.28	82.95	70.65	74.52
Refused	0.07	0.09	0.07	0.00	0.00	0.00	0.00	0.10	0.00	0.00	0.08	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.54
Don't Know	3.12	3.60	2.59	3.72	4.70	3.14	3.75	3.10	1.15	2.48	3.20	0.00	2.98	3.00	1.53	1.49	2.94	2.55	3.31	3.59	2.96	3.84	5.79
n	5215	1795	2431	989	157	971	1686	2287	114	1194	4021	12	259	452	21	124	449	1141	890	480	695	207	485
<b>&lt;ID31A&gt; Do you recall where you can get an integrated online audit?</b>																							
No	15.96	17.46	14.41	16.68	20.66	13.40	18.46	15.11	19.76	13.69	16.24	0.00	15.23	19.54	0.00	14.60	14.33	15.91	14.89	13.29	13.58	21.04	23.61
SDGE	7.95	0.18	1.44	64.40	13.05	6.89	6.51	8.70	2.71	6.71	8.10	100.00	9.92	6.09	0.00	15.55	7.30	6.39	13.32	14.56	5.92	2.96	0.79
PG&E	22.16	51.83	0.00	0.00	22.03	20.67	27.57	21.35	15.94	27.61	21.49	0.00	13.58	36.44	65.27	25.47	28.88	21.24	15.69	23.87	19.06	9.56	33.04
SCE	26.03	0.00	56.37	0.56	13.73	23.65	23.05	27.55	19.89	27.44	25.85	0.00	34.44	15.16	34.73	23.49	20.12	34.78	28.96	15.06	24.48	15.48	11.59
Record Where	20.03	21.17	20.60	13.29	14.29	22.86	15.95	19.33	41.70	18.23	20.25	0.00	21.08	17.72	0.00	8.37	18.83	17.54	17.12	23.45	24.84	50.41	23.58
Refused	0.26	0.60	0.00	0.00	0.00	0.00	0.00	0.36	0.00														

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E (%)	SCE (%)	SDG&E (%)	Large (%)	Medium (%)	Small (%)	Very Small (%)	Unknown (%)	EE Parts (%)	Non-EE Parts (%)	College (%)	Food/Liquor (%)	Health Care (%)	Health Care - Hospital (%)	Hotel (%)	Industrial (%)	Misc (%)	Office (%)	Restaurant (%)	Retail (%)	School (%)	Warehouse (%)
<b>&lt;ID32A&gt; Do you recall where you can get an integrated on-site audit?</b>																							
No	11.05	8.00	12.31	18.11	12.76	13.11	14.50	8.15	39.17	9.59	11.28	0.00	6.40	1.68	0.00	17.41	10.40	11.38	7.87	15.44	14.94	5.38	16.99
SDGE	8.44	0.00	1.49	66.26	9.72	6.73	4.90	9.77	3.87	3.82	9.15	22.08	7.23	11.80	8.29	9.20	8.12	7.49	9.22	10.93	8.26	5.93	7.61
PGE	29.53	65.43	0.13	0.00	22.25	22.67	29.78	30.49	22.63	38.00	28.23	31.71	12.99	58.46	59.36	23.16	30.94	26.26	25.40	21.59	33.19	55.78	33.70
SCE	23.84	0.21	54.96	0.15	19.36	21.19	23.72	24.80	13.42	27.94	23.22	46.21	13.04	11.84	32.35	33.08	20.73	32.96	25.78	16.43	22.40	17.61	9.50
Record	20.25	18.62	24.11	12.33	25.24	26.55	20.63	19.61	20.92	16.62	20.80	0.00	58.51	16.22	0.00	11.50	15.78	15.12	25.28	28.11	14.93	13.68	26.62
Refused	0.84	0.67	1.25	0.00	0.00	0.85	0.13	1.10	0.00	0.00	0.97	0.00	1.83	0.00	0.00	0.00	4.23	0.00	1.30	0.00	0.00	0.00	0.00
Don't Know	6.04	7.07	5.75	3.14	10.69	8.89	6.35	6.08	0.00	4.04	6.35	0.00	0.00	0.00	0.00	5.65	9.80	6.70	5.17	7.49	6.27	1.61	5.58
n	758	280	330	148	57	213	220	262	12	206	552	4	28	48	5	14	87	156	152	49	68	57	76
<b>&lt;ID30A&gt; In what year did your organization participate in the audit?</b>																							
2009 to present	65.65	64.73	68.01	60.68	73.02	74.19	64.56	65.37	54.21	74.91	62.87	91.49	67.14	55.03	68.35	84.95	75.92	62.40	72.87	67.01	53.40	64.60	68.00
2006 to 2008	16.17	15.62	14.51	23.45	15.22	15.32	18.09	15.81	12.96	14.90	16.55	7.42	13.00	24.40	21.82	7.70	14.24	17.94	11.17	18.41	20.66	20.68	7.01
2000 to 2005	7.04	9.26	4.93	6.99	4.66	6.38	8.20	5.54	16.91	5.32	7.55	0.00	11.34	11.13	7.54	5.49	3.68	4.82	4.02	10.00	7.13	11.31	20.99
Before 2000	4.70	3.43	6.55	2.57	1.05	2.16	3.61	6.57	0.00	1.71	5.59	1.09	3.93	3.92	2.28	0.00	2.01	9.93	1.76	1.96	3.99	1.37	0.38
Refused	0.02	0.00	0.05	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.03	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.38
Don't Know	6.42	6.96	5.95	6.30	6.06	1.96	5.46	6.70	15.92	3.15	7.41	0.00	4.59	5.51	0.00	1.86	4.15	4.92	10.18	2.61	14.82	2.04	3.24
n	1386	557	567	262	196	572	360	229	29	369	877	12	67	72	19	52	176	256	237	77	107	226	97
<b>&lt;ID30S&gt; Did you install the self-generation equipment before or after the integrated audit?</b>																							
Before	39.34	29.12	49.57	18.60	18.93	31.61	17.40	51.63	14.84	15.24	43.77	40.18	60.00	85.76	61.64	0.00	32.97	46.06	36.34	71.66	4.02	10.72	35.66
After	51.00	55.90	46.02	61.39	75.22	50.80	73.74	41.61	55.70	74.80	46.62	4.76	20.00	14.24	38.36	100.00	59.11	51.59	48.12	28.34	42.06	73.01	64.34
Both	6.98	12.94	0.86	20.02	5.85	8.89	8.86	3.73	29.47	8.08	6.78	55.06	0.00	0.00	0.00	0.00	7.93	1.79	15.54	0.00	22.96	10.69	0.00
Don't Know	2.68	2.04	3.56	0.00	0.00	8.71	0.00	3.03	0.00	1.89	2.82	0.00	20.00	0.00	0.00	0.00	0.00	0.57	0.00	0.00	30.97	5.57	0.00
n	768	84	64	20	23	76	38	25	6	70	98	5	5	3	1	15	41	26	2	8	48	8	9
<b>&lt;ID30DR&gt; Did you participate in demand response programs before the integrated audit?</b>																							
Before	25.38	19.43	35.00	21.77	40.41	34.38	22.02	23.32	17.13	32.23	22.87	19.58	7.42	12.12	12.64	21.55	28.16	27.67	39.95	4.11	29.88	13.41	22.81
After	48.73	51.98	45.25	47.12	31.75	37.50	43.96	66.56	17.80	44.77	50.13	20.36	63.86	50.88	87.36	18.90	43.97	54.07	42.11	60.89	37.65	56.36	39.75
Both	14.43	16.92	11.74	13.22	15.51	14.22	16.21	5.46	46.31	11.08	15.61	60.06	6.22	15.35	0.00	35.23	21.86	7.68	10.06	18.73	16.00	24.70	4.14
Refused	0.29	0.30	0.42	0.00	0.71	0.00	0.93	0.00	0.00	1.12	0.00	0.00	0.00	0.00	0.00	0.00	0.43	0.00	0.00	0.00	1.40	0.00	0.00
Don't Know	11.17	11.37	7.59	17.89	11.63	13.90	16.88	4.66	18.76	10.80	11.31	0.00	22.50	21.65	0.00	26.32	5.58	10.58	7.87	16.27	16.47	4.14	33.30
n	482	203	193	86	108	103	44	9	232	250	5	19	78	5	19	79	77	75	10	24	124	24	27
<b>&lt;ID4&gt; Were solar, wind or other self-generation programs, technologies or opportunities identified in the audit report?</b>																							
Yes	28.55	30.35	26.45	29.42	35.20	40.74	29.63	22.92	44.97	26.12	29.33	69.01	35.70	35.55	40.10	37.88	25.78	29.23	26.00	7.27	34.85	36.17	31.63
No	57.62	53.56	61.99	56.80	53.76	44.89	54.53	64.08	42.63	65.55	55.08	30.99	52.60	48.60	44.03	51.70	51.08	61.00	60.92	76.56	52.83	34.73	60.99
Refused	0.01	0.00	0.00	0.09	0.00	0.11	0.00	0.00	0.00	0.05	0.00	0.00	0.00	0.00	0.00	0.73	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	13.82	16.09	11.56	13.69	11.03	14.26	15.84	13.00	12.40	8.28	15.59	0.00	11.70	15.85	15.87	9.70	23.14	9.78	13.08	16.17	12.31	29.10	7.39
n	1278	473	503	242	173	496	322	204	23	499	779	1	62	67	16	57	161	216	205	75	99	178	82
<b>&lt;ID33&gt; Why did your organization not adopt the solar, wind or self-generation technologies recommended?</b>																							
Lack of Funds	12.87	17.34	6.75	15.44	10.97	10.90	10.94	12.70	23.00	8.40	14.14	0.00	1.36	19.16	0.00	14.99	2.28	16.47	10.74	0.00	23.85	10.41	1.98
High Cost	41.76	45.67	40.71	32.02	40.56	37.01	37.88	44.70	48.61	28.02	45.66	11.31	27.05	39.24	0.00	20.94	40.11	42.54	41.93	43.53	32.42	59.35	64.22
In process or Considering	8.46	6.47	10.59	8.96	8.01	15.16	10.40	1.98	19.42	9.19	8.25	0.00	22.24	5.46	26.03	3.56	28.51	3.76	9.06	5.74	5.50	9.15	6.35
Insufficient Payback / ROI	4.40	4.83	4.36	3.08	12.16	6.69	5.26	2.15	4.30	8.16	3.33	48.03	16.59	9.01	0.00	23.49	5.37	1.37	5.31	2.73	0.28	5.96	0.27
Record reason	29.33	25.87	32.48	31.75	28.51	32.48	30.64	33.53	3.64	43.82	25.21	40.66	28.58	33.66	73.97	33.47	22.87	34.69	25.98	44.51	30.19	18.22	16.07
Refused	0.08	0.00	0.00	0.53	0.00	0.00	0.00	0.18	0.00	0.34	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	4.75	1.93	6.21	9.80	6.73	2.65	5.40	5.78	1.04	5.06	4.66	0.00	14.70	0.92	0.00	3.55	1.69	1.91	7.29	0.00	8.78	0.56	11.88
n	421	164	177	80	60	198	101	57	17	168	253	3	21	26	6	18	59	84	63	9	33	72	27
<b>&lt;ID7&gt; Were demand response programs, technologies or opportunities identified in the audit report?</b>																							
Yes	30.47	27.66	32.58	31.77	55.26	44.49	24.66	29.25	39.09	29.53	30.74	84.52	37.27	15.63	17.49	35.45	42.91	28.44	32.14	26.03	27.61	46.96	33.17
No	45.83	49.17	44.70	38.78	30.02	34.36	47.62	48.44	34.95	52.27	43.99	3.80	48.99	64.20	70.79	31.48	32.15	45.15	46.93	52.13	42.31	34.24	54.65
Don't Know	23.71	23.17	22.72	29.45	14.71	21.16	27.72	22.31	25.96	18.20	25.27	11.68	13.74	20.17	11.72	33.07	24.94	26.41	20.93	21.84	30.08	18.80	12.18
n	904	354	374	176	88	354	257	185	20	337	567	7	48	54	14	33	97	179	156	67	83	102	64
<b>&lt;ID34&gt; Why did your organization not adopt the demand response programs and technologies recommended?</b>																							
High Costs	17.07	18.50	16.41	15.51	7.97	14.59	23.40	17.87	0.00	13.18	18.14	24.12	1.80	20.38	0.00	45.19	30.92	4.53	15.64	23.75	35.91	32.50	8.43
Can't operate without energy	22.06	16.98	23.76	30.36	34.43	17.09	17.80	25.44	11.63	32.83	19.11	0.00	14.48	6.32	0.00	3.15	15.74	38.80	11.26	21.41	3.75	4.77	41.65
Did not qualify	5.46	1.31	7.89	7.98	3.86	1.40	4.38	5.94	14.15	2.44	6.28	15.27	0.00	0.00	0.00	0.00	0.49	10.08	6.28	0.00	4.94	9.35	0.00
Not interested	3.15	5.81	1.37	2.41	0.00	3.78	7.67	1.77	0.00	4.79	2.70	0.00	0.00	20.37	0.00	0.00	0.00	3.51	2.93	5.81	3.22	1.26	



Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PC&E (%)	SCE (%)	SDG&E (%)	Large (%)	Medium (%)	Small (%)	Very Small (%)	Unknown (%)	EE Parts (%)	Non-EE Parts (%)	College (%)	Food/Liquor (%)	Health Care (%)	Health Care - Hospital (%)	Hotel (%)	Industrial (%)	Misc (%)	Office (%)	Restaurant (%)	Retail (%)	School (%)	Warehouse (%)
<b>&lt;BN3&gt; How did you first learn about Benchmarking tools and services?</b>																							
Utility Rep/Employee	15.75	17.93	13.30	15.37	20.02	18.03	17.35	15.48	7.86	27.08	13.49	7.68	10.88	18.09	12.76	36.79	8.83	18.16	15.79	13.48	8.17	18.45	24.42
Energy Industry	16.59	14.88	18.34	17.43	19.33	14.98	13.12	17.88	19.13	10.86	17.74	26.99	23.59	5.38	26.27	17.69	21.67	17.52	13.89	22.63	18.81	6.12	23.93
E-mail	0.56	0.77	0.12	1.19	1.02	1.72	1.42	0.00	0.00	1.68	0.34	0.00	0.00	0.63	0.00	0.00	0.00	0.04	1.71	0.00	0.19	0.00	0.57
Training / Seminar	8.87	9.00	7.17	13.65	12.79	12.18	7.79	9.26	3.56	7.50	9.14	0.00	5.73	7.10	6.11	8.48	11.84	4.01	13.79	0.41	8.57	20.72	2.93
Publication	7.66	6.46	6.60	15.35	5.43	6.93	10.49	5.85	12.95	4.71	8.25	9.19	2.70	21.30	3.28	7.09	5.74	11.80	5.08	0.00	2.92	7.62	8.15
Energy Manager	2.22	2.55	2.15	1.23	3.12	2.19	0.75	1.20	12.76	1.96	2.27	2.37	4.61	17.75	0.00	0.00	0.21	0.72	2.54	0.00	0.24	2.46	0.00
Community	13.62	12.40	17.26	6.73	9.37	11.60	19.30	12.73	7.13	10.21	14.30	22.86	11.88	6.80	3.57	1.25	11.24	17.91	12.34	21.57	17.41	9.24	8.03
Employer / Previous Employment	9.24	8.98	9.80	8.42	13.66	7.93	7.45	11.12	1.73	10.30	9.02	0.00	13.70	1.33	4.13	3.30	4.96	8.63	5.51	15.49	26.82	7.26	6.55
Online/Independent Research	6.88	4.09	9.46	9.10	1.24	6.44	7.15	7.01	8.63	6.23	7.01	3.12	8.70	5.94	4.92	20.94	8.12	4.39	11.40	6.82	2.44	4.54	4.45
School	1.79	1.87	2.03	0.72	0.62	1.04	1.77	2.31	0.00	0.58	2.03	0.00	3.56	0.28	1.49	0.00	0.00	1.03	0.40	0.00	10.41	1.01	0.00
Contractor	5.67	7.57	4.75	1.56	3.60	8.43	3.37	3.44	24.49	5.00	5.80	20.11	2.44	5.14	7.46	0.00	15.15	5.37	3.02	1.07	2.64	21.12	0.68
Record	8.09	10.96	4.73	7.99	7.31	6.97	7.94	9.27	2.66	9.05	7.90	14.50	5.14	3.80	28.84	1.25	13.54	7.76	8.95	7.71	1.95	3.55	16.47
Refused	0.35	0.00	0.87	0.00	0.35	0.00	0.00	0.62	0.00	0.09	0.40	0.00	0.00	0.00	0.00	0.00	0.16	0.00	1.26	0.00	0.00	0.00	0.00
Don't Know	3.94	3.59	5.03	1.85	3.51	3.77	3.28	4.71	1.37	6.09	3.51	0.00	10.64	7.42	1.16	4.33	0.84	2.92	4.49	10.82	2.97	1.88	4.67
n	1125	442	453	230	190	467	269	173	26	433	692	16	29	64	22	38	110	198	285	38	73	190	62
<b>&lt;GL1&gt; Who purchases the lighting for your facility?</b>																							
Self or other employee	77.95	78.44	77.84	76.50	79.46	77.65	80.08	77.34	78.25	81.31	77.43	74.97	83.76	80.23	97.35	87.13	80.52	81.20	70.04	83.66	74.42	78.33	76.75
Contractor	4.86	4.11	5.77	3.58	8.40	8.44	6.77	4.05	5.44	4.65	4.89	3.90	6.93	3.96	0.00	1.22	3.90	4.39	5.20	9.34	4.80	2.22	3.73
Property manager	8.59	8.51	8.07	11.32	5.85	7.13	6.51	9.26	8.76	5.78	9.02	9.93	4.02	10.95	2.65	2.29	7.20	6.30	14.20	3.40	10.52	4.76	8.80
Corporate Office	1.22	1.33	1.15	1.12	2.81	3.73	1.50	0.92	2.04	1.08	1.24	1.09	0.95	0.04	0.00	1.29	0.56	1.37	0.90	0.36	2.73	3.13	0.62
Owner	2.69	2.56	2.72	3.11	0.19	1.48	1.99	3.10	1.22	2.48	2.72	0.00	3.00	2.51	0.00	5.75	3.24	1.85	4.82	1.15	2.22	0.00	3.10
Donations	0.06	0.00	0.00	0.58	0.00	0.00	0.09	0.00	0.20	0.04	0.00	0.00	0.00	0.00	0.00	0.00	0.18	0.00	0.00	0.00	0.00	0.00	0.00
Tenant	1.67	1.54	1.85	1.34	0.32	0.45	1.08	1.55	5.97	1.23	1.74	0.00	0.00	0.50	0.00	2.67	0.82	3.15	0.80	2.94	0.55	1.25	0.00
Government	0.24	0.27	0.25	0.08	0.12	0.18	0.44	0.21	0.00	0.26	0.23	0.00	0.00	0.13	0.00	0.00	0.00	0.39	0.15	0.00	0.46	0.12	0.93
Utility company	0.27	0.00	0.53	0.14	0.00	0.07	0.22	0.32	0.00	1.44	0.09	0.00	1.15	0.20	0.00	0.00	0.22	0.33	0.08	0.48	0.33	0.09	0.09
Volunteers	0.24	0.36	0.16	0.17	0.00	0.00	0.16	0.30	0.00	0.05	0.27	0.00	0.00	0.00	0.00	0.00	0.00	0.60	0.16	0.00	0.63	0.00	0.00
No lighting purchases to date	0.46	0.66	0.30	0.42	0.00	0.11	0.34	0.56	0.00	0.34	0.48	0.00	0.27	0.70	0.00	0.00	0.58	0.43	0.88	0.00	0.40	0.31	0.52
Other	1.02	1.35	0.76	0.88	2.60	0.92	0.42	1.24	0.22	0.78	1.05	10.10	0.33	0.24	0.00	0.00	1.46	0.88	0.62	0.26	1.52	0.86	1.32
Refused	0.08	0.17	0.00	0.07	0.19	0.19	0.00	0.10	0.00	0.32	0.04	0.00	0.17	0.00	0.00	0.13	0.03	0.20	0.00	0.00	0.00	0.00	0.00
Don't Know	1.87	1.87	1.94	1.56	0.77	1.11	1.37	2.07	1.78	1.38	1.95	0.00	0.59	0.69	0.00	4.58	1.04	2.17	1.39	1.20	1.56	1.11	5.20
n	7040	2497	3214	1329	399	1708	2169	2605	159	1890	5150	25	355	572	43	189	661	1483	1177	587	860	472	676
<b>&lt;GL1A&gt; Who purchases the majority of your lighting versus secondary lighting purchases?</b>																							
Self or other employee	29.51	32.24	27.59	26.31	68.69	60.25	62.25	28.69	5.25	36.79	28.35	0.00	6.67	0.00	0.00	43.84	11.08	50.67	22.17	0.00	31.15	100.00	3.59
Contractor	16.01	10.87	20.95	11.49	31.31	9.28	25.87	15.96	11.10	28.55	14.01	0.00	93.33	0.00	0.00	9.95	3.67	24.33	0.00	32.45	9.68	0.00	17.39
Property manager	14.25	2.22	26.31	0.00	0.00	0.00	7.39	21.76	0.00	0.00	16.51	0.00	0.00	0.00	0.00	46.21	85.25	7.74	0.00	0.00	13.71	0.00	0.00
Other	30.84	32.82	25.14	62.20	0.00	30.48	4.50	33.58	39.75	34.66	30.24	0.00	0.00	100.00	0.00	0.00	17.26	24.94	67.55	45.45	0.00	79.03	0.00
Don't Know	9.39	21.86	0.00	0.00	0.00	0.00	0.00	43.90	0.00	10.89	0.00	0.00	0.00	0.00	0.00	0.00	0.00	52.89	0.00	0.00	0.00	0.00	0.00
n	58	20	30	8	3	19	15	17	4	20	38	0	2	1	0	4	7	13	8	3	12	1	7
<b>&lt;PC3&gt; Which of the following best describes how your property manager replaces burned out bulbs?</b>																							
They leave spare bulbs for you to replace as needed	27.09	28.75	27.82	19.90	9.35	36.19	30.16	26.64	22.86	24.46	27.34	0.00	2.59	30.60	0.00	33.86	45.74	20.27	23.26	30.69	35.61	22.68	31.06
They come out and replace EACH time a bulb burns out	42.78	44.07	39.55	49.67	70.83	42.86	34.87	44.24	39.64	57.81	41.31	100.00	79.35	58.61	100.00	66.14	32.93	48.72	46.57	48.79	26.82	71.15	23.80
They come out and replace after a FEW bulbs burn out	16.77	15.92	18.05	14.98	12.68	16.84	25.48	14.65	24.53	14.31	17.01	0.00	3.38	5.61	0.00	0.00	14.70	25.66	10.07	20.52	25.47	2.53	14.26
Other	5.69	3.69	7.08	6.90	0.00	1.62	4.48	5.77	9.81	2.37	6.02	0.00	0.00	1.93	0.00	0.00	6.26	3.71	11.31	0.00	0.77	3.65	5.22
Don't Know	7.68	7.57	7.50	8.54	7.15	2.49	5.01	8.70	3.16	1.05	8.32	0.00	14.68	3.25	0.00	0.00	0.37	1.64	8.79	0.00	11.33	0.00	25.66
n	480	165	203	112	13	95	104	256	12	82	398	1	12	56	1	6	37	87	153	20	63	8	36
<b>&lt;CON2&gt; Which of the following best describes how your contractor replaces burned out bulbs?</b>																							
They leave spare bulbs for you to replace as needed	24.03	32.86	18.81	26.03	45.23	27.38	24.39	24.90	8.73	26.66	23.69	100.00	21.14	38.39	0.00	14.41	60.62	14.98	17.55	38.06	18.37	56.51	27.42
They come out and replace EACH time a bulb burns out	30.87	21.59	36.30	29.19	18.59	25.46	32.56	29.07	46.54	31.38	30.80	0.00	23.64	42.01	0.00	71.13	19.67	42.34	29.38	29.58	21.22	38.89	5.31
They come out and replace after a FEW bulbs burn out	29.64	25.54	31.66	32.12	17.87	34.98	27.66	29.98	31.91	24.26	30.34	0.00	37.09	8.01	0.00	14.46	3.51	21.25	43.14	27.35	44.02	4.60	36.17
They come on a regular schedule	7.39	7.35	7.77	4.32	18.31	6.62	7.39	6.61	12.81	8.79	7.21	0.00	16.16	0.95	0.00	0.00	11.00	7.00	2.47	11.03	0.00	0.00	0.00
Other	5.92	9.57	3.66	7.63	0.00	3.00	6.10	6.91	0.00	4.11	6.16	0.00	1.19	0.00	0.00	0.00	15.32	7.38	2.11	2.53	1.23	0.00	31.10
Don't Know	2.16	3.10	1.79	0.70	0.00	2.56	1.90	2.52	0.00	4.79	1.81	0.00	0.78	10.64									

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)	
<b>&lt;GL3&gt; Where does your firm make the majority of the lighting purchases?</b>																								
Drug stores	0.14	0.33	0.00	0.00	0.09	0.00	0.00	0.20	0.00	0.39	0.10	0.00	0.00	0.00	0.00	0.00	0.77	0.00	0.00	0.00	0.05	0.00	0.00	0.00
Grocery stores	0.68	0.68	0.80	0.18	0.00	0.19	0.22	0.91	0.00	0.18	0.77	0.00	0.16	0.00	0.00	0.20	1.20	1.04	1.04	0.54	0.00	0.00	0.00	0.00
Convenience stores	0.37	0.50	0.33	0.03	1.05	0.07	0.21	0.46	0.00	0.66	0.32	0.00	0.44	0.00	0.00	0.00	0.93	0.54	0.02	0.26	0.60	0.00	0.00	0.00
Small Hardware stores	7.86	11.15	5.79	4.31	1.40	1.27	6.44	8.57	9.35	5.41	8.26	0.00	4.38	10.78	0.00	1.86	4.28	8.26	5.84	9.48	12.83	2.19	4.90	4.90
Large hardware stores (Home Depot/Lowes)	57.04	50.35	61.51	63.12	10.54	23.37	48.85	61.95	54.67	54.14	57.51	5.35	60.30	50.94	48.34	46.19	54.02	62.14	56.39	59.38	51.17	27.90	58.14	58.14
Club stores (Costco/Sam's club)	3.70	4.31	3.18	3.69	0.00	0.56	3.87	4.12	0.75	3.54	3.73	0.00	2.93	7.68	2.14	8.79	2.80	3.76	4.21	6.79	1.22	0.81	1.05	1.05
Online	4.15	4.58	3.72	4.41	8.22	6.79	5.13	3.57	5.39	2.87	4.36	39.58	3.11	5.86	3.61	6.25	3.00	3.62	4.38	3.47	5.21	8.37	3.14	3.14
Directly from distributor or contractor	15.47	16.15	14.95	15.13	67.38	51.22	23.62	10.11	22.42	19.12	14.87	44.70	16.21	14.22	29.40	19.30	22.13	12.38	15.44	11.94	16.71	48.36	17.74	17.74
Lighting stores	1.60	1.81	1.40	1.65	2.62	1.08	1.00	1.88	0.50	1.67	1.58	0.00	0.66	2.59	0.00	0.80	0.80	1.29	1.76	1.24	2.00	0.08	2.86	2.86
Electronic stores (Frys / Best Buy)	2.80	3.51	2.45	1.62	6.84	6.26	4.36	2.36	0.00	3.66	2.66	0.00	4.22	1.73	0.59	0.65	2.79	2.25	4.34	3.19	1.93	4.60	3.44	3.44
Electronic stores (Frys/Bestbuy)	0.52	0.82	0.34	0.16	1.12	0.65	0.72	0.36	1.56	0.58	0.51	0.00	1.90	0.00	0.00	0.92	2.79	0.23	0.15	0.18	0.45	1.40	0.81	0.81
Discount stores (Smart&Final/99 cent stores)	0.25	0.58	0.02	0.00	0.00	0.06	0.19	0.30	0.00	0.00	0.29	0.00	0.00	0.00	0.00	0.00	0.05	0.12	0.07	0.26	0.62	0.00	1.28	1.28
Other	2.19	2.41	2.27	0.92	2.34	2.23	2.02	2.20	2.56	2.61	2.12	3.48	4.05	0.50	11.90	6.57	0.81	1.67	1.88	1.19	4.80	2.08	2.38	2.38
Refused	0.24	0.46	0.05	0.19	1.13	0.35	0.10	0.28	0.00	0.18	0.25	2.68	0.00	0.00	1.68	0.07	0.00	0.45	0.38	0.00	0.00	0.00	0.04	0.04
Don't Know	3.00	2.36	3.22	4.60	7.30	5.89	3.27	2.73	2.81	5.00	2.68	0.00	1.66	5.70	2.34	8.39	3.64	2.26	3.63	2.08	2.26	4.17	4.22	4.22
n	5439	1961	2464	1014	325	1314	1701	1982	117	1520	3919	19	277	436	41	165	547	1184	799	494	640	368	469	469
<b>&lt;GL3A&gt; Where else do you make lighting purchases?</b>																								
Drug stores	0.70	0.57	0.88	0.39	0.00	0.00	0.33	0.91	0.00	0.09	0.80	0.00	0.00	0.96	0.00	0.00	0.00	0.71	0.85	0.75	1.36	0.00	0.00	0.00
Grocery stores	0.80	1.20	0.62	0.00	0.00	0.00	0.17	0.91	2.15	0.87	0.79	0.00	0.27	0.84	0.00	0.00	0.00	1.16	1.12	0.76	0.39	0.00	0.00	0.25
Convenience stores	0.30	0.04	0.55	0.21	0.00	0.00	0.00	0.43	0.00	0.19	0.32	0.00	0.72	0.00	0.00	0.00	0.00	0.72	0.00	0.13	0.12	0.00	0.00	0.00
Small Hardware stores	7.71	10.58	5.86	4.69	3.18	3.18	5.72	8.80	4.94	5.28	8.10	3.40	7.14	11.49	2.49	8.95	3.96	8.70	5.58	11.44	5.98	7.99	8.07	8.07
Large hardware stores (Home Depot/Lowes)	14.10	12.68	15.69	12.45	14.53	21.68	15.61	13.63	9.97	15.16	13.93	6.06	11.00	14.17	3.35	18.62	13.50	14.65	16.37	15.08	12.28	13.26	9.66	9.66
Club stores (Costco/Sam's club)	2.44	2.49	2.41	2.33	0.48	0.82	2.65	2.67	0.35	3.02	2.35	0.00	0.06	4.25	0.00	3.90	2.40	2.30	2.20	3.82	2.59	0.59	1.65	1.65
Online	2.16	1.65	2.19	4.15	4.04	3.24	3.52	1.64	2.79	2.63	2.09	2.82	1.30	3.63	0.62	3.13	2.48	1.65	1.96	3.17	2.74	4.99	1.03	1.03
Directly from distributor or contractor	5.99	5.77	6.45	4.78	10.41	9.41	7.15	5.62	3.83	7.89	5.69	0.00	6.45	3.85	8.06	6.46	10.63	5.82	6.45	3.58	4.86	11.84	6.38	6.38
Mass merchandise stores (Target/Walmart/Staples)	2.66	3.27	2.02	3.16	1.83	0.90	1.95	2.87	3.75	2.41	2.70	0.00	3.39	4.09	0.00	2.17	0.39	2.26	3.80	4.21	3.30	0.26	1.50	1.50
Lighting stores	2.79	2.68	2.45	4.80	1.73	3.85	4.36	2.35	2.23	3.44	2.69	3.40	4.86	1.37	1.00	3.93	0.84	3.11	1.13	4.81	1.88	0.76	1.55	1.55
Electronic stores (Frys/Bestbuy)	0.68	0.40	0.90	0.76	0.30	0.70	0.73	0.72	0.00	0.67	0.68	0.00	0.81	0.05	0.00	0.17	0.16	0.95	0.54	0.97	0.72	0.91	0.23	0.23
Discount stores (Smart&Final/99 cent store)	0.54	0.31	0.78	0.39	0.00	0.06	0.45	0.48	1.95	0.17	0.60	0.00	0.27	0.00	0.00	0.00	0.03	0.54	0.99	0.50	0.27	0.00	1.37	1.37
Nowhere Else	58.02	56.57	58.69	60.87	60.93	55.58	55.34	58.53	62.01	56.44	58.28	87.72	64.91	55.09	66.59	47.16	62.69	57.98	55.63	50.34	61.72	56.35	62.67	62.67
Other	6.18	6.68	5.90	5.41	9.88	8.80	6.68	5.68	8.12	6.17	6.18	0.00	5.03	4.66	18.70	13.59	9.17	5.01	8.17	5.09	4.13	9.61	5.93	5.93
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	0.02	0.02	0.02	0.02	0.04	0.02	0.02	0.02	0.03	0.02	0.02	0.00	0.02	0.01	0.07	0.01	0.03	0.02	0.02	0.01	0.02	0.01	0.05	0.05
n	5180	1871	2342	967	303	1230	1624	1912	111	1439	3741	18	269	473	38	162	514	1139	754	484	674	340	435	435
<b>&lt;LI1&gt; Do you have linear fluorescents installed at your facility?</b>																								
Yes	79.25	81.65	76.56	82.28	82.83	90.85	85.03	77.59	71.39	86.80	78.06	100.00	81.76	85.32	98.43	70.99	87.89	75.82	79.75	77.47	80.65	88.33	77.95	77.95
No	16.45	14.10	19.11	13.35	4.05	5.65	11.09	18.25	20.63	9.98	17.47	0.00	14.07	11.63	0.97	27.16	6.07	21.10	14.60	18.07	13.79	7.96	18.15	18.15
Don't Know	4.30	4.25	4.33	4.37	3.12	3.50	3.87	4.16	7.97	3.22	4.47	0.00	4.17	3.05	0.60	1.86	6.04	3.08	5.65	4.46	5.56	3.71	3.91	3.91
n	7696	2800	3537	1359	594	2117	2221	2605	159	2327	5369	29	425	632	49	199	695	1624	1297	594	935	475	742	742
<b>&lt;LI1A&gt; What kind of linear fluorescents do you have?</b>																								
T8s	6.71	6.44	6.78	7.44	27.37	15.69	8.00	5.31	9.39	9.60	6.20	6.39	5.59	5.88	6.93	6.10	11.02	4.88	6.17	4.84	6.89	16.50	12.48	12.48
T8s	22.41	23.69	20.95	23.76	59.06	45.81	29.65	17.91	28.32	30.04	21.08	28.37	28.40	17.34	59.87	29.57	26.83	20.09	19.83	18.59	28.84	56.01	18.22	18.22
2nd Generation or higher T8s	3.41	2.94	3.79	3.61	15.24	9.65	4.51	2.48	4.41	4.73	3.18	20.32	2.55	3.72	10.18	4.08	2.51	3.03	3.42	2.49	3.93	12.05	3.09	3.09
T12s	10.57	12.75	9.06	8.63	18.08	14.32	11.53	9.56	15.76	7.59	11.10	2.93	12.49	11.23	10.48	15.21	10.59	11.66	9.03	11.23	8.03	12.22	12.11	12.11
Skinny tubes	28.08	25.77	29.71	30.03	11.01	19.83	29.26	28.65	25.25	29.26	27.87	51.03	33.84	32.66	17.97	27.28	28.84	29.26	25.25	34.35	27.70	7.43	25.29	25.29
Fat tubes	13.63	12.87	14.52	12.77	2.63	6.03	9.48	15.40	14.56	7.78	14.65	0.36	8.26	12.20	0.00	10.16	12.87	15.72	12.58	14.93	12.91	3.03	15.03	15.03
T10s	0.05	0.02	0.06	0.04	0.00	0.19	0.06	0.06	0.00	0.05	0.05	0.00	0.00	0.00	0.00	0.37	0.00	0.13	0.00	0.00	0.00	0.06	0.06	
Non-Linear / U-Shape / CFL / Metal Halide / Incandescent / LED	0.29	0.31	0.25	0.37	0.78	0.65	0.39	0.25	0.00	0.46	0.26	1.29	0.36	0.79	0.00	1.12	0.42	0.38	0.17	0.07	0.00	0.43	0.21	0.21
Other	2.28	2.46	2.18	1.99	0.93	2.24	2.50	2.28	1.69	3.18	2.12	3.07	4.42	1.88										

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;LI2A&gt; Approximately what percent of the ballasts are dimmable?</b>																							
0 Percent	82.16	81.51	82.60	82.76	61.86	69.78	79.78	83.75	83.75	81.20	82.33	80.50	80.70	78.71	69.71	69.76	85.46	84.29	80.74	77.93	83.85	68.75	83.21
1 to 15 Percent	4.10	4.13	3.88	4.92	21.41	12.90	4.94	3.00	5.38	5.00	3.94	11.61	2.42	5.95	25.27	11.95	3.39	3.58	5.65	2.81	1.42	14.58	3.60
16 to 30 Percent	1.38	1.45	1.44	0.89	3.72	2.76	2.62	0.89	1.51	1.82	1.31	1.29	0.74	1.02	0.00	5.29	1.22	1.08	1.58	3.95	0.97	1.54	0.47
31 to 45 Percent	0.35	0.30	0.41	0.32	0.84	0.62	0.36	0.35	0.00	0.72	0.29	4.42	0.00	1.39	0.00	0.69	0.52	0.12	0.45	0.84	0.01	2.55	0.30
46 to 60 Percent	1.03	1.14	1.02	0.64	1.38	2.35	1.83	0.70	1.13	0.94	1.05	0.00	0.14	0.93	0.00	1.23	0.37	0.67	0.80	3.12	1.95	1.12	0.41
61 to 80 Percent	0.54	0.40	0.64	0.62	1.38	1.33	1.00	0.36	0.32	0.82	0.49	2.19	0.81	0.20	1.16	0.28	0.03	0.26	0.65	2.37	0.88	0.14	0.08
81 to 99 Percent	0.35	0.55	0.20	0.19	0.33	0.35	0.71	0.26	0.00	0.41	0.33	0.00	0.00	0.12	0.00	0.25	0.07	0.31	0.04	1.44	0.06	0.57	1.38
100 Percent	1.18	1.00	1.51	0.47	1.20	0.93	1.08	1.31	0.00	1.62	1.10	0.00	0.78	0.20	0.00	1.53	1.66	1.09	2.03	0.66	0.88	0.52	0.95
Don't Know	8.91	9.52	8.30	9.19	7.91	8.97	7.67	9.37	7.92	7.47	9.17	0.00	14.42	11.49	3.86	9.05	7.29	8.60	8.07	6.89	10.16	12.53	9.60
n	6586	2442	2970	1174	555	1941	1915	2054	121	2093	4493	29	357	559	46	170	620	1332	1115	480	805	443	630
<b>&lt;HB1&gt; Do you have high bay lighting (lighting higher than 13 feet)?</b>																							
Yes	36.30	39.23	34.48	33.20	73.34	60.90	44.87	31.38	47.12	38.94	35.88	74.41	32.62	20.36	12.57	37.71	54.86	36.40	24.68	29.64	38.03	58.96	62.89
No	60.50	57.86	61.99	63.97	24.69	37.68	52.16	65.10	51.48	59.14	60.71	25.59	63.45	77.45	86.83	60.20	43.94	60.33	72.28	65.79	58.39	34.93	33.82
Don't Know	3.20	2.91	3.53	2.82	1.97	1.42	2.97	3.52	1.40	1.92	3.41	0.00	0.00	3.93	2.18	0.60	2.10	1.20	3.04	4.57	5.69	6.11	3.30
n	7696	2800	3537	1359	594	2177	2221	2605	159	2327	5369	29	425	632	49	199	695	1624	1297	594	935	475	742
<b>&lt;HB2&gt; What kind of high bay lighting is it?</b>																							
HID	8.99	8.87	9.37	7.71	21.54	13.03	9.57	8.45	5.85	10.93	8.66	12.00	10.46	8.38	29.95	7.89	9.79	10.84	6.75	4.11	6.51	13.75	9.82
Mercury Vapor	6.88	6.71	7.23	5.95	6.97	7.55	6.64	5.94	8.27	5.57	7.10	0.48	5.78	8.27	0.00	7.27	10.57	7.83	5.83	3.43	3.89	11.50	6.59
T8s	14.93	15.84	13.51	17.56	17.94	18.26	17.36	13.60	14.67	19.27	14.19	57.56	13.45	17.84	25.07	2.66	17.06	13.87	13.06	9.02	19.88	18.95	14.21
T5s	5.40	4.72	6.01	5.64	10.81	9.19	6.25	4.65	4.61	8.70	4.84	0.81	6.83	3.05	0.00	1.91	7.75	3.26	4.33	1.91	7.07	7.91	10.81
Skinny tubes	3.63	2.81	3.98	5.70	1.29	2.37	4.23	3.94	0.74	6.59	3.12	0.00	2.36	2.09	0.00	0.00	2.19	4.53	1.79	4.66	2.37	0.77	6.96
T12s	3.36	4.15	2.83	2.24	1.43	1.31	1.92	4.46	1.12	1.12	3.74	1.32	0.97	0.64	0.00	0.00	3.78	5.21	2.65	1.67	2.32	0.68	2.78
High / Low Pressure Sodium	0.44	0.53	0.37	0.36	0.78	0.82	0.46	0.34	0.80	1.01	0.34	0.00	1.17	0.09	0.00	0.00	1.64	0.13	0.69	0.00	0.00	3.49	0.17
Incandescent	1.88	1.05	2.76	1.50	1.72	1.35	2.46	1.79	1.23	1.87	1.88	0.00	0.12	0.65	0.00	2.36	0.00	2.59	2.31	7.63	0.85	0.00	0.32
Spotlight	0.27	0.03	0.40	0.79	0.00	0.22	0.00	0.43	0.00	0.00	0.32	0.00	0.00	0.00	0.00	0.00	0.25	0.00	0.62	0.00	0.34	0.53	0.82
Spotlights	1.29	1.50	1.24	0.57	0.00	0.44	1.41	1.43	0.82	0.00	1.51	0.00	1.60	1.01	0.00	0.00	0.00	2.37	0.00	2.34	1.64	1.05	0.28
Fat Tubes	2.33	2.57	2.37	0.96	0.00	0.11	0.75	3.09	3.43	1.24	2.51	0.00	0.00	0.00	0.00	4.40	4.79	1.82	2.02	2.18	1.49	0.00	4.84
CFLs	3.11	2.79	3.66	1.93	3.98	2.81	1.33	3.63	4.54	4.70	2.84	0.00	0.87	7.37	4.48	4.81	0.00	4.30	3.57	3.27	1.65	1.25	3.12
LED	0.66	0.78	0.55	0.58	1.46	1.10	1.26	0.44	0.00	1.61	0.49	0.00	1.75	0.09	4.60	0.56	0.05	0.40	1.56	1.81	0.69	0.36	0.27
Fluorescent, type not specified	4.69	4.85	4.36	5.51	3.47	3.42	4.17	5.02	4.92	5.03	4.63	1.39	8.79	3.46	0.00	1.96	3.02	4.73	3.03	4.10	4.67	2.20	3.88
Halogen	1.48	1.95	1.28	0.30	1.18	2.04	2.61	1.18	0.00	1.40	1.50	0.00	4.24	0.53	0.00	0.29	1.48	1.38	0.25	2.88	1.83	0.25	2.17
Other	7.23	9.50	4.97	7.61	9.13	7.21	7.55	6.23	13.77	4.37	7.72	4.13	13.12	6.74	33.12	27.61	8.28	5.84	3.86	11.87	9.75	11.78	4.56
Don't Know	33.44	31.35	35.11	35.11	18.31	28.76	30.02	35.40	35.22	26.60	34.61	22.31	28.49	39.80	2.79	43.19	29.36	30.91	43.39	39.14	35.06	26.45	28.42
n	3640	1375	1708	557	430	1285	1065	786	74	1239	2401	74	202	171	76	87	482	709	424	184	460	319	526
<b>&lt;LI3&gt; How old are the majority of your linear and/or high bay fixtures currently in use at your facility?</b>																							
Less than 5 years old	39.24	34.30	42.86	43.33	34.81	38.10	39.75	39.45	36.75	57.64	36.15	22.14	40.06	36.01	67.70	36.84	34.42	40.04	35.22	49.31	43.69	35.18	35.46
Between 5 and 10 years old	26.57	26.79	26.91	24.24	33.09	31.22	28.41	25.84	24.21	17.82	28.05	32.91	29.21	31.25	11.57	29.80	27.49	25.56	27.92	24.55	24.41	28.50	27.71
Between 10 & 15 years old	11.61	12.98	10.39	11.51	14.46	14.82	12.74	10.74	14.89	8.78	12.09	40.60	15.21	8.31	3.12	15.70	13.06	12.04	11.87	9.37	10.78	11.70	11.83
More than 15 years old	17.00	20.10	15.12	12.78	10.92	11.98	14.35	18.05	18.79	12.04	17.84	4.35	11.00	17.85	17.60	7.77	19.14	17.71	17.95	13.74	15.71	19.05	17.61
Refused	0.00	0.00	0.00	0.10	0.00	0.00	0.00	0.00	0.00	0.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	5.56	5.83	4.73	8.14	6.61	3.87	4.75	5.92	5.36	3.72	5.87	0.00	4.53	6.58	0.00	9.82	5.90	4.65	7.03	3.03	5.40	5.59	7.39
n	6347	2296	2852	1199	391	1642	1992	2183	139	1774	4573	25	318	516	42	167	637	1274	1060	496	784	457	571
<b>&lt;LI4&gt; How would you describe the condition of the majority of your linear and/or high bay fixtures currently in use at your facility?</b>																							
In Poor	3.06	3.41	3.12	1.38	1.24	1.67	3.10	3.17	2.88	3.39	3.00	0.00	9.97	0.37	0.00	1.39	3.68	3.13	2.67	2.38	4.95	1.12	0.75
Fair	19.42	18.53	20.57	17.96	13.32	14.31	18.93	19.59	23.67	15.05	20.15	7.66	20.08	13.18	16.16	19.71	17.13	21.02	18.31	24.97	19.39	14.97	18.17
Good condition	76.41	76.92	75.37	78.83	62.67	63.64	77.05	76.13	71.14	81.10	75.62	92.34	68.49	85.98	83.84	76.43	78.02	74.55	77.27	72.40	74.88	83.92	80.52
Refused	0.00	0.00	0.00	0.10	0.00	0.00	0.00	0.00	0.00	0.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	1.12	1.13	0.94	1.83	2.87	0.38	0.92	1.30	2.31	0.45	1.23	0.00	1.47	0.47	0.00	2.39	1.17	1.31	1.75	0.28	0.79	0.00	0.57
n	6347	2296	2852	1199	391	1642	1992	2183	139	1774	4573	25	318	516	42	167	637	1274	1060	496	784	457	571
<b>&lt;LI_REM&gt; Earlier you mentioned your facility had been remodeled. During this remodel did you install any lighting equipment systems?</b>																							
Yes	43.07	47.58	40.87	37.63	67.20	56.88	50.42	38.91	45.67	51.23	41.53	89.58	50.53	36.91	90.59	44.59	47.53	39.65	33.16	58.58	47.87	62.83	44.75
No	53.97	49.88	56.23	57.76	30.65	39.15	46.02	58.35	51.56	47.47	55.20	10.42	46.86	52.80	5.30	49.34	52.06	59.39	63.47	39.11	49.37	35.94</	

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PO&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;LSP2&gt; What type of fixtures, ballasts, or light controls were installed as part of this lighting retrofit?</b>																							
High Performance T8	5.20	4.27	6.01	4.78	10.93	11.28	8.55	3.59	3.25	8.64	4.26	23.72	11.89	3.68	12.77	10.18	2.40	4.83	5.97	3.42	6.26	8.38	5.27
T8 fluorescent fixtures (1in. diameter bulbs)	19.50	20.58	19.32	16.12	27.36	27.35	22.69	17.54	19.83	23.96	18.29	30.67	18.03	23.15	32.70	25.60	23.84	15.14	22.91	10.80	24.93	28.53	23.10
T10 fluorescent fixtures	0.58	1.07	0.31	0.00	0.29	0.28	1.06	0.50	0.00	0.14	0.70	0.00	0.00	0.00	0.00	6.51	1.22	0.77	0.00	0.76	0.00	0.00	0.80
T12 Fixtures (1.5in. diameter bulbs)	3.79	4.94	2.92	3.60	0.62	2.30	2.16	4.48	4.49	2.38	4.17	0.00	2.90	1.30	0.00	4.27	8.20	4.34	4.51	1.09	3.81	1.34	0.14
HID (High Intensity Discharge) Fixtures-Compact	5.18	4.32	6.21	3.47	4.50	4.74	2.69	6.52	0.71	1.60	6.16	0.00	0.66	3.47	0.00	0.00	1.74	7.23	4.05	2.92	4.30	16.11	5.23
Compact Fluorescent, Screw-in Modular	6.00	4.21	7.31	6.55	2.13	5.65	5.62	5.98	8.88	7.29	5.66	2.25	2.55	0.80	2.03	14.17	0.89	8.57	6.48	5.07	6.86	7.01	0.00
Compact Fluorescent, Hardwire	2.86	2.22	3.21	3.67	3.15	2.30	1.79	3.44	1.06	1.56	3.22	4.27	1.08	1.11	0.00	2.66	0.12	5.31	2.24	2.53	1.23	1.51	0.78
Incandescent	3.35	3.04	3.87	1.94	1.80	1.99	2.45	3.81	3.30	1.75	3.78	0.00	0.20	0.19	0.00	2.63	0.60	4.12	3.54	7.20	4.05	0.90	0.00
Exit Signs, Compact Fluorescent	0.38	0.71	0.19	0.00	0.53	0.27	0.00	0.55	0.00	0.47	0.35	0.00	0.00	0.00	0.00	0.48	0.00	0.00	0.56	0.00	1.95	0.09	0.23
Exit Signs, LED	1.81	1.70	1.82	2.16	2.94	2.05	1.51	1.97	0.71	1.43	1.91	9.52	0.43	1.77	0.00	5.64	1.87	1.53	2.89	2.33	1.56	1.01	0.74
Halogen	1.79	2.02	1.36	3.04	2.63	1.61	2.63	1.33	3.52	1.79	1.79	0.00	1.08	2.19	0.00	10.68	0.09	1.43	1.24	1.73	4.38	0.67	0.78
Install Reflectors	0.11	0.16	0.10	0.00	0.16	0.09	0.27	0.00	0.71	0.32	0.06	0.00	0.00	0.00	0.00	0.00	0.00	0.17	0.00	0.00	0.31	0.27	0.00
Electronic Ballast	8.94	9.80	8.44	8.09	11.63	14.16	12.72	7.14	9.06	16.72	6.83	42.79	14.52	7.30	16.03	6.37	5.10	6.69	11.64	13.51	10.55	11.17	8.57
Magnetic Ballast	1.02	1.52	0.32	2.62	0.64	0.69	0.39	1.28	1.00	0.93	1.05	0.00	0.00	3.47	0.00	2.05	0.56	0.19	2.04	0.00	2.48	0.52	1.13
Lighting Controls, Time Clock	1.59	1.55	1.44	2.50	1.60	2.05	2.50	1.32	0.71	0.74	1.82	0.00	1.82	0.00	4.81	0.77	0.09	1.99	2.57	0.76	1.80	3.00	0.28
Lighting Controls, Occupancy Sensor	5.08	4.92	5.14	5.42	11.29	11.06	5.84	4.09	5.93	8.44	4.17	18.65	0.70	1.53	0.00	6.64	7.24	4.67	7.88	4.21	5.84	8.23	7.02
Lighting Controls, Bypass/Delay Timers	0.64	0.27	0.92	0.70	0.41	0.77	0.89	0.61	0.00	0.44	0.89	3.82	0.20	0.00	0.00	0.00	0.00	1.17	1.00	0.00	0.00	1.43	0.27
Lighting Controls, Photocell	1.10	0.71	1.33	1.50	2.53	1.38	1.46	0.96	0.71	1.42	1.01	0.00	1.57	0.21	0.00	0.77	0.34	1.98	0.96	0.00	0.39	2.19	0.72
Other Fluorescent	6.18	5.25	6.99	5.71	3.85	3.89	5.16	7.29	0.67	7.27	5.88	0.00	9.30	4.36	0.00	1.91	10.25	7.40	2.48	6.53	3.87	1.69	9.92
Fat/Thick Tubes	1.86	1.72	2.30	0.17	0.00	0.22	1.18	2.44	0.00	0.89	2.12	0.00	0.00	3.92	0.00	1.35	3.03	0.83	1.01	0.00	0.00	0.00	3.87
Skimpy/Thin Tubes	7.13	4.68	8.34	10.84	2.21	4.07	7.36	8.10	0.00	12.41	5.70	0.00	11.66	9.68	0.97	1.54	9.69	6.31	8.22	5.99	6.84	2.88	8.19
T5 Fixtures (5/8in. diameter)	5.28	5.16	5.47	4.81	14.72	10.89	4.75	4.31	10.19	8.78	4.33	5.34	3.42	2.82	8.65	1.35	9.41	3.91	2.23	5.88	9.78	15.31	
LED bulbs that replace screw in bulbs such as incandescent and halogen bulbs and spotlights	0.02	0.05	0.00	0.00	0.51	0.26	0.00	0.00	0.00	0.10	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.05	0.15	0.00	0.00	0.00
LED light sources that replace linear fluorescent bulbs	0.19	0.01	0.31	0.32	1.84	0.35	0.44	0.08	0.00	0.61	0.08	0.00	1.27	0.00	0.00	3.49	0.67	0.00	0.00	0.69	0.00	0.16	0.00
Built-in overhead fixtures that use LED technology	0.13	0.01	0.25	0.00	0.00	0.08	0.23	0.12	0.00	0.21	0.11	0.00	0.20	1.73	0.00	0.00	0.12	0.11	0.00	0.00	0.00	0.00	0.00
Built-in LED fixtures that provide task or display lighting	0.63	0.15	0.37	3.81	0.37	0.69	0.45	0.27	5.04	0.25	0.73	0.00	2.65	0.14	0.00	0.00	0.00	1.04	0.06	1.34	0.38	0.00	0.06
Induction	0.58	0.62	0.49	0.89	3.73	0.70	0.52	0.58	0.00	0.47	0.61	0.00	0.20	0.76	0.00	0.20	0.27	0.14	1.09	0.46	1.36	0.14	1.14
LED - General	2.92	2.76	2.70	4.63	9.04	5.00	3.35	2.24	5.19	3.94	2.64	0.00	6.26	0.75	5.43	16.17	2.32	2.23	2.81	4.64	4.85	0.90	0.13
Fixture Housing	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Lighting Control - Manual Switch/Dimmer	0.60	0.24	0.93	0.37	0.00	0.14	0.81	0.64	0.00	0.91	0.52	0.00	0.20	0.00	0.00	0.00	1.48	0.18	0.47	1.93	1.16	0.00	0.00
EMS	0.06	0.04	0.08	0.08	2.01	0.64	0.00	0.00	0.00	0.13	0.05	0.00	0.00	0.00	0.00	0.00	0.07	0.01	0.11	0.00	0.05	1.13	0.04
Delamping	0.04	0.00	0.01	0.33	0.00	0.08	0.00	0.05	0.00	0.02	0.04	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.25	0.00	0.00	0.00	0.00
Ballast - type not specified	1.82	2.07	1.97	0.09	0.00	0.48	2.25	2.00	0.00	2.43	1.66	0.00	0.00	0.70	0.00	0.00	2.73	1.87	4.76	0.76	0.77	0.12	0.00
Highbay Fixtures	0.08	0.09	0.06	0.09	0.48	0.73	0.13	0.00	0.00	0.09	0.07	0.00	0.00	0.21	0.00	0.00	0.00	0.06	0.04	0.00	0.06	0.26	0.37
Exterior Lighting	0.59	0.10	1.03	0.37	0.00	0.80	0.89	0.54	0.00	0.52	0.81	0.00	0.26	0.57	0.00	0.00	1.71	0.82	0.59	0.00	0.08	0.36	0.16
U-tubes	0.07	0.15	0.00	0.07	0.00	0.13	0.27	0.00	0.00	0.18	0.04	0.00	1.82	0.00	0.00	0.00	0.08	0.00	0.00	0.00	0.00	0.75	0.00
Neon Lighting	0.05	0.00	0.10	0.00	0.00	0.00	0.00	0.08	0.00	0.00	0.06	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.73
Track Lighting - type not specified	1.20	1.96	0.48	1.88	0.18	0.16	0.49	1.67	0.00	0.05	1.52	0.00	0.00	0.00	0.00	0.00	0.00	0.67	0.93	2.69	4.16	0.00	0.00
Other	6.54	7.76	5.29	8.07	3.63	4.70	6.60	6.38	10.46	5.42	6.85	0.00	14.35	12.56	37.70	3.24	5.38	6.45	5.07	9.69	4.26	1.19	7.27
Refused	0.01	0.04	0.00	0.00	0.24	0.21	0.00	0.00	0.00	0.02	0.01	8.53	0.00	0.00	0.00	0.30	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	17.62	20.76	15.63	15.23	12.77	10.87	15.79	18.63	20.81	12.39	19.04	1.55	12.92	28.36	1.50	15.46	15.31	18.31	15.82	24.26	14.98	16.70	13.67
n	2326	865	1091	370	280	791	625	585	45	1020	1306	15	119	157	22	74	266	490	373	148	258	194	210
<b>&lt;L_MSP2_1&gt; How many high performance T8 fluorescent fixtures did you buy for this facility?</b>																							
0 to 10	18.38	14.17	16.70	44.53	13.57	9.28	20.01	21.33	0.00	7.94	24.09	0.00	29.32	29.88	0.00	22.39	19.60	8.84	12.52	26.08	45.06	0.00	7.59
11 to 30	32.08	36.62	32.84	10.69	3.10	14.32	34.36	37.68	21.91	43.78	25.69	0.00	36.14	38.73	0.00	55.56	16.48	17.93	50.12	65.81	29.47	12.52	49.67
31 to 50	15.02	11.11	16.53	19.45	4.13	11.69	13.71	16.90	24.43	10.19	17.66	0.00	17.37	0.00	0.00	0.00	29.28	25.84	12.08	0.00	8.19	20.38	0.00
51 to 100	5.35	9.71	2.83	5.84	6.67	6.19	12.06	0.00	0.00	5.60	5.21	24.55	12.70	8.04	0.00	0.00	2.72	1.16	8.07	0.00	3.57	2.23	26.54
101 to 500	12.09	13.98	12.14	4.85	35.18	27.79	11.68	7.79	0.00	19.16	8.22	0.00	4.46	7.49	0.00	4.38	16.18	16.86	11.12	0.00	7.52	34.29	8.74
501 to 1000	1.72	1.69	1.73	1.74	9.99	4.94	0.00	0.00	21.91	2.49	1.30	0.00	0.00	2.67	0.0								

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;LI19_1&gt; In what year did you install the high performance T8 fluorescent fixtures?</b>																							
2009	19.54	14.02	21.98	24.42	13.60	33.00	10.96	20.11	53.66	8.83	24.91	6.53	21.56	8.74	58.05	25.88	12.71	25.02	7.60	18.70	28.88	17.73	19.90
2010	15.51	11.01	16.56	25.30	12.75	15.68	15.12	17.29	0.00	7.15	19.71	18.02	0.00	3.41	41.95	49.50	14.42	4.94	29.80	50.33	12.39	10.92	16.80
2011	39.19	48.74	35.68	26.36	29.99	26.76	40.36	45.66	0.00	59.59	28.97	75.45	41.13	50.96	0.00	21.82	13.08	41.11	47.01	15.49	45.00	28.51	37.21
2012	20.93	17.28	24.42	12.61	37.02	20.94	24.84	14.59	46.34	21.10	20.84	0.00	32.50	6.82	0.00	2.80	59.80	26.66	13.57	15.49	9.40	40.13	20.42
Refused	0.19	0.58	0.00	0.00	6.63	0.00	0.00	0.00	0.00	0.00	0.29	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.17	0.00	0.00	0.00
Don't Know	4.63	8.36	1.36	11.30	0.00	3.63	8.72	2.34	0.00	3.33	5.28	0.00	4.80	30.07	0.00	0.00	0.00	2.27	1.04	0.00	4.32	2.70	23.68
n	182	65	87	36	25	69	62	21	5	89	93	3	9	11	2	7	18	30	32	6	17	32	15
<b>&lt;LI23_1&gt; Did you receive a rebate for the purchase of the high performance T8 fluorescent fixtures?</b>																							
Yes	42.23	51.03	40.98	18.19	52.34	55.56	37.02	41.67	46.34	72.69	26.96	81.98	19.10	19.69	0.00	13.39	60.54	64.76	35.72	30.97	18.96	42.95	39.73
No	44.82	45.08	42.24	59.67	32.49	30.87	49.29	47.99	20.68	22.25	56.13	18.02	52.40	76.67	41.95	86.61	31.65	26.54	36.44	53.54	74.81	33.06	56.14
Don't Know	12.95	3.89	16.77	22.13	15.17	13.57	13.69	10.34	32.97	5.06	16.91	0.00	28.50	3.64	58.05	0.00	7.81	8.70	27.84	15.49	6.23	23.99	4.13
n	182	65	87	36	25	69	62	21	5	89	93	3	9	11	2	7	18	30	32	6	17	32	15
<b>&lt;LI24_1&gt; What type of lighting was removed and replaced when you installed the high performance T8 fluorescent fixtures?</b>																							
High Performance T8	3.21	1.02	1.63	20.76	0.00	9.48	1.61	3.25	0.00	2.46	3.59	0.00	8.81	0.00	0.00	7.80	0.00	5.58	2.52	0.00	0.00	0.00	5.04
T8 fluorescent fixtures (1in. diameter bulbs)	22.67	24.13	23.27	13.74	22.29	12.67	29.21	21.23	11.06	11.41	28.30	24.55	7.83	13.09	58.05	0.00	12.71	27.97	32.30	30.97	4.55	29.58	30.30
T10 fluorescent fixtures	0.52	0.00	0.81	0.68	0.00	1.68	0.88	0.00	0.00	0.63	0.47	0.00	0.00	0.00	0.00	0.00	3.86	0.00	0.00	0.00	0.00	9.04	0.00
T12 Fixtures (1.5in. diameter bulbs)	43.26	45.66	46.76	13.17	23.27	46.12	34.69	52.22	24.43	64.12	32.84	0.00	34.96	56.66	0.00	33.65	44.77	54.30	51.96	0.00	33.20	39.42	42.20
HID (High Intensity Discharge) Fixtures-Compact	1.02	2.39	0.38	0.00	7.35	2.03	1.54	0.00	0.00	2.30	0.38	0.00	0.00	0.00	0.00	0.00	6.67	0.00	1.30	0.00	3.17	0.00	0.00
Compact Fluorescent, Hardwire	0.13	0.00	0.00	1.37	0.00	1.03	0.00	0.00	0.00	0.00	0.19	0.00	0.00	0.00	0.00	0.00	0.00	0.37	0.00	0.00	0.00	0.00	0.00
Incandescent	5.93	4.77	4.70	17.62	0.00	0.97	6.39	7.83	0.00	0.62	8.59	0.00	0.00	0.00	0.00	0.00	0.00	0.35	0.00	8.11	29.48	4.90	0.00
Exit Signs, Compact Fluorescent	0.20	0.58	0.00	0.00	6.63	0.00	0.00	0.00	0.00	0.00	0.29	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.17	0.00	0.00	0.00
Halogen	0.24	0.00	0.42	0.00	0.00	1.93	0.00	0.00	0.00	0.72	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.38	0.00	0.00
Install Reflectors	0.13	0.00	0.00	1.37	0.00	1.03	0.00	0.00	0.00	0.00	0.19	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.77	0.00	0.00	0.00	0.00
Magnetic Ballast	0.11	0.31	0.00	0.00	0.00	0.85	0.00	0.00	0.00	0.32	0.00	0.00	2.46	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Fluorescent, type not specified	0.51	0.00	0.89	0.00	0.00	0.00	1.41	0.00	0.00	1.52	0.00	0.00	0.00	0.00	0.00	23.08	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Fat/Thick Tubes	1.25	0.00	1.78	2.51	2.84	0.00	3.25	0.00	0.00	0.25	1.75	0.00	23.69	0.00	0.00	0.00	2.21	0.00	0.00	0.00	0.00	0.00	2.23
T5 Fixtures (5/8in. diameter)	3.30	6.29	2.09	0.00	0.00	0.00	3.32	4.70	0.00	0.00	4.95	0.00	0.00	0.00	0.00	0.00	0.00	3.49	0.00	0.00	12.16	0.00	0.00
New Equipment-didn't replace anything	3.12	3.43	2.64	4.98	6.26	5.59	3.19	0.68	20.68	1.68	3.85	0.00	0.00	5.10	41.95	0.00	9.93	3.45	4.78	0.00	0.00	3.75	2.10
Other	7.93	7.69	8.30	6.54	27.20	10.94	5.02	5.10	43.82	6.26	8.77	0.00	4.80	0.00	0.00	0.00	19.85	4.11	2.89	34.84	16.06	1.12	2.51
Don't Know	6.48	3.72	6.33	4.17	5.67	9.49	5.00	0.00	7.73	5.85	75.45	17.44	25.15	0.00	35.46	0.00	0.37	2.31	26.08	0.00	12.18	15.61	
n	187	65	80	36	25	68	62	21	5	88	93	3	9	11	2	7	18	30	32	6	17	37	15
<b>&lt;LI26_1&gt; Approximately how old were the lights that were removed/replaced by the high performance T8 fluorescent fixtures?</b>																							
Less than 5 years old	5.88	1.70	7.72	9.64	0.00	6.81	8.17	4.67	0.00	10.05	3.75	0.00	17.62	0.00	0.00	0.00	0.00	1.17	1.29	50.33	5.93	7.64	0.00
Between 5 and 10 years old	14.16	16.56	13.54	9.28	16.54	17.53	14.72	12.70	13.95	9.48	16.56	0.00	4.80	10.20	100.00	7.80	14.81	0.55	22.41	15.49	21.78	22.05	41.66
Between 10 and 15 years old	19.73	13.58	21.46	31.35	39.07	21.76	25.80	12.74	27.63	18.61	20.30	24.55	41.13	31.69	0.00	23.08	22.52	9.26	21.03	15.49	38.00	11.03	8.70
More than 15 years old	55.26	62.24	53.27	42.19	30.63	54.10	42.53	66.75	58.43	57.53	54.09	0.00	28.62	58.11	0.00	66.32	57.31	86.67	43.13	18.70	34.29	59.28	33.21
Don't Know	4.98	5.92	4.02	7.54	13.76	0.00	8.77	3.14	0.00	4.33	5.31	75.45	7.83	0.00	0.00	2.80	5.35	2.35	12.15	0.00	0.00	0.00	16.43
n	177	62	75	34	24	65	58	20	4	86	85	3	9	10	1	7	16	27	30	6	17	37	14
<b>&lt;L_MSP2_2&gt; How many T8 fluorescent fixtures did you buy for this facility?</b>																							
0 to 10	28.15	28.88	28.34	23.29	14.87	10.21	24.03	35.18	5.37	20.81	30.70	0.00	38.70	33.10	6.15	22.97	21.21	33.07	24.40	42.26	31.04	1.06	23.99
11 to 30	30.24	27.22	35.27	15.11	21.45	18.22	26.25	36.18	8.54	33.23	29.20	58.37	46.57	13.65	33.58	36.08	30.99	31.18	33.95	49.45	25.54	4.71	55.83
31 to 50	12.54	18.10	7.24	16.28	11.32	14.83	8.64	7.42	73.95	11.16	13.02	0.00	5.10	4.33	10.83	9.26	11.71	12.19	10.60	0.77	19.86	44.94	1.92
51 to 100	8.77	7.43	8.01	20.30	9.93	17.02	14.76	5.97	0.00	12.47	7.49	0.00	2.69	10.40	14.71	7.40	15.51	6.27	16.78	5.37	2.02	16.25	5.21
101 to 500	5.91	5.13	5.86	10.28	15.34	18.24	8.21	2.83	7.38	8.89	4.88	0.00	4.83	9.75	30.15	6.41	2.84	3.72	11.14	0.00	4.76	7.22	8.23
501 to 1000	1.31	0.15	0.86	10.05	3.01	3.34	0.16	1.25	3.59	0.86	1.46	7.33	0.00	0.85	0.00	0.00	0.72	0.07	4.40	0.00	1.39	3.87	0.00
More than 1000	1.88	2.39	1.75	0.00	6.64	0.63	0.00	2.90	0.00	4.19	1.07	0.00	0.00	17.31	0.00	1.19	0.36	0.06	0.28	0.00	4.52	1.48	0.00
Refused	0.03	0.00	0.05	0.00	0.00	0.35	0.00	0.00	0.00	0.10	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.64	0.00
Don't Know	11.17	10.70	12.63	4.69	17.45	17.17	17.96	8.26	1.16	8.29	12.17	34.30	2.11	10.63	4.58	16.70	16.66	13.43	8.44	2.15	10.87	19.83	4.82
n	540	294	284	72	74	220	138	97	11	257	283	4	21	45	12	16	78	94	89	20	52	61	46
<b>&lt;LI19_2&gt; In what year did you install the T8 fluorescent fixtures?</b>																							
2009	20.20	21.85	18.65	21.01	14.19	28.74	18.01	22.18	2.01	12.87	22.68	0.00	35.87	12.68	19.41	4.48	38.37	19.64	17.16	14.82	22.73	16.53	8.77
2010	30.87	33.61	26.30	44.14	22.46	21.25	29.08	36.02	5.06	39.13	28.08	0.00	32.97	17.89	44.46	42.16	24.64	22.01	46.15	47.91	30.14	7.39	46.36
2																							

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PO&E (%)	SCE (%)	SDG&E (%)	Large (%)	Medium (%)	Small (%)	Very Small (%)	Unknown (%)	EE Parts (%)	Non-EE Parts (%)	College (%)	Food/Liquor (%)	Health Care (%)	Health Care - Hospital (%)	Hotel (%)	Industrial (%)	Misc (%)	Office (%)	Restaurant (%)	Retail (%)	School (%)	Warehouse (%)	
<b>&lt;LI24_2&gt; What type of lighting was removed and replaced when you installed the T8 fluorescent fixtures?</b>																								
High Performance T8	0.34	0.59	0.18	0.00	0.00	0.00	0.34	0.00	4.00	0.14	0.41	0.00	2.83	0.00	0.00	0.00	0.33	0.00	1.46	0.00	0.00	0.00	0.00	0.00
T8 fluorescent fixtures (1in. diameter bulbs)	15.02	8.91	18.96	22.82	24.40	14.40	9.29	15.49	31.95	12.72	15.80	56.80	0.00	29.12	24.87	1.19	10.24	11.17	13.52	5.33	31.91	9.04	4.63	
T10 fluorescent fixtures	0.36	0.73	0.07	0.20	3.57	0.22	0.00	0.47	0.00	0.22	0.41	0.00	0.00	0.00	6.14	0.00	0.37	0.00	0.00	0.00	0.00	0.42	3.45	
T12 Fixtures (1.5in. diameter bulbs)	46.65	46.73	47.59	40.69	40.52	46.72	43.86	49.12	37.02	53.48	44.34	43.20	43.32	55.89	64.41	25.58	39.58	52.83	50.94	52.13	42.90	31.70	34.85	
HID (High Intensity Discharge) Fixtures-Compact	2.34	3.47	1.63	0.77	7.79	10.51	3.88	0.62	0.00	7.72	0.52	0.00	0.00	0.00	0.00	0.00	8.99	2.00	0.00	0.00	3.08	2.20	2.32	
Compact Fluorescent, Screw-in Modular	0.02	0.00	0.00	0.20	0.00	0.22	0.00	0.00	0.00	0.07	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.42	0.00	
Incandescent	4.25	5.60	3.74	0.33	4.59	0.94	6.76	4.03	0.00	0.51	5.51	0.00	0.00	0.00	0.00	20.18	0.37	6.96	3.84	23.30	0.38	0.00	0.67	
Halogen	0.08	0.00	0.16	0.00	0.00	0.98	0.00	0.00	0.00	0.00	0.10	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.43	0.00	0.00	
Install Reflectors	0.26	0.00	0.00	3.17	0.00	0.00	1.02	0.00	0.00	0.00	0.35	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.53	0.00	0.00	0.00	0.00	
Electronic Ballast	0.31	0.00	0.62	0.00	0.00	0.00	1.19	0.00	0.00	0.00	0.41	0.00	0.00	0.00	0.00	0.00	0.00	1.07	0.00	0.00	0.00	0.00	0.00	
Magnetic Ballast	0.07	0.16	0.00	0.00	0.00	0.86	0.00	0.00	0.00	0.00	0.09	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.85	
Fluorescent, type not specified	2.63	3.52	2.26	0.31	4.42	2.07	3.82	2.41	0.00	0.55	3.34	0.00	19.43	0.00	0.00	0.00	1.18	1.27	8.41	0.00	1.77	0.00	0.32	
Fat/Thick Tubes	4.89	3.47	6.34	3.45	0.00	0.44	6.54	5.46	0.00	11.34	2.71	0.00	22.26	0.00	0.00	17.99	3.42	7.33	0.00	0.00	4.86	0.00	11.19	
Skinny/Thin Tubes	0.73	0.70	0.09	4.69	0.00	0.58	1.15	0.67	0.00	0.18	0.92	0.00	0.00	0.00	0.00	3.03	2.81	1.37	0.00	0.00	0.00	0.00	0.00	
T5 Fixtures (5/8in. diameter)	0.45	0.08	0.85	0.00	0.00	0.41	1.63	0.00	0.00	0.13	0.96	0.00	0.00	0.00	0.00	0.00	0.00	2.44	0.00	0.00	0.00	0.00	0.40	
New Equipment-didn't replace anything	12.49	13.84	10.78	15.78	12.80	13.83	11.68	14.00	0.00	4.77	15.10	0.00	12.16	3.68	4.57	1.57	20.73	11.63	4.13	13.22	9.58	15.45	36.16	
Other	4.80	8.29	2.57	0.31	1.92	2.19	0.14	5.14	25.02	1.83	5.81	0.00	0.00	4.87	0.00	3.03	11.25	0.13	8.17	6.02	0.00	39.32	0.40	
Don't Know	4.32	3.92	4.17	7.27	0.00	5.65	8.71	2.61	2.01	6.36	3.63	0.00	0.00	6.45	0.00	27.44	0.73	4.23	5.55	0.00	5.09	1.44	4.76	
n	471	169	230	72	56	175	132	97	11	209	262	3	15	35	71	15	70	83	74	20	46	60	39	
<b>&lt;LI26_2&gt; Approximately how old were the lights that were removed/replaced by the T8 fluorescent fixtures?</b>																								
Less than 5 years old	6.13	6.52	5.33	9.71	6.88	3.89	1.01	8.89	5.40	7.46	5.69	0.00	10.69	4.26	6.44	3.08	1.83	7.00	1.57	6.94	3.88	0.37	36.37	
Between 5 and 10 years old	18.14	15.00	17.83	36.56	34.09	16.02	28.86	12.51	22.22	18.64	17.95	0.00	22.52	21.72	16.48	9.31	17.74	17.28	25.54	1.90	21.14	9.68	7.32	
Between 10 and 15 years old	16.76	21.27	11.00	29.46	28.77	27.30	20.61	12.80	21.19	14.45	17.63	19.78	22.21	13.59	40.72	0.00	18.72	17.07	17.02	25.77	18.55	10.00	5.76	
More than 15 years old	47.63	49.64	50.74	17.53	25.38	46.04	39.84	51.72	51.19	48.68	47.23	80.22	44.58	48.33	31.57	76.99	49.25	47.05	51.13	44.73	40.85	78.57	32.19	
Don't Know	11.29	7.57	15.10	6.73	4.89	6.86	9.69	14.28	0.00	10.77	11.49	0.00	12.11	4.79	10.62	12.46	11.60	4.74	20.66	15.57	1.38	18.35		
n	412	148	205	59	49	151	117	84	11	194	218	3	13	32	70	14	61	71	67	78	41	50	32	
<b>&lt;LI19_3&gt; In what year did you install the T10 fluorescent fixtures?</b>																								
2009	48.67	64.15	6.62	0.00	100.00	40.06	0.00	83.77	0.00	0.00	51.35	0.00	0.00	0.00	0.00	5.70	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00
2010	6.93	0.00	25.76	0.00	0.00	0.00	17.04	0.00	0.00	0.00	7.31	0.00	0.00	0.00	53.82	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
2011	16.63	0.00	61.81	0.00	0.00	0.00	40.88	0.00	0.00	0.00	17.54	0.00	0.00	0.00	0.00	0.00	91.40	0.00	0.00	0.00	0.00	0.00	0.00	0.00
2012	10.65	12.43	5.82	0.00	0.00	59.94	0.00	16.23	0.00	0.00	11.24	0.00	0.00	0.00	0.00	0.00	8.60	0.00	0.00	0.00	0.00	0.00	100.00	
Don't Know	17.12	23.42	0.00	0.00	0.00	0.00	42.09	0.00	100.00	12.56	0.00	0.00	0.00	0.00	0.00	40.48	0.00	0.00	100.00	0.00	0.00	0.00	0.00	
n	9	4	5	0	1	2	4	2	0	1	8	0	0	0	0	3	2	2	0	1	0	0	1	
<b>&lt;LI23_3&gt; Did you receive a rebate for the purchase of the T10 fluorescent fixtures?</b>																								
No	100.00	100.00	100.00	0.00	100.00	100.00	100.00	100.00	0.00	100.00	100.00	0.00	0.00	0.00	0.00	100.00	100.00	100.00	0.00	100.00	0.00	0.00	100.00	
n	9	4	5	0	1	2	4	2	0	1	8	0	0	0	0	3	2	2	0	1	0	0	1	
<b>&lt;LI24_3&gt; What type of lighting was removed and replaced when you installed the T10 fluorescent fixtures?</b>																								
T10 fluorescent fixtures	10.65	12.43	5.82	0.00	0.00	59.94	0.00	16.23	0.00	0.00	11.24	0.00	0.00	0.00	0.00	0.00	8.60	0.00	0.00	0.00	0.00	0.00	100.00	
T12 Fixtures (1.5in. diameter bulbs)	5.21	7.13	0.00	0.00	0.00	0.00	12.81	0.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	40.48	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Compact Fluorescent, Screw-in Modular	11.91	16.29	0.00	0.00	0.00	0.00	29.27	0.00	0.00	0.00	12.56	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	
Incandescent	55.60	64.15	32.38	0.00	100.00	40.06	17.04	83.77	0.00	0.00	58.66	0.00	0.00	0.00	0.00	59.52	0.00	100.00	0.00	0.00	0.00	0.00	0.00	
Other	16.63	0.00	61.81	0.00	0.00	0.00	40.88	0.00	0.00	0.00	17.54	0.00	0.00	0.00	0.00	91.40	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
n	9	4	5	0	1	2	4	2	0	1	8	0	0	0	0	3	2	2	0	1	0	0	1	
<b>&lt;LI26_3&gt; Approximately how old were the lights that were removed/replaced by the T10 fluorescent fixtures?</b>																								
Less than 5 years old	5.21	7.13	0.00	0.00	0.00	0.00	12.81	0.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	40.48	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Between 5 and 10 years old	0.73	0.00	2.73	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.77	0.00	0.00	0.00	5.70	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Between 10 and 15 years old	72.61	76.58	61.81	0.00	0.00	0.00	40.88	100.00	0.00	0.00	76.60	0.00	0.00	0.00	0.00	91.40	97.82	0.00	0.00	0.00	0.00	0.00	100.00	
More than 15 years old	9.54	0.00	35.46	0.00	0.00	100.00	17.04	0.00	0.00	0.00	10.07	0.00	0.00	0.00	53.82	8.60	2.18	0.00	0.00	0.00	0.00	0.00	0.00	
Don't Know	11.91	16.29	0.00	0.00	0.00	0.00	29.27	0.00	0.00	0.00	12.56	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	
n	9	4	5	0	1	2	4	2	0	1	8	0	0	0	0	3	2	2	0	1	0	0	1	
<b>&lt;LI19_4&gt; In what year did you install the T12 fixtures?</b>																								
2009	37.86	61.02	15.00	2.10	30.61	2.87	22.88	38.83	73.68	17.97	41.05	0.00	49.16	0.00	0.00	0.00	38.34	34.11	39.70	51.62	48.98	10.71	0.00	
2010	9.94	8.24	11.61	12.56	69.39	19.57	22.81	5.16	26.32	6.18	10.54	0.00	0.00	0.00	0.00	17.22	12.37	7.64	0.00	1.23	0.00	0.00	0.00	
2011	27.84	0.45	69.61	0.00	0.00	37.16	33.75	29.23	0.00	42.49	25.50	0.00	0.0											

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)	
<b>&lt;LI23_4&gt; Did you receive a rebate for the purchase of the T12 fixtures?</b>																								
Yes	7.74	10.66	2.70	13.50	30.61	54.42	6.46	3.76	26.32	32.01	3.85	0.00	0.00	0.00	0.00	0.00	11.24	7.95	4.11	48.38	0.00	33.25	0.00	
No	85.28	81.43	90.08	86.50	69.39	28.38	78.63	90.44	73.68	59.67	89.39	0.00	50.84	100.00	0.00	100.00	88.76	91.63	72.70	51.62	88.03	56.04	100.00	
Don't Know	6.98	7.91	7.21	0.00	0.00	17.20	14.91	5.80	0.00	8.32	6.76	0.00	49.16	0.00	0.00	0.00	0.00	0.42	23.19	0.00	11.97	10.71	0.00	
n	55	21	26	8	2	17	16	18	2	21	34	0	2	2	0	2	10	16	10	3	4	5	1	
<b>&lt;LI24_4&gt; What type of lighting was removed and replaced when you installed the T12 fixtures?</b>																								
T8 fluorescent fixtures (1in. diameter bulbs)	1.36	0.20	1.00	10.37	0.00	13.82	6.46	0.00	0.00	3.62	1.00	0.00	0.00	0.00	0.00	0.00	1.06	0.47	0.00	33.37	0.00	10.71	0.00	
T10 fluorescent fixtures	2.83	5.44	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6.74	0.00	0.00	0.00	0.00	0.00	
T12 Fixtures (1.5in. diameter bulbs)	29.91	23.36	34.33	49.74	30.61	26.35	51.93	21.96	73.68	14.67	32.35	0.00	50.84	100.00	0.00	18.02	0.00	37.64	35.73	15.01	37.00	56.04	0.00	
HID (High Intensity Discharge) Fixtures-Compact	2.45	4.72	0.00	0.00	0.00	15.25	0.00	0.00	26.32	0.00	2.85	0.00	0.00	0.00	0.00	0.00	10.18	0.00	3.12	0.00	0.00	0.00	0.00	
Compact Fluorescent, Screw-in Modular	0.09	0.00	0.00	1.03	0.00	2.37	0.00	0.00	0.00	0.62	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8.87	0.00	
Incandescent	7.45	13.77	0.72	0.00	0.00	7.93	0.00	9.52	0.00	2.08	8.31	0.00	0.00	0.00	0.00	0.00	0.00	17.42	0.00	0.00	0.00	13.67	0.00	
Magnetic Ballast	1.98	0.00	0.00	23.84	0.00	0.00	0.00	2.64	0.00	0.00	2.30	0.00	0.00	0.00	0.00	0.00	10.63	0.00	0.00	0.00	0.00	0.00	0.00	
Fluorescent, type not specified	7.16	13.77	0.00	0.00	0.00	0.00	0.00	9.52	0.00	0.00	8.31	0.00	0.00	0.00	0.00	0.00	0.00	17.06	0.00	0.00	0.00	0.00	0.00	
Fat/Thick Tubes	4.76	0.00	12.01	0.00	0.00	0.00	0.00	6.33	0.00	34.48	0.00	0.00	0.00	0.00	0.00	0.00	0.00	11.35	0.00	0.00	0.00	0.00	0.00	
T5 Fixtures (5/8in. diameter)	3.36	0.00	8.47	0.00	0.00	0.00	0.00	4.47	0.00	0.00	3.90	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
New Equipment-didn't replace anything	22.92	28.30	17.51	15.02	69.39	17.63	7.46	27.76	0.00	4.93	25.80	0.00	0.00	0.00	0.00	0.00	76.69	2.19	1.53	0.00	49.80	0.00	100.00	
Other	4.69	2.57	8.47	0.00	0.00	0.00	9.99	4.47	0.00	9.66	3.90	0.00	0.00	0.00	0.00	0.00	0.00	0.00	18.98	51.62	0.00	0.00	0.00	
Don't Know	11.03	7.87	17.48	0.00	0.00	16.66	24.16	9.57	0.00	9.45	11.28	0.00	49.16	0.00	0.00	81.98	1.45	7.13	21.66	0.00	13.20	10.71	0.00	
n	55	21	26	8	2	17	16	18	2	21	34	0	2	2	0	2	10	16	10	3	4	5	1	
<b>&lt;LI26_4&gt; Approximately how old were the lights that were removed/replaced by the T12 fixtures?</b>																								
Less than 5 years old	1.17	0.00	2.75	0.00	0.00	0.00	7.27	0.00	0.00	6.84	0.00	0.00	50.84	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Between 5 and 10 years old	13.34	0.00	13.44	83.25	100.00	0.00	12.61	15.74	0.00	1.33	15.81	0.00	0.00	0.00	0.00	0.00	45.58	10.71	22.40	0.00	0.00	0.00	0.00	
Between 10 and 15 years old	33.91	40.64	33.57	0.00	0.00	40.93	13.93	42.69	0.00	5.09	39.83	0.00	0.00	0.00	0.00	0.00	48.73	22.44	15.01	23.85	10.71	0.00	0.00	
More than 15 years old	36.14	43.14	32.37	16.75	0.00	36.30	37.89	27.37	100.00	67.40	29.73	0.00	0.00	100.00	0.00	81.98	54.42	40.57	4.59	33.37	76.15	22.53	0.00	
Don't Know	15.44	16.22	17.88	0.00	0.00	22.78	28.30	14.21	0.00	19.34	14.63	0.00	49.16	0.00	0.00	18.02	0.00	0.00	50.57	51.62	0.00	66.75	0.00	
n	44	18	20	6	1	14	13	14	2	19	25	0	2	2	0	2	4	14	9	3	3	5	0	
<b>&lt;L_MSP2_5&gt; How many compact HID fixtures did you buy for this facility?</b>																								
0 to 10	68.69	31.06	87.70	42.53	23.85	40.91	30.18	80.52	0.00	44.21	71.25	0.00	0.00	0.00	0.00	0.00	46.88	92.01	100.00	0.00	42.18	4.59	84.93	
11 to 30	8.08	7.14	6.06	37.66	29.19	24.50	50.28	0.00	0.00	36.40	5.12	0.00	0.00	0.00	0.00	0.00	53.12	7.36	0.00	0.00	9.48	11.69	2.32	
31 to 50	2.13	7.27	0.00	0.00	0.00	0.00	19.54	0.00	0.00	0.00	2.35	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	14.66	0.00	0.00	
51 to 100	0.71	2.43	0.00	0.00	0.00	8.90	0.00	0.00	0.00	7.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3.41	1.20	0.00	
101 to 500	19.70	52.11	5.18	19.81	46.96	16.99	0.00	19.48	100.00	11.89	20.52	0.00	0.00	0.00	0.00	0.00	0.00	0.63	0.00	0.00	30.28	82.52	2.99	
Don't Know	0.69	0.00	1.06	0.00	0.00	8.69	0.00	0.00	0.00	0.00	0.77	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	9.76	
n	45	19	19	7	9	18	8	9	1	21	24	0	0	0	0	0	7	6	5	0	13	10	4	
<b>&lt;LI19_5&gt; In what year did you install the compact HID fixtures?</b>																								
2009	19.54	23.40	16.36	36.32	15.37	10.32	18.80	21.27	0.00	37.15	17.83	0.00	0.00	0.00	0.00	0.00	0.00	8.44	32.39	0.00	12.25	4.29	85.42	
2010	24.16	2.50	33.42	31.22	0.00	30.05	43.60	22.08	0.00	5.64	25.96	0.00	0.00	0.00	0.00	0.00	12.64	0.00	67.61	0.00	29.81	5.23	9.82	
2011	47.82	66.14	42.91	7.54	41.87	27.52	25.84	54.79	0.00	9.65	51.53	0.00	0.00	0.00	0.00	0.00	30.45	90.47	0.00	0.00	20.93	89.28	4.77	
2012	7.83	7.97	6.32	24.93	32.19	26.51	11.77	1.85	100.00	40.25	4.68	0.00	0.00	0.00	0.00	0.00	47.66	1.09	0.00	0.00	35.39	1.20	0.00	
Don't Know	0.65	0.00	1.00	0.00	10.56	5.61	0.00	0.00	0.00	7.31	0.00	0.00	0.00	0.00	0.00	0.00	9.25	0.00	0.00	0.00	1.61	0.00	0.00	
n	39	17	15	7	7	14	8	9	1	17	22	0	0	0	0	0	7	5	4	0	10	10	3	
<b>&lt;LI23_5&gt; Did you receive a rebate for the purchase of the compact HID fixtures?</b>																								
Yes	2.72	1.14	3.67	0.00	0.00	4.59	0.00	0.00	100.00	3.80	2.81	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	16.31	0.00	4.77	
No	72.31	46.04	82.87	88.64	58.12	85.52	100.00	69.48	0.00	87.91	70.79	0.00	0.00	0.00	0.00	0.00	81.60	100.00	67.61	0.00	80.85	15.11	95.23	
Don't Know	24.98	52.82	13.46	11.36	41.88	9.90	0.00	30.52	0.00	8.29	26.80	0.00	0.00	0.00	0.00	0.00	18.40	0.00	32.39	0.00	2.84	84.89	0.00	
n	39	17	15	7	7	14	8	9	1	17	22	0	0	0	0	0	7	5	4	0	10	10	3	
<b>&lt;LI24_5&gt; What type of lighting was removed and replaced when you installed the compact HID fixtures?</b>																								
T12 Fixtures (1.5in. diameter bulbs)	2.05	4.59	1.07	0.00	0.00	27.91	0.00	0.00	0.00	0.00	2.25	0.00	0.00	0.00	0.00	0.00	30.45	0.00	0.00	0.00	0.00	0.00	9.82	
HID (High Intensity Discharge) Fixtures-Compact	43.59	59.02	38.52	20.44	75.61	20.40	53.77	41.87	100.00	49.59	43.00	0.00	0.00	0.00	0.00	0.00	9.20	35.64	35.22	0.00	47.21	91.40	0.00	
Incandescent	9.11	0.00	13.35	8.07	10.56	0.00	3.81	11.04	0.00	2.66	9.74	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	32.39	0.00	1.61	2.46	
Fluorescent, type not specified	1.37	0.00	0.00	24.93	0.00	0.00	11.77	0.00	0.00	0.00	1.51	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	9.40	0.00	0.00	
New Equipment-didn't replace anything	30.04	29.21	32.96	0.00	0.00	35.52	12.46	34.01	0.00	39.62	29.11	0.00	0.00	0.00	0.00	0.00	44.17	64.36	0.00	0.00	9.69	6.14	90.18	
Other	8.43	0.00	12.99	0.00	0.00	0.00	11.04	0.00	0.00	0.00	9.25	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	32.39	0.00	0.00	0.00	
Don't Know	5.41	7.18	1.11	46.57	13.83	16.17	18.26	2.34	0.00	8.13	5.14	0.00	0.0											

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PO&E(%)	SC&E(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)	
<b>&lt;LI23_6&gt; Did you receive a rebate for the purchase of the screw-in modular compact fluorescent fixtures?</b>																								
Yes	13.34	12.54	12.44	22.08	0.00	32.34	22.05	9.33	13.11	27.88	8.27	0.00	19.26	32.92	100.00	40.79	0.00	7.08	13.08	0.00	34.64	19.77	0.00	
No	83.58	79.69	87.28	69.41	89.98	58.02	67.30	90.67	82.13	68.12	88.97	0.00	80.74	67.08	0.00	57.03	64.24	91.04	86.92	80.30	65.36	56.69	0.00	
Don't Know	3.08	7.77	0.28	8.50	10.02	9.64	10.65	0.00	4.77	4.01	2.75	0.00	0.00	0.00	0.00	2.18	35.76	1.88	0.00	19.70	0.00	23.53	0.00	
n	109	39	51	19	6	37	26	36	4	41	68	0	4	5	1	8	3	38	18	9	13	10	0	
<b>&lt;LI24_6&gt; What type of lighting was removed and replaced when you installed the screw-in modular compact fluorescent fixtures?</b>																								
High Performance T8	0.68	2.49	0.00	0.00	0.00	0.00	3.42	0.00	0.00	0.00	0.92	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4.39	0.00	0.00
T8 fluorescent fixtures (1in. diameter bulbs)	2.22	0.38	2.17	8.03	0.00	1.94	0.91	2.91	0.00	7.87	0.24	0.00	0.00	0.00	0.00	0.00	35.76	0.00	0.61	9.84	7.75	0.00	0.00	
T12 Fixtures (1.5in. diameter bulbs)	5.25	15.54	0.00	11.03	0.00	1.11	4.47	6.50	0.00	3.67	5.80	0.00	0.00	10.63	0.00	0.00	0.00	5.53	2.36	12.03	6.07	0.00	0.00	
HID (High Intensity Discharge) Fixtures-Compact	3.13	0.96	2.63	13.17	38.27	10.39	7.88	0.00	9.71	3.63	2.95	0.00	0.00	0.00	0.00	0.00	0.00	1.98	1.13	0.00	10.69	13.70	0.00	
Compact Fluorescent, Screw-in Modular	4.79	6.33	3.42	9.74	0.00	10.36	11.75	2.86	0.00	2.97	5.43	0.00	0.00	28.20	0.00	0.00	31.56	5.19	0.73	16.39	0.00	22.72	0.00	
Compact Fluorescent, Hardwire	0.94	0.00	0.00	10.38	0.00	0.00	0.00	1.42	0.00	0.00	1.27	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5.53	0.00	0.00	0.00	0.00	
Incandescent	71.90	68.69	79.15	30.71	24.55	66.12	52.01	76.60	90.29	70.30	72.45	0.00	19.26	61.17	100.00	97.82	32.68	77.65	74.01	48.53	63.70	45.65	0.00	
Halogen	0.10	0.38	0.00	0.00	0.00	1.94	0.00	0.00	0.00	0.40	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.20	0.00	0.00	0.00	0.00	0.00	
Fluorescent, type not specified	1.89	0.00	2.98	0.00	0.00	0.00	0.00	2.86	0.00	0.00	2.55	0.00	0.00	0.00	0.00	0.00	0.00	3.54	0.00	0.00	0.00	0.00	0.00	
Fat/Thick Tubes	0.68	0.00	0.00	7.52	0.00	0.00	3.42	0.00	0.00	0.00	0.92	0.00	0.00	0.00	0.00	0.00	0.00	1.27	0.00	0.00	0.00	0.00	0.00	
Skinny/Thin Tubes	0.40	1.47	0.00	0.00	0.00	0.00	0.00	0.81	0.00	0.00	0.54	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5.42	0.00	0.00	0.00	
New Equipment-didn't replace anything	5.29	1.69	6.69	6.34	10.02	0.00	14.74	3.46	0.00	3.82	5.80	0.00	40.37	0.00	0.00	2.18	0.00	3.54	5.44	7.78	7.40	17.93	0.00	
Other	1.88	0.00	2.98	0.00	0.00	8.15	0.00	2.18	0.00	5.59	0.59	0.00	0.00	0.00	0.00	0.00	0.00	0.59	9.22	0.00	0.00	0.00	0.00	
Don't Know	0.85	2.07	0.00	3.09	27.17	0.00	1.41	0.61	0.00	1.73	0.54	0.00	40.37	0.00	0.00	0.00	0.00	0.52	0.98	0.00	0.00	0.00	0.00	
n	109	39	51	19	6	37	26	36	4	41	68	0	4	5	1	8	3	38	18	9	13	10	0	
<b>&lt;LI26_6&gt; Approximately how old were the lights that were removed/replaced by the screw-in modular compact fluorescent fixtures?</b>																								
Less than 5 years old	33.77	28.84	35.91	34.45	34.81	16.66	27.90	30.81	82.13	28.96	35.48	0.00	32.30	16.46	100.00	31.98	32.68	34.19	47.32	28.45	23.25	0.00	0.00	
Between 5 and 10 years old	14.72	12.27	13.48	31.11	35.00	24.80	17.42	14.79	0.00	24.71	11.17	0.00	67.70	44.86	0.00	58.30	0.00	14.43	7.39	0.00	20.94	3.25	0.00	
Between 10 and 15 years old	16.04	9.72	19.24	13.66	0.00	28.22	25.87	13.06	13.11	7.72	18.99	0.00	0.00	0.00	0.00	9.73	31.56	17.25	18.55	12.33	13.54	6.75	0.00	
More than 15 years old	32.31	40.44	31.37	13.06	0.00	31.03	21.92	39.43	0.00	28.04	33.82	0.00	0.00	38.89	0.00	0.00	35.76	33.58	25.71	46.18	33.77	56.02	0.00	
Don't Know	3.17	8.72	0.00	7.71	30.19	1.29	6.89	1.91	4.77	10.57	0.54	0.00	0.00	0.00	0.00	0.00	0.00	0.54	1.03	13.05	8.50	33.97	0.00	
n	102	37	47	18	5	37	22	34	4	39	63	0	3	5	1	7	3	37	17	8	12	9	0	
<b>&lt;L_MSP2_7&gt; How many hardwire compact fluorescent fixtures did you buy for this facility?</b>																								
0 to 10	32.45	18.09	37.28	42.73	6.44	10.01	42.27	33.33	0.00	53.33	29.67	100.00	100.00	10.04	0.00	0.00	0.00	33.32	6.09	75.17	40.84	14.50	0.00	
11 to 30	29.92	47.22	27.83	0.00	0.00	20.58	32.31	31.55	0.00	22.46	30.93	0.00	0.00	0.00	0.00	35.08	0.00	40.65	1.21	24.83	0.00	14.60	0.00	
31 to 50	13.10	0.86	21.34	1.74	6.36	16.69	12.90	13.53	0.00	5.61	14.11	0.00	0.00	75.75	0.00	0.00	100.00	0.32	86.89	0.00	5.20	0.00	0.00	
51 to 100	10.93	1.54	8.27	45.43	13.38	21.71	0.00	12.88	0.00	9.00	11.19	0.00	0.00	7.89	0.00	29.09	0.00	14.92	1.56	0.00	0.00	19.12	0.00	
101 to 500	3.70	1.64	4.79	3.24	5.79	26.78	0.00	0.00	67.07	5.98	3.39	0.00	0.00	6.31	0.00	13.97	0.00	0.80	2.92	0.00	53.96	0.00	0.00	
501 to 1000	6.66	23.42	0.00	0.00	0.00	0.00	0.00	8.71	0.00	0.00	7.57	0.00	0.00	0.00	0.00	0.00	0.00	9.99	0.00	0.00	0.00	0.00	0.00	
More than 1000	1.92	6.75	0.00	0.00	0.00	0.00	12.52	0.00	0.00	0.00	2.18	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	
Don't Know	1.28	0.49	0.50	6.85	16.44	4.24	0.00	0.00	32.93	3.61	0.96	0.00	0.00	0.00	0.00	21.86	0.00	1.32	0.00	0.00	51.78	0.00	0.00	
n	54	17	29	8	10	17	12	13	2	21	33	1	1	6	0	5	1	14	6	4	5	5	1	
<b>&lt;LI19_7&gt; In what year did you install the hardwire compact fluorescent fixtures?</b>																								
2009	30.05	7.90	37.60	46.22	49.62	10.60	25.02	32.78	0.00	21.67	31.05	0.00	0.00	8.16	0.00	24.37	0.00	31.35	54.07	0.00	8.50	0.00	100.00	
2010	41.69	63.03	36.06	18.43	16.88	33.83	51.17	42.31	0.00	71.45	38.16	100.00	0.00	0.00	0.00	29.09	100.00	43.33	4.30	100.00	48.34	24.04	0.00	
2011	8.72	23.13	2.92	2.41	24.15	15.75	6.45	8.71	0.00	4.09	9.27	0.00	0.00	76.62	0.00	0.00	10.43	3.82	0.00	0.00	0.00	0.00	0.00	
2012	15.68	5.94	23.43	2.10	9.34	39.81	17.37	12.31	67.07	2.79	17.21	0.00	100.00	15.23	0.00	46.54	0.00	10.42	37.81	0.00	43.16	24.24	0.00	
Don't Know	3.85	0.00	0.00	30.84	0.00	0.00	0.00	3.89	32.93	0.00	4.31	0.00	0.00	0.00	0.00	0.00	0.00	4.46	0.00	0.00	51.72	0.00	0.00	
n	47	16	23	8	6	16	10	13	2	16	31	1	1	4	0	5	1	14	6	4	5	5	1	
<b>&lt;LI23_7&gt; Did you receive a rebate for the purchase of the hardwire compact fluorescent fixtures?</b>																								
Yes	9.83	23.13	5.33	0.00	8.48	26.85	0.00	8.71	67.07	3.39	10.60	0.00	0.00	0.00	0.00	45.48	0.00	9.98	2.06	0.00	44.60	0.00	0.00	
No	87.67	74.45	93.50	91.09	35.54	55.61	100.00	91.29	0.00	85.79	87.89	100.00	100.00	100.00	0.00	43.06	100.00	89.63	95.73	100.00	46.90	14.49	100.00	
Don't Know	2.50	2.43	1.17	8.91	55.98	17.54	0.00	0.00	32.93	10.82	1.52	0.00	0.00	0.00	0.00	11.46	0.00	0.39	2.22	0.00	8.50	85.51	0.00	
n	47	16	23	8	6	16	10	13	2	16	31	1	1	4	0	5	1	14	6	4	5	5	1	
<b>&lt;LI24_7&gt; What type of lighting was removed and replaced when you installed the hardwire compact fluorescent fixtures?</b>																								
T8 fluorescent fixtures (1in. diameter bulbs)	0.75	1.36	0.62	0.00	24.15	8.44	0.00	0.00	0.00	3.71	0.40	0.00	0.00	21.70	0.00	0.00	0.00	0.00	2.09	0.00	0.00	9.55	0.00	
T12 Fixtures (1.5in. diameter bulbs)	1.27	0.00	1.77	1.82	8.48	0.00	8.07	0.00	0.00	1.19	1.27	100.00	0.00	54.91	0.00	10.40	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
HID (High Intensity Discharge) Fixtures-Compact	2.38	1.41	3.38	0.00	16.88	8.54	0.00	67.07	0.00	3.85	2.21	0.00	0.00	0.00	0.00	0.00	0.00	2.22	0.00	33.23	24.24	0.00	0.00	
Compact Fluorescent, Hardwire	20.56	6.95	21.62	47.24	0.00	5.63	42.98</																	



Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PO&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)	
<b>&lt;LI19_8&gt; In what year did you install the incandescent fixtures?</b>																								
2009	23.49	20.99	25.32	0.00	0.00	18.59	49.28	21.46	0.00	50.94	20.87	0.00	0.00	0.00	0.00	0.00	0.00	34.35	2.24	26.85	0.00	0.00	0.00	
2010	48.48	37.91	54.29	21.05	0.00	28.39	22.47	48.74	100.00	6.03	52.54	0.00	0.00	0.00	0.00	0.00	0.00	33.90	97.76	23.14	100.00	100.00	0.00	
2011	6.48	0.00	7.64	78.95	100.00	0.00	10.22	6.06	0.00	21.29	5.06	0.00	0.00	0.00	0.00	0.00	0.00	0.87	0.00	30.19	0.00	0.00	0.00	0.00
2012	17.23	40.45	6.56	0.00	0.00	41.79	18.03	18.33	0.00	19.35	17.03	0.00	0.00	100.00	0.00	100.00	0.00	22.94	0.00	19.82	0.00	0.00	0.00	
Don't Know	4.32	0.65	6.20	0.00	0.00	11.23	0.00	5.40	0.00	2.39	4.51	0.00	100.00	0.00	0.00	0.00	0.00	7.94	0.00	0.00	0.00	0.00	0.00	
n	29	13	14	2	1	6	8	13	1	10	19	0	1	1	0	1	0	11	4	7	3	1	0	
<b>&lt;LI23_8&gt; Did you receive a rebate for the purchase of the incandescent fixtures?</b>																								
No	89.95	98.33	85.67	100.00	100.00	71.26	100.00	87.52	100.00	93.89	89.58	0.00	100.00	100.00	0.00	100.00	0.00	100.00	100.00	74.19	56.12	100.00	0.00	
Don't Know	10.05	1.67	14.33	0.00	0.00	28.74	0.00	12.48	0.00	6.11	10.42	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	25.81	43.88	0.00	0.00	
n	29	13	14	2	1	6	8	13	1	10	19	0	1	1	0	1	0	11	4	7	3	1	0	
<b>&lt;LI24_8&gt; What type of lighting was removed and replaced when you installed the incandescent fixtures?</b>																								
T8 fluorescent fixtures (1in. diameter bulbs)	6.12	4.71	6.96	0.00	0.00	18.59	8.38	6.06	0.00	13.24	5.44	0.00	0.00	0.00	0.00	100.00	0.00	0.00	2.24	23.14	0.00	0.00	0.00	
T12 Fixtures (1.5in. diameter bulbs)	6.46	0.00	9.73	0.00	0.00	0.00	17.05	5.40	0.00	0.00	7.08	0.00	0.00	0.00	0.00	0.00	0.00	12.48	0.00	0.00	0.00	0.00	0.00	
HID (High Intensity Discharge) Fixtures-Compact	1.53	0.00	2.30	0.00	0.00	0.00	11.10	0.00	0.00	17.54	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2.95	0.00	0.00	0.00	0.00	0.00	
Compact Fluorescent, Screw-in Modular	3.10	0.00	4.66	0.00	0.00	0.00	22.47	0.00	0.00	0.00	3.39	0.00	0.00	0.00	0.00	0.00	0.00	0.00	20.16	0.00	0.00	0.00	0.00	
Incandescent	43.62	24.39	54.01	0.00	0.00	0.00	9.65	55.49	0.00	0.00	47.78	0.00	0.00	0.00	0.00	0.00	0.00	72.89	0.00	0.00	52.76	0.00	0.00	
Halogen	0.53	1.67	0.00	0.00	0.00	28.74	0.00	0.00	0.00	6.11	10.42	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2.67	0.00	0.00	0.00	
Electronic Ballast	0.24	0.00	0.36	0.00	0.00	13.06	0.00	0.00	0.00	0.00	0.26	0.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Fluorescent, type not specified	4.62	0.00	6.96	0.00	0.00	0.00	0.00	6.06	0.00	0.00	5.06	0.00	0.00	0.00	0.00	0.00	0.00	8.93	0.00	0.00	0.00	0.00	0.00	
T5 Fixtures (5/8in. diameter)	0.38	0.00	0.00	21.05	0.00	20.26	0.00	0.00	0.00	4.31	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3.37	0.00	0.00	
LED	4.62	0.00	6.96	0.00	0.00	0.00	0.00	6.06	0.00	0.00	5.06	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	23.14	0.00	0.00	0.00	
New Equipment-didn't replace anything	15.49	48.67	0.00	0.00	0.00	8.13	0.00	10.91	100.00	1.73	16.81	0.00	0.00	0.00	0.00	0.00	0.00	0.00	77.60	17.16	0.00	100.00	0.00	
Other	5.81	16.84	0.68	0.00	100.00	0.00	14.05	4.50	0.00	27.34	3.75	0.00	0.00	0.00	0.00	0.00	0.00	0.87	0.00	26.85	0.00	0.00	0.00	
Don't Know	7.48	3.72	7.37	78.95	0.00	11.23	17.30	6.42	0.00	29.73	5.36	0.00	100.00	0.00	0.00	0.00	0.00	1.88	0.00	7.05	43.88	0.00	0.00	
n	29	13	14	2	1	6	8	13	1	10	19	0	1	1	0	1	0	11	4	7	3	1	0	
<b>&lt;L_MSP2_9&gt; How many exit signs did you buy for this facility?</b>																								
0 to 10	94.61	98.05	84.71	0.00	30.75	0.00	0.00	100.00	0.00	85.08	98.03	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	100.00	100.00	0.00	0.00
11 to 30	1.45	1.95	0.00	0.00	69.25	0.00	0.00	0.00	0.00	0.00	1.87	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Don't Know	3.94	0.00	15.29	0.00	0.00	100.00	0.00	0.00	0.00	14.92	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	
n	5	3	2	0	2	1	0	2	0	3	2	0	0	0	0	1	0	0	1	0	1	1	1	
<b>&lt;LI19_9&gt; In what year did you install the exit signs?</b>																								
2010	73.85	100.00	0.00	0.00	100.00	0.00	0.00	76.77	0.00	2.43	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	100.00	0.00	
2011	26.15	0.00	100.00	0.00	0.00	100.00	0.00	23.23	0.00	97.57	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	100.00	
n	4	2	2	0	1	1	0	2	0	3	1	0	0	0	0	0	0	0	1	0	1	1	1	
<b>&lt;LI23_9&gt; Did you receive a rebate for the purchase of the exit signs?</b>																								
Yes	22.15	0.00	84.71	0.00	0.00	0.00	0.00	23.23	0.00	82.65	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	
No	73.85	100.00	0.00	0.00	100.00	0.00	0.00	76.77	0.00	2.43	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	100.00	0.00	
Don't Know	4.00	0.00	15.29	0.00	0.00	100.00	0.00	0.00	0.00	14.92	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	
n	4	2	2	0	1	1	0	2	0	3	1	0	0	0	0	0	0	0	1	0	1	1	1	
<b>&lt;LI24_9&gt; What type of lighting was removed and replaced when you installed the exit signs?</b>																								
T10 fluorescent fixtures	4.00	0.00	15.29	0.00	0.00	100.00	0.00	0.00	0.00	14.92	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	
Incandescent	73.85	100.00	0.00	0.00	100.00	0.00	0.00	76.77	0.00	2.43	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	100.00	
Other	22.15	0.00	84.71	0.00	0.00	0.00	0.00	23.23	0.00	82.65	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	
n	4	2	2	0	1	1	0	2	0	3	1	0	0	0	0	0	0	0	1	0	1	1	1	
<b>&lt;LI26_9&gt; Approximately how old were the lights that were removed/replaced by the exit signs?</b>																								
Less than 5 years old	4.00	0.00	15.29	0.00	0.00	100.00	0.00	0.00	0.00	14.92	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	
Between 5 and 10 years old	0.65	0.88	0.00	0.00	100.00	0.00	0.00	0.00	0.00	2.43	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	
Between 10 and 15 years old	73.20	99.12	0.00	0.00	0.00	0.00	0.00	76.77	0.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	
More than 15 years old	22.15	0.00	84.71	0.00	0.00	0.00	0.00	23.23	0.00	82.65	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	
n	4	2	2	0	1	1	0	2	0	3	1	0	0	0	0	0	0	0	1	0	1	1	1	
<b>&lt;L_MSP2_10&gt; How many LED exit signs did you buy for this facility?</b>																								
0 to 10	79.12	68.87	87.27	75.04	17.46	41.26	78.96	87.14	0.00	78.44	79.26	0.00	100.00	75.22	0.00	62.05	100.00	98.87	94.91	100.00	3.59	0.00	0.00	
11 to 30	7.57	10.13	7.56	0.00	14.08	33.34	16.11	0.00	100.00	7.92	7.50	0.00	0.00	0.00	0.00	33.05	0.00	0.00	3.69	0.00	20.03	18.05	100.00	
31 to 50	4.21	1.98	0.90	24.96	10.76	15.22	0.00	4.21	0.00	2.97	4.47	0.00	0.00	5.55	0.00	0.00	0.00	0.00	0.00	25.70	52.15	0.00		
51 to 100	0.80	0.92	0.90	0.00	7.49	10.19	0.00	0.00	0.00	2.73	0.40	0.00	0.00	0.00	0.00	0.00	0.00	1.13	0.00	0.00	29.80	0.00		
101 to 500	0.33	0.92	0.00	0.00	13.52	0.00	0.00	0.00	0.00	1.95	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.40	0.00	0.00	0.00		
501 to 1000	6.22	17.19	0.00	0.00																				

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SC(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Pans(%)	Non-EE Pans(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;LI23_10&gt; Did you receive a rebate for the purchase of the LED exit signs?</b>																							
Yes	16.79	29.97	9.74	6.93	14.59	30.53	13.28	13.62	100.00	80.03	3.44	0.00	60.20	0.00	0.00	0.00	0.00	7.70	46.63	3.26	19.84	18.11	0.00
No	72.47	42.95	89.24	93.07	70.00	47.24	70.62	77.73	0.00	11.56	85.33	100.00	0.00	100.00	0.00	89.71	100.00	92.30	53.37	90.13	29.96	60.06	0.00
Don't Know	10.74	27.97	1.02	0.00	15.40	22.22	16.11	8.65	0.00	8.41	11.23	0.00	39.80	0.00	0.00	10.29	0.00	0.00	0.00	6.61	50.21	21.83	100.00
n	39	16	18	5	8	14	7	9	1	17	22	1	4	4	0	4	2	4	6	4	5	6	1
<b>&lt;LI24_10&gt; What type of lighting was removed and replaced when you installed the LED exit signs?</b>																							
Incandescent	26.23	44.42	13.67	24.57	23.06	66.70	13.29	23.27	100.00	28.82	25.71	0.00	39.80	20.48	0.00	27.66	0.00	34.91	2.13	6.61	96.45	38.52	0.00
Exit Signs, Compact Fluorescent	11.61	28.55	2.30	0.00	0.00	15.71	4.93	13.62	0.00	62.71	0.82	0.00	0.00	18.83	0.00	0.00	0.00	0.00	42.99	0.00	0.00	43.37	0.00
Exit Signs, LED	3.17	7.49	0.00	3.57	0.00	0.00	0.00	18.69	0.00	0.00	3.84	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3.55	0.00	100.00
Halogen	0.36	0.97	0.00	0.00	14.59	0.00	0.00	0.00	0.00	2.04	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.51	0.00	0.00	0.00	0.00
Fluorescent, type not specified	7.97	0.00	0.00	64.92	0.00	0.00	0.00	11.12	0.00	0.00	9.66	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	33.93	0.00	0.00	0.00
New Equipment-didn't replace anything	37.64	7.92	67.89	0.00	15.40	0.00	0.00	51.99	0.00	2.15	45.14	0.00	0.00	60.69	0.00	10.29	95.32	65.09	0.00	57.40	0.00	0.00	0.00
Other	4.70	10.64	0.83	3.16	17.50	6.01	22.89	0.00	0.00	0.00	5.69	0.00	0.00	0.00	0.00	4.68	0.00	0.00	0.00	35.99	0.00	0.00	0.00
Don't Know	8.29	0.00	15.30	3.78	29.45	11.58	40.21	0.00	0.00	4.28	9.14	100.00	60.20	0.00	0.00	62.05	0.00	0.00	19.44	0.00	0.00	18.11	0.00
n	39	16	18	5	8	14	7	9	1	17	22	1	4	4	0	4	2	4	6	4	5	6	1
<b>&lt;LI26_10&gt; Approximately how old were the lights that were removed/replaced by the LED exit signs?</b>																							
Less than 5 years old	34.84	28.76	5.10	92.65	17.25	11.19	4.93	55.91	0.00	66.17	23.70	0.00	0.00	26.34	0.00	0.00	0.00	0.00	77.01	7.66	24.44	0.00	0.00
Between 5 and 10 years old	6.40	7.90	7.88	0.00	41.43	8.94	16.11	0.00	0.00	0.80	8.40	100.00	0.00	12.97	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8.72	100.00
Between 10 and 15 years old	14.66	12.09	28.63	3.57	0.00	7.87	38.75	0.00	100.00	13.21	15.18	0.00	0.00	0.00	0.00	27.01	0.00	0.00	0.00	76.83	23.99	0.00	0.00
More than 15 years old	32.21	43.82	30.62	0.00	41.32	64.81	13.32	36.81	0.00	17.10	37.59	0.00	39.80	0.00	0.00	100.00	100.00	72.99	3.55	15.52	52.17	91.28	0.00
Don't Know	11.88	7.43	27.79	3.78	0.00	7.19	26.88	7.27	0.00	2.72	15.14	0.00	60.20	60.69	0.00	0.00	0.00	0.00	19.44	0.00	0.00	0.00	0.00
n	34	15	14	5	6	14	7	6	1	15	19	1	2	4	0	2	1	3	6	3	5	6	1
<b>&lt;LI19_11&gt; In what year did you install the halogen fixtures?</b>																							
2009	16.86	10.63	22.95	21.20	80.86	9.27	30.22	11.40	0.00	10.70	18.37	0.00	0.00	0.00	40.37	0.00	4.49	16.34	76.49	9.85	0.00	0.00	0.00
2010	45.61	59.89	23.38	53.60	0.00	12.46	28.17	51.48	79.79	20.35	51.80	0.00	0.00	44.66	0.00	7.24	0.00	73.61	0.00	58.49	49.68	100.00	0.00
2011	16.21	20.61	10.95	15.19	0.00	31.22	7.98	24.47	0.00	12.93	17.01	0.00	0.00	48.88	0.00	37.78	0.00	5.65	0.00	23.51	18.04	0.00	0.00
2012	15.87	8.09	28.68	10.01	19.14	38.65	33.63	2.75	20.21	30.17	12.37	0.00	100.00	6.46	0.00	14.62	100.00	16.25	32.69	0.00	13.61	17.76	0.00
2013	0.37	0.79	0.00	0.00	0.00	8.40	0.00	0.00	0.00	0.00	0.46	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	32.56	0.00
Don't Know	5.08	0.00	14.04	0.00	0.00	0.00	0.00	9.91	0.00	25.84	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	50.97	0.00	0.00	0.00	0.00
n	39	12	17	10	5	8	12	12	2	13	26	0	1	3	0	5	1	10	4	3	8	3	1
<b>&lt;LI23_11&gt; Did you receive a rebate for the purchase of the halogen fixtures?</b>																							
Yes	6.32	1.56	7.96	16.15	38.12	0.00	0.00	5.27	20.21	1.00	7.63	0.00	0.00	44.66	0.00	2.59	0.00	3.03	0.00	0.00	7.20	0.00	0.00
No	85.40	98.44	69.19	83.85	47.27	100.00	100.00	79.30	79.79	99.00	82.07	0.00	100.00	55.34	0.00	97.41	100.00	95.51	100.00	100.00	71.59	100.00	100.00
Don't Know	8.27	0.00	22.85	0.00	14.61	0.00	0.00	15.43	0.00	0.00	10.30	0.00	0.00	0.00	0.00	0.00	0.00	1.47	0.00	0.00	21.21	0.00	0.00
n	39	12	17	10	5	8	12	12	2	13	26	0	1	3	0	5	1	10	4	3	8	3	1
<b>&lt;LI24_11&gt; What type of lighting was removed and replaced when you installed the halogen fixtures?</b>																							
T8 fluorescent fixtures (1in. diameter bulbs)	0.27	0.00	0.00	1.59	0.00	6.06	0.00	0.00	0.00	1.35	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.10	0.00	0.00	0.00	0.00	0.00
T12 Fixtures (1.5in. diameter bulbs)	2.08	4.41	0.00	0.00	0.00	0.00	0.00	4.04	0.00	10.55	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00
HID (High Intensity Discharge) Fixtures-Compact	10.36	9.85	14.25	3.37	0.00	8.40	25.57	0.00	20.21	15.44	9.11	0.00	0.00	0.00	0.00	0.00	0.00	27.72	0.00	0.00	7.20	82.24	0.00
Compact Fluorescent, Screw-in Modular	2.96	6.29	0.00	0.00	0.00	0.00	0.00	5.77	0.00	0.00	3.69	0.00	0.00	48.88	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Incandescent	35.08	25.54	41.79	47.34	0.00	34.06	16.17	35.77	79.79	0.00	43.67	0.00	100.00	6.46	0.00	90.18	0.00	6.07	0.00	32.45	58.49	0.00	0.00
Halogen	12.01	21.14	4.57	2.43	0.00	46.89	11.25	13.13	0.00	6.94	13.25	0.00	0.00	0.00	0.00	7.24	0.00	7.91	4.09	0.00	24.46	0.00	0.00
Fat/Thick Tubes	0.74	1.56	0.00	0.00	30.10	0.00	0.00	0.00	0.00	0.92	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3.03	0.00	0.00	0.00	0.00	0.00
Skinnny/Thin Tubes	5.10	0.00	0.00	30.47	0.00	8.40	0.00	5.27	0.00	0.00	6.35	0.00	0.00	44.66	0.00	0.00	0.00	9.87	0.00	0.00	0.00	0.00	0.00
LED	0.47	0.00	1.29	0.00	19.14	0.00	0.00	0.00	0.00	0.00	0.58	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00
New Equipment-didn't replace anything	20.40	31.19	15.26	1.20	42.74	4.58	30.63	20.29	0.00	27.30	18.71	0.00	0.00	0.00	0.00	0.00	0.00	44.30	44.94	44.04	1.84	17.76	0.00
Don't Know	10.55	0.00	22.83	13.60	8.02	0.00	7.98	15.73	0.00	38.41	3.72	0.00	0.00	0.00	0.00	2.59	0.00	0.00	50.97	23.51	8.01	0.00	0.00
n	39	12	17	10	5	8	12	12	2	13	26	0	1	3	0	5	1	10	4	3	8	3	1
<b>&lt;LI26_11&gt; Approximately how old were the lights that were removed/replaced by the halogen fixtures?</b>																							
Less than 5 years old	13.66	0.00	25.80	18.81	0.00	9.71	0.00	25.97	0.00	0.00	16.89	0.00	0.00	44.66	0.00	0.00	0.00	0.00	7.42	0.00	21.61	0.00	0.00
Between 5 and 10 years old	22.48	30.86	5.39	37.77	0.00	54.59	63.83	7.24	0.00	25.56	21.81	0.00	0.00	48.88	0.00	7.24	0.00	41.84	0.00	100.00	6.54	100.00	0.00
Between 10 and 15 years old	21.57	32.77	8.76	23.41	0.00	0.00	19.56	0.00	100.00	0.00	28.29	0.00	0.00	0.00	0.00	0.00	0.00	28.62	0.00	0.00	36.28	0.00	0.00
More than 15 years old	31.31	36.37	42.85	0.00	86.99	35.70	16.61	46.27	0.00	37.52	29.95	0.00	100.00	6.46	0.00	90.18	100.00	29.74	0.00	0.00	26.54	0.00	100.00
Don't Know	10.79	0.00	17.21	20.00	14.00	0.00	20.52	0.00	36.92	5.07	0.00	0.00	0.00	0.00	2.59	0.00	0.00	92.58	0.00	0.00	9.03	0.00	0.00
n	32	10	13	9	3	7	9	11	2	9	23	0	1	3									

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)	
<b>&lt;LI24_12&gt; What type of lighting was removed and replaced when you installed the install reflectors?</b>																								
HID (High Intensity Discharge) Fixtures-Compact	90.13	100.00	89.84	0.00	100.00	0.00	0.00	0.00	0.00	32.50	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	32.50	0.00
Other	9.87	0.00	10.36	0.00	0.00	100.00	0.00	0.00	0.00	67.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	67.50	0.00
n	3	1	2	0	1	1	0	0	1	2	1	0	0	0	0	0	0	0	0	0	0	1	2	0
<b>&lt;LI26_12&gt; Approximately how old were the lights that were removed/replaced by the install reflectors?</b>																								
Between 5 and 10 years old	4.75	100.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	32.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	32.50	0.00
Between 10 and 15 years old	95.25	0.00	100.00	0.00	0.00	100.00	0.00	0.00	100.00	67.50	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	67.50	0.00
n	3	1	2	0	1	1	0	0	1	2	1	0	0	0	0	0	0	0	0	0	0	1	2	0
<b>&lt;LI19_13&gt; In what year did you install the electronic ballasts?</b>																								
2009	10.81	13.78	7.88	12.37	29.66	23.48	15.91	5.07	7.41	10.99	10.70	7.24	44.05	6.21	38.07	28.85	5.39	12.73	7.70	10.36	5.05	8.85	11.23	
2010	26.54	26.33	26.40	28.43	4.94	14.30	23.22	35.01	0.00	29.02	24.89	0.00	22.08	16.80	0.00	26.77	22.51	11.75	53.22	36.79	6.85	1.67	66.54	
2011	35.14	28.89	41.97	27.95	19.99	29.79	29.16	40.93	31.72	40.78	31.38	70.52	14.52	27.29	16.41	29.75	49.80	42.43	28.95	32.81	41.27	37.54	16.05	
2012	24.73	25.33	23.25	30.19	35.47	27.76	25.48	18.69	60.87	18.45	28.92	22.24	17.70	49.71	45.52	14.63	14.44	27.41	9.69	19.41	44.10	45.48	6.18	
2013	0.32	0.73	0.00	0.00	0.00	0.00	1.20	0.64	0.00	0.00	0.53	0.00	0.00	0.00	0.00	4.28	0.41	0.00	0.00	0.00	0.00	0.00	0.00	
Don't Know	2.46	4.94	1.05	9.94	3.47	5.59	0.31	0.00	0.77	3.60	0.00	1.65	0.00	0.00	0.00	3.58	5.29	0.44	0.63	2.72	6.46	0.00		
n	242	93	111	38	21	84	86	45	6	128	117	4	16	12	3	6	22	46	37	20	24	35	17	
<b>&lt;LI23_13&gt; Did you receive a rebate for the purchase of the electronic ballasts?</b>																								
Yes	32.28	37.28	32.08	7.69	45.53	34.46	29.80	36.19	7.85	62.77	11.92	64.07	32.15	6.21	0.00	24.51	4.91	43.14	47.78	30.11	23.18	25.54	10.86	
No	64.91	59.29	65.86	88.42	34.21	52.31	68.53	62.34	92.15	33.63	85.79	35.93	50.58	80.85	16.41	45.74	90.05	55.78	50.63	69.89	76.82	72.45	89.14	
Don't Know	2.81	3.44	2.07	3.89	20.27	13.24	1.67	1.48	0.00	3.59	2.29	0.00	17.27	12.94	83.59	29.75	5.04	1.08	1.58	0.00	2.01	0.00		
n	242	93	111	38	21	84	86	45	6	128	117	4	16	12	3	6	22	46	37	20	24	35	17	
<b>&lt;LI24_13&gt; What type of lighting was removed and replaced when you installed the electronic ballasts?</b>																								
High Performance T8	0.64	0.00	0.31	5.87	0.00	1.68	0.00	0.98	0.00	1.23	0.25	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3.38	0.00	0.00	0.00	0.00	
T8 fluorescent fixtures (1in. diameter bulbs)	0.46	0.65	0.36	0.00	0.00	3.18	0.54	0.00	0.00	0.44	0.47	0.00	0.00	0.00	0.00	0.00	0.00	0.41	0.00	0.00	1.05	5.02	0.00	
T12 Fixtures (1.5in. diameter bulbs)	7.38	13.56	2.58	3.18	12.23	11.25	16.42	1.61	0.00	6.89	7.70	0.00	23.49	5.32	16.41	14.63	7.34	0.43	0.55	19.65	15.41	0.00	2.31	
HID (High Intensity Discharge) Fixtures-Compact	0.13	0.11	0.18	0.00	0.00	1.52	0.00	0.00	0.00	0.34	0.00	0.00	0.00	0.00	0.00	0.00	1.79	0.00	0.00	0.00	0.00	1.31	0.00	
Compact Fluorescent, Hardwire	0.81	1.87	0.00	0.00	0.00	2.47	0.00	0.00	0.00	1.35	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5.73	0.00	0.00	0.00	
Incandescent	1.74	0.07	2.60	5.40	1.60	0.00	1.39	2.50	0.00	0.07	2.86	0.00	0.00	0.00	0.00	0.00	0.00	1.75	0.00	0.00	0.80	19.71		
Electronic Ballast	29.02	21.15	34.54	37.77	5.68	21.96	25.97	36.79	0.00	15.42	38.11	7.24	14.29	53.29	45.52	14.63	13.41	40.68	36.90	17.52	9.68	26.52	45.46	
Magnetic Ballast	40.54	40.82	42.90	25.46	50.66	39.38	34.05	40.42	72.98	56.15	30.11	50.94	12.01	28.30	38.07	46.23	70.67	32.83	56.57	48.72	39.60	35.55	12.13	
Fluorescent, type not specified	0.90	1.60	0.43	0.00	10.33	4.11	0.00	0.71	0.00	1.35	0.60	0.00	4.75	10.13	0.00	24.51	0.00	0.00	0.00	0.00	0.00	0.00	2.38	
Fat/Thick Tubes	0.55	1.04	0.00	1.22	0.00	0.00	1.69	0.00	0.00	1.38	0.00	0.00	11.72	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.62	0.00	0.00	
T5 Fixtures (5/8in. diameter)	0.28	0.24	0.36	0.00	9.90	1.20	0.00	0.00	0.00	0.44	0.18	0.00	0.00	0.00	0.00	0.00	0.00	0.93	0.00	0.00	1.08	0.00		
New Equipment-didn't replace anything	6.84	9.64	5.36	0.98	4.66	4.03	7.11	7.16	7.41	3.80	8.87	0.00	1.65	0.00	0.00	0.00	1.68	7.31	0.00	3.97	19.09	25.70	2.42	
Other	3.35	3.40	2.37	8.79	4.94	8.53	4.25	1.23	7.85	2.97	3.61	0.00	11.72	0.00	0.00	0.00	5.11	4.76	1.95	0.43	1.10	2.01	3.64	
Don't Know	7.36	5.85	8.02	11.32	0.00	3.15	6.11	8.60	11.76	9.53	5.91	41.82	20.38	2.97	0.00	0.00	0.00	10.91	0.65	3.97	11.05	2.01	11.95	
n	242	93	111	38	21	84	86	45	6	128	117	4	16	12	3	6	22	46	37	20	24	35	17	
<b>&lt;LI26_13&gt; Approximately how old were the lights that were removed/replaced by the electronic ballasts?</b>																								
Less than 5 years old	14.22	10.10	18.11	12.16	18.75	11.17	3.26	23.55	0.00	12.52	15.42	22.24	11.36	6.09	0.00	0.00	0.00	30.80	8.00	11.18	13.34	8.34	0.00	
Between 5 and 10 years old	18.77	18.61	14.88	40.90	18.26	15.74	29.15	13.37	12.71	19.95	17.94	7.24	37.15	57.32	0.00	12.13	9.84	23.93	12.71	15.42	12.00	18.84	17.12	
Between 10 and 15 years old	19.09	10.42	25.83	22.63	25.07	25.19	21.88	14.73	28.66	17.68	20.08	0.00	14.77	12.05	45.52	18.97	35.74	12.12	19.46	26.46	21.17	24.16	15.24	
More than 15 years old	42.15	57.52	34.56	11.74	37.92	41.01	37.11	43.66	58.63	42.60	41.83	28.70	16.00	24.53	54.48	68.90	39.42	29.76	59.46	39.58	44.56	39.47	63.34	
Don't Know	5.78	3.34	6.62	12.57	0.00	6.89	8.60	4.69	0.00	7.25	4.74	41.82	20.72	0.00	0.00	0.00	14.99	3.39	0.37	7.36	8.93	9.20	4.30	
n	229	87	105	37	20	81	80	43	5	119	110	4	15	12	3	6	21	42	37	19	23	31	16	
<b>&lt;LI19_14&gt; In what year did you install the magnetic ballasts?</b>																								
2009	0.77	0.00	0.00	2.98	0.00	0.00	8.90	0.00	0.00	0.00	0.95	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	9.98	
2010	19.02	11.53	35.32	26.98	0.00	38.76	10.42	13.26	100.00	64.26	8.37	0.00	0.00	27.55	0.00	0.00	0.00	0.00	0.00	0.00	37.77	100.00	9.39	
2011	55.10	74.66	50.63	12.51	0.00	27.71	68.94	59.04	0.00	17.82	63.87	0.00	0.00	51.58	0.00	37.51	0.00	100.00	100.00	0.00	31.47	0.00	0.00	
2012	25.11	13.81	14.05	57.53	100.00	33.53	11.74	27.70	0.00	17.92	26.81	0.00	0.00	20.87	0.00	62.49	100.00	0.00	0.00	0.00	30.76	0.00	80.63	
n	22	8	6	8	1	4	5	11	1	8	14	0	0	3	0	3	1	2	2	0	5	2	4	
<b>&lt;LI23_14&gt; Did you receive a rebate for the purchase of the magnetic ballasts?</b>																								
Yes	12.05	18.07	0.00	5.03	100.00	27.71	10.42	12.08	0.00	63.25	0.00	0.00	0.00	20.87	0.00	54.60	0.00	0.00	0.00	0.00	20.07	64.48	0.00	
No	85.41	81.93	87.92	91.98	0.00	15.77	80.68	87.92	100.00	36.75	96.85	0.00	0.00	79.13	0.00	0.00	100.00	100.00	100.00	0.00	79.93	35.52	80.63	
Don't Know	2.55	0.00	12.08	2.98	0.00	56.52	8.90	0.00	0.00	0.00	3.15	0.00	0.00	0.00	0.00	45.40	0.00	0.00	0.00	0.00	0.00	19.37		
n	22	8	6	8	1	4	5	11	1	8	14	0	0	3	0	3	1	2	2	0	5	2	4	
<b>&lt;LI24_14&gt; What type of lighting was removed and replaced when you installed the magnetic ballasts?</b>																								
T8 fluorescent fixtures (1in. diameter bulbs)	0.90	0.00	0.00	3.49	0.00	0.00	10.42																	

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PO&E (%)	SCE (%)	SDG&E (%)	Large (%)	Medium (%)	Small (%)	Very Small (%)	Unknown (%)	EE Parts (%)	Non-EE Parts (%)	College (%)	Food/Liquor (%)	Health Care (%)	Health Care - Hospital (%)	Hotel (%)	Industrial (%)	Misc (%)	Office (%)	Restaurant (%)	Retail (%)	School (%)	Warehouse (%)		
<b>&lt;LI26_14&gt; Approximately how old were the lights that were removed/replaced by the magnetic ballasts?</b>																									
Less than 5 years old	2.61	4.50	0.00	0.00	0.00	0.00	48.45	0.00	0.00	13.24	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8.59	0.00	0.00	0.00	0.00	0.00	
Between 5 and 10 years old	43.80	47.86	0.00	60.00	0.00	0.00	17.30	43.23	100.00	4.73	53.40	0.00	0.00	0.00	0.00	0.00	0.00	100.00	91.41	0.00	33.17	64.48	0.00	0.00	
Between 10 and 15 years old	26.03	21.51	50.63	21.82	100.00	0.00	0.00	30.26	0.00	38.11	23.07	0.00	0.00	51.58	0.00	17.08	0.00	0.00	0.00	0.00	35.36	0.00	67.47	0.00	
More than 15 years old	27.55	26.13	49.37	18.18	0.00	100.00	34.25	26.51	0.00	43.92	23.53	0.00	0.00	48.42	0.00	82.92	100.00	0.00	0.00	0.00	31.47	35.52	32.53	0.00	
n	27	7	6	8	1	4	4	11	1	8	13	0	0	3	0	3	1	1	2	0	5	2	4	4	
<b>&lt;L_MSP2_15&gt; How many time clocks did you buy for this facility?</b>																									
0 to 10	90.97	80.86	99.61	84.46	87.14	100.00	71.01	96.17	100.00	97.78	90.29	0.00	100.00	0.00	100.00	100.00	100.00	100.00	64.37	0.00	100.00	100.00	85.80	0.00	0.00
11 to 30	6.33	19.14	0.00	0.00	0.00	0.00	28.99	0.00	0.00	0.00	6.96	0.00	0.00	0.00	0.00	0.00	0.00	0.00	25.54	0.00	0.00	0.00	0.00	0.00	0.00
31 to 50	0.20	0.00	0.39	0.00	12.86	0.00	0.00	0.00	0.00	2.22	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	14.20	0.00
Don't Know	2.50	0.00	0.00	15.54	0.00	0.00	0.00	3.83	0.00	0.00	2.75	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10.09	0.00	0.00	0.00	0.00	0.00	0.00
n	37	12	13	12	3	16	8	9	1	12	25	0	2	0	1	1	1	6	9	0	4	10	3	3	
<b>&lt;LI19_15&gt; In what year did you install the time clocks?</b>																									
2009	23.08	31.35	24.14	3.54	67.38	18.16	16.68	25.38	0.00	47.14	20.88	0.00	31.42	0.00	0.00	0.00	0.00	25.98	2.43	0.00	66.97	0.00	0.00	0.00	0.00
2010	25.90	62.81	8.70	1.53	0.00	17.61	73.17	15.52	0.00	42.50	24.17	0.00	68.58	0.00	0.00	100.00	0.00	0.00	84.92	0.00	6.31	9.12	0.00	0.00	0.00
2011	44.32	4.91	57.99	83.79	0.00	45.69	10.16	57.24	0.00	0.00	48.94	0.00	0.00	0.00	0.00	0.00	0.00	74.02	12.64	0.00	0.00	69.43	100.00	0.00	0.00
2012	6.30	0.92	8.34	11.15	32.62	13.04	0.00	1.86	100.00	6.10	6.32	0.00	0.00	100.00	0.00	100.00	0.00	0.00	0.00	0.00	26.71	15.07	0.00	0.00	0.00
Don't Know	0.40	0.00	0.82	0.00	0.00	5.51	0.00	0.00	0.00	4.26	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6.37	0.00	0.00	0.00
n	37	9	10	12	2	12	7	9	1	9	22	0	2	0	1	1	1	6	6	0	3	10	1	1	
<b>&lt;LI23_15&gt; Did you receive a rebate for the purchase of the time clocks?</b>																									
Yes	5.84	0.00	8.34	10.35	32.62	24.22	0.00	0.00	100.00	2.76	6.16	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	26.71	10.08	100.00	0.00	0.00
No	80.19	63.69	89.98	85.04	0.00	58.34	41.05	100.00	0.00	74.56	80.77	0.00	68.58	0.00	100.00	100.00	0.00	100.00	55.62	0.00	66.97	75.80	0.00	0.00	0.00
Don't Know	13.97	36.31	1.68	4.61	67.38	19.44	58.95	0.00	0.00	22.67	13.08	0.00	31.42	0.00	0.00	0.00	0.00	0.00	44.38	0.00	6.31	14.12	0.00	0.00	0.00
n	37	9	10	12	2	12	7	9	1	9	22	0	2	0	1	1	1	6	6	0	3	10	1	1	
<b>&lt;LI24_15&gt; What type of lighting was removed and replaced when you installed the time clocks?</b>																									
HID (High Intensity Discharge) Fixtures-Compact	0.31	0.92	0.00	0.00	0.00	4.32	0.00	0.00	0.00	3.34	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4.99	0.00	0.00	0.00
Halogen	6.02	0.00	0.00	35.26	0.00	0.00	0.00	8.82	0.00	6.64	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	12.49	0.00	0.00	0.00	0.00	0.00	0.00
Lighting Controls- Time Clock	13.76	0.00	26.16	5.73	0.00	23.14	0.00	12.61	100.00	7.51	14.42	0.00	0.00	0.00	0.00	100.00	0.00	17.85	2.43	0.00	26.71	5.95	0.00	0.00	0.00
Fat/Thick Tubes	0.82	0.00	1.68	0.00	0.00	0.00	4.28	0.00	0.00	0.00	0.91	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6.31	0.00	0.00	0.00	0.00
Lighting Controls- Manual	10.99	19.40	0.00	25.71	0.00	15.51	37.82	3.83	0.00	0.00	12.14	0.00	0.00	0.00	0.00	0.00	0.00	5.41	26.62	0.00	0.00	10.27	100.00	0.00	0.00
New Equipment-didn't replace anything	63.57	76.01	71.34	16.48	32.62	47.95	57.90	70.91	0.00	68.90	63.01	0.00	68.58	0.00	100.00	0.00	100.00	64.25	60.43	0.00	66.97	68.29	0.00	0.00	0.00
Other	3.27	0.00	0.82	16.82	0.00	9.08	0.00	3.83	0.00	7.02	2.88	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10.52	0.00	0.00	10.50	0.00	0.00	0.00
Don't Know	1.25	3.67	0.00	0.00	67.38	0.00	0.00	0.00	0.00	13.24	0.00	0.00	31.42	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
n	37	9	10	12	2	12	7	9	1	9	22	0	2	0	1	1	1	6	6	0	3	10	1	1	
<b>&lt;LI26_15&gt; Approximately how old were the lights that were removed/replaced by the time clocks?</b>																									
Between 5 and 10 years old	5.66	0.00	10.91	7.93	0.00	48.46	10.17	0.00	0.00	24.14	4.43	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	19.11	0.00	100.00	0.00	0.00
Between 10 and 15 years old	44.40	58.13	24.79	45.62	0.00	25.05	8.02	51.94	100.00	19.61	46.05	0.00	0.00	0.00	0.00	0.00	0.00	15.14	64.67	0.00	80.89	79.92	0.00	0.00	0.00
More than 15 years old	46.43	35.21	61.42	46.45	0.00	15.91	81.81	48.06	0.00	0.00	49.52	0.00	0.00	0.00	0.00	0.00	0.00	84.86	35.33	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	3.51	6.66	2.87	0.00	100.00	10.59	0.00	0.00	0.00	56.25	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	20.08	0.00	0.00	0.00
n	17	4	5	8	1	7	3	5	1	5	12	0	1	0	0	1	0	3	4	0	2	5	1	1	
<b>&lt;L_MSP2_16&gt; How many occupancy sensors did you buy for this facility?</b>																									
0 to 10	51.17	52.03	58.72	8.30	8.49	14.59	58.38	64.41	28.57	66.94	40.80	0.00	77.85	6.03	0.00	0.00	66.37	48.95	46.92	96.36	65.99	13.22	55.57	0.00	0.00
11 to 30	23.23	28.39	18.90	25.50	15.15	25.98	28.76	16.24	10.83	31.38	0.00	0.00	74.34	0.00	44.28	1.78	42.16	3.54	0.00	20.09	37.02	7.78	0.00	0.00	0.00
31 to 50	4.65	3.15	4.90	9.26	20.75	12.45	8.18	0.00	0.00	6.54	3.41	0.00	0.00	0.00	25.37	6.72	1.02	0.81	0.00	12.98	30.73	5.53	0.00	0.00	0.00
51 to 100	8.13	2.78	13.12	3.17	15.48	16.96	3.51	9.70	0.00	6.17	9.42	0.00	0.00	7.62	0.00	4.20	2.83	21.75	0.00	0.00	13.87	15.71	0.00	0.00	0.00
101 to 500	8.97	9.68	2.50	40.02	23.58	13.21	0.00	7.84	31.24	5.10	11.51	100.00	0.00	12.01	0.00	18.75	16.76	4.53	17.89	0.00	0.95	1.82	7.08	0.00	0.00
501 to 1000	0.06	0.00	0.12	0.00	1.70	0.00	0.00	0.00	0.00	0.15	0.00	0.00	22.15	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
More than 1000	0.07	0.18	0.00	0.00	1.94	0.00	0.00	0.00	0.00	0.17	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.33	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	3.72	3.80	1.74	13.75	12.90	16.80	1.17	1.81	0.00	4.09	3.48	0.00	0.00	0.00	0.00	11.60	4.17	0.52	8.77	3.64	0.00	3.35	8.32	0.00	0.00
n	175	61	91	23	35	80	36	20	4	107	68	1	4	9	0	7	23	37	31	3	9	24	27	1	
<b>&lt;LI19_16&gt; In what year did you install the occupancy sensors?</b>																									
2009	31.74	30.26	25.95	65.55	17.83	24.61	41.25	32.86	11.33	10.42	44.75	0.00	0.00	17.39	0.00	72.67	29.38	26.75	39.54	100.00	0.00	36.08	11.31	0.00	0.00
2010	16.82	18.46	18.32	3.15	17.11	12.68	32.49	4.11	40.19	22.67	13.25	0.00	0.00	6.97	19.03	20.08	12								

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	FG&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)	
<b>&lt;LI24_16&gt; What type of lighting was removed and replaced when you installed the occupancy sensors?</b>																								
High Performance T8	5.02	0.00	10.05	0.00	5.29	0.00	0.00	10.02	0.00	13.26	0.00	0.00	0.00	0.00	0.00	0.00	1.17	11.90	0.00	0.00	0.00	0.00	0.00	0.00
T8 fluorescent fixtures (1in. diameter bulbs)	4.32	7.85	2.16	1.94	8.90	1.81	13.93	0.00	0.00	3.75	4.66	0.00	0.00	0.00	0.00	0.00	0.00	8.35	1.20	0.00	0.00	13.35	0.00	0.00
T12 Fixtures (1 Sin. diameter bulbs)	1.86	3.56	0.88	0.00	8.34	1.84	5.11	0.00	0.00	1.17	2.28	0.00	0.00	0.00	0.00	0.00	0.00	2.73	3.46	0.00	0.00	1.82	0.00	0.00
HID (High Intensity Discharge) Fixtures-Compact	1.85	0.64	3.18	0.00	14.19	3.62	3.74	0.00	0.00	4.87	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3.51	0.00	0.00	4.45	0.00	2.43	0.00
Compact Fluorescent, Screw-in Modular	1.83	0.00	3.67	0.00	0.00	0.00	0.00	3.77	0.00	4.84	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4.48	0.00	0.00	0.00	0.00	0.00	0.00
Incandescent	6.57	7.46	6.17	5.05	0.00	0.00	2.53	12.06	0.00	0.48	10.28	0.00	0.00	0.00	0.00	24.74	0.00	14.33	0.85	0.00	0.00	0.00	0.00	0.00
Lighting Controls, Time Clock	0.94	2.36	0.00	0.00	0.00	0.00	3.38	0.00	0.00	0.00	1.51	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4.42	0.00	0.00	0.00	0.00	0.00
Lighting Controls, Occupancy Sensor	3.66	6.98	1.54	1.20	0.00	5.49	2.31	4.97	0.00	2.02	4.67	0.00	0.00	0.00	22.93	0.00	0.30	0.00	54.96	0.00	5.92	5.70	0.00	0.00
Fluorescent, type not specified	4.77	0.00	9.54	0.00	0.00	0.00	7.15	0.00	28.57	0.00	7.68	0.00	0.00	0.00	0.00	21.51	0.00	0.00	45.04	0.00	0.00	0.00	0.00	0.00
Fat/Thick Tubes	0.63	0.00	0.00	6.11	0.00	0.00	0.00	1.29	0.00	1.66	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10.07	0.00
Lighting Controls, Manual	28.96	27.06	33.45	14.48	20.23	26.07	35.03	28.48	19.91	26.15	30.67	0.00	0.00	82.61	0.00	34.05	38.17	8.01	61.41	0.00	75.55	25.28	5.74	0.00
New Equipment-didn't replace anything	31.97	33.05	23.02	71.23	26.57	55.34	24.86	27.11	51.51	33.90	30.80	0.00	100.00	17.39	0.00	18.28	29.83	35.14	32.12	0.00	20.00	48.01	40.92	0.00
Other	0.78	0.00	1.57	0.00	5.29	2.45	1.30	0.00	0.00	2.07	0.00	0.00	0.00	0.00	0.00	1.17	0.00	0.00	0.00	0.00	5.62	5.77	0.00	0.00
Don't Know	6.85	11.22	4.78	0.00	11.18	3.38	0.65	12.28	0.00	5.85	7.45	0.00	0.00	0.00	0.00	5.42	10.52	0.00	0.00	0.00	0.00	0.00	29.37	0.00
n	127	38	69	20	18	52	33	20	4	68	59	0	2	4	0	7	20	31	19	2	4	24	14	0
<b>&lt;LI26_16&gt; Approximately how old were the lights that were removed/replaced by the occupancy sensors?</b>																								
Less than 5 years old	12.44	0.00	18.37	47.24	0.00	0.00	4.23	21.41	0.00	28.21	3.26	0.00	0.00	0.00	0.00	30.27	1.98	25.25	7.37	0.00	0.00	0.00	0.00	0.00
Between 5 and 10 years old	7.00	14.05	1.98	8.96	11.36	15.67	0.87	10.07	0.00	2.69	9.51	0.00	0.00	15.70	0.00	0.00	3.49	14.09	1.23	0.00	0.00	7.00	4.88	0.00
Between 10 and 15 years old	13.64	4.38	20.80	3.77	31.77	21.22	14.12	5.18	58.93	11.35	14.97	0.00	0.00	62.07	0.00	11.08	34.17	0.42	4.47	45.04	0.00	22.21	54.54	0.00
More than 15 years old	58.85	79.44	46.58	33.54	49.66	53.37	60.20	61.74	41.07	50.40	63.78	0.00	0.00	22.23	0.00	41.90	30.17	51.01	86.93	54.96	100.00	70.79	40.57	0.00
Don't Know	8.06	2.13	12.28	6.50	7.21	9.75	20.58	1.60	0.00	7.35	8.48	0.00	0.00	0.00	0.00	16.75	30.20	9.23	0.00	0.00	0.00	0.00	0.00	0.00
n	76	21	46	9	12	25	24	13	2	43	33	0	0	3	0	5	12	19	13	2	3	11	8	0
<b>&lt;L_MSP2_17&gt; How many bypass/delay timers did you buy for this facility?</b>																								
0 to 10	85.11	100.00	81.96	82.94	0.00	87.78	55.28	100.00	0.00	15.15	97.50	0.00	100.00	0.00	0.00	0.00	0.00	83.84	92.76	0.00	0.00	64.41	100.00	0.00
11 to 30	11.88	0.00	15.67	5.39	100.00	12.22	34.45	0.00	0.00	73.52	0.97	100.00	0.00	0.00	0.00	0.00	0.00	16.16	0.00	0.00	0.00	0.00	0.00	0.00
31 to 50	1.30	0.00	0.00	11.66	0.00	0.00	4.45	0.00	0.00	0.00	1.54	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	35.59	0.00	
Don't Know	1.70	0.00	2.37	0.00	0.00	0.00	5.81	0.00	0.00	11.33	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7.24	0.00	0.00	0.00	0.00	
n	15	3	8	4	2	6	5	2	0	7	8	1	1	0	0	0	0	5	3	0	0	4	1	0
<b>&lt;LI17&gt; Were the HID lamps installed High Pressure Sodium, Metal Halide Mercury Vapor or Incandescent?</b>																								
High pressure sodium	39.79	50.63	41.34	0.00	17.62	12.94	34.65	45.97	0.00	26.62	41.48	0.00	0.00	0.00	0.00	0.00	0.00	0.00	32.39	0.00	45.18	9.57	100.00	0.00
Metal Halide	9.28	25.04	1.21	27.43	54.43	71.44	4.84	0.00	0.00	26.44	7.08	0.00	0.00	0.00	0.00	66.98	0.00	2.83	0.00	7.01	75.26	0.00	0.00	
Mercury vapor	25.23	21.65	24.70	38.51	0.00	9.54	20.55	29.61	0.00	0.00	28.47	0.00	0.00	0.00	0.00	15.71	0.00	0.00	32.39	0.00	35.39	0.00	0.00	
Incandescent	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Don't Know	25.70	2.68	32.76	34.06	27.95	6.08	39.96	24.43	0.00	46.94	22.97	0.00	0.00	0.00	0.00	17.31	0.00	0.00	32.39	0.00	12.42	15.17	0.00	
n	24	10	9	5	3	9	6	6	0	9	15	0	0	0	0	0	5	2	4	0	6	5	2	
<b>&lt;LI19_17&gt; In what year did you install the bypass/delay timers?</b>																								
2009	0.69	0.00	0.97	0.00	46.26	0.00	0.00	0.00	0.00	4.38	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.00	0.00	0.00	0.00	0.00	0.00	
2010	35.63	77.90	19.29	74.85	0.00	60.19	79.84	13.53	0.00	69.06	29.36	0.00	0.00	0.00	0.00	0.00	0.00	18.82	92.76	0.00	0.00	21.99	0.00	
2011	4.21	16.97	0.00	11.46	0.00	0.00	14.34	0.00	0.00	0.00	4.99	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	35.47	100.00	
2012	3.34	5.13	2.38	6.63	0.00	26.61	5.81	0.00	0.00	16.34	0.90	100.00	0.00	0.00	0.00	0.00	0.00	0.00	7.24	0.00	0.00	20.54	0.00	
Don't Know	56.13	0.00	77.36	7.06	53.74	13.19	0.00	86.47	0.00	10.22	64.75	0.00	0.00	0.00	0.00	0.00	0.00	80.18	0.00	0.00	0.00	21.99	0.00	
n	14	3	7	4	2	5	5	2	0	7	7	0	1	0	0	0	0	5	3	0	0	4	1	
<b>&lt;LI23_17&gt; Did you receive a rebate for the purchase of the bypass/delay timers?</b>																								
Yes	5.30	16.97	3.35	0.00	46.26	0.00	15.70	0.00	0.00	15.18	3.44	0.00	0.00	0.00	0.00	0.00	0.00	1.00	7.24	0.00	0.00	0.00	100.00	
No	71.29	5.13	82.52	100.00	53.74	100.00	4.45	100.00	0.00	20.89	80.75	0.00	100.00	0.00	0.00	0.00	0.00	84.36	36.22	0.00	0.00	100.00	0.00	
Don't Know	23.41	77.90	14.12	0.00	0.00	0.00	79.84	0.00	0.00	63.94	15.81	0.00	0.00	0.00	0.00	0.00	0.00	14.64	56.54	0.00	0.00	0.00	0.00	
n	14	3	7	4	2	5	5	2	0	7	7	0	1	0	0	0	0	5	3	0	0	4	1	
<b>&lt;LI24_17&gt; What type of lighting was removed and replaced when you installed the bypass/delay timers?</b>																								
Compact Fluorescent, Screw-in Modular	2.84	15.06	0.00	0.00	0.00	0.00	9.89	0.00	0.00	0.00	3.36	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	
Fluorescent, type not specified	8.35	0.00	0.00	74.85	0.00	0.00	13.53	0.00	0.00	0.00	9.87	0.00	0.00	0.00	0.00	0.00	0.00	0.00	33.16	0.00	0.00	0.00	0.00	
Lighting Controls, Manual	26.32	80.39	14.12	11.46	0.00	26.12	84.30	0.00	0.00	63.94	19.43	0.00	0.00	0.00	0.00	0.00	0.00	14.64	60.21	0.00	0.00	35.47	0.00	
New Equipment-didn't replace anything	56.48	4.55	78.33	7.06	100.00	20.31	0.00	86.47	0.00	20.15	63.12	0.00	100.00	0.00	0.00	0.00	0.00	81.18	0.00	0.00				

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SC(%)	SDC&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Pans(%)	Non-EE Pans(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)	
<b>&lt;L MSP2_18&gt; How many photocells did you buy for this facility?</b>																								
0 to 10	56.97	84.39	38.84	74.31	25.18	80.44	85.26	40.03	100.00	80.68	47.62	0.00	100.00	0.00	0.00	100.00	33.33	47.06	100.00	0.00	80.89	85.49	0.00	
11 to 30	36.89	0.95	58.58	0.00	21.45	0.00	14.74	54.69	0.00	12.56	46.58	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	47.20	0.00	19.11	6.18	80.72
31 to 50	1.10	2.35	0.85	0.00	31.25	0.00	0.00	0.00	0.00	1.87	0.80	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	12.57
51 to 100	1.08	0.00	1.73	0.00	22.12	5.07	0.00	0.00	0.00	3.80	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	33.33	0.36	0.00	0.00	6.71
101 to 500	3.65	2.31	0.00	23.36	0.00	9.34	0.00	5.28	0.00	0.00	5.10	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	0.31	0.00	0.00	2.33	0.00	5.15	0.00	0.00	0.00	1.08	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8.33
n	33	10	16	7	9	11	7	5	1	19	14	0	2	0	0	1	3	9	5	0	2	6	5	
<b>&lt;LI19_18&gt; In what year did you install the photocells?</b>																								
2009	14.48	10.68	18.23	4.53	34.38	15.11	30.82	0.00	100.00	4.26	18.28	0.00	0.00	0.00	0.00	0.00	33.33	8.41	4.62	0.00	80.89	68.81	100.00	
2010	13.53	38.18	6.90	0.00	0.00	19.80	47.70	0.00	0.00	17.00	12.24	0.00	80.55	0.00	0.00	0.00	0.00	0.00	0.00	67.56	0.00	19.11	0.00	0.00
2011	11.15	3.50	2.70	61.72	40.71	12.67	21.48	5.28	0.00	29.60	4.30	0.00	0.00	0.00	0.00	100.00	33.33	9.44	22.88	0.00	0.00	0.00	0.00	0.00
2012	49.15	44.08	55.41	30.32	13.20	39.49	0.00	77.32	0.00	47.37	49.82	0.00	19.45	0.00	0.00	0.00	33.33	65.50	4.95	0.00	0.00	31.19	0.00	0.00
2013	0.87	3.57	0.00	0.00	0.00	12.93	0.00	0.00	0.00	0.00	1.19	0.00	0.00	0.00	0.00	0.00	0.00	1.23	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	10.82	0.00	16.75	3.43	11.71	0.00	0.00	17.40	0.00	1.77	14.18	0.00	0.00	0.00	0.00	0.00	0.00	15.42	0.00	0.00	0.00	0.00	0.00	0.00
n	29	9	13	7	7	10	6	5	1	16	13	0	2	0	0	1	3	9	5	0	2	6	1	
<b>&lt;LI23_18&gt; Did you receive a rebate for the purchase of the photocells?</b>																								
Yes	14.83	46.97	5.55	0.00	72.78	22.81	0.00	17.35	0.00	52.26	0.93	0.00	0.00	0.00	0.00	100.00	100.00	16.30	4.95	0.00	0.00	6.18	0.00	
No	43.33	17.19	40.76	100.00	11.71	65.89	68.97	27.95	100.00	44.94	42.73	0.00	100.00	0.00	0.00	0.00	0.00	0.00	37.37	37.16	0.00	100.00	73.72	0.00
Don't Know	41.85	35.84	53.69	0.00	15.51	11.31	31.03	54.69	0.00	2.80	56.34	0.00	0.00	0.00	0.00	0.00	0.00	46.33	57.89	0.00	0.00	20.11	100.00	
n	29	9	13	7	7	10	6	5	1	16	13	0	2	0	0	1	3	9	5	0	2	6	1	
<b>&lt;LI24_18&gt; What type of lighting was removed and replaced when you installed the photocells?</b>																								
HID (High Intensity Discharge) Fixtures-Compact	2.05	1.56	2.70	0.00	40.71	5.65	0.00	0.00	0.00	7.56	0.00	0.00	0.00	0.00	0.00	0.00	33.33	1.61	0.00	0.00	0.00	10.05	0.00	
Halogen	5.50	0.00	0.00	39.29	0.00	0.00	21.48	0.00	0.00	20.30	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7.83	0.00	0.00	0.00	0.00	0.00	
Lighting Controls, Time Clock	0.85	3.50	0.00	0.00	0.00	12.67	0.00	0.00	0.00	3.13	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Lighting Controls, Photocell	4.00	3.57	0.00	22.43	0.00	12.93	0.00	5.28	0.00	0.00	5.49	0.00	0.00	0.00	0.00	0.00	0.00	1.23	22.88	0.00	0.00	0.00	0.00	
Lighting Controls, Manual	1.31	0.00	1.10	4.53	0.00	19.60	0.00	0.00	0.00	0.00	1.80	0.00	0.00	0.00	0.00	0.00	0.00	0.00	9.57	0.00	0.00	0.00	0.00	
New Equipment-didn't replace anything	37.53	83.22	26.79	5.67	69.29	37.34	70.78	17.35	100.00	66.08	26.93	0.00	80.55	0.00	0.00	0.00	66.67	23.80	67.56	0.00	100.00	37.37	100.00	
Other	12.32	8.16	16.75	0.00	0.00	0.00	7.74	17.40	0.00	0.00	16.90	0.00	0.00	0.00	0.00	0.00	0.00	0.00	14.74	0.00	0.00	0.00	52.58	
Don't Know	36.44	0.00	52.66	28.08	0.00	11.81	0.00	59.97	0.00	2.92	48.88	0.00	19.45	0.00	0.00	0.00	0.00	50.80	0.00	0.00	0.00	0.00	0.00	
n	29	9	13	7	7	10	6	5	1	16	13	0	2	0	0	1	3	9	5	0	2	6	1	
<b>&lt;LI26_18&gt; Approximately how old were the lights that were removed/replaced by the photocells?</b>																								
Less than 5 years old	1.18	0.00	0.00	5.99	0.00	18.85	0.00	0.00	0.00	8.13	0.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Between 5 and 10 years old	4.67	0.00	0.00	23.78	0.00	0.00	0.00	6.38	0.00	0.00	5.46	0.00	0.00	0.00	0.00	0.00	0.00	5.87	0.00	0.00	0.00	0.00	0.00	
Between 10 and 15 years old	17.04	9.29	3.62	70.23	51.03	40.30	73.52	6.38	0.00	72.01	7.74	0.00	0.00	0.00	0.00	0.00	12.38	100.00	0.00	0.00	0.00	16.05	0.00	
More than 15 years old	76.31	90.71	95.30	0.00	24.49	40.85	26.48	87.23	100.00	14.29	86.80	0.00	0.00	0.00	0.00	100.00	50.00	81.75	0.00	0.00	100.00	83.95	0.00	
Don't Know	0.81	0.00	1.08	0.00	24.49	0.00	0.00	0.00	0.00	5.56	0.00	0.00	0.00	0.00	0.00	0.00	50.00	0.00	0.00	0.00	0.00	0.00	0.00	
n	16	4	7	5	3	6	2	4	1	7	9	0	1	0	0	1	2	6	3	0	1	2	0	
<b>&lt;LI19_19&gt; In what year did you install the other fluorescent fixtures?</b>																								
2009	17.19	21.34	13.70	22.09	0.00	35.60	28.53	15.55	0.00	0.00	20.72	0.00	100.00	51.69	0.00	100.00	0.00	4.87	0.00	37.15	0.00	0.00	74.18	
2010	33.46	36.74	35.40	4.87	100.00	22.65	31.12	34.22	0.00	22.14	35.78	0.00	0.00	9.68	0.00	0.00	5.74	54.31	0.00	14.52	52.30	26.71	20.48	
2011	19.29	14.20	16.31	63.44	0.00	5.04	17.49	20.26	0.00	44.10	14.19	0.00	0.00	38.63	0.00	0.00	30.97	4.28	74.37	48.33	45.48	0.00	0.00	
2012	18.66	4.28	29.60	9.60	0.00	28.06	8.52	18.66	100.00	33.76	15.56	0.00	0.00	0.00	0.00	0.00	14.64	29.90	25.63	0.00	2.22	73.29	5.34	
Don't Know	11.40	23.43	5.00	0.00	0.00	8.65	14.33	11.32	0.00	0.00	13.74	0.00	0.00	0.00	0.00	0.00	48.66	6.64	0.00	0.00	0.00	0.00	0.00	
n	59	20	27	12	1	13	15	29	1	17	42	0	2	4	0	1	9	16	4	6	5	4	8	
<b>&lt;LI23_19&gt; Did you receive a rebate for the purchase of the other fluorescent fixtures?</b>																								
Yes	7.38	18.96	0.70	0.00	100.00	32.60	0.00	7.21	0.00	17.75	5.25	0.00	0.00	0.00	0.00	0.00	1.11	0.43	45.71	0.00	0.00	16.06	41.87	
No	88.93	76.46	99.02	76.89	0.00	46.61	69.21	92.79	100.00	82.25	90.30	0.00	100.00	100.00	0.00	100.00	90.45	98.68	54.29	80.13	100.00	67.56	58.13	
Don't Know	3.69	4.58	0.28	23.11	0.00	20.79	30.79	0.00	0.00	4.45	0.00	0.00	0.00	0.00	0.00	0.00	8.44	0.89	0.00	19.87	0.00	16.38	0.00	
n	59	20	27	12	1	13	15	29	1	17	42	0	2	4	0	1	9	16	4	6	5	4	8	
<b>&lt;LI24_19&gt; What type of lighting was removed and replaced when you installed the other fluorescent fixtures?</b>																								
T8 fluorescent fixtures (1in. diameter bulbs)	1.60	0.00	3.42	0.00	0.00	5.04	0.00	2.04	0.00	11.05	0.00	0.00	0.00	5.67	0.00	0.00	0.00	0.00	0.00	0.00	22.74	0.00	0.00	
T12 Fixtures (1.5in. diameter bulbs)	1.19	0.00	0.35	12.46	0.00	13.17	8.23	0.00	0.00	1.13	1.20	0.00	0.00	0.00	0.00	0.00	0.00	0.78	0.00	9.93	0.00	0.00	0.00	
HID (High Intensity Discharge) Fixtures-Compact	4.85	10.90	0.42	7.49	0.00	8.70	0.00	5.38	0.00	3.50	5.13	0.00	0.00	0.00	0.00	0.00	1.34	0.00	0.00	0.00	0.00	0.00	41.30	
Incandescent	18.12	18.85	19.35	6.16	0.00	0.00	24.57	18.21	0.00	1.00	21.64	0.00	0.00	0.00	0.00	100.00	0.00	38.20	3.62	0.00	0.00	0.00	2.35	
Halogen	1.23	3.32	0.00	0.00	0.00	0.00	1.43	0.0																

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PO&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)	
<b>&lt;LI19_20&gt; In what year did you install the fat/thick tubes?</b>																								
2009	11.27	30.65	0.00	0.00	0.00	0.00	19.24	9.94	0.00	27.23	9.48	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	55.79	0.00	0.00	0.00	62.17
2010	38.65	53.07	30.72	0.00	0.00	0.00	0.00	45.09	0.00	36.60	38.88	0.00	0.00	44.08	0.00	0.00	0.00	49.64	56.35	25.14	0.00	0.00	0.00	0.00
2011	22.24	2.15	34.44	0.00	0.00	0.00	50.83	17.48	0.00	36.18	20.68	0.00	0.00	0.00	0.00	0.00	100.00	14.00	43.65	0.00	0.00	0.00	0.00	37.83
2012	6.87	7.07	5.35	100.00	0.00	0.00	29.93	3.03	0.00	0.00	7.64	0.00	0.00	27.96	0.00	0.00	0.00	5.59	0.00	19.07	0.00	0.00	0.00	0.00
Don't Know	20.96	7.07	29.48	0.00	0.00	0.00	0.00	24.45	0.00	0.00	23.32	0.00	0.00	27.96	0.00	0.00	0.00	30.77	0.00	0.00	0.00	0.00	0.00	0.00
n	18	8	9	7	0	0	5	13	0	4	14	0	0	3	0	0	1	6	2	3	0	0	0	3
<b>&lt;LI23_20&gt; Did you receive a rebate for the purchase of the fat/thick tubes?</b>																								
Yes	3.69	0.00	5.93	0.00	0.00	0.00	0.00	4.31	0.00	36.60	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	56.35	0.00	0.00	0.00	0.00	0.00
No	87.01	100.00	80.66	0.00	0.00	0.00	93.42	85.94	0.00	63.40	89.66	0.00	0.00	100.00	0.00	0.00	100.00	86.00	43.65	80.93	0.00	0.00	0.00	100.00
Don't Know	9.29	0.00	13.41	100.00	0.00	0.00	6.58	9.75	0.00	0.00	10.34	0.00	0.00	0.00	0.00	0.00	0.00	14.00	0.00	19.07	0.00	0.00	0.00	0.00
n	18	8	9	7	0	0	5	13	0	4	14	0	0	3	0	0	1	6	2	3	0	0	0	3
<b>&lt;LI24_20&gt; What type of lighting was removed and replaced when you installed the fat/thick tubes?</b>																								
Incandescent	5.84	0.00	9.38	0.00	0.00	0.00	0.00	6.81	0.00	0.00	6.50	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Magnetic Ballast	0.79	2.15	0.00	0.00	0.00	0.00	0.00	0.92	0.00	7.82	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5.76
Fat/Thick Tubes	70.38	46.46	84.05	100.00	0.00	0.00	100.00	65.44	0.00	92.18	67.93	0.00	0.00	55.82	0.00	0.00	0.00	84.69	100.00	74.86	0.00	0.00	0.00	32.07
New Equipment-didn't replace anything	12.62	23.18	6.58	0.00	0.00	0.00	0.00	14.72	0.00	0.00	14.03	0.00	0.00	44.08	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	62.17
Other	9.14	24.85	0.00	0.00	0.00	0.00	10.66	0.00	0.00	10.16	0.00	0.00	0.00	0.00	0.00	0.00	0.00	15.31	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	1.24	3.37	0.00	0.00	0.00	0.00	1.44	0.00	0.00	1.38	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	25.14	0.00	0.00	0.00	0.00	0.00
n	18	8	9	7	0	0	5	13	0	4	14	0	0	3	0	0	1	6	2	3	0	0	0	3
<b>&lt;LI26_20&gt; Approximately how old were the lights that were removed/replaced by the fat/thick tubes?</b>																								
Less than 5 years old	12.54	9.20	14.36	0.00	0.00	0.00	14.98	0.00	0.00	14.17	0.00	0.00	0.00	50.00	0.00	0.00	0.00	14.00	0.00	0.00	0.00	0.00	0.00	0.00
Between 5 and 10 years old	46.47	42.08	47.74	100.00	0.00	0.00	36.02	0.00	55.58	45.28	0.00	0.00	0.00	0.00	0.00	0.00	100.00	39.92	43.65	74.86	0.00	0.00	0.00	84.78
Between 10 and 15 years old	18.56	44.34	6.35	0.00	0.00	0.00	22.19	0.00	44.42	15.18	0.00	0.00	0.00	50.00	0.00	0.00	0.00	15.31	56.35	0.00	0.00	0.00	0.00	15.22
Don't Know	22.43	4.38	31.56	0.00	0.00	0.00	26.81	0.00	0.00	25.36	0.00	0.00	0.00	0.00	0.00	0.00	0.00	30.77	0.00	25.14	0.00	0.00	0.00	0.00
n	16	7	8	7	0	0	5	11	0	4	12	0	0	2	0	0	1	6	2	3	0	0	0	2
<b>&lt;L_MSP2_21&gt; How many skinny/thin tubes did you buy for this facility?</b>																								
0 to 10	31.55	26.19	29.87	47.12	8.22	10.61	12.46	38.54	0.00	18.80	38.87	0.00	57.16	8.22	0.00	0.00	20.76	49.80	6.01	31.21	25.61	3.08	47.31	0.00
11 to 30	36.63	31.68	41.57	26.10	8.86	16.08	22.78	41.98	0.00	39.29	35.10	0.00	9.23	53.94	0.00	49.91	24.98	37.85	41.82	62.74	28.04	65.50	21.63	0.00
31 to 50	7.05	5.00	6.06	14.34	40.42	5.76	10.83	5.72	0.00	11.50	4.49	0.00	7.88	23.39	0.00	0.00	24.02	2.43	6.01	0.00	4.23	0.00	2.50	0.00
51 to 100	5.83	5.44	5.84	6.44	19.14	12.85	18.50	1.48	0.00	8.68	4.19	0.00	7.88	0.00	0.00	0.00	17.56	0.44	2.24	6.05	17.84	0.00	1.26	0.00
101 to 500	8.22	8.57	10.11	0.40	23.36	20.63	17.96	4.57	0.00	6.84	9.01	0.00	0.00	0.00	0.00	50.09	2.92	0.37	20.76	0.00	18.35	0.00	24.24	0.00
More than 1000	0.15	0.00	0.26	0.00	0.00	0.00	0.65	0.00	0.00	0.41	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	13.48	0.00	0.00
Don't Know	10.57	23.12	6.29	5.51	0.00	34.07	16.82	7.71	0.00	14.46	8.34	0.00	17.85	14.45	0.00	0.00	9.77	9.11	23.15	0.00	5.94	17.96	3.07	0.00
n	145	41	73	37	6	28	49	62	0	71	74	0	9	13	0	2	22	27	16	8	26	6	13	76
<b>&lt;LI19_21&gt; In what year did you install the skinny/thin tubes?</b>																								
2009	15.68	11.75	19.98	5.81	39.79	5.29	20.95	14.36	0.00	10.64	18.60	0.00	2.12	54.46	0.00	0.00	13.61	16.70	16.64	8.85	14.01	3.08	0.00	0.00
2010	36.78	37.52	37.03	34.52	48.27	17.94	31.90	39.27	0.00	33.28	38.81	0.00	35.44	23.52	0.00	0.00	57.00	36.82	30.37	6.05	29.97	46.24	74.67	0.00
2011	27.39	14.35	29.32	42.44	11.94	52.30	32.81	24.43	0.00	40.30	19.90	0.00	38.43	15.06	0.00	49.91	8.25	14.46	45.25	85.10	29.82	29.53	15.22	0.00
2012	17.26	31.26	12.81	10.28	0.00	24.48	7.95	19.99	0.00	14.80	18.68	0.00	24.02	6.97	0.00	50.09	11.31	28.74	7.74	0.00	21.45	21.16	10.11	0.00
Don't Know	2.90	5.12	0.86	6.95	0.00	0.00	6.38	1.95	0.00	0.98	4.01	0.00	0.00	0.00	0.00	0.00	9.82	3.28	0.00	4.75	0.00	0.00	0.00	0.00
n	140	37	72	37	5	24	49	62	0	68	72	0	9	13	0	2	22	25	16	8	26	6	13	76
<b>&lt;LI23_21&gt; Did you receive a rebate for the purchase of the skinny/thin tubes?</b>																								
Yes	23.91	24.85	27.82	7.14	60.66	27.76	16.49	25.83	0.00	45.48	11.40	0.00	7.58	0.00	0.00	50.09	21.38	32.06	43.26	13.59	18.15	0.00	0.00	2.57
No	69.12	68.49	69.77	67.72	39.34	57.80	71.17	69.27	0.00	45.16	83.01	0.00	77.42	100.00	0.00	49.91	73.62	62.48	49.50	80.36	67.25	100.00	92.36	0.00
Don't Know	6.97	6.66	2.41	25.15	0.00	14.43	12.34	4.89	0.00	9.36	5.58	0.00	15.00	0.00	0.00	0.00	5.00	5.46	7.25	6.05	14.61	0.00	0.00	5.08
n	140	37	72	37	5	24	49	62	0	68	72	0	9	13	0	2	22	25	16	8	26	6	13	76
<b>&lt;LI24_21&gt; What type of lighting was removed and replaced when you installed the skinny/thin tubes?</b>																								
T8 fluorescent fixtures (1in. diameter bulbs)	1.52	3.05	1.02	0.83	0.00	23.09	0.54	0.70	0.00	0.00	2.40	0.00	0.00	3.56	0.00	0.00	0.00	0.00	0.00	0.00	5.53	46.24	0.00	0.00
T10 fluorescent fixtures	1.15	0.47	1.75	0.00	0.00	3.24	4.42	0.00	0.00	0.34	1.62	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.78	13.59	0.00	0.00	0.00	0.00
T12 Fixtures (1.5in. diameter bulbs)	7.67	11.18	7.90	0.75	0.00	0.00	3.73	9.40	0.00	13.20	4.47	0.00	8.88	0.00	0.00	0.00	0.00	13.66	13.25	0.00	3.76	29.53	0.00	0.00
HID (High Intensity Discharge) Fixtures-Compact	0.19	0.00	0.32	0.00	0.00	4.88	0.00	0.00	0.00	0.51	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.58	0.00	0.00	0.00	0.00	0.00	0.00
Incandescent	1.11	0.32	1.75	0.00	0.00	2.16	4.42	0.00	0.00	0.23	1.62	0.00	0.00	1.38	0.00	0.00	0.00	0.00	0.00	13.59	0.00	0.00	0.00	0.00
Halogen	3.09	0.00	4.67	2.31	0.00	5.42	1.51	3.49	0.00	6.89	0.88	0.00	0.00	0.00	0.00	0.00	0.00	7.88	0.00	0.00	3.87	0.00	0.00	0.00
Fluorescent,																								

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PO&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)	
<b>&lt;L_MSP2_22&gt; How many T5 fixtures did you buy for this facility?</b>																								
0 to 10	41.71	37.85	47.50	23.12	6.30	10.41	19.89	52.34	73.15	20.31	51.80	42.07	0.00	0.00	0.00	0.00	7.10	81.53	17.47	96.67	0.00	1.25	56.70	
11 to 30	31.66	30.04	25.85	72.46	17.17	18.39	25.73	42.31	15.27	35.22	29.98	0.00	72.59	56.05	0.00	0.00	44.54	5.27	45.10	0.00	79.52	43.99	23.30	
31 to 50	7.52	11.93	5.47	1.76	2.77	16.62	13.72	5.36	0.00	5.43	8.50	0.00	6.32	0.00	0.00	100.00	6.90	6.22	25.13	0.00	3.63	6.53	4.17	
51 to 100	7.43	5.56	9.81	0.94	25.69	13.04	24.05	0.00	0.00	18.49	2.21	57.93	0.00	0.00	82.70	0.00	16.61	2.05	4.18	0.00	4.81	18.59	8.23	
101 to 500	5.69	7.43	5.46	0.00	19.47	21.30	4.49	0.00	11.58	9.05	4.10	0.00	0.00	0.00	0.00	0.00	20.01	1.17	1.83	0.00	9.13	0.00	4.71	
501 to 1000	0.45	0.00	0.83	0.00	5.62	1.74	0.00	0.00	0.00	1.39	0.00	0.00	0.00	0.00	0.00	0.00	0.43	0.16	0.00	0.00	1.63	0.00	0.66	
Don't Know	5.55	7.19	5.08	1.72	22.99	18.49	12.12	0.00	0.00	10.11	3.40	0.00	21.09	43.95	17.30	0.00	4.42	3.60	6.29	3.33	1.28	29.64	2.22	
n	173	62	98	13	36	82	31	20	4	100	73	2	4	3	3	1	43	25	17	3	17	15	40	
<b>&lt;LI19_22&gt; In what year did you install the T5 fixtures?</b>																								
2009	7.64	12.07	5.88	0.00	12.69	15.18	8.91	7.11	0.00	21.01	1.90	0.00	0.00	0.00	59.47	0.00	4.30	10.05	1.49	0.00	12.75	27.45	1.65	
2010	35.77	30.88	34.78	60.98	49.25	29.37	31.74	43.44	11.58	25.22	40.29	0.00	92.42	100.00	17.30	0.00	38.16	5.84	76.10	0.00	62.93	2.77	50.36	
2011	27.29	24.92	30.96	15.74	25.58	36.71	22.66	34.12	0.00	27.35	27.26	100.00	0.00	0.00	0.00	100.00	38.65	46.06	3.05	100.00	18.50	4.00	1.61	
2012	27.15	29.50	26.20	23.27	12.49	17.73	26.11	15.33	88.42	21.24	29.69	0.00	7.58	0.00	23.23	0.00	16.45	35.19	19.36	0.00	1.25	63.85	45.19	
2013	0.49	1.02	0.20	0.00	0.00	1.00	1.97	0.00	0.00	0.35	0.84	0.00	0.00	0.00	0.00	0.00	2.45	0.00	0.00	0.00	0.00	1.94	0.00	
Don't Know	1.66	1.61	1.99	0.00	0.00	0.00	8.61	0.00	0.00	4.82	0.31	0.00	0.00	0.00	0.00	0.00	0.00	2.87	0.00	0.00	4.56	0.00	1.18	
n	129	43	73	13	26	57	28	20	4	65	64	1	3	3	3	1	37	20	10	2	14	15	20	
<b>&lt;LI23_22&gt; Did you receive a rebate for the purchase of the T5 fixtures?</b>																								
Yes	41.49	54.98	32.05	41.71	36.22	51.71	41.28	43.65	26.85	81.62	24.28	0.00	80.59	0.00	0.00	0.00	77.57	28.46	43.55	0.00	51.72	61.97	27.70	
No	53.54	37.50	66.20	45.05	53.99	29.99	45.37	56.35	73.15	10.17	72.14	100.00	0.00	100.00	100.00	0.00	13.55	71.54	56.45	100.00	47.07	10.58	64.64	
Don't Know	4.97	7.52	1.76	13.24	9.79	18.30	13.35	0.00	0.00	8.20	3.99	0.00	19.41	0.00	0.00	100.00	8.88	0.00	0.00	0.00	1.22	27.45	7.67	
n	129	43	73	13	26	57	28	20	4	65	64	1	3	3	3	1	37	20	10	2	14	15	20	
<b>&lt;LI24_22&gt; What type of lighting was removed and replaced when you installed the T5 fixtures?</b>																								
High Performance T8	0.13	0.36	0.00	0.00	2.85	0.00	0.00	0.00	0.00	0.44	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.29	0.00	0.00	0.00
T8 fluorescent fixtures (1 in. diameter bulbs)	10.57	10.16	12.23	2.70	29.94	8.02	10.43	12.06	0.00	7.95	11.70	100.00	73.00	0.00	59.47	0.00	5.81	1.24	1.29	62.20	35.54	1.52	1.61	
T12 Fixtures (1 Sin. diameter bulbs)	26.21	31.36	17.94	53.02	9.74	25.96	20.86	32.76	14.11	50.45	15.82	0.00	19.41	10.60	23.23	100.00	41.15	25.35	34.86	0.00	26.75	21.30	17.76	
HID (High Intensity Discharge) Fixtures-Compact	7.00	5.01	9.32	1.62	25.42	27.85	14.80	0.00	0.00	19.10	1.80	0.00	7.58	0.00	0.00	0.00	22.31	1.27	1.44	0.00	8.80	8.41	6.90	
Compact Fluorescent, Screw-in Modular	0.12	0.00	0.23	0.00	2.61	0.00	0.00	0.00	0.00	0.00	0.17	0.00	0.00	0.00	0.00	0.00	0.00	0.41	0.00	0.00	0.00	0.00	0.00	
Incandescent	2.20	0.53	3.74	0.00	4.58	8.86	0.00	0.00	0.96	2.73	0.00	0.00	0.00	0.00	0.00	0.00	2.29	5.80	0.00	0.00	0.00	0.00	0.70	
Halogen	2.60	5.02	1.23	0.74	0.00	8.09	1.12	0.00	11.58	2.85	2.49	0.00	0.00	0.00	0.00	0.00	15.46	0.00	1.20	0.00	0.00	1.28	0.00	
Fluorescent, type not specified	3.41	4.85	2.71	1.72	4.89	4.95	13.77	0.00	0.00	4.50	2.95	0.00	0.00	0.00	0.00	0.00	3.36	0.00	0.00	0.00	11.70	24.62	0.00	
Fat/Thick Tubes	7.41	0.00	12.18	9.66	0.00	0.00	0.00	14.18	0.00	3.00	9.30	0.00	0.00	0.00	0.00	0.00	0.00	0.00	31.41	0.00	6.84	0.00	17.74	
Skinny/Thin Tubes	0.22	0.00	0.41	0.00	0.00	0.00	1.12	0.00	0.00	0.00	0.31	0.00	0.00	0.00	0.00	0.00	1.40	0.00	0.00	0.00	0.00	0.00	0.00	
T5 Fixtures (5/8in. diameter)	6.37	10.83	4.37	0.00	1.94	7.76	9.81	6.81	0.00	1.88	8.29	0.00	0.00	0.00	0.00	0.00	2.22	12.37	1.49	37.80	0.00	6.27	1.75	
New Equipment-didn't replace anything	22.04	2.87	33.92	30.54	13.81	12.79	18.10	16.80	59.04	7.05	28.47	0.00	0.00	89.40	17.30	0.00	1.97	34.09	0.00	0.00	10.37	0.00	50.56	
Other	2.80	7.52	0.00	0.00	0.00	0.00	5.36	0.00	0.00	4.00	4.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	27.03	0.00	0.00	0.00	0.00	
Don't Know	8.93	21.49	1.73	0.00	8.79	0.00	1.12	12.03	15.27	1.82	11.97	0.00	0.00	0.00	0.00	0.00	4.04	19.46	0.00	0.00	0.00	36.63	2.98	
n	129	43	73	13	26	57	28	20	4	65	64	1	3	3	3	1	37	20	10	2	14	15	20	
<b>&lt;LI26_22&gt; Approximately how old were the lights that were removed/replaced by the T5 fixtures?</b>																								
Less than 5 years old	14.43	16.24	12.87	12.93	2.25	1.41	11.98	20.92	0.00	3.95	20.37	0.00	0.00	0.00	0.00	0.00	0.85	30.00	0.00	100.00	7.63	6.27	0.00	
Between 5 and 10 years old	18.50	18.66	16.30	28.87	29.88	20.50	20.90	9.65	71.72	10.68	22.94	100.00	73.00	0.00	0.00	0.00	12.97	1.80	44.95	0.00	32.66	40.07	3.12	
Between 10 and 15 years old	15.33	18.85	13.84	4.66	38.04	18.72	18.56	13.25	0.00	18.59	13.48	0.00	7.58	18.36	0.00	100.00	9.69	40.69	2.57	0.00	2.75	16.67	7.52	
More than 15 years old	47.41	45.30	49.74	46.47	22.00	51.06	40.47	53.81	28.28	58.92	40.88	0.00	19.41	0.00	100.00	0.00	71.38	23.17	47.94	0.00	56.96	37.00	80.39	
Don't Know	4.34	0.95	7.26	7.08	7.83	8.31	8.08	2.36	0.00	7.85	2.34	0.00	0.00	81.64	0.00	0.00	5.11	4.35	4.54	0.00	0.00	0.00	8.96	
n	113	39	64	10	22	46	24	18	3	60	53	1	3	2	2	1	35	14	10	2	12	15	16	
<b>&lt;LI30&gt; Considering all of the lighting changes we just discussed, approximately what percentage of the facility's lighting was affected by those changes?</b>																								
0 Percent	1.04	0.77	0.71	3.71	1.49	0.97	1.55	0.86	1.02	0.38	1.22	0.00	0.00	0.86	0.00	0.00	0.19	1.06	1.20	2.44	0.90	0.76	0.88	
1 to 15 Percent	23.61	24.65	21.50	29.93	33.49	32.37	25.15	21.21	32.48	15.10	25.93	38.04	26.62	23.15	20.62	33.33	30.50	26.48	17.92	27.45	15.71	23.57	19.64	
16 to 30 Percent	13.28	13.22	13.45	12.68	17.40	12.70	14.67	12.78	12.90	9.07	14.42	24.06	11.16	10.15	16.99	24.16	15.42	12.97	17.81	8.03	11.29	12.92	14.31	
31 to 45 Percent	4.03	3.24	4.12	6.66	4.15	3.33	4.22	4.03	4.02	3.43	4.20	3.21	0.41	1.78	4.53	2.36	2.68	5.23	2.75	6.78	4.13	3.00	1.32	
46 to 60 Percent	10.35	9.79	11.45	7.12	5.97	9.23	8.73	10.95	12.05	7.14	11.22	6.18	1.95	5.30	3.21	6.67	14.72	9.12	10.19	11.17	11.39	3.32	18.68	
61 to 80 Percent	9.51	12.81	7.24	7.89	8.64	10.60	9.53	9.60	7.75	11.24	9.03	10.31	9.88	9.97	10.29	7.09	9.00	6.12	5.24	10.70	15.57	19.94		
81 to 99 Percent	6.68	6.62	6.51	7.76	11.17	11.86	6.91	6.04	6.85	11.50	5.37	0.00	5.95	5.95	3.95	2.62	9.78	8.32	5.42	3.17	5.22	7.50	5.70	
100 Percent																								



Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	P&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)	
<b>&lt;OCC2&gt; What percentage of your lights have occupancy controls on them?</b>																								
0 Percent	2.20	2.99	1.76	1.67	0.37	0.51	1.66	3.15	0.00	1.83	2.31	0.00	0.82	1.72	0.00	1.53	5.36	2.47	1.72	1.17	1.78	0.00	3.55	
1 to 15 Percent	48.34	50.56	48.28	41.81	36.34	36.08	50.06	48.66	50.21	53.72	46.83	50.20	60.56	45.04	48.00	59.02	47.33	49.61	45.60	71.27	51.26	21.64	33.12	
16 to 30 Percent	11.81	12.36	12.23	8.31	15.19	13.45	14.51	11.00	4.91	12.85	11.52	19.76	13.02	9.58	15.78	4.84	11.66	10.27	11.84	14.75	14.11	17.32	11.82	
31 to 45 Percent	3.05	3.55	2.02	5.98	2.32	3.71	1.92	3.40	4.02	2.03	3.35	0.00	2.49	1.68	1.31	2.16	4.40	3.50	2.70	1.83	3.62	2.97	3.07	
46 to 60 Percent	6.52	5.78	6.84	7.40	7.26	8.68	8.88	5.60	1.89	6.29	6.58	10.24	5.83	2.49	26.82	1.39	10.71	6.99	7.48	1.54	7.46	6.01	4.50	
61 to 80 Percent	7.26	7.36	6.04	12.15	11.62	12.53	6.47	5.86	12.12	6.25	7.54	3.00	3.10	10.49	5.34	5.60	6.25	5.06	8.66	0.00	1.47	28.56	18.58	
81 to 99 Percent	4.97	5.13	4.29	7.39	10.78	10.77	4.31	3.64	7.73	5.32	4.87	1.60	0.00	9.90	2.75	11.39	5.20	4.36	4.45	0.27	0.86	13.53	11.54	
100 Percent	9.47	5.83	11.64	11.39	9.98	11.24	6.72	10.97	6.00	7.37	10.06	4.59	4.70	14.48	0.00	5.19	8.63	10.16	12.54	4.66	5.10	7.98	11.08	
Don't Know	6.37	6.42	6.91	3.91	6.15	3.05	5.46	7.70	4.12	4.35	6.94	10.61	9.48	4.62	0.00	8.88	0.46	7.58	5.02	4.51	14.36	1.98	2.75	
n	2463	832	1142	489	288	955	695	474	57	935	1528	16	86	160	25	97	269	482	472	129	270	378	199	
<b>&lt;S1&gt; Now, I would like to ask you a few questions about your awareness of different types of light bulbs. Before this call today, had you ever heard of CFLs (compact fluorescent bulbs)?</b>																								
Yes	65.76	71.01	60.92	67.35	86.86	74.18	64.71	64.95	71.03	65.30	65.83	85.83	48.09	62.45	89.02	73.21	74.13	62.01	70.73	57.32	67.44	88.76	68.31	
No	33.38	28.08	38.30	31.60	12.79	25.57	34.62	34.03	28.97	34.35	33.23	14.17	51.91	37.24	10.98	26.61	24.61	36.91	28.32	41.55	31.87	10.99	31.46	
Refused	0.03	0.08	0.00	0.00	0.00	0.00	0.00	0.05	0.00	0.00	0.04	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.16	0.00	0.00	0.00	0.00	
Don't Know	0.83	0.83	0.78	1.06	0.35	0.26	0.67	0.98	0.00	0.35	0.90	0.00	0.00	0.31	0.00	0.18	1.28	1.08	0.79	1.13	0.70	0.25	0.23	
n	7536	2745	3456	1335	576	2064	2183	2558	155	2264	5272	27	421	620	48	186	691	1573	1270	581	976	462	741	
<b>&lt;S2&gt; Before today, were you familiar with CFLs?</b>																								
Yes	61.18	60.09	61.28	64.50	63.01	64.57	61.75	60.22	70.77	59.39	61.47	100.00	41.41	60.36	64.43	65.52	72.40	64.11	60.34	53.29	61.49	84.30	57.38	
No	37.02	37.09	37.54	33.95	36.19	35.19	36.98	37.73	28.22	38.55	36.78	0.00	57.07	39.47	15.57	34.48	25.14	34.30	37.78	45.26	36.14	12.90	39.20	
Refused	0.09	0.27	0.00	0.00	0.00	0.00	0.00	0.13	0.00	0.00	0.11	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.55	0.00	0.00	0.00	0.00	
Don't Know	1.70	2.55	1.18	1.56	0.80	0.23	1.27	1.92	1.01	2.07	1.64	0.00	1.53	0.17	0.00	0.00	2.46	1.59	1.33	1.45	2.37	2.80	3.42	
n	2263	678	1777	408	68	509	762	882	42	625	1638	2	193	200	8	35	190	488	302	242	295	61	247	
<b>&lt;S3&gt; Do you currently have any CFLs installed inside or outside your facility?</b>																								
Yes	47.47	47.74	47.75	45.22	60.79	53.78	49.60	46.17	49.94	53.39	46.55	37.81	45.51	46.91	70.76	79.02	39.39	54.04	41.25	60.75	39.62	53.80	36.99	
No	46.32	46.20	45.93	48.54	31.62	39.51	43.54	48.39	37.88	40.94	47.16	58.07	50.18	47.91	14.81	17.24	54.34	39.81	58.32	33.95	52.99	33.30	57.47	
Refused	0.00	0.00	0.00	0.00	0.00	0.04	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Don't Know	6.20	6.06	6.32	6.24	7.59	6.67	6.87	5.44	12.19	5.67	6.29	4.11	4.30	5.18	14.43	3.75	6.27	6.15	5.92	5.30	7.38	12.90	5.54	
n	6857	2549	3083	1219	568	1934	1937	2269	143	2082	4769	29	323	559	45	182	636	1463	1195	491	827	461	640	
<b>&lt;S3A&gt; Which types of CFLs do you have installed in your facility, screw-in, pin-based or both?</b>																								
Screw In	70.48	69.01	73.00	64.70	32.05	43.27	65.20	74.97	65.27	66.76	71.14	50.71	78.43	67.68	68.27	65.13	76.00	71.84	67.07	69.21	73.08	42.13	75.30	
Pin Based	10.39	10.41	9.39	14.99	21.11	18.03	10.28	9.11	16.90	10.11	10.44	11.21	11.04	10.58	6.36	1.52	5.99	9.52	12.64	14.04	6.77	21.64	15.00	
Both	16.40	17.66	14.77	18.86	44.28	35.93	22.60	12.98	14.70	21.46	15.51	38.08	10.53	20.89	25.37	33.17	12.85	15.41	17.25	15.99	17.24	34.75	6.62	
Don't Know	2.74	2.93	2.84	1.45	2.56	2.78	1.92	2.94	3.13	1.67	2.92	0.00	0.00	0.85	0.00	0.18	5.16	3.23	3.03	0.76	2.90	1.48	3.00	
n	3085	1189	1326	570	240	867	895	1021	62	986	2099	14	729	251	31	151	230	728	494	295	301	294	167	
<b>&lt;GL_CC1A&gt; I understand that most of your lighting purchases are made by your property manager, but has anyone in your office purchased any CFLs on their own for your facility at a retail store since 2009?</b>																								
Yes	36.87	47.51	30.68	34.71	0.00	41.13	43.54	35.58	37.60	24.63	37.73	0.00	36.18	75.75	0.00	57.33	25.00	25.14	49.10	17.11	19.38	16.05	30.75	
No	49.38	35.58	55.55	60.21	100.00	44.51	55.40	49.27	43.68	44.24	49.75	0.00	63.82	21.79	0.00	42.67	65.02	60.17	46.21	23.75	39.72	83.95	38.49	
Don't Know	13.75	16.92	13.76	5.08	0.00	14.36	1.06	15.15	18.73	31.13	12.52	0.00	0.00	2.46	0.00	0.00	9.98	14.70	4.69	59.14	30.90	0.00	30.75	
n	704	32	47	25	5	30	19	44	6	21	83	0	3	10	0	4	10	19	35	6	8	4	5	
<b>&lt;GL_CC1AA&gt; I understand that most of your lighting purchases are made by your contractor but has anyone at your firm purchased any CFLs on their own for your facility at a retail store since 2009?</b>																								
Yes	37.65	49.87	36.50	12.93	62.96	33.04	45.02	35.06	0.00	41.79	36.89	100.00	36.96	80.83	0.00	0.00	69.75	24.73	24.47	53.47	37.11	100.00	58.60	
No	56.44	49.37	54.90	87.07	37.04	57.58	50.61	58.23	100.00	45.82	58.38	0.00	53.49	17.02	0.00	83.16	30.25	61.78	68.36	46.53	62.89	0.00	41.40	
Don't Know	5.92	0.76	8.60	0.00	0.00	9.38	4.37	6.70	0.00	12.39	4.73	0.00	9.55	2.15	0.00	16.84	0.00	13.49	7.17	0.00	0.00	0.00	0.00	
n	102	34	53	15	7	33	33	27	2	29	73	1	9	10	0	3	3	14	25	13	14	2	8	
<b>&lt;C1 &gt; Now I would like to find out if your firm has acquired any CFLs since January 2009...</b>																								
Through a utility giveaway	7.44	4.84	9.52	8.90	8.52	7.94	8.71	6.94	8.38	17.86	5.53	13.07	14.51	4.69	1.18	9.86	7.78	9.53	3.21	7.66	7.69	8.60	2.19	
A contractor	6.05	6.55	5.49	6.58	12.55	12.57	8.58	4.80	6.50	7.85	5.72	0.00	9.78	5.48	1.61	3.92	2.37	6.24	5.42	4.23	9.60	10.42	3.72	
Property management	1.08	0.92	1.17	1.37	0.00	2.39	1.15	1.10	0.00	0.80	1.13	0.00	3.07	0.07	0.00	2.64	0.00	1.31	1.87	0.46	0.24	0.22	1.18	
A retail store	48.44	52.40	45.05	47.45	23.92	45.00	47.91	47.54	65.74	41.54	49.71	37.00	48.43	56.53	72.86	55.81	50.38	47.34	50.05	50.44	42.93	36.62	49.25	
A friend or family member	1.57	0.93	1.97	2.51	0.00	0.56	1.17	1.81	1.09	1.06	1.67	0.00	1.73	2.03	0.00	2.22	0.00	1.48	1.70	0.06	2.15			

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PO&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;CFL_1a&gt; Where did you purchase the majority of these bulbs?</b>																							
1 Super Store	0.01	0.00	0.00	0.13	0.00	0.00	0.06	0.00	0.00	0.00	0.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.13	0.00	0.00	0.00
99 Cents Only	0.26	0.00	0.58	0.06	0.00	0.14	0.00	0.39	0.00	0.04	0.30	0.00	4.76	0.08	0.00	0.00	0.00	0.00	0.43	0.00	0.00	0.00	0.00
99 Ranch	0.13	0.28	0.00	0.00	0.00	0.00	0.62	0.00	0.00	0.00	0.15	0.00	0.00	0.00	0.00	0.00	2.33	0.00	0.00	0.00	0.00	0.00	0.00
Ace Hardware/Ace Maintenance Mart	7.90	10.77	5.30	6.23	0.00	4.65	7.37	7.98	10.50	1.61	8.84	0.00	0.00	2.25	64.76	1.82	3.28	9.66	5.54	6.58	4.61	38.21	13.83
Albertson's/Lucky	0.84	1.81	0.03	0.00	0.00	0.32	0.00	1.24	0.00	0.09	0.96	0.00	0.00	6.11	0.00	0.00	7.86	0.00	0.00	0.00	0.00	0.00	0.00
All American Home Center	0.06	0.00	0.00	0.66	0.00	0.00	0.00	0.09	0.00	0.00	0.07	0.00	0.00	0.00	0.00	0.00	1.12	0.00	0.00	0.00	0.00	0.00	0.00
B & B Hardware	0.57	0.00	1.11	0.84	0.00	0.00	0.38	0.73	0.00	0.00	0.66	0.00	0.00	0.00	0.00	2.91	0.00	1.29	0.00	0.00	0.00	0.00	0.00
Big Lots	0.20	0.44	0.00	0.00	0.00	0.00	0.30	0.00	0.00	0.00	0.23	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.19	0.00	0.00	0.00	0.00
Big Save 98 Cents	0.11	0.23	0.00	0.00	0.00	0.00	0.52	0.00	0.00	0.00	0.12	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.11	0.00	0.00	0.00	0.00
Cole Hardware	0.82	1.78	0.00	0.00	0.00	0.89	0.00	0.25	7.66	0.00	0.84	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.71	0.00	0.00	1.55	0.00
Contractor's Warehouse	0.67	0.58	0.90	0.00	0.00	0.00	0.99	0.00	2.04	0.46	0.00	0.00	0.00	0.00	0.00	0.00	0.43	2.94	0.00	0.00	0.00	0.00	0.00
Costco	8.54	8.66	8.37	8.80	0.00	2.45	9.32	9.19	4.41	8.04	8.62	0.00	7.75	8.72	0.00	1.73	1.82	8.77	10.14	15.67	5.52	4.70	7.84
CVS/Sav@-On Drugs	0.64	0.91	0.51	0.00	0.00	0.00	0.78	0.72	0.00	0.47	0.67	0.00	0.00	0.91	0.00	0.00	0.00	1.11	0.31	1.11	0.00	0.00	0.00
Discount Club 3	0.19	0.39	0.02	0.00	0.00	0.25	0.87	0.00	0.00	0.07	0.20	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.65	0.00	0.00	0.00
Dixieline Lumber	0.07	0.00	0.00	0.74	0.00	0.50	0.00	0.07	0.00	0.00	0.08	0.00	0.00	0.00	0.00	0.00	0.20	0.13	0.00	0.00	0.00	0.53	0.00
Dollar K	0.01	0.00	0.02	0.00	0.00	0.30	0.00	0.00	0.00	0.00	0.01	0.00	0.00	0.00	0.00	0.00	0.20	0.00	0.00	0.00	0.00	0.00	0.00
Dollar Tree	0.02	0.05	0.00	0.00	0.00	0.69	0.00	0.00	0.00	0.19	0.00	0.00	0.00	0.00	0.00	0.00	0.46	0.00	0.00	0.00	0.00	0.00	0.00
Friedman Brothers Hardware	0.22	0.48	0.00	0.00	0.00	0.00	1.07	0.00	0.00	0.71	0.15	0.00	0.00	0.00	0.00	0.00	0.00	0.57	0.00	0.00	0.00	0.00	0.00
Ganahl Lumber	0.04	0.00	0.10	0.00	0.00	1.20	0.00	0.00	0.00	0.12	0.03	0.00	0.00	0.00	0.00	0.00	0.00	0.07	0.00	0.00	0.00	0.00	0.00
Giant Bargain	0.01	0.00	0.03	0.00	0.00	0.31	0.00	0.00	0.00	0.00	0.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.21
Grant's Hardware	0.03	0.07	0.00	0.00	0.00	0.00	0.15	0.00	0.00	0.00	0.04	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2.35	0.00
Grocery Outlet	0.06	0.10	0.00	0.20	0.00	1.19	0.10	0.00	0.00	0.35	0.02	0.00	0.91	0.00	0.00	0.00	0.46	0.05	0.00	0.00	0.00	0.00	0.00
Henry's Farmers Market	0.23	0.00	0.03	2.35	0.00	0.38	0.00	0.32	0.00	0.00	0.27	0.00	0.00	0.00	0.00	0.00	0.26	0.00	1.27	0.00	0.00	0.00	0.00
Home Depot	43.10	35.36	48.07	57.63	40.97	48.97	49.79	43.09	23.83	51.45	41.85	70.80	19.52	43.56	15.69	60.76	58.40	38.41	49.83	47.14	37.78	30.07	49.50
Hong Kong Market	2.19	1.81	2.41	3.08	2.32	0.54	0.84	2.96	0.00	0.40	2.46	0.00	1.34	1.70	0.00	0.00	0.20	2.98	0.42	0.52	2.64	0.00	9.49
Jumbo 99	0.12	0.00	0.00	1.25	0.00	0.00	0.00	0.17	0.00	0.00	0.13	0.00	0.00	0.00	0.00	4.31	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Light Bulbs Etc.	0.18	0.00	0.39	0.00	0.00	0.32	0.00	0.25	0.00	0.09	0.19	0.00	0.00	0.00	0.00	0.00	0.21	0.00	0.00	1.72	0.00	0.00	0.00
Light Bulbs Unlimited	0.48	0.00	0.90	0.89	0.00	0.00	0.61	0.53	0.00	2.13	0.24	0.00	0.00	0.00	0.00	0.00	0.00	0.72	0.73	0.00	0.76	0.00	0.00
Lowe's	8.08	4.53	12.57	4.01	13.32	5.48	5.76	9.46	3.33	9.86	7.81	0.00	3.81	1.59	0.00	16.38	14.92	10.14	5.82	3.11	11.29	4.74	3.88
Marukal Market	0.63	0.05	1.29	0.29	0.00	0.00	0.21	0.03	6.95	0.17	0.70	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3.39	0.28	0.00	0.00	0.43
Northgate Markets	0.40	0.66	0.22	0.00	0.00	0.00	0.00	0.60	0.00	1.12	0.30	0.00	0.00	0.69	0.00	0.00	0.00	0.67	0.00	0.00	0.92	0.00	0.00
Orchard Supply	3.27	4.08	3.11	0.00	0.00	0.99	1.83	3.41	6.94	2.69	3.36	0.00	6.37	3.46	3.52	0.00	0.00	5.39	3.29	2.14	0.40	0.45	0.00
Ralph's	0.16	0.00	0.37	0.00	0.00	0.00	0.00	0.25	0.00	0.00	0.19	0.00	0.00	0.00	0.00	0.00	0.00	0.43	0.00	0.00	0.00	0.00	0.00
Rite Aid	0.25	0.33	0.00	1.08	0.00	0.35	0.00	0.35	0.00	0.00	0.29	0.00	0.64	0.00	0.00	5.13	0.00	0.13	0.00	0.52	0.00	0.00	0.00
Smart & Final	0.00	0.00	0.01	0.00	1.04	0.00	0.00	0.00	0.00	0.04	0.00	0.00	0.00	0.00	0.00	0.18	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Tawa Supermarket	0.05	0.12	0.00	0.00	0.00	0.00	0.28	0.00	0.00	0.00	0.06	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.31	0.00	0.00	0.00	0.00
True Value Hardware	1.06	1.70	0.44	0.93	0.00	0.00	0.74	0.67	5.73	0.87	1.09	0.00	0.00	1.09	0.00	0.00	0.00	1.88	0.00	0.81	1.82	0.00	0.00
Victor's Lighting	0.13	0.28	0.00	0.00	0.00	0.00	0.64	0.00	0.00	1.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.21	0.00	0.00	0.00
Walgreen's	0.50	0.61	0.48	0.00	1.40	0.30	0.65	0.51	0.00	0.81	0.45	0.00	0.00	0.56	0.00	0.24	0.00	0.52	0.06	0.00	0.00	0.00	4.60
Wal@-Mart	2.89	4.67	1.48	0.82	0.00	0.00	1.63	3.79	0.00	3.11	2.85	0.00	0.82	2.77	0.00	0.00	0.73	3.08	2.02	5.92	4.75	0.00	0.86
Winco Foods	0.08	0.18	0.00	0.00	0.00	0.00	0.00	0.12	0.00	0.00	0.09	0.00	4.06	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Target	1.46	1.38	1.80	0.25	1.85	0.26	0.49	2.00	0.00	0.37	1.63	0.00	1.76	13.30	0.00	0.00	0.00	0.16	0.23	0.00	3.87	0.00	0.16
Sam's Club	0.30	0.63	0.02	0.00	0.00	0.52	0.11	0.38	0.00	0.25	0.31	0.00	0.00	0.14	0.00	0.00	0.00	0.70	0.00	0.00	0.00	1.72	0.00
Safeway/Vons	0.48	1.03	0.00	0.00	0.00	0.00	0.39	0.59	0.00	0.00	0.55	0.00	4.05	0.00	0.00	0.00	0.00	0.67	0.00	1.44	0.00	0.00	0.00
Small Hardware stores	2.08	2.77	1.29	2.52	0.00	5.58	3.84	1.63	0.00	1.38	2.19	0.00	8.11	2.91	1.62	1.02	3.98	0.75	2.15	3.09	3.92	5.24	0.53
Lighting stores	0.99	0.88	1.04	1.28	2.85	3.53	2.60	0.47	0.00	2.81	0.72	0.00	0.00	0.20	0.00	1.24	1.48	0.13	1.60	3.98	1.05	2.35	0.20
Online	0.87	1.51	0.04	1.73	3.75	2.51	0.54	0.05	7.66	0.38	0.95	0.00	1.76	0.48	0.00	1.08	0.16	0.20	0.12	0.52	5.77	0.00	0.00
Directly from distributor or Contractor	1.14	0.29	2.23	0.10	3.22	4.66	1.21	1.06	0.00	1.04	1.16	0.00	0.00	1.21	1.27	0.18	0.00	2.26	0.31	0.28	0.69	2.16	0.00
Grainger	0.35	0.46	0.20	0.50	6.38	4.11	0.34	0.15	0.00	0.46	0.33	0.00	0.00										

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;CFL_1b&gt; What is the store type?</b>																							
Discount (such as 99 Cent, Dollar Store)	8.77	4.57	18.23	0.00	0.00	2.36	4.38	15.28	0.00	9.74	8.64	0.00	0.00	12.50	0.00	0.00	5.06	21.14	0.00	0.00	6.11	0.00	0.00
Grocery	10.76	15.95	3.84	0.00	19.81	0.00	10.25	7.16	25.00	9.68	10.90	0.00	0.00	0.00	0.00	0.00	8.40	27.46	12.95	9.59	0.00	0.00	0.00
Small Hardware	29.46	31.88	26.47	23.38	0.00	16.36	18.25	29.42	50.00	13.59	31.64	0.00	12.05	9.42	11.75	16.09	46.69	28.79	38.88	28.52	44.39	31.31	0.00
Lighting & Electronics	27.14	37.03	12.16	14.88	58.58	26.62	37.07	13.48	50.00	36.62	25.84	0.00	8.40	31.85	0.00	20.01	18.08	7.31	45.68	36.18	38.31	22.05	88.65
Drug	1.03	1.74	0.00	0.00	0.00	0.57	4.38	0.00	0.00	8.56	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6.11	2.68	0.00
Large Home Improvement (such as Home Depot, Lowe's)	21.59	23.22	17.06	28.86	4.43	6.61	18.53	24.42	25.00	26.94	20.85	0.00	54.94	4.59	66.30	35.17	0.00	18.88	39.82	11.67	12.79	4.07	5.73
Mass Merchandise (such as Wal-Mart, Target)	1.33	0.76	2.64	0.00	0.00	0.00	1.99	1.76	0.00	0.00	1.51	0.00	0.00	12.50	0.00	0.00	0.00	0.00	0.00	0.00	2.78	0.00	0.00
Membership Stores (such as Costco, Sam's Club)	0.51	0.85	0.00	0.00	0.00	3.03	0.00	0.53	0.00	0.00	0.58	0.00	3.65	0.00	0.00	0.00	0.00	0.00	1.42	0.00	0.00	0.00	0.00
Online	7.69	9.97	2.57	12.41	0.00	5.37	6.59	2.16	25.00	10.48	7.31	0.00	3.65	2.96	0.00	19.53	0.00	0.23	0.88	13.06	34.09	0.00	0.00
Directly from distributor or contractor	4.77	1.09	10.87	7.00	4.02	25.07	5.73	2.89	0.00	9.90	4.07	0.00	6.40	3.26	21.95	9.20	4.39	7.36	1.19	1.17	25.55	5.62	0.00
Other	1.19	1.91	0.00	0.68	0.00	9.73	1.79	0.00	0.00	0.98	1.21	0.00	0.00	0.98	0.00	0.00	10.79	0.00	0.29	0.00	4.09	0.00	0.00
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	6.18	5.36	6.17	12.79	13.17	4.85	12.95	5.53	0.00	14.77	5.00	0.00	6.17	21.92	0.00	0.00	15.00	7.89	0.99	6.46	0.33	17.02	0.00
n	169	81	63	25	9	71	47	38	4	59	110	0	10	17	3	9	8	44	24	15	75	19	5
<b>&lt;LI1&gt; What percent of these CFLs were actually installed?</b>																							
0 Percent	0.28	0.44	0.17	0.00	0.00	0.00	0.41	0.00	0.00	0.32	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.53	0.00	0.00	0.00	0.00	1.42
1 to 15 Percent	7.88	6.50	8.93	9.65	2.32	1.87	6.26	9.68	0.00	7.98	7.86	0.00	2.63	19.09	0.00	0.00	17.53	7.84	6.87	6.97	5.39	0.00	2.95
16 to 30 Percent	3.68	2.32	5.50	1.72	0.00	0.80	3.85	4.26	0.00	1.41	4.02	0.00	4.04	4.38	0.00	0.00	6.42	3.31	5.70	2.54	2.80	3.85	2.30
31 to 45 Percent	2.26	1.20	2.87	4.55	0.00	0.26	0.13	2.46	6.95	0.00	2.60	0.00	0.00	0.73	0.00	0.00	0.49	0.00	8.15	1.44	5.58	0.69	0.86
46 to 60 Percent	11.04	14.56	8.47	5.98	8.25	8.77	8.33	11.49	15.32	7.65	11.55	13.37	40.63	9.65	0.00	10.32	8.33	10.10	12.02	5.59	13.88	3.97	16.16
61 to 80 Percent	14.77	15.11	14.69	13.42	13.85	13.33	17.54	12.56	26.83	18.38	14.23	86.63	4.05	9.21	14.41	37.06	14.18	15.28	16.96	12.59	9.60	12.88	18.29
81 to 99 Percent	9.55	8.52	10.55	9.87	8.48	18.35	13.99	7.13	14.60	6.85	9.96	0.00	13.75	5.45	6.47	5.93	13.75	5.45	6.10	17.21	7.39	11.34	14.41
100 Percent	47.32	49.13	45.43	47.41	57.68	51.08	44.79	49.85	30.37	54.18	46.29	0.00	34.24	45.96	69.56	29.62	46.81	53.23	30.59	60.98	49.26	59.00	40.36
Don't Know	3.22	2.22	3.39	7.41	9.42	5.53	5.11	2.16	5.93	3.56	3.17	0.00	4.04	4.51	10.11	9.25	0.80	3.61	2.49	2.50	2.14	5.20	2.33
n	1014	412	419	183	41	249	324	387	19	292	722	5	39	100	9	51	87	264	129	119	96	62	53
<b>&lt;LI9&gt; What percent of these CFLs were placed in storage?</b>																							
0 Percent	10.21	5.31	14.08	14.34	3.83	4.85	6.42	13.50	0.00	11.67	10.02	0.00	0.00	18.42	3.10	0.00	22.10	9.64	10.87	3.86	13.55	4.60	4.23
1 to 15 Percent	22.46	23.53	21.60	21.58	25.53	39.96	29.80	19.32	20.97	23.24	22.36	0.00	15.76	28.41	19.47	19.54	11.40	20.26	23.72	27.17	25.35	36.54	25.73
16 to 30 Percent	26.21	26.93	25.51	26.25	36.06	24.45	29.39	23.42	36.76	37.02	24.83	86.63	6.16	11.90	47.33	52.67	25.87	32.15	21.39	26.39	20.72	31.09	25.26
31 to 45 Percent	7.35	10.46	4.01	9.11	0.00	3.84	2.83	7.79	15.08	1.23	8.13	0.00	31.88	5.13	0.00	9.75	0.00	8.53	3.80	6.06	11.37	4.52	7.49
46 to 60 Percent	18.26	23.73	14.46	10.97	16.15	14.44	14.27	21.01	11.00	13.79	18.83	13.37	29.91	16.82	0.00	4.91	15.66	16.94	19.19	15.01	24.17	8.31	26.44
61 to 80 Percent	7.73	3.57	11.82	7.25	0.00	1.64	4.01	8.96	9.98	2.41	8.41	0.00	6.15	11.24	0.00	20.47	3.82	14.62	10.20	1.92	2.25	2.37	
81 to 99 Percent	1.98	1.23	2.37	3.63	0.00	0.71	5.19	1.32	0.00	4.23	1.69	0.00	4.00	0.00	0.00	0.00	0.44	0.86	3.40	6.87	0.19	0.00	4.94
100 Percent	0.51	1.14	0.00	0.00	0.00	0.00	0.56	0.60	0.00	0.00	0.57	0.00	0.00	0.00	0.00	3.34	0.00	1.13	0.00	0.00	0.00	0.00	
Don't Know	5.31	4.10	6.15	6.88	18.43	10.10	7.53	4.09	6.20	6.42	5.16	0.00	6.15	8.08	30.10	9.79	4.06	6.65	3.02	4.45	2.72	12.68	3.53
n	525	219	210	96	18	115	184	196	12	134	391	5	20	53	6	22	43	135	81	51	57	37	27
<b>&lt;CFL24&gt; When you installed your CFLs, what kind of bulb/lamp did you replace?</b>																							
Incandescent	74.74	76.12	74.50	69.08	53.70	68.00	70.67	76.41	75.42	79.92	73.96	42.00	88.88	72.83	85.59	79.94	78.91	74.91	70.92	68.15	81.42	44.69	81.06
CFLs	22.33	19.93	23.28	29.66	43.27	25.39	30.55	18.53	30.50	20.38	22.83	87.20	13.00	31.74	3.52	14.67	18.71	20.80	28.23	32.96	15.14	18.88	11.11
HID	0.45	0.25	0.56	0.90	0.00	2.86	1.25	0.13	0.00	1.07	0.35	0.00	0.00	0.00	0.00	3.52	0.00	0.26	0.19	0.00	0.00	7.81	0.00
Mercury vapor	0.65	1.11	0.00	1.49	0.80	0.00	1.10	0.62	0.00	0.25	0.71	0.00	0.00	0.00	3.52	2.91	0.00	0.16	0.00	0.00	0.55	0.28	8.07
Floodlight	0.96	0.58	1.42	0.54	0.00	1.21	2.68	0.54	0.00	0.81	0.98	0.00	0.00	1.90	0.00	0.00	0.26	1.30	0.66	1.94	0.00	1.21	0.00
Fluorescent, type not specified	1.04	1.50	0.41	1.77	2.97	0.55	0.08	1.40	0.58	1.19	1.01	0.00	2.54	0.20	0.00	1.77	0.29	1.31	1.31	0.00	1.74	0.00	0.00
Nothing replaced	1.48	2.47	0.39	1.85	1.62	0.30	1.03	7.32	0.86	1.57	0.00	1.76	1.09	0.94	0.40	0.00	1.45	3.64	0.38	0.75	2.35	0.53	
Other	0.02	0.02	0.01	0.01	0.02	0.01	0.01	0.02	0.00	0.00	0.02	0.00	0.00	0.01	0.00	0.00	0.01	0.02	0.03	0.01	0.02	0.00	0.00
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	0.05	0.05	0.06	0.07	0.00	0.08	0.04	0.06	0.00	0.03	0.06	0.00	0.00	0.03	0.14	0.08	0.03	0.07	0.03	0.07	0.04	0.34	0.00
n	1012	411	418	183	41	249	324	379	19	292	720	5	39	100	9	51	87	263	129	119	96	62	52
<b>&lt;CFL2&gt; Do you have any dimmable CFL's installed at this facility?</b>																							
Yes	8.37	11.22	5.61	7.56	21.38	13.01	11.69	6.43	13.39	4.14	9.01	12.80	4.05	13.94	1.27	30.91	4.73	8.14	4.95	13.98	4.03	4.67	8.63
No	90.86	87.86	93.86	91.23	77.08	85.53	86.84	92.97	86.61	94.07	90.38	87.20	94.61	84.30	98.73	69.09	94.98	91.71	93.41	84.92	94.70	93.61	91.37
Don't Know	0.77	0.91																					



Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	FG&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;LEDS9_1&gt; Approximately how many LED bulbs are currently installed at this facility?</b>																							
0 to 10	59.54	69.79	61.85	29.56	10.35	29.00	37.17	69.21	94.36	46.15	61.11	0.00	42.88	76.75	38.61	13.52	51.52	47.83	69.02	37.01	84.99	18.90	94.54
11 to 30	26.77	16.87	23.75	58.96	0.00	17.95	49.84	22.82	0.00	36.37	25.64	0.00	43.58	8.59	0.00	70.57	18.82	44.89	20.51	58.03	6.79	10.22	1.39
31 to 50	6.71	3.43	8.67	5.16	45.35	18.63	3.26	6.46	0.00	9.74	6.35	100.00	0.00	6.35	0.00	5.53	29.65	2.48	1.98	2.59	3.29	25.33	0.00
51 to 100	2.33	1.38	2.91	0.64	0.00	16.62	3.89	0.00	0.00	2.95	2.26	0.00	13.54	0.00	0.00	4.18	0.00	3.10	4.27	0.00	0.00	17.18	4.07
101 to 500	1.22	0.00	1.11	4.09	39.97	9.34	0.00	0.00	0.00	4.37	0.85	0.00	0.00	0.00	0.00	6.19	0.00	0.89	1.17	0.00	4.95	4.62	0.00
501 to 1000	0.15	0.16	0.00	0.75	4.33	1.22	0.00	0.00	0.00	0.43	0.12	0.00	0.00	1.51	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2.26	0.00
More than 1000	0.59	1.89	0.20	0.00	0.00	1.33	2.05	0.00	0.00	0.00	0.66	0.00	0.00	6.80	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5.78	0.00
Don't Know	2.70	6.09	1.51	0.84	0.00	5.91	3.80	1.51	5.64	0.00	3.02	0.00	0.00	0.00	61.39	0.00	0.00	0.82	3.04	2.38	0.00	15.70	0.00
n	135	35	69	37	7	53	40	33	2	40	95	1	5	13	4	7	14	22	19	16	12	12	10
<b>&lt;LEDS11_1&gt; In which year did you install LED bulbs?</b>																							
2013	1.55	0.00	2.30	1.55	0.00	3.63	2.45	1.12	0.00	1.75	1.53	0.00	0.00	0.00	0.00	4.18	0.00	4.65	4.24	0.00	0.00	0.00	0.00
2012	42.40	31.59	40.16	73.20	47.82	39.90	52.28	32.64	94.36	54.08	41.03	0.00	69.92	61.32	60.53	9.72	19.17	37.65	35.92	44.24	84.12	28.68	16.81
2011	23.12	40.26	16.85	14.77	52.18	21.04	17.58	27.82	0.00	18.22	23.69	100.00	16.55	26.13	0.00	0.00	50.08	21.74	5.58	26.29	15.88	0.00	42.66
2010	21.84	18.54	27.11	6.70	0.00	16.45	10.45	29.32	5.64	9.71	23.27	0.00	13.54	10.98	18.94	86.10	26.86	19.85	45.60	11.67	0.00	34.65	10.94
2009 or before	10.50	9.61	12.55	3.78	0.00	15.71	15.90	9.10	0.00	16.23	9.82	0.00	0.00	1.57	20.53	0.00	2.65	16.11	8.65	17.80	0.00	15.19	29.60
Don't Know	0.59	0.00	1.02	0.00	0.00	3.27	1.35	0.00	0.00	0.00	0.66	0.00	0.00	0.00	0.00	0.00	1.23	0.00	0.00	0.00	0.00	21.48	0.00
n	135	35	69	37	7	53	40	33	2	40	95	1	5	13	4	7	14	22	19	16	12	12	10
<b>&lt;LEDS12_1&gt; What type of Lighting was removed and replaced when you installed the LED bulbs?</b>																							
Incandescent	59.23	72.10	51.41	65.78	96.29	41.42	42.18	62.83	100.00	42.98	61.14	0.00	26.33	37.16	100.00	11.72	93.82	34.06	54.06	43.60	86.56	31.56	83.07
CFLs	15.78	14.49	13.10	29.38	41.64	18.82	27.99	12.08	0.00	17.78	15.54	0.00	0.00	33.07	0.00	9.72	44.72	23.82	1.20	17.10	3.29	4.79	2.35
Linear Fluorescent	10.31	4.25	13.60	8.84	21.73	12.06	11.55	10.62	0.00	17.65	9.44	0.00	60.13	21.12	0.00	0.00	1.27	1.40	33.09	2.00	1.72	15.19	0.00
HID	2.99	3.64	1.81	6.53	3.71	7.06	6.18	1.51	0.00	6.85	2.53	100.00	0.00	13.06	0.00	0.00	0.00	1.93	4.81	4.02	0.00	10.22	0.00
LED	1.06	0.00	1.84	0.00	0.00	0.00	0.00	1.77	0.00	10.10	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7.36	0.00	0.00	0.00	0.00	0.00
Non-Did not replace anything	11.32	12.34	13.40	0.69	0.00	9.82	23.12	8.54	0.00	4.42	12.13	0.00	13.54	0.00	0.00	70.57	1.42	0.00	5.02	32.93	11.65	11.41	14.58
Other	3.94	2.64	5.37	0.64	0.00	6.23	1.44	5.11	0.00	0.85	4.30	0.00	0.00	0.00	0.00	4.18	0.00	18.43	0.64	2.00	0.00	20.54	4.07
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	4.12	1.99	6.15	0.00	0.00	14.54	3.80	3.32	0.00	5.02	4.02	0.00	0.00	2.39	0.00	9.34	1.23	13.77	3.04	2.38	1.79	20.50	0.00
n	135	35	69	37	7	53	40	33	2	40	95	1	5	13	4	7	14	22	19	16	12	12	10
<b>&lt;LEDS13_1&gt; Through what type of business did you purchase these LED bulbs?</b>																							
Supply house/Distributor	16.46	8.60	21.15	12.85	38.30	42.99	26.00	10.58	0.00	36.44	14.11	100.00	13.54	14.07	20.53	19.71	29.02	32.44	9.28	7.75	5.28	42.94	13.30
Contractor	22.99	8.71	26.31	37.76	0.00	22.00	17.32	17.15	94.36	16.79	23.83	0.00	16.55	2.39	0.00	70.57	1.02	18.82	5.32	41.40	62.81	26.16	16.65
Home Center	20.00	13.00	25.62	10.79	0.00	7.32	18.03	25.32	0.00	14.17	20.69	0.00	0.00	13.06	0.00	0.00	18.29	21.90	60.01	7.92	0.00	4.79	10.71
Retailer	14.27	29.90	8.29	7.75	0.00	11.42	12.45	17.33	0.00	1.93	15.72	0.00	0.00	52.87	0.00	9.72	1.42	14.66	0.00	16.36	9.67	26.10	44.05
Direct from Manufacturer	2.83	2.83	0.00	14.50	13.23	4.49	0.00	3.17	5.64	1.30	3.01	0.00	0.00	0.00	37.01	0.00	0.00	13.15	0.00	0.00	1.04	0.00	0.00
Other	20.30	31.71	16.11	14.75	26.74	4.33	20.22	24.94	0.00	33.94	18.69	0.00	69.92	17.61	0.00	0.00	46.50	0.97	24.74	15.81	19.48	4.79	13.30
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	3.53	5.25	3.17	1.60	21.73	11.80	5.97	1.51	0.00	0.00	3.95	0.00	0.00	0.00	42.45	0.00	3.74	0.00	0.64	10.77	1.72	0.00	0.00
n	135	35	69	37	7	53	40	33	2	40	95	1	5	13	4	7	14	22	19	16	12	12	10
<b>&lt;LEDS9_2&gt; Approximately how many spotlight LEDs are currently installed at this facility?</b>																							
0 to 10	50.81	37.97	59.37	59.74	55.26	31.06	59.17	51.39	0.00	58.03	49.77	100.00	85.07	68.81	26.51	29.79	35.30	53.80	55.36	53.94	39.97	53.94	32.25
11 to 30	34.95	52.31	21.00	32.00	13.02	50.76	28.18	34.90	84.57	25.72	36.29	0.00	14.93	24.92	16.67	66.92	23.19	45.00	32.58	43.88	16.87	28.56	44.68
31 to 50	7.56	6.97	9.01	3.97	3.55	9.87	8.63	6.85	0.00	3.02	8.22	0.00	0.00	2.73	0.00	3.29	34.52	0.84	9.46	0.00	2.20	12.15	23.07
51 to 100	0.47	0.00	0.61	1.41	8.90	0.82	0.52	0.00	0.00	1.39	0.33	0.00	0.00	0.00	0.00	1.77	0.36	0.72	0.00	0.00	0.00	0.00	0.00
101 to 500	1.42	1.67	0.83	2.88	17.28	4.99	1.46	0.00	0.00	9.43	0.26	0.00	0.00	3.53	0.00	0.00	0.00	0.00	1.19	0.00	8.30	2.68	0.00
More than 1000	3.36	0.00	7.09	0.00	0.00	0.00	0.00	6.85	0.00	0.00	3.84	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	32.67	0.00	0.00
Don't Know	1.43	1.08	2.10	0.00	2.00	2.50	2.05	0.00	15.43	2.42	1.29	0.00	0.00	0.00	56.83	0.00	5.22	0.00	0.70	2.18	0.00	2.68	0.00
n	162	48	78	36	12	67	56	25	2	44	118	1	4	14	3	8	13	31	30	19	16	14	9
<b>&lt;LEDS11_2&gt; In which year did you install spotlight LEDs?</b>																							
2013	1.70	0.62	2.80	1.00	0.00	4.76	1.53	1.33	0.00	1.97	1.66	0.00	0.00	0.00	0.00	0.00	0.00	3.19	2.53	2.06	0.00	0.00	0.00
2012	31.12	27.13	27.80	56.67	34.51	45.04	45.42	19.13	0.00	51.42	28.18	0.00	22.40	50.57	26.51	9.71	35.30	28.49	15.93	58.34	28.29	48.53	72.37
2011	19.82	28.33	15.49	9.83	49.44	19.90	18.49	16.11	84.57	31.80	18.99	100.00	12.00	7.42	16.67	44.50	24.15	30.67	13.40	12.82	15.72	13.34	8.45
2010	21.22	20.51	20.67	25.61	0.00	15.89	12.66	29.87	15.43	2.09	23.99	0.00	0.00	17.68	56.83	45.78	32.02	24.90	12.71	2.63	47.10	4.40	0.00
2009 or before	18.10	5.18	31.75	7.89	13.95	12.86	1																

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	Po&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;LEDS13_2&gt; Through what type of business did you purchase these spotlight LEDs?</b>																							
Supply house/Distributor	20.31	23.34	17.27	22.08	20.08	43.17	16.49	19.25	0.00	21.92	20.08	0.00	0.00	22.64	16.67	16.91	33.56	21.84	12.96	27.16	8.44	38.96	52.82
Contractor	16.51	14.47	17.14	20.72	15.02	36.55	24.21	7.49	0.00	14.52	16.80	0.00	7.47	27.42	26.51	40.82	1.15	9.11	27.20	8.09	15.93	42.82	4.93
Home Center	18.22	20.67	18.67	8.61	25.93	1.54	17.09	23.24	0.00	30.48	16.44	0.00	77.60	7.42	0.00	0.00	21.85	47.35	2.05	12.47	5.89	0.00	0.00
Retailer	15.64	21.62	7.32	28.00	0.00	8.05	23.02	8.99	84.57	9.21	16.58	0.00	12.00	22.73	0.00	42.28	36.57	4.60	0.00	37.08	26.32	5.48	10.73
Direct from Manufacturer	6.41	0.98	8.56	15.82	6.10	3.09	1.04	10.61	15.43	1.04	7.19	0.00	0.00	0.00	56.83	0.00	1.77	8.92	0.00	0.00	33.95	0.00	8.45
Other	5.77	2.58	9.55	1.72	22.85	2.03	11.01	2.29	0.00	13.22	4.69	100.00	0.00	12.38	0.00	0.00	3.55	2.51	4.10	15.20	5.73	0.00	14.62
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	17.34	16.34	21.49	4.74	10.02	5.57	7.14	28.56	0.00	9.60	18.46	0.00	14.93	7.42	0.00	0.00	1.55	5.68	53.69	0.00	3.74	12.74	8.45
n	762	48	78	36	12	67	56	25	2	44	118	1	4	14	3	8	13	31	30	19	16	14	9
<b>&lt;LEDS9_3&gt; Approximately how many LED light sources are currently installed at this facility?</b>																							
0 to 10	60.40	56.20	49.62	78.93	0.00	33.24	28.23	79.39	100.00	31.50	63.75	0.00	20.58	51.28	0.00	100.00	84.00	91.43	23.01	63.46	0.00	10.89	48.73
11 to 30	14.14	13.79	18.08	9.73	0.00	24.26	27.72	8.25	0.00	40.10	11.14	0.00	61.96	6.71	78.71	0.00	0.00	4.02	0.00	0.00	72.32	41.29	0.00
31 to 50	1.03	1.30	1.08	0.61	0.00	8.47	0.00	0.00	0.00	5.40	0.52	0.00	0.00	0.00	0.00	0.00	4.25	1.34	0.00	0.00	0.00	6.21	0.00
51 to 100	8.77	14.35	8.68	1.95	29.84	12.69	10.97	12.37	0.00	18.72	7.62	0.00	0.00	16.57	0.00	0.00	11.76	0.53	10.23	5.75	27.88	4.37	44.74
101 to 500	7.48	13.50	6.77	0.88	70.16	2.09	15.82	0.00	0.00	0.00	8.35	0.00	0.00	17.46	0.00	0.00	0.00	0.00	66.76	0.00	0.00	8.94	6.53
501 to 1000	0.93	0.00	2.63	0.00	0.00	7.70	0.00	0.00	0.00	0.00	1.04	0.00	0.00	0.00	0.00	0.00	0.00	2.68	0.00	0.00	0.00	0.00	0.00
More than 1000	1.83	0.00	0.00	6.35	0.00	0.00	5.39	0.00	0.00	0.00	2.04	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	11.56	0.00	0.00	0.00
Don't Know	5.41	0.86	13.14	1.54	0.00	11.55	11.86	0.00	0.00	4.28	5.55	0.00	0.00	25.45	21.29	0.00	0.00	0.00	0.00	19.23	0.00	28.29	0.00
n	64	20	28	16	4	26	23	8	3	15	49	0	8	4	2	1	6	12	7	7	3	9	5
<b>&lt;LEDS11_3&gt; In which year did you install LED light sources?</b>																							
2013	0.37	0.00	1.03	0.00	0.00	3.02	0.00	0.00	0.00	0.00	0.41	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5.06	0.00	0.00	0.00	0.00
2012	39.72	26.89	21.35	78.33	18.78	26.85	39.95	30.38	53.67	75.89	35.53	0.00	67.78	25.45	0.00	0.00	10.13	49.13	0.00	13.26	27.68	78.22	93.47
2011	24.39	19.29	44.78	5.59	70.16	23.79	7.34	49.96	20.96	6.06	26.51	0.00	17.46	0.00	21.29	100.00	73.82	39.00	10.53	0.00	0.00	10.89	6.53
2010	13.72	17.37	8.14	16.06	11.06	25.26	25.26	8.25	0.00	7.26	14.47	0.00	14.75	0.00	78.71	0.00	10.17	4.02	79.84	22.08	0.00	0.00	0.00
2009 or before	14.42	23.55	16.90	0.00	0.00	18.52	13.98	0.00	25.37	10.79	14.84	0.00	0.00	23.27	0.00	0.00	5.88	2.68	13.57	47.13	72.32	0.00	0.00
Don't Know	7.39	12.91	7.80	0.00	0.00	2.55	13.47	11.41	0.00	0.00	8.24	0.00	0.00	51.28	0.00	0.00	5.17	0.00	17.54	0.00	10.89	0.00	
n	64	20	28	16	4	26	23	8	3	15	49	0	8	4	2	1	6	12	7	7	3	9	5
<b>&lt;LEDS12_3&gt; What type of Lighting was removed and replaced when you installed the LED light sources?</b>																							
Incandescent	19.51	14.00	35.17	7.02	0.00	13.41	7.83	69.13	0.00	14.70	20.06	0.00	0.00	23.27	21.29	0.00	10.17	31.69	6.15	1.70	19.63	8.94	51.84
CFLs	0.25	0.00	0.00	0.88	0.00	2.09	0.00	0.00	0.00	0.00	0.28	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8.94	0.00
Linear Fluorescent	59.35	53.01	39.00	92.36	95.36	58.42	47.60	19.46	100.00	83.74	56.53	0.00	100.00	25.45	78.71	0.00	83.95	56.65	15.29	80.77	8.05	58.69	36.87
HID	5.60	2.16	8.46	6.35	0.00	6.38	6.96	11.22	0.00	2.96	5.91	0.00	0.00	0.00	0.00	0.00	5.88	1.34	4.24	11.56	0.00	0.00	30.34
LED	2.88	7.03	1.03	0.00	0.00	3.02	0.00	11.41	0.00	0.00	3.21	0.00	0.00	51.28	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
None-Did not replace anything	10.84	13.84	16.11	0.61	4.64	9.15	28.38	0.00	0.00	2.89	11.76	0.00	0.00	0.00	0.00	0.00	5.88	5.16	66.76	0.00	72.32	10.58	0.00
Other	2.22	5.32	0.89	0.00	0.00	10.73	2.72	0.00	0.00	0.00	2.48	0.00	0.00	0.00	0.00	0.00	0.00	0.00	13.71	0.00	0.00	10.89	11.30
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	4.87	5.88	7.80	0.00	0.00	2.55	13.47	0.00	0.00	0.00	5.43	0.00	0.00	0.00	0.00	0.00	0.00	5.17	0.00	17.54	0.00	10.89	0.00
n	64	20	28	16	4	26	23	8	3	15	49	0	8	4	2	1	6	12	7	7	3	9	5
<b>&lt;LEDS13_3&gt; Through what type of business did you purchase these LED light sources?</b>																							
Supply house/Distributor	3.93	2.89	4.75	4.23	15.70	19.00	0.00	5.52	0.00	5.48	3.76	0.00	0.00	6.71	100.00	100.00	0.00	1.34	15.29	0.00	0.00	4.37	0.00
Contractor	38.29	63.98	24.42	23.43	70.16	40.83	57.54	26.50	20.96	65.15	35.18	0.00	81.29	51.28	0.00	0.00	82.37	9.79	84.71	19.01	72.32	34.21	33.44
Home Center	8.83	0.00	15.51	11.56	0.00	0.00	5.39	31.78	0.00	0.00	9.85	0.00	0.00	0.00	0.00	0.00	15.84	0.00	11.56	0.00	0.00	0.00	18.39
Retailer	11.79	0.00	32.52	0.88	0.00	2.09	1.57	49.96	0.00	0.00	13.16	0.00	0.00	0.00	0.00	0.00	5.88	31.69	0.00	0.00	0.00	8.94	0.00
Direct from Manufacturer	28.71	22.10	13.22	56.06	14.14	26.70	5.68	0.00	79.04	3.64	31.61	0.00	8.42	0.00	0.00	0.00	5.88	52.02	0.00	47.13	8.05	30.40	6.53
Other	11.53	5.15	24.20	3.84	0.00	6.22	24.52	11.22	0.00	25.73	9.88	0.00	10.29	42.01	0.00	0.00	5.88	0.00	0.00	22.30	19.63	0.00	41.64
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	2.42	5.88	0.89	0.00	0.00	5.16	5.30	0.00	0.00	0.00	2.70	0.00	0.00	0.00	0.00	0.00	0.00	5.17	0.00	0.00	0.00	22.08	0.00
n	64	20	28	16	4	26	23	8	3	15	49	0	8	4	2	1	6	12	7	7	3	9	5
<b>&lt;LEDS9_4&gt; Approximately how many globe LEDs are currently installed at this facility?</b>																							
0 to 10	51.02	58.04	45.41	84.83	86.05	31.18	63.13	42.17	0.00	0.00	54.91	0.00	0.00	0.00	0.00	0.00	8.75	100.00	60.81	47.07	100.00	0.00	61.95
11 to 30	18.04	40.71	9.68	0.00	0.00	33.76	36.87	0.00	0.00	53.51	15.33	0.00	0.00	100.00	100.00	0.00	0.00	0.00	39.19	0.00	0.00	71.90	38.05
31 to 50	30.95	1.25	44.92	15.17	13.95	35.06	0.00	57.83	0.00	46.49	29.76	0.00	0.00	0.00	0.00	0.00	91.25	0.00	0.00	52.93	0.00	28.10	0.00
n	17	6	9	2	2	5	7	3	0	4	13	0	0	1	1	0	2	2	3	3	1	2	

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	Po&E (%)	SCE (%)	SDG&E (%)	Large (%)	Medium (%)	Small (%)	Very Small (%)	Unknown (%)	EE Parts (%)	Non-EE Parts (%)	College (%)	Food/Liquor (%)	Health Care (%)	Health Care - Hospital (%)	Hotel (%)	Industrial (%)	Misc (%)	Office (%)	Restaurant (%)	Retail (%)	School (%)	Warehouse (%)	
<b>&lt;LEDS12_4&gt; What type of Lighting was removed and replaced when you installed the globe LEDs?</b>																								
Incandescent	51.50	22.59	60.20	100.00	0.00	42.96	38.62	66.85	0.00	64.39	50.51	0.00	0.00	0.00	100.00	0.00	91.25	37.43	16.59	13.89	0.00	71.90	100.00	
CFLs	31.24	0.00	47.06	0.00	0.00	0.00	8.71	57.83	0.00	0.00	33.63	0.00	0.00	100.00	0.00	0.00	91.25	0.00	0.00	0.00	0.00	0.00	0.00	
Linear Fluorescent	0.36	1.25	0.00	0.00	0.00	13.95	0.00	0.00	0.00	5.03	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	28.10	0.00	
HID	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
LED	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Non-Did not replace anything	19.17	58.04	3.94	0.00	0.00	31.18	40.14	0.00	0.00	0.00	20.63	0.00	0.00	0.00	0.00	0.00	8.75	0.00	60.81	47.07	0.00	0.00	0.00	
Other	1.92	0.00	2.89	0.00	0.00	22.89	0.00	0.00	0.00	0.00	2.07	0.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Don't Know	25.39	18.12	30.45	0.00	86.05	25.86	12.53	33.15	0.00	30.59	24.99	0.00	0.00	0.00	0.00	0.00	62.57	22.60	39.04	100.00	0.00	0.00	0.00	
n	17	6	9	2	2	5	7	3	0	4	13	0	0	1	1	0	2	2	3	3	1	2	2	
<b>&lt;LEDS13_4&gt; Through what type of business did you purchase these globe LEDs?</b>																								
Supply house/Distributor	45.14	10.54	63.46	0.00	13.95	59.62	29.42	57.83	0.00	35.61	45.87	0.00	0.00	0.00	100.00	0.00	91.25	37.43	0.00	39.04	0.00	100.00	38.05	
Contractor	42.10	80.17	27.81	15.17	0.00	40.38	55.44	33.15	0.00	64.39	40.40	0.00	0.00	0.00	0.00	0.00	62.57	100.00	60.96	0.00	0.00	0.00	0.00	
Home Center	10.56	9.29	5.41	84.83	0.00	0.00	15.14	9.02	0.00	11.36	0.00	0.00	100.00	0.00	0.00	0.00	8.75	0.00	0.00	0.00	0.00	0.00	61.95	
Retailer	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Direct from Manufacturer	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Other	2.20	0.00	3.31	0.00	86.05	0.00	0.00	0.00	0.00	0.00	2.37	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Don't Know	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
n	17	6	9	2	2	5	7	3	0	4	13	0	0	1	1	0	2	2	3	3	1	2	2	
<b>&lt;LEDS9_5&gt; Approximately how many overhead LED luminaire systems are currently installed at this facility?</b>																								
0 to 10	67.52	79.79	43.30	91.75	66.66	61.11	55.72	73.80	67.55	77.05	65.86	0.00	0.00	0.00	68.81	0.00	100.00	21.03	68.00	78.82	36.78	6.07	50.15	92.67
11 to 30	19.05	11.59	33.12	8.26	9.82	20.22	19.40	14.31	32.45	18.98	19.97	100.00	0.00	31.19	0.00	0.00	17.94	1.28	63.22	93.93	20.61	4.65	0.00	0.00
31 to 50	0.71	0.00	1.98	0.00	0.00	8.61	0.00	0.00	0.00	0.84	0.00	0.00	0.00	0.00	0.00	0.00	2.04	0.00	0.00	0.00	0.00	0.00	0.00	
51 to 100	2.70	0.00	7.59	0.00	0.00	3.66	3.68	0.00	2.60	2.72	0.00	0.00	0.00	0.00	0.00	0.00	60.40	0.00	1.62	0.00	0.00	2.69	0.00	
More than 1000	9.21	8.22	12.39	0.00	0.00	2.93	21.23	8.30	0.00	0.00	11.01	0.00	0.00	0.00	0.00	0.00	0.00	12.02	18.28	0.00	0.00	14.82	0.00	
Don't Know	0.81	0.40	1.62	0.00	23.52	7.13	0.00	0.00	0.00	1.37	0.70	0.00	0.00	0.00	0.00	0.00	18.57	0.00	0.00	0.00	0.00	14.43	0.00	
n	54	19	26	9	4	25	15	8	2	18	36	1	0	3	0	4	5	12	11	4	2	7	5	
<b>&lt;LEDS11_5&gt; In which year did you install overhead LED luminaire systems?</b>																								
2013	0.52	0.00	0.70	4.50	0.00	6.33	0.00	0.00	0.00	0.00	0.62	0.00	0.00	8.22	0.00	0.00	0.00	0.00	1.03	0.00	0.00	0.00	0.00	
2012	35.87	44.94	18.55	50.24	9.82	39.07	23.39	30.56	67.55	13.04	40.33	0.00	0.00	31.19	0.00	0.00	83.37	40.12	4.52	49.95	0.00	46.43	97.31	
2011	8.50	9.64	5.59	14.65	66.66	27.25	24.88	0.00	0.00	11.32	7.95	0.00	0.00	0.00	0.00	0.00	9.39	3.22	23.10	0.00	6.07	9.51	2.69	
2010	23.93	21.23	32.40	0.00	0.00	18.65	32.15	18.67	32.45	62.76	16.35	100.00	0.00	0.00	0.00	100.00	0.00	44.65	13.94	0.00	0.00	0.00	0.00	
2009 or before	14.01	2.33	30.37	30.61	23.52	2.93	19.58	17.92	0.00	12.89	14.22	0.00	0.00	60.59	0.00	0.00	7.24	0.00	9.70	50.05	93.93	14.82	0.00	
Refused	4.17	0.00	11.72	0.00	0.00	0.00	0.00	8.20	0.00	4.99	0.00	0.00	0.00	0.00	0.00	0.00	0.00	12.02	0.00	0.00	0.00	0.00	0.00	
Don't Know	13.00	21.86	0.67	0.00	0.00	5.78	0.00	24.64	0.00	15.55	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	47.73	0.00	0.00	29.24	0.00	
n	54	19	26	9	4	25	15	8	2	18	36	1	0	3	0	4	5	12	11	4	2	7	5	
<b>&lt;LEDS12_5&gt; What type of Lighting was removed and replaced when you installed the overhead LED luminaire systems?</b>																								
Incandescent	33.58	27.11	44.77	30.14	72.73	18.09	48.45	29.11	32.45	64.23	27.59	100.00	0.00	0.00	0.00	70.04	7.24	57.69	29.26	5.40	6.07	0.00	9.15	
CFLs	0.42	0.26	0.00	4.50	0.00	5.17	0.00	0.00	0.00	0.94	0.32	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.03	0.00	0.00	9.51	0.00	
Linear Fluorescent	20.79	28.72	9.33	11.69	0.00	30.27	29.06	0.00	67.55	3.45	24.18	0.00	0.00	39.41	0.00	0.00	11.32	36.28	20.93	7.77	0.00	29.24	2.69	
HID	0.53	0.16	0.47	4.50	27.27	3.29	0.00	0.00	0.00	1.59	0.32	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.66	0.00	0.00	5.79	0.00	
LED	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
None-Did not replace anything	19.71	7.28	33.63	58.17	0.00	36.99	25.18	21.60	0.00	9.27	21.76	0.00	0.00	60.59	0.00	19.29	72.04	6.03	13.94	36.78	93.93	29.24	0.00	
Other	13.99	23.23	1.19	0.00	0.00	4.11	4.96	24.64	0.00	4.66	15.81	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.28	0.00	0.00	26.21	88.16	
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Don't Know	16.31	21.46	10.61	0.00	0.00	8.66	13.57	24.64	0.00	15.86	16.40	0.00	0.00	0.00	0.00	10.67	9.39	0.00	52.24	50.05	0.00	0.00	0.00	
n	54	19	26	9	4	25	15	8	2	18	36	1	0	3	0	4	5	12	11	4	2	7	5	
<b>&lt;LEDS13_5&gt; Through what type of business did you purchase these overhead LED luminaire systems?</b>																								
Supply house/Distributor	26.95	40.94	6.96	9.37	33.34	39.47	23.10	24.64	32.45	17.28	28.84	0.00	0.00	0.00	0.00	10.67	7.24	20.65	20.59	7.77	0.00	56.33	83.51	
Contractor	31.12	33.06	31.46	10.20	17.45	34.46	40.27	14.31	67.55	6.96	35.84	100.00	0.00	0.00	0.00	80.59	20.72	37.92	20.37	5.40	93.93	28.86	0.00	
Home Center	2.32	0.00	3.33	18.93	0.00	0.00	5.24	2.23	0.00	0.00	2.78	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4.52	0.00	0.00	0.00	7.57	
Retailer	5.67	0.41	15.25	0.00	0.00	13.06	1.88	8.20	0.00	6.15	5.57	0.00	0.00	8.22	0.00	8.74	0.00	12.02	1.62	0.00	0.00	14.82	1.59	
Direct from Manufacturer																								

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Pans(%)	Non-EE Pans(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)	
<b>&lt;LEDS11_6&gt; In which year did you install overhead LED high bay luminaire systems?</b>																								
2012	69.02	78.94	47.69	100.00	21.86	29.62	100.00	100.00	0.00	45.21	71.45	0.00	0.00	0.00	0.00	0.00	28.06	19.98	100.00	100.00	0.00	24.67	100.00	
2011	10.11	0.00	26.18	0.00	56.29	22.07	0.00	0.00	0.00	0.00	11.14	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	40.01	0.00	100.00	25.33
2010	10.32	11.03	12.13	0.00	0.00	16.48	0.00	100.00	0.00	0.00	11.38	0.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	40.01	0.00	0.00	0.00
2009 or before	5.37	3.03	9.88	0.00	21.86	13.64	0.00	0.00	0.00	16.10	4.27	0.00	0.00	0.00	0.00	0.00	71.94	0.00	0.00	0.00	0.00	0.00	24.67	0.00
Don't Know	5.17	7.00	4.12	0.00	0.00	18.19	0.00	0.00	0.00	38.69	1.75	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	25.33	0.00
n	22	7	11	4	3	12	5	1	1	5	17	0	1	0	1	0	3	3	3	3	3	1	4	3
<b>&lt;LEDS12_6&gt; What type of Lighting was removed and replaced when you installed the overhead LED high bay luminaire systems?</b>																								
Incandescent	7.76	0.00	3.86	61.26	21.86	4.74	10.56	0.00	0.00	30.65	5.43	0.00	0.00	0.00	0.00	0.00	28.06	0.00	0.00	82.33	0.00	0.00	0.00	0.00
CFLs	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Linear Fluorescent	10.10	12.08	10.15	0.00	0.00	19.24	9.91	0.00	0.00	0.00	11.13	0.00	0.00	0.00	0.00	0.00	43.88	0.00	0.00	0.00	0.00	0.00	50.00	23.46
HID	55.62	84.89	24.86	25.60	21.86	49.36	73.81	0.00	100.00	54.79	55.71	0.00	100.00	0.00	100.00	0.00	28.06	59.99	100.00	0.00	0.00	25.33	0.00	0.00
LED	12.42	0.00	32.16	0.00	0.00	0.00	0.00	100.00	0.00	0.00	13.69	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	62.99	0.00
None-Did not replace anything	6.23	3.03	12.13	0.00	0.00	21.93	0.00	0.00	0.00	0.00	6.87	0.00	0.00	0.00	0.00	0.00	0.00	40.01	0.00	0.00	0.00	24.67	0.00	0.00
Other	16.44	0.00	39.08	13.15	0.00	4.74	5.72	100.00	0.00	14.55	16.64	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	17.67	0.00	0.00	76.54	0.00
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	3.84	0.00	9.93	0.00	56.29	0.00	0.00	0.00	0.00	0.00	4.23	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00
n	22	7	11	4	3	12	5	1	1	5	17	0	1	0	1	0	3	3	3	3	3	1	4	3
<b>&lt;LEDS13_6&gt; Through what type of business did you purchase these overhead LED high bay luminaire systems?</b>																								
Supply house/Distributor	41.19	62.28	20.71	13.15	43.71	22.40	68.19	0.00	0.00	46.75	40.62	0.00	0.00	0.00	0.00	0.00	56.12	0.00	92.78	17.67	0.00	50.66	0.00	0.00
Contractor	14.08	6.06	18.16	38.74	0.00	40.30	5.62	0.00	0.00	14.55	14.03	0.00	0.00	0.00	0.00	0.00	43.88	40.01	7.22	17.67	0.00	49.34	0.00	0.00
Home Center	4.63	9.05	0.00	0.00	0.00	0.00	9.91	0.00	0.00	0.00	5.10	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	23.46	0.00
Retailer	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Direct from Manufacturer	31.34	22.61	51.20	0.00	0.00	37.30	5.72	100.00	100.00	38.69	30.59	0.00	100.00	0.00	100.00	0.00	0.00	59.99	0.00	0.00	0.00	0.00	76.54	0.00
Other	8.76	0.00	9.93	48.11	56.29	0.00	10.56	0.00	0.00	0.00	9.66	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	64.66	100.00	0.00	0.00	0.00
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
n	22	7	11	4	3	12	5	1	1	5	17	0	1	0	1	0	3	3	3	3	3	1	4	3
<b>&lt;LEDS9_7&gt; Approximately how many LED task lighting fixtures are currently installed at this facility?</b>																								
0 to 10	79.71	80.24	75.11	100.00	0.00	48.76	91.13	78.67	0.00	72.63	79.96	0.00	0.00	100.00	0.00	100.00	11.23	88.20	98.87	100.00	100.00	0.00	71.81	0.00
11 to 30	18.07	19.76	21.81	0.00	0.00	30.60	5.62	21.33	0.00	27.37	17.74	0.00	0.00	0.00	0.00	0.00	84.31	2.92	1.13	0.00	0.00	100.00	28.19	0.00
31 to 50	0.81	0.00	1.12	0.00	0.00	0.00	3.25	0.00	0.00	0.00	0.84	0.00	0.00	0.00	0.00	0.00	4.45	0.00	0.00	0.00	0.00	0.00	0.00	0.00
101 to 500	1.41	0.00	1.96	0.00	0.00	20.64	0.00	0.00	0.00	0.00	1.46	0.00	0.00	0.00	0.00	0.00	0.00	8.87	0.00	0.00	0.00	0.00	0.00	0.00
n	28	9	13	6	0	10	12	6	0	6	22	0	0	3	0	1	6	5	4	3	1	1	4	0
<b>&lt;LEDS11_7&gt; In which year did you install LED task lighting fixtures?</b>																								
2013	1.40	11.85	0.00	0.00	0.00	0.00	5.62	0.00	0.00	0.00	1.45	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	28.19	0.00
2012	31.21	76.31	11.51	86.56	0.00	69.10	67.25	14.30	0.00	100.00	28.80	0.00	0.00	100.00	0.00	100.00	11.23	38.71	1.13	85.04	100.00	100.00	71.81	0.00
2011	3.79	0.00	5.25	0.00	0.00	20.64	9.56	0.00	0.00	0.00	3.92	0.00	0.00	0.00	0.00	0.00	0.00	8.87	5.85	0.00	0.00	0.00	0.00	0.00
2010	22.92	0.00	31.78	0.00	0.00	0.00	0.00	33.56	0.00	0.00	23.73	0.00	0.00	0.00	0.00	0.00	80.43	52.41	0.00	0.00	0.00	0.00	0.00	0.00
2009 or before	40.68	11.85	51.46	13.44	0.00	10.26	17.57	52.14	0.00	0.00	42.10	0.00	0.00	0.00	0.00	0.00	8.34	0.00	93.02	14.96	0.00	0.00	0.00	0.00
n	28	9	13	6	0	10	12	6	0	6	22	0	0	3	0	1	6	5	4	3	1	1	4	0
<b>&lt;LEDS12_7&gt; What type of Lighting was removed and replaced when you installed the LED task lighting fixtures?</b>																								
Incandescent	77.51	33.99	81.15	93.13	0.00	29.51	44.29	94.41	0.00	59.77	78.13	0.00	0.00	59.75	0.00	0.00	80.43	55.33	93.02	85.04	0.00	0.00	55.52	0.00
CFLs	6.08	5.99	6.93	2.34	0.00	15.78	20.12	0.00	0.00	11.09	5.90	0.00	0.00	0.00	0.00	100.00	0.00	35.79	0.00	0.00	0.00	0.00	0.00	0.00
Linear Fluorescent	11.84	0.00	5.90	47.20	0.00	30.90	39.15	0.00	0.00	15.52	11.72	0.00	0.00	0.00	0.00	0.00	11.23	8.87	0.00	73.46	100.00	0.00	16.29	0.00
HID	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LED	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
None-Did not replace anything	8.34	60.02	1.76	0.00	0.00	13.55	14.49	5.59	0.00	13.61	8.16	0.00	0.00	40.25	0.00	0.00	4.45	0.00	1.13	14.96	0.00	100.00	28.19	0.00
Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	3.08	0.00	4.27	0.00	0.00	10.26	9.56	0.00	0.00	0.00	3.19	0.00	0.00	0.00	0.00	0.00	3.88	5.85	0.00	0.00	0.00	0.00	0.00	0.00
n	28	9	13	6	0	10	12	6	0	6	22	0	0	3	0	1	6	5	4	3	1	1	4	0
<b>&lt;LEDS13_7&gt; Through what type of business did you purchase these LED task lighting fixtures?</b>																								
Supply house/Distributor	23.21	38.35	20.84	22.88	0.00	17.03	0.00	32.31	0.00															





Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PO&E(%)	SCE(%)	SD&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;LEDS9_10&gt; Approximately how many LED outdoor display lighting are currently installed at this facility?</b>																							
0 to 10	47.78	51.66	44.06	39.13	0.00	69.52	47.87	36.31	91.24	74.32	45.88	0.00	0.00	100.00	0.00	100.00	100.00	53.87	72.81	0.00	0.00	54.10	0.00
11 to 30	20.80	36.75	3.29	12.14	82.12	15.67	18.38	26.33	0.00	11.13	21.49	0.00	100.00	0.00	0.00	0.00	0.00	0.80	27.19	0.00	24.05	31.45	50.00
31 to 50	0.26	0.51	0.00	0.00	0.00	3.44	0.00	0.00	0.00	0.00	0.28	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10.31	0.00
51 to 100	1.53	2.98	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.64	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	75.95	0.00
501 to 1000	5.67	6.02	5.73	0.00	0.00	20.78	0.00	0.00	0.00	6.08	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5.18	0.00	56.04	0.00	0.00	0.00
More than 1000	1.56	0.00	0.00	42.50	0.00	0.00	5.70	0.00	0.00	1.67	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	28.20	0.00	0.00	0.00
Don't Know	22.39	2.07	46.92	6.24	17.88	11.38	1.66	37.36	8.76	14.55	22.96	0.00	0.00	0.00	100.00	0.00	0.00	40.16	0.00	15.77	0.00	4.14	50.00
n	48	21	20	7	2	21	15	8	2	9	39	0	1	4	1	1	3	11	9	4	2	10	2
<b>&lt;LEDS11_10&gt; In which year did you install LED outdoor display lighting?</b>																							
2013	0.30	0.00	0.00	8.29	0.00	3.97	0.00	0.00	0.00	0.00	0.33	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.81	0.00	0.00	0.00	0.00
2012	31.15	13.71	51.51	25.80	0.00	20.93	34.97	37.36	0.00	11.86	32.54	0.00	0.00	36.54	0.00	0.00	25.81	41.75	45.79	0.00	0.00	20.63	50.00
2011	21.12	39.10	2.31	0.00	0.00	18.75	16.94	28.12	0.00	9.57	21.95	0.00	100.00	0.00	0.00	0.00	34.55	2.72	0.00	67.67	75.95	0.00	0.00
2010	15.68	15.30	17.39	0.00	0.00	12.38	24.53	13.23	8.76	0.00	16.81	0.00	0.00	7.34	100.00	100.00	0.00	14.60	26.91	0.00	0.00	10.59	0.00
2009 or before	29.40	31.68	27.79	17.17	82.12	40.98	16.19	21.29	91.24	73.58	26.22	0.00	0.00	56.12	0.00	0.00	39.64	40.93	25.49	0.00	24.05	64.64	0.00
Refused	1.56	0.00	0.00	42.50	0.00	0.00	5.70	0.00	0.00	1.67	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	28.20	0.00	0.00	0.00
Don't Know	0.79	0.21	1.01	6.24	17.88	2.99	1.66	0.00	0.00	4.98	0.49	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4.14	0.00	4.14	50.00
n	48	21	20	7	2	21	15	8	2	9	39	0	1	4	1	1	3	11	9	4	2	10	2
<b>&lt;LEDS12_10&gt; What type of Lighting was removed and replaced when you installed the LED outdoor display lighting?</b>																							
Incandescent	7.38	4.26	10.44	13.66	0.00	8.61	7.44	8.76	0.00	11.36	7.10	0.00	0.00	0.00	0.00	0.00	0.00	10.22	2.98	0.00	75.95	10.26	0.00
CFLs	1.12	2.17	0.00	0.00	0.00	0.00	4.09	0.00	0.00	0.00	1.20	0.00	0.00	29.20	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Linear Fluorescent	21.84	0.51	47.50	5.89	0.00	23.98	0.00	37.36	0.00	0.00	23.41	0.00	0.00	14.68	0.00	0.00	0.00	41.75	0.00	0.00	0.00	18.79	0.00
HID	5.21	7.29	1.61	20.43	0.00	12.69	3.29	4.46	8.76	0.00	5.59	0.00	0.00	100.00	100.00	0.00	0.00	0.80	4.46	0.00	0.00	10.59	50.00
LED	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
None-Did not replace anything	58.94	83.69	34.56	11.28	82.12	40.42	72.93	47.62	91.24	70.74	58.09	0.00	100.00	56.12	0.00	0.00	100.00	45.31	84.60	56.04	24.05	47.43	0.00
Other	0.68	0.00	1.51	0.00	0.00	2.93	1.66	0.00	0.00	3.34	0.49	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8.78	50.00
Refused	1.56	0.00	0.00	42.50	0.00	0.00	5.70	0.00	0.00	1.67	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	28.20	0.00	0.00	0.00
Don't Know	3.27	2.07	4.39	6.24	17.88	11.38	4.89	1.79	0.00	14.55	2.46	0.00	0.00	0.00	0.00	0.00	0.00	1.93	7.96	15.77	0.00	4.14	0.00
n	48	21	20	7	2	21	15	8	2	9	39	0	1	4	1	1	3	11	9	4	2	10	2
<b>&lt;LEDS13_10&gt; Through what type of business did you purchase these LED outdoor display lighting?</b>																							
Supply house/Distributor	7.71	5.20	9.53	21.95	0.00	33.14	11.28	4.00	0.00	20.94	6.81	0.00	0.00	56.12	0.00	0.00	0.00	6.77	4.79	11.63	0.00	31.17	0.00
Contractor	36.87	64.07	7.83	12.14	82.12	52.33	63.47	28.12	0.00	74.08	34.19	0.00	100.00	43.88	0.00	0.00	60.36	5.91	84.88	0.00	100.00	29.41	50.00
Home Center	23.73	4.85	47.45	0.00	0.00	0.00	4.89	41.82	0.00	0.00	25.44	0.00	0.00	0.00	100.00	0.00	0.00	40.16	7.96	0.00	0.00	0.00	0.00
Retailer	18.20	6.02	33.59	0.00	0.00	0.00	13.00	8.76	91.24	0.00	19.51	0.00	0.00	0.00	0.00	0.00	39.64	29.41	0.00	56.04	0.00	0.00	0.00
Direct from Manufacturer	5.17	8.66	1.61	0.00	0.00	8.72	13.00	0.00	8.76	0.00	5.54	0.00	0.00	100.00	0.00	0.00	0.00	2.37	56.04	0.00	10.59	50.00	
Other	9.06	17.22	0.00	5.89	0.00	2.82	0.00	16.51	0.00	9.71	0.00	0.00	0.00	0.00	0.00	0.00	17.75	0.00	0.00	0.00	8.47	0.00	
Refused	1.56	0.00	0.00	42.50	0.00	0.00	5.70	0.00	0.00	1.67	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	28.20	0.00	0.00	0.00
Don't Know	0.75	0.21	0.00	17.52	17.88	2.99	0.00	0.77	0.00	4.98	0.44	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4.14	0.00	20.35	0.00
n	48	21	20	7	2	21	15	8	2	9	39	0	1	4	1	1	3	11	9	4	2	10	2
<b>&lt;LEDS9_11&gt; Approximately how many LED Retail signage or decorative lighting are currently installed at this facility?</b>																							
0 to 10	79.77	95.86	73.03	97.73	100.00	77.81	83.60	76.47	0.00	100.00	78.53	100.00	100.00	100.00	0.00	59.87	50.89	94.03	94.52	93.71	70.42	64.32	100.00
11 to 30	18.99	4.14	25.68	0.00	0.00	7.12	16.40	23.53	0.00	0.00	20.14	0.00	0.00	0.00	0.00	49.11	5.97	0.00	6.29	29.58	0.00	0.00	0.00
31 to 50	0.32	0.00	0.00	2.27	0.00	3.87	0.00	0.00	0.00	0.00	0.34	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	35.68	0.00
101 to 500	0.46	0.00	0.65	0.00	0.00	5.60	0.00	0.00	0.00	0.00	0.49	0.00	0.00	0.00	0.00	40.13	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	0.46	0.00	0.65	0.00	0.00	5.60	0.00	0.00	0.00	0.00	0.49	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5.48	0.00	0.00	0.00	0.00
n	40	9	23	8	3	14	16	7	0	9	31	1	2	2	0	2	3	6	7	6	6	3	2
<b>&lt;LEDS11_11&gt; In which year did you install LED retail signage or decorative lighting?</b>																							
2012	40.03	46.49	31.53	76.67	0.00	18.53	40.25	44.85	0.00	14.31	41.60	0.00	0.00	88.43	0.00	0.00	50.89	68.23	12.36	46.70	0.00	0.00	100.00
2011	14.78	20.09	15.10	7.81	39.60	25.25	12.97	13.49	0.00	12.33	14.93	0.00	0.00	0.00	0.00	0.00	17.92	58.71	22.14	5.41	35.68	0.00	0.00
2010	23.27	13.53	29.13	3.38	24.11	18.08	19.99	26.51	0.00	15.06	23.77	0.00	52.41	11.57	0.00	59.87	49.11	3.93	0.00	6.29	42.32	0.00	0.00
2009 or before	21.20	18.08	23.60	12.14	36.30	29.44	26.79	15.16	0.00	53.82	19.21	100.00	47.59	0.00	0.00	40.13	0.00	9.91	23.44	24.87	52.28	35.68	0.00
Don't Know	0.72	1.81	0.65	0.00	8.71	0.00	0.00	0.00	0.00	4.47	0.49	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5.48	0.00	0.00	28.64	0.00
n	40	9	23	8	3	14	16	7	0	9	31	1	2	2	0	2	3	6	7	6	6	3	2
<b>&lt;LEDS12_11&gt; What type of Lighting was removed and replaced when you installed the LED retail signage or decorative lighting?</b>																							
Incandescent	15.17	31.91	0.65	72.00	0.00	5.60	38.51	0.00	0.00	0.00	16.09	0.00	0.00	0.00	0.00	40.13	0.00	68.23	26.88	18.18	0.00</		

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SEE(%)	SD&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;LEDS14&gt; Did you receive a rebate or other financial incentive from a party other than the manufacturer for installing any or all of the LED equipment in your facility?</b>																							
Yes - all of them	5.39	3.69	7.02	3.73	8.71	12.57	6.25	4.29	2.45	16.35	3.86	0.00	12.90	2.14	0.00	0.00	2.84	2.04	7.74	1.48	15.75	13.16	1.84
Yes - some of them	1.16	2.17	0.51	0.53	0.90	4.40	1.85	0.00	2.73	4.35	0.72	3.13	3.25	1.80	0.00	0.00	0.00	1.51	1.58	0.73	0.00	0.00	0.00
None of them	87.90	90.32	86.71	84.38	81.87	69.86	81.99	92.71	94.83	76.00	89.57	96.87	82.43	89.31	66.21	95.80	92.89	95.65	77.50	90.44	79.11	70.26	95.74
Refused	0.14	0.00	0.27	0.00	0.00	0.00	0.49	0.00	0.00	0.00	0.16	0.00	0.00	2.10	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	5.40	3.82	5.50	11.37	8.52	13.16	9.42	3.00	0.00	3.30	5.70	0.00	1.41	4.64	33.79	4.20	4.28	0.79	13.19	7.34	5.14	16.58	2.42
n	416	137	201	78	21	161	141	81	12	114	302	4	29	38	7	9	40	92	67	42	32	33	23
<b>&lt;LEDS15&gt; Was an electrical or lighting installation contractor involved in the selection of the LED equipment you installed in your facility?</b>																							
Yes	38.60	39.00	37.25	41.63	40.95	42.63	46.24	32.36	46.22	32.49	39.46	0.00	81.49	24.17	14.38	59.93	12.53	43.57	52.03	19.47	23.92	56.59	29.72
No	56.33	58.97	55.65	49.20	50.63	48.38	49.98	61.60	53.78	61.89	55.55	84.27	15.26	70.74	85.62	40.07	86.79	45.14	44.81	79.65	72.96	38.63	70.28
Don't Know	5.07	1.44	7.10	9.14	8.52	8.99	3.78	6.03	0.00	5.64	4.99	15.73	3.26	5.08	0.00	0.69	11.28	3.16	0.88	3.09	4.78	0.00	0.00
n	416	137	201	78	21	161	141	81	12	114	302	4	29	38	7	9	40	92	67	42	32	33	23
<b>&lt;LEDS16&gt; On a scale of 1 to 10 where 1 means not at all influential and 10 means very influential, how much influence did the contractor have on your decision to purchase LED lighting products for use in your facility?</b>																							
1 Not at all influential	11.82	5.87	17.01	10.39	2.59	16.56	12.52	12.39	5.29	25.40	10.26	0.00	6.83	37.99	0.00	6.92	11.76	15.95	3.55	18.83	18.54	7.73	3.58
2	0.78	1.27	0.54	0.00	0.00	2.95	1.53	0.00	0.00	0.00	0.87	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
3	5.37	11.74	1.29	0.00	0.00	2.05	1.33	10.78	0.00	0.00	5.99	0.00	0.00	2.29	0.00	0.00	0.00	0.00	22.14	0.00	0.00	3.43	0.00
4	0.26	0.00	0.53	0.00	0.00	2.88	0.00	0.00	0.00	0.00	0.29	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4.53	0.00	0.00	0.00
5	14.76	14.86	15.67	10.06	20.55	9.54	17.61	5.12	45.31	13.13	14.95	0.00	6.80	20.11	0.00	45.96	6.28	12.21	14.14	24.26	18.10	58.24	5.21
6	3.22	2.64	4.26	0.51	0.00	6.52	0.73	5.42	0.00	3.53	3.18	0.00	0.00	0.00	0.00	35.48	0.00	6.03	0.54	0.00	2.82	3.43	0.00
7	7.75	8.29	5.95	14.11	0.00	9.87	11.03	7.16	0.00	5.19	8.04	0.00	7.48	9.12	0.00	7.00	49.87	8.92	6.94	3.75	0.00	2.85	0.00
8	20.69	9.89	28.56	25.33	45.32	8.71	23.13	26.18	0.00	11.72	21.72	0.00	11.03	17.53	0.00	0.00	27.55	29.60	19.91	30.83	17.56	0.00	4.55
9	7.74	14.36	1.33	12.41	31.54	1.16	7.34	10.78	0.00	14.08	7.01	0.00	37.63	0.00	0.00	4.64	0.00	3.49	0.00	0.00	12.54	1.34	0.00
10 Extremely Influential	24.85	29.15	21.39	24.54	0.00	27.47	22.39	20.25	49.39	24.88	24.84	0.00	28.79	9.75	100.00	0.00	4.54	22.20	29.57	13.28	20.52	17.72	66.43
Refused	0.71	0.00	1.44	0.00	0.00	0.00	1.61	0.00	0.00	0.00	0.79	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	16.65
Don't Know	2.06	1.93	2.03	2.66	0.00	12.30	2.39	0.32	0.00	2.07	2.05	0.00	1.44	3.21	0.00	0.00	0.00	0.80	3.21	4.53	2.09	5.25	3.58
n	170	58	85	27	7	66	64	27	6	46	124	0	18	12	1	5	12	37	36	11	13	14	11
<b>&lt;LEDS17&gt; Was a lighting or electrical equipment distributor involved in the selection of the LED equipment you installed in your facility?</b>																							
Yes	14.04	15.39	14.43	6.42	31.14	22.30	12.94	12.73	14.96	9.51	14.67	22.34	13.74	2.73	4.42	0.00	27.46	14.96	23.81	7.95	3.91	22.42	7.85
No	77.26	75.32	77.45	84.16	60.34	60.67	76.03	80.54	79.27	74.79	77.60	61.93	52.32	84.35	61.79	100.00	71.17	75.28	70.66	87.87	92.50	67.24	89.73
Don't Know	8.71	9.29	8.12	9.42	8.52	17.03	11.03	6.73	5.77	15.70	7.73	15.73	33.94	12.92	33.79	0.00	1.37	9.76	5.53	4.17	3.50	10.34	2.42
n	416	137	201	78	21	161	141	81	12	114	302	4	29	38	7	9	40	92	67	42	32	33	23
<b>&lt;LEDS18&gt; On a scale of 1 to 10 where 1 means not at all influential and 10 means very influential, how much influence did the distributor have on your decision to purchase LED lighting products for use in your facility?</b>																							
1 Not at all influential	7.07	11.44	3.15	11.06	0.00	18.31	14.70	1.87	0.00	5.39	7.23	0.00	10.28	0.00	0.00	0.00	5.97	14.50	0.00	0.00	7.19	0.00	0.00
2	6.99	3.28	9.91	8.58	15.58	3.18	6.93	9.13	0.00	10.35	6.69	0.00	0.00	0.00	0.00	0.00	2.59	13.79	0.70	0.00	63.04	7.19	0.00
3	9.91	13.82	7.52	0.00	41.38	1.99	10.03	0.00	54.77	14.28	9.51	0.00	0.00	20.32	0.00	0.00	0.00	0.00	8.25	0.00	90.81	36.96	3.39
4	1.65	1.23	0.00	25.46	0.00	4.09	4.34	0.00	0.00	0.00	1.80	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5.61	0.00	0.00	0.00	0.00
5	10.26	17.08	5.35	1.89	17.06	12.96	31.23	0.00	25.20	8.90	13.99	8.11	59.36	0.00	0.00	1.60	4.50	23.20	0.00	0.00	12.75	0.00	0.00
6	6.10	12.89	1.03	0.00	0.00	9.65	0.00	0.00	45.23	4.21	6.27	0.00	0.00	0.00	0.00	0.00	33.13	1.17	2.17	0.00	0.00	8.66	0.00
7	2.06	0.00	3.26	7.81	17.85	11.86	0.00	0.00	0.00	11.74	1.18	86.01	0.00	0.00	0.00	0.00	2.50	0.46	0.81	9.19	0.00	6.93	0.00
8	33.51	33.12	36.65	0.00	8.13	6.65	0.00	68.19	0.00	5.68	36.04	0.00	0.00	0.00	100.00	0.00	1.60	62.76	45.00	0.00	0.00	0.00	0.00
9	14.23	1.68	24.08	19.73	0.00	2.22	24.62	15.92	0.00	10.44	14.57	0.00	81.61	0.00	0.00	0.00	51.76	0.00	0.00	0.00	0.00	0.00	23.46
10 Extremely Influential	6.37	3.20	8.09	16.81	0.00	17.75	8.16	4.10	0.00	12.72	5.79	0.00	20.32	0.00	0.00	0.00	6.83	1.93	4.94	0.00	0.00	23.55	76.54
Refused	1.86	2.26	0.95	8.66	0.00	11.34	0.00	0.80	0.00	0.00	2.03	0.00	0.00	0.00	0.00	0.00	0.00	1.17	2.09	0.00	0.00	30.36	0.00
Don't Know	1.86	2.26	0.95	8.66	0.00	11.34	0.00	0.80	0.00	0.00	2.03	0.00	0.00	0.00	0.00	0.00	0.00	1.17	2.09	0.00	0.00	30.36	0.00
n	77	26	40	17	8	41	18	8	2	26	51	2	5	5	1	0	9	14	22	2	3	11	3
<b>&lt;LEDS19&gt; Was a lighting designer involved in the selection of the LED equipment you installed in your facility?</b>																							
Yes	18.78	20.00	16.24	27.20	20.75	27.60	13.46	20.29	18.30	19.01	18.75	61.93	36.22	5.24	7.03	6.93	3.28	13.83	24.17	24.68	9.81	45.70	41.23
No	75.07	73.03	78.33	66.13	73.95	60.95	79.38	73.72	81.70	75.52	75.01	22.34	56.52	90.12	92.97	93.07	95.35	80.84	58.42	74.44	87.49	44.02	57.70
Don't Know	6.15	6.96	5.43	6.67	5.29	11.45	7.16	5.98	0.00	5.46	6.25	15.73	7.26	4.64	0.00	0.00	1.37	5.33	17.07	0.88	2.70	10.28	1.06
n	416	137	201	78	21	161	141	81	12	114	302	4	29	38	7	9	40	92	67	42	32	33	23
<b>&lt;LEDS20&gt; On a scale of 1 to 10 where 1 means not at all influential and 10 means very influential, how much influence did the lighting designer have on your decision to purchase LED lighting products for use in your facility?</b>																							
1 Not at all influential	7.60	16.33	0.73	3.09	15.53	4.42	6.09	0.00	57.39	11.62	7.02	100.00	8.98	0.00	0.00	59.87	0.00	0.00	0.00	29.27	4.01	0.00	0.00
2	1.32	3.15	0.00	0.00	0.00	2.18	5.25	0.00	0.00	2.10	1.21	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.17	0.00	19.96	0.00
3	2.28	4.98	0.44	0.00	0.00	1.81	10.37	0.00	0.00	16.77	0.22	0.00	15.21	10.57	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
4	1.12	0.90	2.53	0.00	0.00	1.81																	

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	FG&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;LEDS22&gt; Were there other reasons?</b>																							
Save Money	9.30	13.00	4.81	17.12	8.09	15.34	11.82	7.01	10.33	12.28	8.87	19.22	6.90	21.88	0.00	0.00	2.53	10.34	10.59	11.97	3.31	3.77	5.87
Save energy	7.63	6.47	8.64	7.33	32.81	14.82	7.41	6.54	4.64	12.85	6.88	3.13	10.94	6.92	48.86	1.88	3.24	7.46	3.74	10.87	10.17	10.02	8.03
Environmental initiative/responsibility	4.29	1.34	5.70	9.28	2.78	2.59	2.20	5.85	2.91	14.04	2.88	65.05	3.55	0.82	8.96	2.49	1.13	6.91	6.24	1.82	0.00	5.28	0.00
Available rebates/coupons	0.13	0.13	0.09	0.39	0.00	1.68	0.00	0.00	0.00	0.41	0.09	0.00	0.00	0.00	0.00	2.49	0.00	0.14	0.29	0.00	0.00	0.00	0.00
Longer useful life, lower maintenance cost	9.62	11.21	8.17	10.42	6.18	10.04	8.05	11.93	0.00	13.04	9.12	0.00	0.00	2.86	0.00	10.83	6.33	15.27	15.65	4.68	7.29	8.56	0.00
Improve lighting quality	10.06	8.43	11.35	10.17	15.99	9.61	8.63	8.95	21.50	7.88	10.38	0.00	15.78	2.90	0.00	4.15	0.00	16.42	8.78	4.78	13.65	8.55	5.00
Improved control over lighting	0.32	0.66	0.00	0.58	0.00	1.44	0.74	0.00	0.00	0.28	0.33	0.00	0.00	2.86	0.00	0.00	0.00	0.00	0.44	0.00	0.66	0.00	0.00
Better aesthetics for the space	5.01	9.80	1.43	3.50	1.06	4.88	2.71	6.54	3.44	3.07	5.29	0.00	30.13	5.04	0.00	20.77	0.00	4.95	1.85	3.91	0.00	0.76	0.00
None	57.42	60.44	59.66	33.32	35.07	40.45	55.15	61.65	57.18	32.66	61.00	15.73	31.86	59.54	42.18	46.63	82.57	56.25	51.22	59.73	63.66	58.50	70.74
Other	5.39	4.53	3.65	17.95	0.00	13.15	7.25	2.69	10.33	5.50	5.38	0.00	4.78	3.49	0.00	6.93	6.38	1.88	8.70	15.27	1.26	3.83	2.62
Refused	0.04	0.00	0.09	0.00	0.00	0.55	0.00	0.00	0.00	0.00	0.05	0.00	0.64	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	1.41	1.92	0.89	2.01	0.00	0.45	3.31	0.83	0.00	4.09	1.03	0.00	7.08	0.00	0.00	21.26	0.00	0.12	0.00	0.00	6.59	7.74	
n	396	132	190	74	21	151	134	79	11	112	284	4	27	35	7	9	38	90	63	39	29	33	22
<b>&lt;LEDS23&gt; On a scale of 1 to 10 where 1 means not at all satisfied and 10 means very satisfied, how satisfied are you with the performance of the LED lighting equipment you have installed?</b>																							
1 Not at all Satisfied	0.49	0.85	0.31	0.00	0.00	1.52	0.21	0.59	0.00	0.68	0.47	0.00	0.00	0.00	0.00	25.46	0.79	0.00	0.23	0.00	0.00	1.25	0.00
2	0.05	0.13	0.00	0.00	0.00	0.60	0.00	0.00	0.00	0.40	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.28	0.00	0.00	0.00	0.00
4	0.74	0.51	0.80	1.40	0.00	1.67	0.71	0.78	0.00	0.00	0.85	0.00	0.00	0.55	16.34	0.00	0.00	0.00	1.14	0.88	2.58	0.00	0.00
5	5.66	5.19	5.83	6.72	0.90	4.42	2.62	6.22	12.86	3.89	5.91	3.13	0.00	4.06	0.00	0.00	25.16	8.30	1.31	1.83	4.42	3.44	1.55
6	0.85	0.88	0.44	2.90	0.00	3.16	2.11	0.00	0.00	0.99	0.83	0.00	3.14	0.00	0.00	0.00	0.69	1.06	1.33	0.00	0.00	1.89	0.00
7	9.15	15.23	5.13	5.58	11.83	6.94	10.02	7.91	14.61	8.09	9.30	0.00	9.97	17.93	33.79	2.48	1.37	14.47	2.45	2.95	15.27	5.13	1.84
8	16.58	19.45	15.37	11.31	30.82	20.43	15.09	19.61	0.00	10.51	17.43	19.22	12.15	28.70	13.38	26.01	5.07	10.89	25.63	9.61	25.31	3.92	24.98
9	17.31	19.18	16.37	14.66	13.73	14.47	15.10	16.48	30.61	25.10	16.22	0.00	29.81	0.77	0.00	27.55	3.57	30.40	6.28	25.37	2.46	34.65	11.63
10 Extremely Satisfied	48.01	37.39	54.77	55.56	37.40	42.96	51.60	48.30	41.92	47.91	48.02	77.86	44.93	47.53	36.49	18.50	62.44	33.74	58.51	59.36	49.46	46.74	57.87
Don't Know	1.15	1.21	0.97	1.89	5.32	1.83	2.55	0.10	0.00	2.43	0.97	0.00	0.00	0.45	0.00	0.00	0.92	1.13	2.84	0.00	0.50	2.97	2.13
n	416	137	207	78	21	167	147	81	12	114	302	4	29	38	7	9	40	92	67	42	32	33	23
<b>&lt;LEDS24&gt; With which aspects of the LED lighting equipment performance have you been most satisfied?</b>																							
Light quality	49.99	53.16	49.66	38.85	37.93	37.14	47.54	49.95	69.11	32.55	52.44	61.93	72.55	55.52	26.53	19.08	54.98	49.73	60.59	35.17	33.11	32.24	55.53
Controllability	8.23	14.74	3.69	5.72	4.49	4.59	11.92	7.39	5.77	8.45	8.20	3.13	11.45	8.77	0.00	0.00	1.12	12.75	2.63	12.42	3.64	2.37	12.40
Aesthetics	14.19	17.54	12.19	11.12	2.93	13.95	19.63	10.41	20.38	9.08	14.91	15.73	27.51	11.36	0.00	19.11	5.92	8.14	12.44	25.41	6.46	4.86	6.64
Product Life	26.36	27.64	24.17	32.76	36.88	35.72	29.96	24.57	16.69	23.19	26.81	19.22	9.14	23.91	23.34	6.02	46.09	22.19	27.62	46.93	26.14	31.04	5.70
Flexibility in adapting the product to specific lighting needs	9.12	11.88	5.85	15.15	2.93	5.36	9.66	9.18	11.12	6.71	9.45	0.00	8.20	11.36	16.34	4.15	1.01	12.08	5.64	17.97	0.00	37.52	6.38
Savings/Cost Savings	5.05	2.79	7.67	0.41	20.88	6.16	3.81	6.11	0.00	4.85	5.08	0.00	0.44	2.58	0.00	0.00	1.23	12.88	1.61	0.73	3.79	1.61	2.91
Other	9.00	7.91	8.63	15.42	3.22	11.05	8.05	10.62	2.31	4.97	9.57	61.93	2.84	13.52	33.79	29.61	15.47	5.63	4.67	2.41	16.45	5.45	22.19
Refused	0.05	0.13	0.00	0.00	0.63	0.00	0.00	0.00	0.00	0.00	0.06	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	7.32	4.75	9.73	5.06	5.32	6.96	9.54	7.63	0.00	23.95	4.99	0.00	3.92	8.53	0.00	30.32	4.95	11.08	6.89	6.00	4.69	2.97	0.00
n	416	137	207	78	21	167	147	81	12	114	302	4	29	38	7	9	40	92	67	42	32	33	23
<b>&lt;LEDS25&gt; What aspect of the LED lighting equipment performance have not been satisfactory?</b>																							
Light quality	8.64	8.79	7.92	11.86	18.84	9.89	8.70	9.58	1.24	11.94	8.18	3.13	3.48	7.74	48.86	2.49	27.67	6.56	9.01	7.07	5.19	2.01	8.43
Controllability	0.58	0.88	0.10	1.88	2.93	0.62	1.74	0.00	0.00	2.18	0.35	0.00	3.25	0.00	0.00	0.00	1.00	0.00	0.00	0.00	1.48	0.78	1.84
Aesthetics	1.45	0.96	1.08	5.39	6.88	1.27	1.71	1.49	0.00	1.06	1.51	0.00	0.00	0.55	0.00	21.28	0.00	1.35	0.71	0.00	4.92	3.44	0.00
Product Life	3.64	0.56	5.57	6.00	5.56	7.10	2.33	1.99	12.86	0.18	4.13	19.22	0.00	0.55	16.34	2.78	2.04	7.45	2.60	4.23	0.00	1.25	0.93
Flexibility in adapting the product to specific lighting needs	5.07	0.00	9.60	1.82	1.88	2.59	1.70	8.32	0.00	1.15	5.62	0.00	0.00	6.57	0.00	1.88	5.12	1.37	15.42	0.49	10.01	1.61	0.00
Cost	11.49	10.62	12.01	12.21	0.00	9.64	5.49	14.20	17.06	1.94	12.82	0.00	25.87	10.65	8.96	4.15	1.18	22.92	4.42	7.82	0.00	4.63	4.14
None	29.80	33.69	26.95	29.03	26.26	30.26	43.70	19.29	45.87	31.32	29.59	15.73	43.58	39.49	7.03	46.63	52.42	15.24	14.63	48.91	45.30	70.15	12.94
Other	6.93	13.53	2.48	3.57	5.12	11.42	3.88	9.24	0.00	4.23	7.31	0.00	2.67	3.17	0.00	4.20	1.36	5.66	4.79	6.74	0.00	6.46	54.07
Refused	3.91	9.43	0.00	2.08	0.00	0.63	0.72	6.98	0.00	0.00	4.46	0.00	0.00	0.00	0.00	0.00	0.00	0.17	21.04	1.77	0.00	0.00	0.00
Don't Know	28.65	21.54	34.52	26.56	32.53	28.59	30.04	28.90	22.97	46.00	26.22	61.93	21.15	31.26	27.76	16.62	9.87	39.41	27.38	22.96	33.10	9.69	17.66
n	417	137	207	79	21	162	141	81	12	114	303	4	29	38	7	9	41	92	67	42	32	33	23
<b>&lt;TV1&gt; Are televisions present at your facility?</b>																							
Yes	38.25	36.59	39.48	39.10	71.26	68.55	51.33	32.91	36.53	48.02	36.72	30.03	41.05	49.45	60.46	90.27	23.04	40.46	30.43	52.18	34.86	68.84	29.59
No	60.35	61.77	59.10	60.55	27.97	30.57	47.61	65.60	61.68	50.54	61.89	65.86	58.85	49.41	39.54	9.73	76.83	57.83	67.11	47.44	64.00	30.69	69.59
Refused	0.13	0.31	0.01	0.00	0.00	0.00	0.02	0.18	0.00	0.03	0.15	0.00											

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E (%)	SCE (%)	SDG&E (%)	Large (%)	Medium (%)	Small (%)	Very Small (%)	Unknown (%)	EE Parts (%)	Non-EE Parts (%)	College (%)	Food/Liquor (%)	Health Care (%)	Health Care - Hospital (%)	Hotel (%)	Industrial (%)	Misc (%)	Office (%)	Restaurant (%)	Retail (%)	School (%)	Warehouse (%)
<b>&lt;TV9&gt; In what year did you purchase this television?</b>																							
2009	15.37	10.83	19.98	11.98	10.49	7.27	12.28	16.75	22.88	17.86	14.85	100.00	12.02	17.04	0.00	0.00	6.81	18.78	12.88	12.07	15.07	10.30	17.04
2010	28.77	32.22	26.45	25.90	40.66	25.34	29.94	30.04	0.00	35.24	27.42	0.00	35.63	21.19	0.00	38.81	37.80	31.07	29.31	34.74	16.34	47.65	22.87
2011	33.30	33.11	30.41	47.12	33.58	28.03	38.03	30.05	59.82	31.76	33.62	0.00	33.34	29.41	0.00	32.76	30.79	27.30	30.30	41.38	45.52	13.85	41.82
2012	18.81	19.16	20.99	7.63	15.27	34.08	16.03	20.23	0.00	14.17	19.78	0.00	15.45	28.18	0.00	0.00	24.59	20.18	23.09	7.81	19.49	25.85	8.76
2013	0.82	2.00	0.00	0.00	0.77	0.47	0.00	0.00	17.30	0.00	0.99	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3.76	0.00	0.93	0.00
Don't Know	2.94	2.69	2.18	7.37	0.00	4.52	3.24	2.93	0.00	0.97	3.35	0.00	3.56	4.17	0.00	28.44	0.00	2.59	0.65	3.99	2.65	2.35	9.51
n	526	182	247	97	20	114	208	176	8	148	378	1	34	46	0	3	39	118	75	70	73	17	50
<b>&lt;TV5&gt; What type of television was purchased?</b>																							
LCD - Liquid Crystal Display	51.12	44.90	57.56	45.92	74.04	64.82	46.10	54.71	7.33	53.00	50.73	100.00	45.10	67.07	0.00	61.19	47.50	56.59	38.63	44.87	52.73	63.51	52.61
CRT - Cathode Ray Tube	1.94	3.08	1.40	0.00	0.00	1.99	1.45	2.28	0.00	0.27	2.29	0.00	0.00	0.00	0.00	38.81	0.00	2.46	0.65	5.24	0.00	0.00	1.29
PDP - Plasma	11.30	12.80	9.67	12.86	0.00	4.08	9.56	13.27	0.00	12.89	10.97	0.00	11.40	0.50	0.00	0.00	27.74	11.66	15.21	10.40	10.11	2.51	3.84
LED - LED backlit LCD display	20.10	22.82	17.95	19.37	12.84	15.08	21.36	17.64	59.31	15.18	21.13	0.00	18.54	19.94	0.00	0.00	18.73	15.90	25.99	28.98	14.80	7.09	27.04
OLED - Organic LED	0.39	0.88	0.05	0.00	0.00	0.63	1.35	0.00	0.00	1.63	0.13	0.00	0.68	1.38	0.00	0.00	0.00	0.00	0.00	0.00	2.05	0.00	1.38
DPL - Projection TV	0.24	0.00	0.51	0.00	0.00	0.00	0.00	0.38	0.00	0.49	0.19	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.82	0.00	3.18
Other	1.50	2.22	0.00	5.52	0.00	0.00	0.62	2.07	0.00	1.81	1.44	0.00	3.22	0.00	0.00	0.00	0.00	2.07	0.95	0.00	2.62	0.00	2.18
Don't Know	13.41	13.30	12.86	16.33	13.13	13.40	19.56	9.65	33.37	14.74	13.13	0.00	21.06	11.12	0.00	0.00	6.02	11.32	18.57	10.50	17.07	26.89	9.90
n	526	182	247	97	20	114	208	176	8	148	378	1	34	46	0	3	39	118	75	70	73	17	50
<b>&lt;TV6&gt; What is the size of the television purchased?</b>																							
Less than 26 inches	25.75	17.74	32.84	24.26	2.97	9.32	17.80	31.42	9.03	30.24	24.80	100.00	33.13	20.22	0.00	100.00	4.10	30.69	16.40	26.50	27.08	0.00	30.61
26 inches - 32 inches	13.58	14.89	12.68	12.61	13.01	11.16	15.07	13.41	8.78	12.20	13.88	0.00	20.54	31.04	0.00	0.00	18.89	12.12	10.91	6.67	11.80	26.89	27.02
32 inches - 42 inches	26.72	31.32	21.34	33.88	17.92	34.08	27.08	27.44	7.27	25.14	27.05	0.00	34.83	23.65	0.00	0.00	45.68	26.32	17.07	29.07	36.71	40.62	13.81
42 inches - 60 inches	31.57	34.99	30.13	24.57	66.09	42.57	36.58	25.67	74.92	28.36	32.28	0.00	11.51	17.65	0.00	0.00	30.61	29.52	53.30	36.55	18.40	32.48	28.57
Greater than 60 inches	1.59	0.76	2.08	1.78	0.00	2.87	2.27	1.21	0.00	1.57	1.49	0.00	0.00	3.27	0.00	0.00	0.71	0.63	2.62	1.20	3.09	0.00	0.00
Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	1.04	0.71	0.94	2.90	0.00	0.00	1.82	0.85	0.00	2.50	0.73	0.00	0.00	4.17	0.00	0.00	0.00	0.73	0.64	0.00	2.93	0.00	0.00
n	512	180	239	93	20	112	203	169	8	146	366	1	32	46	0	3	38	114	71	70	72	17	48
<b>&lt;TV7&gt; Where did you purchase this television?</b>																							
Best Buy	21.21	16.44	25.91	18.29	5.14	15.79	21.20	20.51	42.01	16.66	22.15	0.00	22.54	31.38	0.00	0.00	46.36	23.68	15.04	25.19	12.23	8.80	12.11
Costco	27.11	23.81	30.43	25.54	23.97	18.44	26.06	29.19	8.78	23.10	27.94	0.00	30.16	13.06	0.00	0.00	6.62	29.10	40.04	19.33	20.79	42.85	34.11
Fry's	2.16	2.71	1.80	1.70	0.00	2.81	2.84	2.00	0.00	3.89	1.80	0.00	5.70	0.00	0.00	0.00	3.13	1.80	1.66	3.04	2.87	0.00	2.15
K-Mart	0.71	0.00	0.95	2.33	0.00	0.00	1.70	0.38	0.00	0.92	0.66	0.00	0.00	0.00	0.00	0.00	0.96	0.68	1.51	1.20	0.00	0.00	0.00
Online	6.13	8.17	4.64	5.00	0.00	7.78	5.09	6.91	0.00	4.91	6.38	0.00	3.56	9.72	0.00	32.78	22.04	3.92	5.24	6.36	8.52	0.00	2.86
Sears	3.05	2.73	2.44	7.06	0.00	0.00	2.11	3.41	7.29	0.00	3.68	0.00	0.00	0.00	0.00	0.00	0.00	4.37	0.00	5.30	5.59	0.00	0.00
Target	1.40	1.52	0.93	3.11	11.17	1.19	1.17	1.47	0.00	1.81	1.32	0.00	4.43	1.02	0.00	0.00	0.00	0.08	2.91	0.35	3.64	0.00	1.93
Walmart	8.68	15.05	4.31	3.85	16.49	2.25	4.84	10.04	17.30	7.89	8.84	0.00	10.24	11.35	0.00	0.00	2.21	8.67	4.41	7.87	11.87	0.00	19.38
Other	13.62	10.16	15.76	17.28	11.53	15.70	16.51	12.69	7.33	15.10	13.31	0.00	16.28	18.37	0.00	28.44	7.76	11.13	12.31	12.87	20.29	0.00	17.02
Don't Know	15.94	19.61	12.85	15.85	31.69	36.04	18.49	13.40	17.30	25.74	13.91	100.00	7.08	15.11	0.00	38.81	10.91	16.57	16.88	18.48	14.21	48.35	10.45
n	526	182	247	97	20	114	208	176	8	148	378	1	34	46	0	3	39	118	75	70	73	17	50
<b>&lt;TV8&gt; What website did you purchase your television from?</b>																							
amazon.com	28.00	17.75	45.33	31.08	0.00	51.26	25.11	26.85	0.00	73.62	24.74	0.00	100.00	0.00	0.00	0.00	60.23	24.91	0.00	50.00	13.97	0.00	54.93
Other	47.05	62.71	16.78	68.92	0.00	26.59	33.23	51.43	0.00	0.00	50.42	0.00	0.00	75.10	0.00	0.00	36.45	75.09	62.07	50.00	5.53	0.00	21.44
Don't Know	24.95	19.54	37.89	0.00	0.00	22.15	41.66	21.72	0.00	26.38	24.85	0.00	0.00	24.90	0.00	100.00	3.32	0.00	37.93	0.00	80.50	0.00	23.63
n	24	11	11	2	0	6	7	11	0	4	20	0	1	2	0	1	4	3	4	2	4	0	3
<b>&lt;TV9A&gt; In which years did you purchase these televisions?</b>																							
2009	20.58	22.92	18.03	21.12	26.14	26.04	25.64	12.72	26.04	21.47	20.39	3.26	26.02	29.68	26.68	22.49	23.83	22.00	21.64	17.85	13.95	17.91	11.29
2010	46.57	50.77	41.31	49.52	58.43	44.68	47.73	44.74	48.32	50.43	45.74	88.65	58.19	37.65	58.31	55.60	69.02	47.00	46.92	44.51	35.26	31.83	54.03
2011	48.37	47.66	50.78	43.26	55.01	50.58	42.27	59.25	25.88	48.68	48.30	14.62	21.73	36.94	54.23	49.01	58.87	47.46	48.09	41.15	66.73	62.28	46.80
2012	29.09	25.09	31.19	35.01	34.91	36.32	31.13	20.63	42.02	27.07	29.52	79.63	19.05	21.18	53.78	23.14	30.94	33.32	40.94	24.64	24.94	26.20	11.16
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	4.00	2.67	6.26	1.29	4.00	6.02	4.55	4.25	0.00	6.44	3.48	0.00	1.16	15.33	0.00	0.52	7.06	2.08	1.05	2.76	4.61	4.30	11.33
n	1047	349	469	223	140	449	295	127	30	383	658	4	26	112	29	117	77	202	135	107	90	89	53
<b>&lt;TV5A&gt; What types of televisions did you purchase?</b>																							
LCD - Liquid Crystal Display	55.66	58.94	51.08	59.33	70.27	57.40</																	

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SC(%)	SD&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	Collage(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;TV6AA&gt; What are the sizes of these televisions?</b>																							
Less than 26 inches	27.64	30.57	26.78	21.35	24.94	17.84	26.97	33.60	20.75	19.91	29.30	0.00	52.59	29.42	56.63	16.31	48.86	29.04	44.38	13.99	18.30	11.94	20.31
26 inches - 32 inches	18.28	13.00	22.85	20.66	12.08	19.43	21.09	18.86	9.92	18.74	18.18	76.37	15.86	19.54	28.53	22.89	12.70	19.50	10.62	19.97	29.19	16.02	2.72
32 inches - 42 inches	37.15	44.90	28.44	39.59	47.43	43.62	35.03	33.83	44.05	40.49	36.43	85.38	31.80	52.03	11.67	60.46	32.94	35.50	28.17	35.99	38.91	19.89	37.34
42 inches - 60 inches	34.78	28.50	38.03	44.08	39.32	39.63	39.61	32.13	25.39	37.87	34.11	14.62	27.42	25.09	17.36	15.41	24.18	41.04	23.03	53.74	28.58	57.53	33.98
Greater than 60 inches	4.15	3.72	5.13	2.52	11.62	4.56	4.76	2.63	5.15	4.30	4.11	0.00	0.00	1.57	5.87	0.20	2.71	6.49	4.57	5.66	2.15	2.41	2.33
Other	1.40	2.82	0.29	0.42	1.22	1.31	1.32	1.96	0.00	1.24	1.44	0.00	0.00	0.00	0.00	0.56	0.49	0.86	0.00	1.64	0.42	0.56	14.07
Refused	0.10	0.09	0.16	0.00	0.88	0.09	0.21	0.00	0.00	0.22	0.08	0.00	0.00	0.84	0.00	0.00	0.00	0.19	0.00	0.00	0.36	0.00	0.00
Don't Know	1.94	1.22	3.31	0.00	0.88	1.07	3.06	1.70	0.98	3.28	1.85	0.00	0.00	0.00	0.00	0.00	0.00	1.96	2.59	0.99	5.22	1.99	4.19
n	1046	350	472	224	140	453	295	128	30	384	662	4	26	112	29	118	77	203	137	107	91	89	53
<b>&lt;TV7AA&gt; Where did you purchase these televisions?</b>																							
Best Buy	21.10	24.09	19.75	16.10	20.40	16.97	25.27	19.82	18.98	24.16	26.45	9.01	25.38	25.98	1.77	19.51	12.59	13.22	19.06	37.84	15.17	13.39	43.23
Costco	15.82	16.70	13.94	18.76	8.82	15.03	19.83	14.01	14.07	14.30	16.15	0.00	33.70	26.04	7.57	14.33	13.95	13.39	14.34	17.80	20.38	4.96	9.97
Fry's	5.31	5.58	4.65	6.50	2.26	4.98	4.71	7.83	0.00	5.60	5.25	0.00	8.32	3.08	0.00	1.10	13.46	11.40	1.97	1.78	2.45	1.66	1.06
K-Mart	0.74	0.27	0.76	2.11	0.00	0.38	1.42	0.39	0.70	0.00	0.90	0.00	0.00	0.84	0.00	1.30	0.00	1.47	0.00	0.00	1.50	0.00	0.00
Online	13.01	16.31	9.95	12.12	3.84	8.94	11.88	16.52	10.96	10.50	13.55	0.00	0.86	4.71	2.38	8.59	7.51	11.63	31.92	6.54	17.72	13.18	6.62
Sears	0.88	0.34	1.39	1.03	3.39	0.71	2.18	0.00	0.00	0.92	0.88	0.00	8.32	1.03	0.00	0.00	0.00	1.36	0.00	0.99	0.00	0.00	1.88
Target	0.87	0.49	0.88	1.96	1.13	1.84	1.41	0.40	0.00	1.33	0.77	0.00	0.00	1.86	5.15	2.30	0.00	0.75	0.33	1.07	0.34	1.50	0.00
Walmart	8.11	6.22	8.84	11.62	2.79	5.07	8.19	9.61	7.40	4.15	8.96	0.00	8.32	10.25	5.42	0.94	0.36	12.61	2.63	14.64	5.37	6.41	0.53
Corporate Office	0.92	0.32	0.87	2.90	0.00	2.49	1.07	0.00	2.19	1.15	0.88	0.00	0.00	0.23	1.77	1.38	0.40	0.13	0.14	2.65	2.71	0.46	0.53
Direct from Vendor / Distributor	10.61	11.55	7.55	16.89	19.88	14.01	10.11	6.56	19.01	9.21	10.92	76.37	0.00	5.41	48.65	15.61	29.50	9.98	6.25	4.87	11.71	37.86	3.53
Sant's Club	3.16	2.35	4.79	0.75	0.70	0.90	3.30	4.95	0.00	7.49	2.23	0.00	5.24	0.19	0.00	3.21	6.27	2.49	5.37	6.69	0.47	0.00	0.00
Electronic Store - General	3.50	2.19	5.92	0.31	4.48	3.86	5.37	2.97	0.00	4.94	3.20	0.00	5.73	2.59	5.15	0.15	2.60	2.79	5.55	6.10	0.70	0.83	6.94
Other	9.45	10.41	7.61	12.00	9.00	8.74	7.44	12.89	4.44	7.34	9.90	3.26	8.07	1.78	15.12	16.42	2.06	15.42	3.31	7.02	7.43	4.42	15.18
Refused	0.39	0.00	0.92	0.00	0.62	0.00	0.00	0.93	0.00	0.00	0.47	0.00	0.00	0.00	1.86	0.00	0.00	0.00	0.00	0.00	3.58	0.00	0.00
Don't Know	19.44	15.28	14.43	32.43	26.65	16.92	14.15	32.09	22.14	18.86	11.35	13.15	27.74	17.88	26.97	32.27	17.53	20.56	12.58	20.35	23.88	11.64	
n	1047	350	472	225	140	454	295	128	30	385	662	4	26	112	29	118	77	203	137	107	92	89	53
<b>&lt;TV8AA&gt; What websites did you use to purchase these televisions?</b>																							
amazon.com	16.40	19.12	14.33	12.16	29.18	11.48	32.18	8.43	0.00	5.61	18.74	0.00	0.00	54.78	0.00	46.53	11.29	10.60	12.65	21.01	17.43	2.80	0.00
dell.com	13.70	16.50	6.90	20.38	27.29	5.80	6.31	15.99	81.07	17.47	12.88	0.00	0.00	45.22	0.00	10.41	4.04	37.62	0.00	1.07	2.80	10.42	
Other	35.54	33.97	41.01	27.91	72.71	35.37	22.32	43.27	18.93	42.74	33.98	0.00	0.00	9.56	100.00	26.66	75.69	69.91	30.30	28.04	13.73	9.09	8.46
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	35.27	31.59	38.41	40.21	27.29	51.29	39.19	32.31	0.00	37.59	34.77	0.00	100.00	0.00	0.00	26.80	21.29	15.46	19.43	50.96	67.77	88.12	81.12
n	83	36	27	20	4	32	29	16	2	28	55	0	1	3	1	8	7	21	15	7	6	6	5
<b>&lt;CL1&gt; What type of equipment is used to cool this facility?</b>																							
No A/C	24.82	30.00	22.26	16.33	2.55	5.47	13.63	29.04	27.10	16.49	26.11	43.70	30.31	9.09	5.98	24.23	20.91	34.92	14.60	19.40	21.89	13.12	33.84
Split system (two components/compressor separate from supply air fan)	8.58	8.55	8.31	10.00	16.67	14.04	12.43	7.19	7.96	10.17	8.34	2.34	8.63	11.87	12.14	9.65	7.95	7.39	11.34	6.73	7.05	15.45	7.90
Package systems (one component-rooftop units)	37.49	33.77	40.35	38.85	68.27	62.47	50.84	31.75	42.85	50.85	35.43	35.98	38.39	44.63	41.76	25.59	43.84	26.38	44.97	53.06	41.49	55.54	31.15
Package Terminal A/C (e.g. Hotel/Motel units)	0.88	0.79	0.93	0.97	3.87	1.96	0.83	0.86	0.04	1.03	0.85	0.00	0.15	0.91	0.00	8.68	1.16	0.94	0.98	0.83	0.29	0.46	2.27
Evaporative coolers (swamp coolers)	4.47	4.98	4.59	1.94	5.40	4.59	4.66	2.12	5.05	4.38	3.49	8.17	1.36	1.27	3.92	6.06	1.50	7.28	5.74	4.66	2.04		
Water Chiller (Central Plant)	1.45	1.65	1.17	1.94	24.77	7.23	1.25	0.86	2.09	2.40	1.30	14.89	1.13	2.31	13.76	4.85	1.23	1.19	1.84	0.99	0.91	4.49	0.82
Individual A/C/Heat Pump Units (Unitary Equip/Central A/C multiple units/single unit for small business)	9.39	8.58	9.27	13.11	8.16	10.90	9.88	9.19	9.25	7.33	9.70	1.74	8.73	11.94	3.20	8.33	9.12	8.89	11.48	7.40	7.72	15.71	8.95
Window/Wall Units	8.21	6.60	9.26	9.67	4.46	6.08	4.43	9.33	9.11	6.64	8.45	3.07	1.39	5.83	3.40	22.59	8.10	11.28	6.55	1.91	6.56	5.76	10.97
Fans	3.98	3.85	3.77	5.47	2.51	2.18	2.53	4.64	2.30	3.09	4.12	0.00	3.12	4.93	0.58	3.40	5.63	5.44	2.65	2.59	3.52	1.45	1.94
Other	2.22	2.73	1.57	3.26	6.27	3.35	2.28	2.91	3.26	2.65	2.16	4.42	3.05	1.29	6.84	1.95	2.59	2.02	2.76	1.34	2.17	10.59	0.85
Refused	0.03	0.06	0.00	0.00	0.00	0.00	0.00	0.04	0.00	0.19	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	5.83	5.41	5.81	8.50	5.42	5.13	6.62	5.87	3.26	6.55	5.72	0.00	5.27	12.64	32.89	2.77	4.32	4.20	7.90	5.81	6.08	2.51	5.19
n	7040	2497	3214	1323	399	1708	2169	2605	159	1890	5150	25	355	572	43	189	661	1463	1177	587	860	472	616
<b>&lt;CL2&gt; How would you describe the condition of the primary cooling equipment currently in use at your facility?</b>																							
Poor	5.81	5.57	5.72	6.93	5.03	4.68	6.21	5.97	3.48	7.78	5.46	1.79	13.97	4.75	8.16	4.35	7.12	6.25	4.36	8.38	6.18	1.55	2.80
Fair	21.04	21.37	21.23	19.12	21.15	22.89	22.86	20.09	23.49	22.33	20.81	17.08	27.82	16.18	6.74	14.68	16.81	20.85	20.16	23.62	23.90	36.55	20.07
Good condition	69.64	69.44	69.62	70.41	70.33	71.34	69.31	69.50	71.08	67.01	70.11	81.13	55.09	76.34	82.90	77.54	73.43	68.75	72.38	68.83	65.01	61.18	72.52
Refused	0.19	0.49	0.00	0.00	0.28	0.00	0																

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)	
<b>&lt;CL10_1&gt; What types of equipment were installed as part of the cooling retrofit?</b>																								
Split system air conditioners-2 components	12.20	10.52	13.38	12.17	10.02	13.08	12.38	13.08	3.17	13.32	11.98	13.68	7.43	25.78	5.62	12.41	10.76	13.72	13.16	3.12	10.23	15.94	5.06	
Packaged air conditioning systems-1 component	30.79	30.40	31.28	29.84	40.40	36.39	34.75	27.57	34.37	30.56	30.83	36.28	28.47	30.53	65.73	2.03	39.08	23.63	34.77	39.22	34.09	38.33	30.83	
Package Terminal A/C Hotel/Motel units	1.88	1.84	1.63	3.11	0.99	2.69	2.47	1.74	0.00	1.40	1.97	0.00	0.22	0.65	1.29	15.26	1.46	1.41	1.99	0.00	3.49	0.56	3.40	
Remote Condensing Unit	0.52	0.48	0.35	1.36	0.37	0.84	0.69	0.28	1.65	0.08	0.60	0.00	0.00	1.32	0.00	0.00	1.93	0.63	0.25	0.00	0.00	0.41	0.97	
Evaporative (swamp) coolers	3.40	5.17	2.59	1.49	0.27	1.46	3.43	4.12	0.00	3.50	3.38	0.00	7.45	0.11	0.00	0.00	8.55	3.34	0.64	5.48	8.04	0.42	0.32	
Water Chiller(s)	1.40	1.56	1.40	0.85	7.26	2.18	0.48	1.14	4.77	1.21	1.43	0.00	0.00	2.72	15.29	1.73	0.48	2.71	0.18	1.23	0.00	1.77	0.00	
Evaporative Condenser	0.43	0.15	0.51	0.91	0.00	0.64	0.37	0.48	0.00	0.63	0.39	0.00	0.36	1.31	0.00	0.00	0.92	0.51	0.00	0.00	0.66	0.67	0.43	
Cooling Tower	0.16	0.06	0.10	0.76	1.56	0.75	0.29	0.00	0.00	0.32	0.13	0.00	0.00	0.35	0.00	0.42	0.00	0.02	0.56	0.00	0.00	0.00	0.14	
Adjustable Speed Drives	0.59	1.31	0.18	0.17	3.30	1.22	0.00	0.76	0.00	0.76	0.56	25.83	0.00	0.68	0.00	0.00	6.33	0.13	0.33	0.00	0.00	0.00	0.00	
Energy Management System	1.26	0.93	0.66	4.98	9.43	4.43	0.75	0.18	7.04	2.61	1.00	0.00	2.06	0.78	1.70	1.56	0.23	1.83	0.74	1.62	0.51	0.88	2.53	
Reflective Window Film	0.11	0.00	0.00	0.95	0.00	0.00	0.00	0.19	0.00	0.00	0.13	0.00	0.00	0.00	0.00	0.00	0.00	0.34	0.00	0.00	0.00	0.00	0.00	
HVAC Controls- Bypass Timer	0.17	0.00	0.32	0.04	0.42	0.06	0.00	0.28	0.00	0.08	0.19	0.00	0.00	0.00	1.29	0.00	0.00	0.00	0.02	0.00	0.00	0.00	3.33	
HVAC Controls- Time Clock	0.04	0.08	0.00	0.07	0.00	0.10	0.12	0.00	0.00	0.00	0.05	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.04	0.00	0.00	0.91	0.00	
HVAC Controls- Set-Back Programmable Thermostat	13.57	16.47	12.46	9.47	5.40	9.15	14.71	14.08	12.07	10.46	14.18	3.78	15.28	15.78	1.70	5.21	9.09	11.00	15.07	17.03	13.52	14.17	25.18	
Thermal Energy Storage(Ice/Chilled Water Storage) System	0.02	0.00	0.03	0.00	0.00	0.00	0.06	0.00	0.00	0.00	0.02	0.00	0.53	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Individual A/C HeatPump Units (Rooftop unit, Unitary Equip, Cntrl A/C w/ multi/single units)	7.64	5.52	8.51	10.40	7.28	9.84	10.58	6.78	0.99	10.62	7.06	0.00	6.03	2.08	1.79	9.80	8.29	10.87	8.44	3.68	4.13	4.50	5.49	
Window/Wall Air-Conditioning Units	12.33	12.08	12.52	12.28	3.80	4.54	6.22	15.57	19.47	10.69	12.65	8.12	16.34	8.12	0.00	40.32	7.02	17.64	7.33	2.28	15.94	3.71	14.88	
Compressors	2.16	1.66	2.04	4.22	1.51	2.19	2.12	2.41	0.27	2.67	2.06	0.00	3.67	0.38	1.74	1.31	0.17	1.67	5.26	1.51	0.92	0.00	0.95	
Non-Programmable Thermostat	0.55	0.59	0.52	0.55	0.23	0.12	0.31	0.78	0.00	1.27	0.41	0.00	0.00	1.38	0.00	0.00	0.00	0.06	0.48	1.21	0.00	0.00	0.67	0.41
Ceiling Fan	0.04	0.00	0.00	0.33	0.00	0.00	0.00	0.97	0.00	0.24	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.12	0.00	0.00	0.00	0.00	0.00	
Shading or non-mechanical Cooling	0.01	0.00	0.00	0.11	0.00	0.00	0.05	0.00	0.00	0.05	0.02	0.00	0.00	0.25	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Air Handler	0.21	0.38	0.10	0.16	1.25	0.84	0.47	0.00	0.00	0.32	0.19	0.00	0.00	0.05	2.16	0.45	0.18	0.49	0.07	0.00	0.00	0.00	0.00	
Chiller components	0.01	0.00	0.02	0.00	0.00	0.13	0.00	0.00	0.00	0.00	0.01	0.00	0.35	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Part replacements: belts, fans, filters, pumps, refrigerant, etc.	0.16	0.11	0.24	0.03	0.27	0.78	0.37	0.00	0.00	0.54	0.09	0.00	1.69	0.23	0.00	0.00	0.00	0.00	0.27	0.00	0.00	0.14	0.78	
Water loop heat pump	0.07	0.05	0.01	0.37	0.23	0.36	0.14	0.00	0.00	0.10	0.06	0.00	0.00	0.09	0.00	0.00	0.00	0.02	0.22	0.00	0.00	0.26	0.00	
Portable cooling	0.32	0.83	0.03	0.00	0.00	0.37	0.36	0.34	0.00	0.00	0.38	0.00	0.00	0.00	0.00	1.18	0.00	0.03	1.13	0.00	0.00	0.87	0.00	
Ducting	0.02	0.00	0.03	0.00	0.00	0.06	0.00	0.00	0.00	0.00	0.02	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.32	
Heater/Furnace	0.45	1.23	0.00	0.00	0.00	0.00	0.00	0.00	6.93	0.00	0.54	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	13.35	0.00	
Other	1.36	1.24	1.28	2.07	0.94	2.14	1.79	1.23	0.00	0.45	1.54	0.00	2.01	0.41	0.00	5.93	2.42	1.45	1.43	0.90	1.15	0.75	0.00	
Refused	0.03	0.07	0.00	0.00	0.30	0.28	0.00	0.00	0.00	0.06	0.02	12.31	0.00	0.00	0.00	0.31	0.00	0.00	0.00	0.00	0.00	0.00	0.09	
Don't Know	8.12	7.27	9.80	3.34	4.78	5.40	7.05	8.93	9.27	8.13	8.11	0.00	8.13	7.02	1.70	2.09	3.03	7.98	6.92	23.92	7.34	2.58	4.04	
n	1829	641	893	295	242	735	483	337	32	690	1139	12	85	157	23	71	168	387	344	98	172	166	146	
<b>&lt;CL10_2&gt; What types of equipment were installed as part of the cooling retrofit?</b>																								
Split system air conditioners-2 components	1.29	1.08	1.57	0.79	4.86	2.85	2.73	0.45	0.00	2.90	0.98	4.31	0.00	0.22	12.72	3.97	3.72	0.35	2.10	0.17	0.90	3.40	1.02	
Packaged air conditioning systems-1 component	1.35	1.83	1.11	0.90	6.36	2.94	0.83	0.83	4.70	1.15	1.39	0.00	0.77	0.36	1.73	1.21	0.66	1.01	2.23	0.00	0.13	9.59	0.51	
Package Terminal A/C Hotel/Motel units	0.60	0.89	0.53	0.05	0.00	0.37	0.13	0.94	0.00	0.88	0.55	0.00	0.00	0.00	0.00	0.34	0.00	0.00	0.08	0.00	4.77	1.11	0.00	
Remote Condensing Unit	0.50	1.14	0.04	0.49	0.00	0.40	0.54	0.57	0.00	0.16	0.57	0.00	0.24	1.09	0.00	0.00	1.17	0.88	0.00	0.00	0.56	0.00	0.00	
Evaporative (swamp) coolers	1.15	0.15	2.14	0.07	0.00	1.02	0.38	1.69	0.00	0.12	1.35	0.00	0.00	0.74	0.00	0.00	4.17	2.35	0.04	0.54	0.00	0.00	0.10	
Water Chiller(s)	0.13	0.13	0.14	0.10	2.60	0.67	0.10	0.00	0.00	0.35	0.08	6.76	0.00	0.00	1.76	0.00	0.40	0.16	0.06	0.00	0.00	0.18	0.15	
Evaporative Condenser	0.02	0.00	0.03	0.00	0.00	0.21	0.00	0.00	0.00	0.00	0.02	0.00	0.00	0.12	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.27	0.00	
Cooling Tower	0.04	0.05	0.04	0.00	2.18	0.00	0.00	0.00	0.00	0.21	0.01	0.00	0.00	0.00	1.31	0.29	0.23	0.02	0.03	0.00	0.00	0.00	0.00	
Adjustable Speed Drives	0.69	0.06	1.27	0.15	0.70	1.07	0.16	0.95	0.00	0.31	0.76	0.00	0.00	0.12	0.44	0.00	0.18	1.80	0.32	0.00	0.00	0.00	0.00	
Energy Management System	0.57	0.71	0.50	0.41	3.72	3.04	0.74	0.00	1.03	1.66	0.36	20.22	0.24	0.81	1.14	0.49	0.25	0.51	0.76	0.00	0.37	1.89	0.19	
HVAC Controls- Bypass Timer	0.01	0.00	0.00	0.07	0.00	0.11	0.00	0.00	0.00	0.00	0.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.04	0.00	0.00	0.00	0.00	
HVAC Controls- Time Clock	0.09	0.00	0.18	0.00	0.44	0.00	0.33	0.00	0.00	0.58	0.00	0.00	0.00	0.00	1.31	0.00	0.00	0.38	0.00	0.00	0.00	0.00	0.00	
HVAC Controls- Set-Back Programmable Thermostat	6.65	5.23	7.40	7.77	9.71	8.81	8.20	5.65	5.67	9.32	6.13	9.26	11.73	18.25	1.77	2.84	9.45	3.49	3.11	11.54	8.26	22.02	4.53	
Thermal Energy Storage(Ice/Chilled Water Storage) System	0.73	1.20	0.53	0.15	0.00	0.21	0.00	1.20	0.30	0.11	0.85	0.00	0.68	0.00	0.00	0.00	0.00	0.00	3.09	0.00	0.00	0.00	0.34	
Individual A/C HeatPump Units (Rooftop unit, Unitary Equip, Cntrl A/C w/ multi/single units)	0.59	0.30	0.69	1.05	1.33	2.44	0.00	0.65	0.00	0.45	0.62	0.00	0.00	0.29	1.73	3.04	0.09	0.16	1.29	0.00	0.16	3.90	0.08	
Window/Wall Air-Conditioning Units	0.90	1.49	0.51	0.70	2.21	1.15	1.31	0.73	0.00	0.65	0.95	0.00	0.00	3.29	0.00</									

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PO&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Paints(%)	Non-EE Paints(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;CL10_3&gt; What types of equipment were installed as part of the cooling retrofit?</b>																							
Split system air conditioners-2 components	1.12	0.86	1.43	0.68	3.71	2.29	2.57	0.00	0.00	1.55	1.03	0.00	0.00	0.00	0.00	10.83	0.87	2.48	0.27	0.00	0.00	2.11	0.00
Packaged air conditioning systems-1 component	1.55	0.18	2.81	0.61	0.00	2.39	0.58	2.16	0.00	1.62	1.54	0.00	0.00	0.00	0.00	0.00	0.58	0.25	0.14	0.00	11.93	2.72	4.63
Package Terminal A/C Hotel/Motel units	0.08	0.22	0.00	0.00	0.00	0.68	0.00	0.00	0.00	0.19	0.06	0.00	0.00	0.00	0.00	0.00	0.00	0.13	0.22	0.00	0.00	0.00	0.00
Remote Condensing Unit	0.21	0.00	0.42	0.00	0.00	1.70	0.00	0.00	0.00	0.00	0.25	0.00	1.61	0.00	0.00	0.00	0.00	0.00	0.00	2.93	0.00	0.00	0.00
Evaporative (swamp) coolers	0.67	0.09	1.25	0.00	0.00	0.29	2.30	0.00	0.00	0.20	0.76	0.00	1.00	0.00	0.00	0.00	0.00	0.00	0.00	12.12	0.00	0.00	0.00
Water Chiller(s)	1.35	0.00	2.67	0.00	0.70	0.00	0.00	2.59	0.00	0.00	1.63	0.00	0.00	0.00	0.00	0.00	14.16	0.10	0.00	0.00	0.00	0.00	0.00
Evaporative Condenser	1.55	1.19	2.17	0.00	1.00	0.00	1.52	2.15	0.00	0.00	1.88	0.00	0.00	0.00	0.00	0.00	4.46	0.14	4.77	0.00	0.00	0.00	0.00
Cooling Tower	0.11	0.21	0.06	0.00	0.63	0.68	0.00	0.00	0.00	0.30	0.07	0.00	0.00	0.90	0.00	0.00	0.00	0.09	0.00	0.00	0.00	0.00	0.00
Adjustable Speed Drives	0.23	0.26	0.26	0.00	1.95	1.28	0.00	0.00	0.00	1.31	0.00	0.00	0.00	0.00	0.00	2.27	0.21	0.13	0.49	0.00	0.00	0.40	0.00
Energy Management System	0.46	0.28	0.71	0.00	1.15	2.28	0.51	0.00	0.00	0.43	0.47	0.00	0.00	0.00	0.00	0.00	0.00	0.81	0.00	0.00	0.25	2.68	0.00
Reflective Window Film	0.49	0.00	0.98	0.00	0.00	0.00	0.00	0.97	0.00	2.81	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.85	0.00	0.00	0.00	0.00	0.00
HVAC Controls- Time Clock	0.03	0.09	0.00	0.00	0.00	0.27	0.00	0.00	0.00	0.19	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.13	0.00	0.00	0.00	0.00	0.00
HVAC Controls- Set-Back Programmable Thermostat	1.35	0.82	1.62	1.93	4.19	3.64	1.22	0.81	0.00	0.92	1.45	0.00	0.00	3.07	18.18	0.00	0.00	0.41	0.32	0.00	5.51	1.66	2.00
Thermal Energy Storage(Ice/Chilled Water Storage) System	0.09	0.00	0.18	0.00	0.00	0.73	0.00	0.00	0.00	0.51	0.00	0.00	1.33	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.51	0.00
Individual A/C HeatPump Units (Rooftop unit, Unitary Equip, Centrl A/C w multi/single units)	1.70	3.97	0.38	0.00	0.80	0.67	0.53	2.84	0.00	0.99	1.85	0.00	0.00	15.34	0.00	0.00	0.00	0.65	0.36	0.00	0.00	0.00	0.00
WindowWall Air-Conditioning Units	1.55	3.79	0.22	0.00	3.02	0.00	0.00	2.84	0.00	0.00	1.89	0.00	0.00	0.00	0.00	0.00	0.00	5.41	0.48	0.00	0.00	0.00	0.00
Economizer	0.18	0.23	0.18	0.00	0.00	0.70	0.33	0.00	0.00	0.71	0.06	0.00	0.00	0.00	0.00	0.00	0.00	0.13	0.23	0.00	0.00	1.08	0.00
Non-Programmable Thermostat	0.38	0.00	0.74	0.00	0.00	1.37	0.00	0.00	0.00	0.00	0.46	0.00	0.10	0.49	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Air Handler	0.12	0.08	0.18	0.00	0.80	0.73	0.00	0.00	0.00	0.68	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.52	0.00	0.00	0.00	0.00
Part replacements: belts, fans, filters, pumps, refrigerant, etc.	0.10	0.17	0.07	0.00	0.00	0.80	0.00	0.00	0.00	0.37	0.04	22.83	0.00	0.37	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other	1.88	0.14	3.40	1.00	4.45	0.65	0.32	3.05	0.00	9.36	0.29	0.00	0.00	0.00	4.28	0.00	0.00	0.28	0.40	29.81	0.00	0.00	4.41
No Other	80.37	86.48	72.25	95.78	75.24	77.62	87.51	75.74	96.68	71.59	82.24	77.17	84.64	80.32	58.49	60.84	80.29	76.15	88.76	53.47	82.31	88.22	84.27
Don't Know	4.42	0.96	8.05	0.00	2.36	2.60	1.25	6.85	3.32	6.28	4.03	0.00	0.93	0.00	19.05	26.06	0.00	10.87	3.02	1.67	0.00	0.61	4.69
n	460	165	222	73	97	209	94	50	10	199	261	5	76	141	38	12	17	48	98	17	34	54	28
<b>&lt;CL12_1&gt; How many were installed at this facility?</b>																							
1	46.95	48.89	46.97	41.42	26.39	26.93	45.48	51.28	42.30	45.23	47.28	34.61	57.36	46.25	8.66	6.53	49.86	44.57	44.47	65.33	53.86	15.21	64.80
2	18.40	18.66	16.66	25.01	22.76	18.15	17.58	19.31	12.02	18.92	18.30	9.26	35.42	18.23	1.38	6.41	9.24	15.71	26.00	20.64	15.05	7.51	22.98
3	6.24	4.13	7.61	6.92	5.04	10.86	8.36	5.19	1.26	8.59	5.79	8.86	1.89	3.82	0.00	6.68	5.68	8.30	4.94	7.54	7.63	2.25	2.94
4	7.02	6.97	7.99	2.99	11.91	8.60	8.51	6.39	3.05	5.27	7.35	0.00	1.23	5.12	18.36	6.28	25.95	5.92	6.71	4.18	4.29	5.28	5.57
5	3.10	2.48	3.15	4.79	7.48	4.02	1.06	3.41	6.98	4.85	2.76	0.00	0.47	8.22	19.36	23.17	1.72	3.62	1.35	0.15	3.18	3.15	0.58
6 to 10	8.28	11.01	5.87	10.13	8.02	11.99	8.68	6.24	22.16	5.18	8.87	6.74	0.49	8.92	5.90	17.68	4.35	11.27	6.58	0.00	8.43	25.41	1.39
11 to 20	4.07	4.29	4.10	3.28	8.93	6.87	1.41	3.99	12.23	3.02	4.27	8.53	0.98	3.92	6.72	7.56	0.18	4.02	3.54	0.12	3.76	29.43	0.47
More than 20	5.95	3.78	7.64	5.47	9.47	12.58	8.93	4.21	0.00	8.94	5.38	32.01	2.16	5.53	39.63	25.70	3.02	6.60	6.42	2.03	3.80	11.78	1.27
n	1607	550	796	261	191	642	443	304	27	580	1027	11	76	141	17	59	156	326	304	83	155	149	130
<b>&lt;CL14_1&gt; In what year did you install the cooling equipment?</b>																							
2009	22.59	23.76	22.22	20.65	27.28	22.44	22.36	22.15	26.38	21.29	22.84	25.18	38.36	31.46	16.81	29.56	20.92	26.84	19.48	19.00	16.89	21.38	8.16
2010	24.62	25.52	23.74	25.56	16.02	23.99	21.78	26.23	25.10	21.51	25.20	0.00	13.49	24.98	6.66	7.22	26.08	18.70	31.48	32.92	25.24	29.88	29.76
2011	26.96	24.62	27.87	30.18	23.68	23.76	26.36	29.11	15.16	32.98	25.83	56.60	27.85	22.77	23.67	32.65	30.03	28.33	24.15	19.01	28.67	13.44	45.32
2012	20.56	20.34	21.87	15.77	23.60	24.28	22.71	17.91	29.79	19.83	20.69	18.22	13.03	14.63	15.42	16.42	11.87	22.43	18.71	28.66	23.77	32.42	13.95
2013	0.17	0.08	0.16	0.48	0.37	0.70	0.41	0.00	0.00	0.30	0.15	0.00	1.05	0.00	0.00	0.00	0.42	0.24	0.03	0.00	0.00	0.77	0.00
Refused	0.17	0.06	0.13	0.67	0.00	0.27	0.56	0.00	0.00	0.41	0.12	0.00	0.00	0.00	0.00	4.91	0.00	0.00	0.37	0.00	0.00	0.00	0.00
Don't Know	4.94	5.63	4.02	6.68	9.05	4.56	5.82	4.60	3.57	3.69	5.17	0.00	6.22	6.16	37.45	9.24	10.68	3.48	5.78	0.42	5.43	2.10	2.80
n	1477	484	723	264	145	549	437	309	31	479	992	8	62	120	18	61	147	301	270	86	141	158	99
<b>&lt;CL18&gt; Was the cooling equipment that you installed standard or high efficiency?</b>																							
Standard Efficiency	21.17	18.35	23.22	20.69	18.38	17.68	15.94	26.10	2.52	17.01	22.01	11.17	29.31	7.02	8.15	11.89	21.49	21.98	26.36	25.21	13.58	7.76	29.77
High Efficiency	56.21	59.73	54.20	54.71	60.85	61.11	61.89	49.99	82.88	55.48	56.36	79.57	42.20	50.07	81.73	77.96	53.23	38.95	57.93	73.42	70.22	55.89	64.45
Refused	0.13	0.08	0.00	0.81	0.00	0.34	0.39	0.00	0.00	0.00	0.16	0.00	0.00	0.00	0.00	1.39	0.00	0.00	0.43	0.00	0.00	0.00	0.00
Don't Know	22.48	21.85	22.59	23.79	20.77	20.88	21.77	23.91	14.59	27.51	21.47	9.26	28.49	42.91	10.12	8.76	25.27	21.03	20.71	24.68	21.26	10.65	28.20
n	1364	462	674	228	177	557	364	244	22	508	856	10	61	113	16	53	136	279	273	62	122	133	106
<b>&lt;CL20_1&gt; Do you recall the units for the efficiency rating?</b>																							
Energy Efficiency Ratio (EER)	13.59	2.26	17.68	27.56	20.75	19.54	21.04	10.71	0.00	8.31	14.69	59.72	5.73	6.78	0.00	14.84	2.96	30.80	7.35	16.36	1.03	34.77	3.43
Seasonal Energy Efficiency Ratio (SEER)	56.83	64.16	58.77	31.39	33.45	48.45																	



Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SCE(%)	SD&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;CL23_1&gt; What type of equipment was removed and replaced when you installed the cooling equipment?</b>																							
Split system air conditioner (two components)	8.21	7.88	9.58	3.74	3.84	7.66	9.60	8.34	3.79	11.99	7.55	0.00	1.53	12.81	0.00	13.21	9.73	10.98	7.10	2.61	7.99	7.14	1.13
Packaged AC System (one component)	19.77	22.32	17.36	22.40	36.17	29.81	26.58	14.63	22.02	23.53	19.06	10.47	15.77	25.10	22.17	2.39	28.27	12.46	22.49	31.73	24.32	14.28	23.61
Package Terminal A/C (Hotel/Motel)	2.57	1.11	3.75	2.87	0.31	2.69	1.40	3.59	0.00	0.99	2.99	0.00	2.55	0.95	0.00	7.58	0.18	3.48	2.49	0.00	4.28	0.60	3.64
Remote Condensing Unit	0.18	0.10	0.28	0.00	0.76	0.57	0.47	0.00	0.00	0.27	0.16	0.00	0.00	0.00	0.00	0.33	0.28	0.31	0.10	0.00	0.00	0.93	0.00
Evaporative Coolers	3.19	5.69	1.88	0.96	0.31	1.70	2.59	4.07	0.00	3.22	3.18	0.00	3.86	0.25	0.00	0.00	8.58	3.81	0.74	3.69	6.51	1.51	0.11
Water Chiller(s)	1.16	2.30	0.51	0.38	4.44	2.81	0.20	0.98	3.98	1.39	1.11	0.00	0.00	2.59	0.00	1.99	6.86	1.08	0.19	0.00	0.03	3.00	0.00
Evaporative Condenser	0.37	0.40	0.30	0.56	0.00	1.11	0.15	0.21	1.97	0.52	0.34	0.00	0.41	1.42	0.00	1.70	1.74	0.19	0.03	0.00	0.36	0.00	0.36
Cooling Tower	0.28	0.02	0.49	0.15	0.68	0.71	0.00	0.36	0.00	0.24	0.28	0.00	0.00	0.38	0.44	0.45	0.00	0.00	1.05	0.00	0.00	0.00	0.15
Adjustable Speed Drives	0.06	0.06	0.07	0.00	0.82	0.56	0.00	0.00	0.00	0.17	0.04	0.00	0.00	0.00	0.00	0.00	0.00	0.09	0.12	0.00	0.00	0.00	0.00
Energy Management System	0.03	0.04	0.02	0.00	1.01	0.11	0.00	0.00	0.00	0.16	0.00	0.00	0.00	0.06	0.00	0.00	0.00	0.00	0.10	0.00	0.00	0.00	0.00
HVAC Controls-Time Clock	0.24	0.09	0.41	0.00	0.00	0.00	0.13	0.36	0.00	0.00	0.29	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.93	0.00	0.00	0.94	0.00
HVAC Controls-Set-Back Programmable Thermostat	2.79	3.84	2.35	1.36	2.22	2.11	3.36	2.69	2.23	2.46	2.85	0.00	3.29	7.32	0.00	0.84	2.06	2.03	3.99	2.97	1.32	2.29	2.63
Thermal Energy Storage (Ice/Chilled Water Storage) System	0.01	0.03	0.00	0.00	0.13	0.00	0.00	0.00	0.00	0.00	0.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.05	0.00	0.00	0.00	0.00
Individual A/C or Heat Pump units (ask if split or package)	5.18	3.17	6.78	4.55	2.68	5.12	7.17	4.77	1.19	5.76	5.07	0.00	3.06	2.04	18.80	1.09	3.62	5.78	6.56	2.15	7.17	2.97	2.85
Window/Wall Air-Conditioning Units	8.25	9.02	7.00	11.27	4.06	3.86	4.79	10.02	13.22	8.08	8.29	0.00	1.22	3.50	0.00	47.77	4.86	14.76	4.46	2.91	4.47	6.04	1.44
Standard (Non-Programmable) Thermostat	5.35	6.07	4.91	4.96	3.05	3.86	7.08	4.41	9.39	6.25	5.17	4.31	3.38	3.81	0.00	2.16	1.81	7.15	2.78	9.00	4.34	2.54	13.86
Compressors	0.92	0.41	0.84	2.84	0.97	1.93	0.96	0.82	0.32	2.12	0.69	0.00	2.17	0.41	0.00	0.57	0.17	0.87	1.55	1.15	0.46	0.27	0.68
Cooling coils	0.01	0.00	0.00	0.05	0.36	0.00	0.00	0.00	0.00	0.04	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.03	0.00	0.00	0.00	0.00
Condenser fan	0.14	0.08	0.08	0.62	0.44	0.37	0.16	0.11	0.00	0.09	0.15	0.00	0.00	0.12	0.00	1.27	0.96	0.00	0.19	0.00	0.07	0.00	0.00
Water loop heat pump	0.08	0.11	0.01	0.33	0.19	0.50	0.15	0.00	0.00	0.06	0.08	0.00	0.00	0.00	0.00	0.00	0.00	0.03	0.27	0.00	0.00	0.27	0.00
Fan motor	0.16	0.04	0.30	0.00	0.00	0.49	0.48	0.00	0.00	0.53	0.09	0.00	2.55	0.00	0.00	0.00	0.00	0.02	0.00	0.00	0.48	0.00	0.64
Air handler	0.06	0.05	0.05	0.13	0.89	0.53	0.00	0.00	0.00	0.11	0.05	0.00	0.00	0.00	1.79	0.49	0.00	0.08	0.05	0.00	0.00	0.00	0.00
Pneumatic control	0.01	0.02	0.01	0.00	0.00	0.17	0.00	0.00	0.00	0.04	0.01	0.00	0.00	0.00	0.00	0.00	0.00	0.02	0.03	0.00	0.00	0.00	0.00
Ducting	0.04	0.06	0.03	0.00	0.00	0.29	0.06	0.00	0.00	0.00	0.05	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.10	0.00	0.00	0.00	0.34
Nothing was replaced, Equip was added on	24.38	25.38	23.87	23.45	25.07	20.82	20.34	26.17	29.15	19.76	25.26	85.22	41.72	15.65	24.14	5.49	18.35	21.79	24.18	30.26	25.82	32.17	38.48
Other	4.36	3.61	5.20	3.03	4.61	2.89	6.40	3.21	8.28	2.88	4.64	0.00	2.97	3.01	31.33	6.67	3.10	2.88	6.12	4.17	3.38	14.87	0.97
Refused	0.12	0.00	0.24	0.00	0.00	0.00	0.46	0.00	0.00	0.00	0.14	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.76	0.00	0.00	0.00
Don't Know	11.95	8.17	13.69	16.30	7.12	9.25	7.45	15.27	4.47	9.36	12.44	0.00	15.52	20.58	1.33	6.00	9.46	12.20	14.31	7.60	9.01	10.18	9.12
n	1667	576	876	269	214	666	444	307	30	611	1050	11	76	147	21	63	159	347	312	84	155	156	130
<b>&lt;CL24_1&gt; How would you describe the condition of cooling equipment that was removed and replaced?</b>																							
Inoperable (broken)	42.41	45.20	41.26	38.86	30.82	42.13	45.78	41.53	38.37	37.66	43.38	100.00	39.65	31.92	75.19	33.39	31.05	43.01	53.05	41.45	36.59	26.50	46.71
In Poor	31.85	27.31	34.25	35.34	36.56	34.02	32.38	29.69	45.78	35.43	31.12	0.00	16.90	29.65	20.77	27.59	34.67	32.62	20.19	32.67	48.12	59.37	32.95
Fair	13.61	17.00	11.80	11.07	20.84	14.32	9.49	16.19	5.50	9.68	14.41	0.00	30.06	12.23	4.04	9.01	16.51	16.78	14.62	5.51	8.74	8.12	1.68
Good Condition?	5.79	4.88	6.56	5.31	7.73	5.39	7.18	5.01	6.64	9.60	5.02	0.00	4.17	7.21	0.00	27.95	4.57	3.62	6.36	5.67	5.39	3.57	14.72
Refused	0.01	0.00	0.03	0.00	0.00	0.17	0.00	0.00	0.00	0.00	0.02	0.00	0.00	0.22	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	6.32	5.62	6.10	9.42	4.06	3.98	5.17	7.59	3.72	7.63	6.06	0.00	9.23	18.78	0.00	2.05	13.20	3.97	5.77	14.70	1.17	2.44	3.95
n	1719	354	568	797	107	407	354	229	22	363	756	1	50	92	12	55	116	229	207	64	108	110	75
<b>&lt;CL25_1&gt; Approximately how old was the cooling equipment that was removed and replaced by the cooling equipment we just discussed?</b>																							
Less than 5 years old	4.29	5.61	2.80	6.62	3.75	3.72	4.07	4.74	1.98	1.66	4.82	0.00	13.46	2.06	0.00	7.41	1.46	5.85	4.63	2.48	2.03	2.37	1.50
Between 5 and 10 years old	16.84	17.26	16.95	15.09	18.99	17.85	18.05	15.64	20.56	17.40	16.73	0.00	23.49	17.68	0.00	38.52	26.69	18.72	11.45	17.17	10.51	6.78	25.02
Between 10 and 20 years old	36.75	39.64	34.38	38.09	50.29	48.37	42.34	31.06	44.10	44.84	35.10	100.00	36.37	36.91	66.66	40.55	25.70	34.81	30.29	45.87	53.78	23.98	50.88
More than 20 years old	32.46	29.23	35.37	29.85	19.78	23.57	24.41	38.36	31.18	25.85	33.81	0.00	17.76	20.82	33.34	7.71	36.89	34.27	38.99	19.56	29.73	64.44	14.00
Refused	0.03	0.03	0.03	0.00	0.00	0.31	0.00	0.00	0.00	0.07	0.02	0.00	0.44	0.22	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	9.64	8.22	10.48	10.34	7.19	6.18	11.14	10.22	2.18	10.18	9.53	0.00	8.47	22.31	0.00	5.80	9.25	6.35	14.65	14.92	3.95	2.44	8.59
n	1719	354	568	797	107	407	354	229	22	363	756	1	50	92	12	55	116	229	207	64	108	110	75
<b>&lt;CL12_2&gt; Regarding the cooling equipment, How many were installed at this facility?</b>																							
1	32.17	25.88	34.44	39.39	24.20	24.39	35.09	32.17	41.15	41.43	30.06	100.00	32.62	6.72	16.11	3.14	42.16	38.22	25.38	63.39	38.91	22.65	29.82
2	23.51	23.20	24.17	20.67	15.44	9.07	29.27	25.42	11.58	11.96	26.14	0.00	59.57	56.85	9.42	3.74	4.80	18.97	39.59	16.98	10.80	2.45	38.66
3	3.88	5.79	2.89	3.41	4.24	8.54	7.42	1.21	0.00	5.94	3.43	0.00	0.09	6.30	0.00	3.55	0.84	2.99	13.36	5.15	3.54	10.24	
4	4.68	4.19	3.80	12.60	15.75	4.98	5.57	3.82	0.00	4.76	4.87	0.00	0.00	9.92	38.03	0.00	8.98	0.59	0.00	1.42	7.23	11.36	3.58
5	3.12																						

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)	
<b>&lt;CL18_2&gt; Was the cooling equipment that you installed standard or high efficiency?</b>																								
Standard Efficiency	16.03	3.23	28.89	6.49	26.62	19.62	14.68	16.84	0.00	28.75	13.30	0.00	50.00	4.47	0.00	63.63	53.74	14.03	17.06	0.00	0.00	4.81	0.00	
High Efficiency	71.32	77.96	61.19	93.52	45.92	67.32	74.08	69.54	100.00	40.37	77.95	0.00	50.00	53.64	50.41	16.95	26.08	85.57	66.49	100.00	100.00	86.15	67.75	
Don't Know	12.65	18.91	9.92	0.00	27.56	13.06	11.24	13.81	0.00	30.87	8.74	0.00	0.00	41.89	49.59	19.42	20.18	0.40	16.45	0.00	0.00	9.04	32.25	
n	116	43	54	19	28	59	16	11	2	51	65	0	2	7	3	9	13	22	23	1	6	24	6	
<b>&lt;CL20_2&gt; Do you recall the units for the efficiency rating?</b>																								
Energy Efficiency Ratio (EER)	48.67	21.68	69.94	0.00	0.00	12.70	24.14	100.00	0.00	0.00	51.74	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	7.83	0.00	100.00	41.42	0.00
Seasonal Energy Efficiency Ratio (SEER)	25.25	3.06	26.77	100.00	22.50	70.15	18.99	0.00	0.00	82.98	21.60	0.00	0.00	0.00	0.00	57.07	100.00	43.58	20.86	100.00	0.00	58.58	100.00	
Refused	12.60	39.33	0.00	0.00	0.00	0.00	56.87	0.00	0.00	0.00	13.40	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Don't Know	13.48	35.93	3.29	0.00	77.50	17.15	0.00	0.00	0.00	17.02	13.26	0.00	0.00	0.00	100.00	42.93	0.00	56.42	9.61	0.00	0.00	0.00	0.00	
n	23	7	11	5	5	13	4	1	0	6	17	0	1	0	1	2	2	2	5	1	1	1	6	2
<b>&lt;CL21_2&gt; Did you receive a rebate for the purchase of the cooling equipment?</b>																								
Yes	7.38	9.35	6.30	5.64	10.76	9.12	7.62	4.99	22.03	11.58	6.56	71.09	4.41	2.11	0.00	8.06	8.63	5.62	10.48	0.00	2.30	20.74	3.45	
No	74.41	80.96	69.07	76.26	63.87	74.10	80.07	72.64	69.22	76.54	73.99	0.00	74.83	76.20	83.17	69.78	85.49	66.81	79.22	98.77	79.81	48.20	85.27	
Don't Know	18.22	9.69	24.63	18.10	25.36	16.78	12.31	22.38	8.75	11.88	19.45	28.91	20.76	21.69	16.83	22.17	5.88	27.57	10.31	1.23	17.89	31.06	11.28	
n	366	114	183	69	52	163	91	50	10	132	234	3	14	29	8	16	42	65	70	16	29	54	20	
<b>&lt;CL23_2&gt; What type of equipment was removed and replaced when you installed the cooling equipment?</b>																								
Split system air conditioner (two components)	4.71	2.99	6.49	2.48	12.32	7.93	6.35	3.12	0.00	8.35	3.97	0.00	1.62	0.38	30.21	29.73	1.61	2.70	11.54	1.21	0.00	1.48	9.00	
Package AC System (one component)	3.36	5.80	2.02	1.26	6.54	10.68	2.23	0.00	23.48	6.62	2.70	0.00	4.25	1.13	5.87	0.00	0.84	6.00	4.25	10.02	0.85	4.00	0.96	
Package Terminal A/C (Hotel/Motel)	1.39	0.00	2.67	0.29	0.00	0.28	0.00	2.59	0.00	0.20	1.63	0.00	0.00	0.00	0.00	2.55	0.00	0.00	0.00	0.00	14.57	0.00	0.00	
Remote Condensing Unit	0.28	0.48	0.13	0.32	0.00	0.86	0.66	0.00	0.00	0.60	0.22	0.00	0.00	0.00	0.00	0.00	0.00	0.37	0.00	0.00	0.00	2.19	0.00	
Evaporative Coolers	1.65	0.72	2.71	0.00	0.00	2.16	1.64	1.81	0.00	0.00	1.98	0.00	0.00	2.34	0.00	0.00	0.00	4.59	0.20	2.93	0.00	0.00	0.00	
Water Chiller(s)	0.36	0.39	0.37	0.16	2.69	1.49	0.33	0.00	0.00	0.55	0.32	12.54	0.00	0.00	0.00	2.36	1.80	0.09	0.32	0.00	0.00	0.00	1.45	
Evaporative Condenser	0.16	0.09	0.24	0.00	0.00	1.36	0.00	0.00	0.00	0.21	0.15	0.00	0.00	0.76	0.00	0.00	0.00	0.13	0.00	0.00	0.00	0.64	0.00	
Cooling Tower	0.09	0.00	0.18	0.00	2.61	0.00	0.00	0.00	0.00	0.38	0.03	0.00	0.00	0.00	4.45	0.00	0.21	0.10	0.00	0.00	0.00	0.00	0.00	
Adjustable Speed Drives	3.77	0.15	7.19	0.59	1.95	1.13	0.00	6.85	0.00	4.16	3.69	0.00	0.00	0.36	1.48	0.00	0.00	11.50	2.86	0.00	0.00	0.00	0.00	
Energy Management System	0.84	2.21	0.00	0.00	0.00	0.00	0.00	15.34	0.00	1.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.11	0.00	
HVAC Controls-Set-Back Programmable Thermostat	4.17	2.50	4.01	10.39	6.48	8.59	3.90	3.61	0.00	2.23	4.57	0.00	7.93	1.01	0.00	0.00	11.63	1.54	1.60	2.04	14.42	2.64	8.99	
Individual A/C or Heat Pump units (ask if split or package)	2.72	0.43	3.44	7.05	1.30	3.10	4.48	2.08	0.00	1.52	2.96	0.00	0.00	1.38	0.00	0.00	9.30	0.48	1.00	0.00	6.43	8.87	0.76	
Window/Wall Air-Conditioning Units	5.45	10.06	3.09	0.73	3.15	4.45	6.84	5.68	0.00	2.28	6.10	0.00	0.00	2.13	0.00	24.52	0.52	14.03	4.29	0.00	0.00	0.98	2.85	
Standard (Non-Programmable) Thermostat	19.87	22.08	19.71	13.32	8.50	16.39	27.18	18.44	11.64	15.33	20.79	0.00	12.22	34.62	6.03	28.25	20.17	10.67	12.39	37.96	31.09	36.10	10.10	
Compressors	0.86	1.81	0.35	0.00	2.32	0.00	0.54	0.00	11.64	1.19	0.80	0.00	0.00	0.00	0.00	0.00	6.70	0.56	0.23	0.00	0.00	0.00	1.01	
Cooling coils	0.03	0.00	0.06	0.00	0.00	0.25	0.00	0.00	0.00	0.18	0.00	0.00	0.00	0.31	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Condenser fan	0.22	0.00	0.00	1.92	0.00	0.00	0.81	0.00	0.00	0.00	0.27	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2.37	0.00	0.00	
Fan motor	0.25	0.57	0.07	0.00	0.69	0.30	0.00	0.00	3.54	0.14	0.27	0.00	0.00	0.38	19.79	0.00	0.00	0.00	0.10	0.00	0.00	0.00	0.00	
Air handler	0.71	0.00	1.40	0.00	0.00	0.00	2.61	0.00	0.00	0.00	0.86	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3.13	0.00	0.00	0.00	0.00	
Pneumatic control	0.09	0.00	0.18	0.00	0.00	0.79	0.00	0.00	0.00	0.55	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.41	0.00	0.00	0.00	0.00	
Ducting	0.06	0.00	0.00	0.54	1.81	0.00	0.00	0.00	0.00	0.00	0.08	0.00	0.00	0.00	0.00	0.00	0.66	0.00	0.00	0.00	0.00	0.00	0.00	
Non-mechanical cooling	2.11	3.08	1.87	0.00	0.00	0.00	4.05	0.00	0.00	2.54	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3.54	5.12	0.00	0.00	0.00	0.00	
Economizer	0.13	0.35	0.00	0.00	0.00	0.00	0.49	0.00	0.00	0.79	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.61	0.00	
Nothing was replaced, Equip was added on	29.22	32.38	25.70	34.40	33.76	25.63	27.20	30.94	27.75	40.56	26.93	87.46	57.69	18.69	21.75	2.36	17.59	35.02	38.23	43.35	16.90	11.24	17.49	
Other	5.00	4.24	3.52	14.07	2.87	6.47	8.07	3.73	0.00	12.40	3.81	0.00	1.34	2.34	0.00	8.10	13.14	2.27	8.37	0.00	8.43	1.17	0.00	
Don't Know	12.49	9.65	14.61	12.49	13.00	8.16	6.67	17.10	6.81	1.79	14.66	0.00	14.95	34.17	10.43	2.14	15.84	6.41	8.48	2.49	4.94	18.97	47.40	
n	426	149	207	70	86	192	89	50	9	179	247	4	16	35	11	16	47	85	88	17	32	48	27	
<b>&lt;CL24_2&gt; How would you describe the condition of cooling equipment that was removed and replaced?</b>																								
Inoperable (broken)	22.50	16.92	22.88	39.45	8.50	25.65	30.22	19.56	9.15	43.37	19.23	0.00	10.38	27.61	8.68	18.60	22.90	18.00	34.41	7.30	15.22	18.47	39.78	
In Poor	40.80	51.72	35.40	30.97	52.41	31.20	27.93	46.72	69.84	33.39	41.97	100.00	6.52	59.57	56.44	34.22	31.96	40.53	21.72	44.21	50.87	72.50	12.89	
Fair	18.35	18.57	18.79	15.35	15.06	21.02	14.49	19.74	21.01	7.37	20.07	0.00	7.86	5.29	34.88	8.23	12.94	25.74	22.91	25.32	25.95	5.98	9.74	
Good Condition?	8.71	5.95	10.65	8.32	17.85	14.51	22.27	0.00	0.00	14.98	7.73	0.00	46.92	3.74	0.00	27.51	1.53	12.09	21.01	7.96	2.33	7.96		
Don't Know	9.64	6.84	12.27	5.91	6.18	7.62	5.09	13.98	0.00	0.89	11.01	0.00	28.33	3.79	0.00	11.44	18.49	14.21	8.87	2.16	0.00	0.71	29.61	
n	250	74	130	45	33	110	65	35	6	83	167	1	8	21	7	15	29	41	48	12	22	31	15	
<b>&lt;CL25_2&gt; Approximately how old was the cooling equipment that was removed and replaced by the cooling equipment we just discussed?</b>																								
Less than 5 years old	4.12	5.43	3.95	0.53	0.00	3.56	1.64	6.34	0.00	1.79	4.48	0.00	0.00	3.98	0.00	3.15	0.00	0.00	16.41	0.00	1.60	1.78	0.00	
Between 5 and 10 years old	11.82	15.03	10.72	6.43	40.58	19.74	18.21	5.86	0.00	14.24	11.43	0.00												

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;CL36&gt; Does your facility use control devices on the HVAC equipment, such as a programmable thermostat or energy management system (EMS)?</b>																							
Yes, programmable thermostat	57.50	59.59	56.01	57.00	42.98	61.27	67.38	53.60	65.64	61.16	56.87	47.78	42.46	63.01	36.65	56.09	54.71	51.04	65.80	67.64	53.76	72.46	53.85
Yes, EMS	3.05	3.28	2.61	4.20	30.40	12.94	4.44	1.22	6.41	6.00	2.53	25.50	7.33	6.02	6.75	7.62	2.60	1.09	2.92	2.44	4.08	13.51	3.04
Both	2.42	3.26	1.59	3.25	11.56	8.52	3.82	1.48	1.64	3.00	2.32	14.36	4.38	2.08	8.40	1.54	2.89	2.96	1.74	2.30	1.09	8.65	2.86
No	33.85	30.83	36.49	32.50	10.61	14.06	21.67	40.32	24.03	26.27	35.17	10.43	39.47	24.42	48.20	30.91	37.26	42.83	25.07	24.35	38.72	4.73	35.85
Other	0.08	0.01	0.15	0.00	0.00	0.15	0.00	0.11	0.00	0.00	0.09	0.00	0.00	0.00	0.00	0.00	0.03	0.24	0.02	0.00	0.00	0.00	0.00
Refused	0.17	0.31	0.10	0.00	0.00	0.00	0.13	0.21	0.00	0.33	0.14	0.00	0.51	0.00	0.00	0.00	0.00	0.00	0.10	0.57	0.00	0.00	1.48
Don't Know	2.93	2.73	3.05	3.05	4.45	3.07	2.56	3.06	2.29	3.23	2.87	1.93	5.85	4.47	0.00	3.84	2.52	1.84	4.36	2.70	2.35	0.65	2.93
n	5532	1846	2605	1081	360	1482	1746	1825	119	1589	3943	20	251	489	38	154	552	1024	1021	463	660	397	463
<b>&lt;CL38&gt; How many square feet of your facility do the control devices affect/control?</b>																							
0 to 1,500 sq ft	37.84	38.96	35.54	43.39	16.01	14.91	27.19	45.77	35.40	34.22	38.56	8.46	33.65	35.08	38.74	10.21	40.09	36.00	41.31	47.09	31.38	30.30	43.79
1,501 to 5,000 sq ft	20.81	20.21	21.02	21.99	7.93	10.35	24.35	21.60	12.53	23.36	20.31	0.00	32.03	25.28	1.15	5.69	22.75	17.98	21.30	22.69	23.67	7.00	20.83
5,001 to 10,000 sq ft	5.77	5.27	6.12	6.04	5.79	8.05	9.26	3.81	7.37	6.37	5.65	4.04	2.88	4.54	3.33	1.30	5.69	6.77	4.52	4.12	8.60	10.79	3.68
10,001 to 25,000 sq ft	4.21	4.43	4.27	3.17	5.64	12.11	5.83	2.51	5.13	5.77	3.90	0.00	6.36	1.92	5.11	5.19	5.31	6.09	3.38	0.98	4.85	6.13	3.30
25,001 to 50,000 sq ft	2.23	2.51	1.82	2.91	11.59	9.35	2.35	1.05	3.43	2.76	2.12	2.19	7.94	1.34	7.91	10.56	1.84	2.45	1.30	0.06	2.35	12.22	1.21
50,001 to 75,000 sq ft	0.75	0.86	0.63	0.86	8.55	5.22	0.62	0.19	0.30	1.15	0.67	0.00	1.11	0.28	0.00	0.35	0.69	0.52	1.23	0.04	0.90	2.55	0.30
75,001 to 100,000 sq ft	0.47	0.52	0.37	0.72	4.96	2.30	0.59	0.07	0.95	0.95	0.38	0.73	0.00	0.17	4.05	1.62	1.60	0.24	0.24	0.00	1.12	1.30	0.22
More than 100,000 sq ft (Ag area)	1.32	1.66	1.15	0.87	18.57	3.50	1.29	0.43	3.59	2.35	1.11	1.46	0.13	3.44	12.63	3.28	1.19	0.51	1.10	0.25	2.37	2.61	1.49
Don't Know	26.61	25.58	29.07	20.05	20.96	34.21	28.51	24.57	31.31	23.08	27.31	83.11	15.90	27.95	27.07	61.80	20.85	29.43	25.62	24.77	24.77	27.11	25.19
n	4378	1516	2036	826	347	1367	1440	1136	94	1340	3038	18	176	395	31	109	433	744	853	368	485	412	354
<b>&lt;CL38A&gt; Approximately what percentage of your facility's square footage do these devices affect/control?</b>																							
0 Percent	2.91	3.45	2.53	2.61	14.45	6.86	3.06	2.19	2.30	3.17	2.85	2.98	1.43	0.35	22.70	4.81	7.07	3.63	2.09	0.08	1.50	10.18	5.24
1 to 5 Percent	8.18	8.92	7.37	8.91	7.41	7.13	7.56	8.25	11.10	7.84	8.24	0.00	5.74	7.09	1.21	4.25	9.90	9.02	8.23	8.25	4.16	2.44	17.51
6 to 10 Percent	5.37	5.19	5.49	5.49	3.73	5.07	5.03	5.93	2.34	5.33	5.38	0.00	2.89	3.83	0.00	1.53	12.94	5.03	5.34	2.74	3.56	8.72	8.88
11 to 25 Percent	8.39	7.77	8.18	11.29	5.78	7.04	9.06	7.63	14.30	7.50	8.56	5.71	1.37	1.99	8.70	3.61	18.55	12.54	5.14	3.54	6.27	3.33	19.11
26 to 50 Percent	10.92	12.51	9.32	12.04	5.66	7.72	11.62	11.11	10.67	9.50	11.20	1.00	1.39	7.60	7.62	3.20	10.95	9.43	10.72	12.46	9.72	21.03	19.98
51 to 75 Percent	6.24	5.71	6.55	6.83	8.81	6.61	10.26	4.97	0.65	8.64	5.77	0.82	11.22	5.75	3.65	16.27	8.01	5.11	3.64	14.50	7.00	5.18	2.83
76 to 99 Percent	7.57	6.16	8.16	9.90	8.54	11.25	7.52	7.00	8.98	9.90	7.10	8.15	11.08	7.43	5.44	7.64	6.98	8.09	6.60	6.97	9.61	10.74	3.99
100 Percent	45.85	46.90	46.43	39.95	41.11	42.67	40.98	48.38	46.92	45.78	45.87	77.01	50.95	63.20	46.39	52.49	21.87	40.01	54.42	48.48	55.17	35.64	15.91
Refused	0.10	0.10	0.12	0.00	0.34	0.19	0.09	0.10	0.00	0.28	0.06	0.00	0.19	1.20	0.00	0.11	0.18	0.00	0.11	0.18	0.00	0.00	0.00
Don't Know	4.48	3.27	5.85	3.00	4.18	5.46	4.81	4.43	2.73	2.06	4.96	5.34	4.94	2.57	3.08	6.20	3.73	7.03	3.66	2.98	2.96	2.75	6.55
n	4287	1492	1995	800	336	1345	1407	1108	91	1323	2964	18	175	387	31	109	433	744	853	368	476	402	348
<b>&lt;CL42&gt; Do the control devices in your facility control AC, heating, or both?</b>																							
AC only	6.26	4.52	7.20	8.34	5.52	3.45	7.40	5.54	10.97	7.35	6.04	4.68	16.96	1.85	8.70	2.18	6.25	5.60	3.05	11.51	10.20	0.23	10.67
Heating Only	2.03	3.14	1.56	0.12	0.08	0.62	0.89	2.95	0.00	1.46	2.14	0.00	0.20	0.76	0.00	1.94	0.25	4.16	1.25	1.41	1.68	2.67	1.75
Both	91.07	91.93	90.41	90.83	92.95	95.66	91.26	90.87	87.26	90.76	91.13	95.32	82.20	97.38	86.40	95.88	93.50	89.11	95.39	85.48	87.49	97.10	87.30
Other	0.20	0.35	0.13	0.00	0.53	0.00	0.04	0.31	0.00	0.10	0.22	0.00	0.37	0.00	0.00	0.00	0.00	0.00	0.20	0.04	1.43	0.00	0.00
Refused	0.45	0.06	0.70	0.72	0.92	0.27	0.40	0.33	1.77	0.33	0.47	0.00	0.28	0.00	4.90	0.00	0.00	0.93	0.27	0.17	0.64	0.00	0.28
n	4378	1516	2036	826	347	1367	1440	1136	94	1340	3038	18	176	395	31	109	433	744	853	368	485	412	354
<b>&lt;CL43a&gt; When was the last time your organization had maintenance performed on your cooling equipment, such as servicing to improve performance, not repair of a broken or malfunctioning system?</b>																							
Within last 3 Months	30.88	28.18	32.44	33.17	68.88	61.96	44.17	23.12	35.62	36.49	29.81	35.52	32.92	38.46	34.89	28.86	29.76	27.82	31.99	37.57	28.88	41.26	25.53
Between 3 and 6 Months	12.75	14.52	12.06	9.83	12.85	13.22	15.40	11.60	15.19	12.91	12.72	22.97	18.85	11.90	51.56	21.22	12.34	9.25	13.80	19.80	10.24	21.13	13.36
Between 6 to 9 Months	5.01	5.89	4.50	4.24	3.37	4.74	4.20	4.93	9.72	3.92	5.22	0.00	6.17	3.47	1.50	3.06	3.80	4.32	6.27	6.40	5.97	4.55	2.83
Between 9 Months to 1 Year	10.53	10.56	10.91	8.81	3.05	5.53	9.12	11.87	6.04	11.27	10.39	22.94	12.67	9.64	4.52	9.18	11.90	12.02	11.14	9.15	8.22	6.65	8.98
Over a year ago	12.82	14.01	11.64	13.92	1.98	4.54	10.88	14.44	10.44	12.13	12.95	5.75	6.55	13.38	2.39	7.73	17.02	11.36	13.43	8.85	15.08	13.63	15.71
Never	16.60	16.21	17.39	14.52	3.31	4.83	8.07	20.78	14.38	12.05	17.47	5.28	16.05	10.55	4.42	22.83	16.59	22.95	11.67	9.52	19.44	3.13	19.15
No cooling equipment	0.04	0.10	0.01	0.00	0.19	0.23	0.00	0.05	0.00	0.02	0.05	0.00	0.00	0.02	0.00	0.08	0.02	0.03	0.00	0.36	0.00	0.00	0.04
Landlord/building owner's responsibility	0.53	0.37	0.35	1.82	0.11	0.03	0.13	0.72	0.39	0.46	0.54	0.00	0.00	0.37	0.00	0.00	0.02	0.85	0.90	0.00	0.32	0.36	0.00
Other	0.69	0.95	0.61	0.15	0.00	0.42	0.41	0.88	0.00	0.70	0.69	0.00	0.40	0.43	0.00	0.73	0.06	0.83	0.27	0.20	1.19	6.41	0.56
Refused	0.14	0.31	0.05	0.00	0.00	0.00	0.17	0.16	0.00	0.16	0.14	0.00	0.45	0.00	0.00	0.00	0.00	0.00	0.19	0.09	0.00	1.68	
Don't Know	10.00	8.89	10.04	13.55	6.27	4.51	7.44	11.48	8.24	9.88	10.02	7.55	3.95	11.78	0.71	6.31	8.51	10.58	10.53	7.98	10.56	2.88	12.16
n	6104	2145	2972	987	567	1975	1797	1658	112	2058	4036	23	318	559	46	159	575	10					

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PO&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;CL44&gt; Is your HVAC service contract part of a utility quality maintenance program?</b>																							
Yes	6.77	5.70	8.16	4.43	7.98	8.81	7.37	5.48	10.65	5.54	7.03	0.00	12.86	6.67	2.34	5.29	5.91	7.03	6.45	11.13	3.90	3.89	8.00
No	55.69	60.31	51.91	57.37	56.21	54.39	54.57	56.06	59.85	56.34	55.55	54.96	48.13	54.57	18.37	55.23	54.13	55.86	59.46	55.45	47.57	77.14	63.63
Don't Know	37.54	33.99	39.93	38.20	35.81	36.79	38.07	38.46	29.49	38.11	37.42	45.04	39.01	38.76	79.29	39.48	39.96	37.12	34.10	33.42	48.54	18.97	28.37
n	3037	7033	1477	521	374	1225	895	483	54	1063	1968	70	759	374	21	53	300	517	645	214	358	117	323
<b>&lt;CL43B&gt; Does your organization use in-house staff to maintain your cooling equipment on an on-going basis?</b>																							
Yes	38.15	38.40	38.73	34.58	85.96	73.73	48.01	33.29	51.66	44.13	37.14	76.82	45.34	26.60	81.78	67.87	44.90	41.91	29.05	38.89	34.65	81.21	32.97
No	57.70	57.13	57.36	61.34	13.05	23.62	49.04	61.96	47.51	51.27	58.79	23.18	51.01	65.03	11.07	31.69	54.03	55.00	63.68	58.13	62.42	17.05	61.56
Refused	0.35	0.47	0.28	0.24	0.00	0.00	0.56	0.34	0.00	0.35	0.35	0.00	1.43	0.22	0.00	0.00	0.00	0.00	0.09	0.25	0.83	0.19	0.52
Don't Know	3.80	4.00	3.63	3.84	1.00	2.65	2.38	4.40	0.83	4.26	3.72	0.00	2.22	8.16	7.15	0.44	1.07	3.00	7.02	2.15	2.74	1.23	3.40
n	3476	7208	1580	628	210	787	989	7360	70	1064	2352	76	170	261	26	117	310	683	533	282	473	319	286
<b>&lt;R1A&gt; Is there any refrigeration equipment present at your facility?</b>																							
Yes	67.71	68.24	66.16	72.95	77.69	76.72	78.23	64.50	64.72	76.91	66.21	90.06	92.12	79.99	97.71	88.37	62.56	63.53	63.10	97.21	64.73	84.68	52.21
No	32.05	31.32	33.74	27.05	22.31	23.28	21.77	35.32	33.55	23.09	33.52	9.94	7.88	20.02	2.29	11.63	37.45	36.09	36.39	2.79	35.27	15.33	47.79
Don't Know	0.23	0.44	0.11	0.00	0.00	0.00	0.00	0.18	1.72	0.00	0.27	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.51	0.00	0.00	0.00
n	7249	2668	3426	1755	576	2073	2099	2354	147	2255	4994	25	410	610	47	185	654	1468	1220	577	880	460	713
<b>&lt;R1B&gt; How would you characterize your refrigeration equipment: Do you have a built-up/rack-type refrigeration system (usually located in a mechanical back room), do you only have stand-alone/self-contained refrigeration units, or do you have both types of refrigeration?</b>																							
Built up rack-type	5.10	6.28	4.73	3.01	8.23	8.52	6.33	4.55	5.28	5.33	5.13	2.39	15.34	4.39	48.67	1.32	4.53	3.93	3.01	8.91	5.37	7.61	4.37
Stand alone/self contained	81.87	81.36	82.20	82.37	52.38	63.19	71.58	87.70	71.67	78.10	82.89	80.79	37.73	86.60	29.14	79.66	85.24	87.95	91.63	54.39	83.42	78.93	88.18
Both	8.11	8.20	7.64	9.80	32.85	24.54	17.77	3.06	14.03	13.04	7.78	16.83	40.57	3.35	22.19	10.77	4.21	3.94	1.53	32.25	4.31	11.47	2.32
Other	1.74	1.93	1.51	2.05	3.18	2.25	2.10	1.53	2.21	1.54	1.78	0.00	3.90	3.51	0.00	3.40	2.20	1.79	0.56	2.10	1.16	0.13	2.50
Refused	0.20	0.36	0.10	0.06	0.15	0.00	0.18	0.24	0.00	0.01	0.24	0.00	0.20	0.00	0.00	0.08	0.00	0.25	0.61	0.00	0.00	0.00	
Don't Know	2.89	1.87	3.82	2.71	3.22	1.50	2.03	2.92	6.82	1.96	3.07	0.00	2.26	2.16	0.00	4.79	3.82	2.13	2.67	2.36	5.75	1.88	2.64
n	5393	2009	2500	884	460	1627	1647	1567	104	1870	3583	19	396	507	43	167	426	1007	776	564	588	428	472
<b>&lt;R1&gt; What kinds of refrigeration equipment if any is present at your facility?</b>																							
Residential Sized Refrigerator	49.87	46.97	53.27	46.35	49.25	47.94	46.05	50.68	56.18	45.48	50.64	80.04	12.29	49.14	79.75	56.34	66.87	61.40	52.04	15.18	40.80	49.49	58.61
Mini Refrigerator (office/dorm size)	30.81	32.79	28.68	32.45	17.55	21.60	17.72	35.39	33.92	25.07	31.82	9.34	6.23	55.24	36.84	41.82	23.71	25.97	43.57	6.96	42.26	16.59	30.58
Residential Sized Freezer	6.07	5.81	5.76	8.21	8.45	7.69	8.52	5.37	3.53	5.84	6.10	11.51	7.95	4.90	16.15	16.59	7.78	6.96	3.49	9.62	4.15	3.70	2.80
Larger Standard Refrigerator (30 cubic ft or larger)	8.90	9.85	8.06	8.94	27.20	20.38	18.54	5.25	5.52	13.92	8.02	5.14	20.61	5.69	24.86	13.12	1.27	7.14	2.90	35.12	3.04	28.84	1.21
Self Contained-Vertical Case (multi shelf)	2.50	2.64	2.34	2.60	9.15	5.30	5.16	1.33	3.52	4.13	2.21	0.65	11.46	0.33	0.46	2.45	2.20	1.46	1.31	9.28	0.73	7.35	0.43
Single-deck display cases-open single-deck	2.87	3.20	2.60	2.81	13.21	7.82	6.29	1.08	6.58	5.39	2.43	0.65	19.63	0.54	2.04	8.06	0.40	1.55	0.54	11.48	1.31	4.06	0.49
Single-deck display cases-closed service case	1.18	1.37	0.96	1.39	6.64	4.04	2.96	0.36	1.50	3.13	0.84	0.65	9.91	0.16	11.86	1.89	0.05	0.12	0.12	5.84	0.87	0.42	0.00
Single-Deck display cases-island coffin/tub (shop around)	1.05	1.51	0.73	0.74	5.89	2.75	1.68	0.51	3.31	1.81	0.91	3.76	8.42	0.40	6.49	10.85	0.10	0.10	0.00	3.68	0.99	1.03	0.00
Multi-deck (vertical) display cases-open/reach-in multi-deck	0.62	0.65	0.72	0.13	5.48	1.94	1.42	0.22	0.88	1.24	0.51	0.00	5.81	0.00	0.00	0.28	0.00	0.14	0.00	2.99	0.61	0.24	0.00
Multi-deck (vertical) display cases-glass door cases	0.72	0.70	0.86	0.20	5.92	2.30	1.89	0.18	0.93	1.02	0.66	0.65	6.76	0.13	0.00	0.18	0.00	0.45	0.00	2.70	0.40	0.75	0.00
Walk-ins and Preparation areas-freezer/low temp	2.65	3.04	2.54	1.76	13.24	7.59	6.29	1.16	1.79	5.36	2.18	10.48	21.19	0.28	3.91	2.16	0.37	1.20	0.13	12.09	1.20	3.22	0.00
Walk-ins and Preparation areas-cooler/med temp	2.48	3.04	2.31	1.21	13.02	5.51	5.17	1.35	2.26	4.08	2.20	9.83	25.51	0.46	1.39	1.12	0.06	1.32	0.10	7.73	2.17	0.71	1.27
Commercial Sized Freezer	7.89	9.16	6.56	8.80	37.68	34.02	18.32	2.25	13.92	14.78	6.68	13.87	26.36	3.31	20.47	21.52	7.51	2.90	0.73	36.06	2.64	31.50	3.71
Water Cooler / Chillers	9.73	10.48	8.75	11.05	35.84	34.93	23.77	3.15	14.49	19.12	8.08	16.15	51.81	3.41	19.60	21.69	5.68	3.24	1.11	43.33	4.66	27.24	4.60
Soda Vending Machine	2.07	1.62	2.54	1.76	2.91	3.36	4.81	1.24	0.64	2.94	1.92	0.00	6.32	0.47	1.02	0.97	1.04	1.29	0.15	10.46	0.15	10.75	0.07
Ice Machine	0.47	0.55	0.38	0.57	3.22	0.97	0.82	0.33	0.00	0.35	0.49	0.00	0.00	0.46	0.30	0.00	0.78	0.38	0.75	1.02	0.03	0.11	0.29
Worktop Table Refrigerator / Freezer	0.31	0.27	0.37	0.20	0.47	0.97	0.87	0.11	0.00	0.60	0.26	0.00	0.88	0.00	0.00	0.00	0.32	0.30	0.03	0.87	0.28	0.52	0.35
None	0.73	1.01	0.56	0.41	1.24	2.16	1.33	0.31	2.45	1.31	0.62	0.00	1.87	0.46	5.98	11.82	0.05	0.20	0.69	1.93	0.17	1.29	0.00
Other	0.23	0.28	0.14	0.42	0.52	0.60	0.67	0.09	0.00	0.50	0.19	0.00	0.15	0.03	0.00	0.00	0.00	0.01	0.00	2.16	0.00	0.00	0.00
Refused	3.84	3.46	3.76	5.45	0.69	0.79	1.40	5.03	1.22	1.77	4.20	0.00	0.21	0.44	0.00	0.00	5.10	6.11	4.47	0.00	3.36	0.00	3.72
Don't Know	2.01	1.82	2.15	2.12	6.79	5.47	4.44	1.09	0.77	3.78	1.70	1.04	3.90	1.34	1.52	2.53	2.58	0.88	0.25	8.59	1.66	3.04	1.73
n	1.90	0.12	0.22	0.07	0.01	0.33	0.00	0.15	0.13	0.00	0.01	0.14	0.00	0.03	0.00	0.00	0.51	0.00	0.50	0.00	0.00	0.00	0.00
n	5847	2143	2615	1089	478	1672	1763	1818	614	1614	2121	202	241	126	0.87	1.95	0.07	0.15	1.51	1.46	3.47	4.01	2.11

\* Values are shown as percent of respondents.

\* n is the number of respondents.

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	P&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;RF_MSP1&gt; Since January 2009 have you purchased and installed any refrigeration equipment at this facility?</b>																							
Yes	26.83	27.73	24.95	30.08	40.61	29.06	30.29	23.94	13.96	26.20	27.00	36.61	31.26	26.80	62.44	31.34	20.16	21.82	15.93	35.96	12.75	18.44	20.93
No	71.18	70.00	73.16	68.52	53.40	66.73	68.09	74.11	85.74	71.27	71.15	54.97	62.14	71.99	37.56	67.66	79.50	75.76	82.93	62.73	86.97	78.37	78.41
Refused	0.00	0.01	0.00	0.00	0.21	0.00	0.00	0.00	0.00	0.02	0.00	0.00	0.00	0.00	0.00	0.15	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	2.00	2.26	1.89	1.40	5.78	4.21	1.62	1.95	0.30	2.51	1.85	8.42	6.60	1.21	0.00	0.85	0.34	2.42	1.14	1.32	0.28	3.19	0.66
n	2694	1098	1127	469	339	1065	877	367	46	1113	1581	12	383	185	38	104	160	415	167	544	146	366	174
<b>&lt;RFSP2&gt; Since January 2009, did you increase the total volume/capacity of your refrigeration equipment at this facility?</b>																							
Yes	6.10	5.67	6.05	7.88	1.64	1.64	5.10	8.62	2.16	10.22	4.90	3.23	6.87	1.36	0.00	0.00	1.30	9.43	4.44	5.60	8.58	2.67	3.55
No	92.26	93.69	91.72	89.00	91.98	94.71	93.33	90.18	96.64	88.74	93.29	96.77	90.24	96.59	100.00	98.31	98.20	90.45	91.22	92.76	89.28	94.64	94.45
Refused	0.01	0.01	0.00	0.00	0.34	0.00	0.00	0.00	0.00	0.03	0.00	0.00	0.00	0.00	0.00	0.22	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	1.63	0.64	2.23	3.12	6.03	3.65	1.57	1.20	1.20	1.01	1.81	0.00	2.89	2.05	0.00	1.47	0.50	0.12	4.34	1.63	2.14	2.69	2.00
n	1880	744	828	308	202	757	619	267	35	777	1103	8	253	122	16	53	114	298	131	347	117	293	128
<b>&lt;R7&gt; What types of refrigeration measures were installed?</b>																							
Residential Refrigerator	18.10	16.96	19.63	17.45	18.59	18.19	17.47	17.75	32.21	10.12	20.32	15.12	5.01	29.57	41.89	45.82	8.51	34.69	61.32	5.95	41.08	14.40	25.67
Night covers for display cases	1.26	1.68	0.47	2.11	0.56	1.61	2.30	0.00	0.00	3.63	0.59	0.00	6.34	0.79	0.00	0.56	0.00	0.00	0.00	1.05	0.00	0.00	0.00
Strip Curtains	0.13	0.25	0.03	0.00	0.44	1.21	0.00	0.00	0.00	0.59	0.00	0.00	0.46	0.00	0.00	0.44	0.00	0.00	0.00	0.14	0.00	0.00	0.00
Glass doors on vertical open display cas	3.96	5.15	2.75	3.51	2.92	1.98	5.76	2.58	0.00	3.89	3.98	0.00	8.90	1.13	1.62	0.00	0.00	2.16	1.11	3.67	19.52	4.45	0.00
Reach in display cases	4.73	4.05	4.69	7.15	15.15	9.51	4.83	2.90	0.00	7.92	3.85	0.00	12.33	1.72	0.40	4.76	0.00	0.51	0.00	5.34	13.73	2.21	0.00
Main door cooler/freezer door gaskets	1.76	0.88	2.57	2.31	2.93	2.68	1.58	1.78	0.00	2.25	1.62	0.00	1.12	2.27	0.00	0.44	0.00	0.55	0.00	3.16	0.83	0.00	0.00
Auto closers for coolers/freezers	1.00	0.89	0.62	2.46	1.06	1.97	1.65	0.00	0.00	1.05	0.99	0.00	0.39	0.00	0.00	1.22	0.00	1.99	0.00	1.16	0.83	0.00	0.00
Anti-sweat heat controllers	0.12	0.12	0.00	0.46	2.47	0.46	0.00	0.00	0.00	0.26	0.08	0.00	0.37	0.00	0.00	0.80	0.00	0.00	0.00	0.00	1.16	0.00	0.00
Insulate bare suction pipes	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Multiplex compressor systems	5.33	5.25	4.92	6.80	4.43	6.51	7.03	2.58	9.13	6.57	4.99	79.16	9.67	2.01	0.40	4.60	27.01	0.23	0.00	4.59	0.83	2.63	23.28
Condensers	5.96	7.08	5.06	4.86	8.30	13.63	3.99	5.21	20.45	5.62	6.06	0.00	12.94	3.39	11.71	11.35	2.27	3.17	4.47	5.15	0.83	19.13	7.33
Floating head pressure controllers	0.04	0.10	0.00	0.00	1.41	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.37	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Evaporative fan coolers	2.38	3.06	1.67	2.15	9.48	9.41	2.16	0.17	3.70	4.62	1.75	0.00	3.80	5.57	0.40	1.78	2.30	0.65	0.00	2.81	0.83	1.49	6.42
Vending machine controllers	1.72	1.88	0.06	5.97	1.84	0.55	1.02	3.02	0.00	2.41	1.53	0.00	0.00	0.00	0.00	0.00	1.98	2.14	0.00	0.00	2.74	0.83	0.00
Under Counter Refrigerator	3.13	2.26	4.73	1.42	0.82	3.23	4.83	1.40	0.00	2.87	3.21	0.00	3.03	0.44	0.40	2.07	0.00	0.00	0.00	5.34	8.07	0.00	0.00
Walk-in Refrigerator / Freezer	7.88	10.32	6.02	5.17	11.67	9.69	6.51	9.44	0.00	7.72	7.93	0.00	8.76	3.64	5.12	9.11	3.29	7.79	0.66	8.61	2.31	17.95	12.93
Upright Refrigerator / Freezer	25.36	27.20	25.10	20.02	13.03	16.37	25.49	28.75	22.10	23.47	25.89	0.00	16.68	38.19	4.82	7.73	19.86	25.67	33.89	30.65	8.11	34.24	2.42
Other	28.43	28.50	27.63	30.46	27.16	24.93	25.61	33.91	16.11	30.41	27.87	5.72	31.19	19.60	38.08	22.45	38.31	25.75	38.69	30.39	8.54	14.96	32.35
Refused	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	4.42	3.25	6.36	2.72	9.47	3.71	4.65	4.24	0.00	4.55	4.39	0.00	7.42	1.98	14.74	1.36	3.21	0.31	0.00	6.47	0.25	3.40	0.56
n	821	356	304	161	141	311	258	100	11	338	483	4	135	63	22	51	46	177	38	197	29	73	46
<b>&lt;R18&gt; Does your organization have plans to install high efficiency refrigeration equipment within the next year?</b>																							
Yes	6.13	7.01	4.96	7.43	9.51	7.12	7.61	5.08	3.75	9.12	5.43	0.00	13.65	3.05	19.70	1.57	5.75	5.56	1.56	7.95	3.68	3.51	4.07
No	90.79	90.03	91.89	89.31	82.82	84.99	89.20	92.68	93.88	85.08	92.12	100.00	80.05	92.63	76.12	96.31	93.07	91.60	97.23	88.29	94.10	93.47	94.42
Refused	0.00	0.01	0.00	0.00	0.21	0.00	0.00	0.00	0.00	0.02	0.00	0.00	0.00	0.00	0.00	0.14	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	3.08	2.95	3.15	3.26	7.47	7.88	3.19	2.24	2.37	5.79	2.45	0.00	6.30	4.33	4.18	1.99	1.19	2.83	1.21	3.76	2.22	3.02	1.51
n	2979	1175	1285	519	339	1093	970	521	56	1146	1833	12	392	209	38	108	188	499	215	546	178	375	219
<b>&lt;G1&gt; Which of the following natural gas equipment is present at this facility?</b>																							
Water Heater	42.33	42.58	43.81	34.42	54.26	58.19	51.73	38.09	50.00	45.17	41.89	36.39	46.55	43.63	65.61	61.66	42.82	48.32	33.40	63.29	28.97	72.26	28.60
Furnace	18.78	21.34	18.32	10.80	20.60	21.25	18.83	17.55	31.32	18.73	18.70	13.21	21.99	18.74	24.08	24.02	21.01	15.84	18.57	17.01	33.29	10.35	
Boiler	5.59	5.74	5.24	6.63	41.34	25.20	7.63	3.03	11.47	7.54	5.29	34.52	5.59	7.11	28.36	18.60	6.16	6.26	3.93	9.31	2.40	16.12	1.60
Stove	12.98	11.81	14.32	11.31	20.56	21.83	19.78	10.30	15.70	17.07	12.34	22.08	13.15	7.45	23.49	31.52	3.95	17.81	4.18	46.85	1.99	39.05	2.97
Clothes Dryer	7.69	4.61	10.31	7.69	7.83	10.64	7.02	7.72	7.64	6.26	7.92	23.13	1.28	7.68	13.11	38.18	2.16	15.87	1.73	1.68	2.11	13.48	3.17
Heater	1.45	2.15	1.07	0.48	2.44	1.40	0.72	1.46	3.62	1.22	1.49	0.00	1.29	1.72	0.00	0.18	2.63	1.58	1.04	0.37	1.62	0.48	2.09
Oven	0.76	0.79	0.73	0.79	3.36	1.75	1.94	0.28	1.60	1.71	0.61	8.54	1.66	0.00	0.60	0.31	0.79	0.20	0.02	7.33	0.04	0.93	0.02
Fireplace	0.14	0.07	0.19	0.18	0.00	0.13	0.29	0.11	0.00	0.14	0.14	0.00	0.00	0.11	0.00	0.87	0.00	0.28	0.00	0.40	0.00	0.00	0.00
HVAC equipment	1.17	1.66	0.98	0.07	0.58	0.76	0.62	1.33	1.37	0.81	1.22	0.00	0.05	0.31	0.00	0.00	1.66	0.97	2.00	0.18	1.58	0.60	0.99
Paint booth	0.03	0.03	0.02	0.09	0.00	0.19	0.13	0.00	0.00	0.16	0.01	0.00	0.00	0.00	0.00	0.00	0.13	0.04	0.00	0.00	0.00	0.00	0.00
Generator / Cogen Equipment	0.06	0.06	0.05	0.07	0.88	0.25	0.10	0.02	0.10	0.17	0.04	0.00	0.00	0.13	0.00	0.00	0.20	0.07	0.07	0.00	0.00	0.00	0.00
Washing Machine	0.06	0.00	0.09	0.11	0.00	0.04	0.12	0.05	0.00	0.01	0.06	0.00											

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	PG&E(%)	SC&E(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;NG1&gt; Who is your natural gas provider?</b>																							
PG&E	37.58	82.21	3.62	3.04	32.99	34.29	38.05	35.32	57.96	32.41	38.41	29.14	38.09	40.62	19.97	31.95	42.22	30.22	42.37	37.16	44.10	41.36	52.10
SoCalGas	35.01	5.05	67.30	3.98	36.31	33.62	33.43	38.22	13.57	39.14	34.34	14.29	27.05	28.94	45.81	34.55	30.96	43.89	32.79	31.27	27.91	26.57	22.25
SDG&E	8.03	0.53	1.90	81.31	11.81	11.59	9.37	6.94	10.14	9.35	7.82	6.01	10.40	8.74	10.07	7.83	9.79	7.30	9.50	10.55	5.62	5.56	4.99
The Gas Co.	3.03	0.48	5.75	0.56	2.56	1.70	2.82	3.58	0.00	3.84	2.90	0.00	3.71	2.61	0.46	3.83	0.83	4.38	3.11	4.03	0.54	0.48	1.10
Propane	0.66	1.20	0.16	0.78	0.00	0.16	0.62	0.81	0.00	0.30	0.72	0.00	0.24	0.00	0.00	0.87	0.34	0.53	0.15	1.62	0.70	6.62	0.00
Tiger Natural Gas	0.34	0.74	0.02	0.19	0.52	0.91	0.62	0.21	0.26	0.68	0.29	0.00	0.54	0.35	0.00	0.51	0.00	0.29	0.20	1.17	0.14	1.20	0.00
Southwest Gas	0.83	0.01	1.71	0.00	0.22	1.06	0.36	1.09	0.00	0.80	0.83	0.00	0.00	0.00	0.62	0.29	0.06	1.17	0.79	0.21	1.76	1.24	0.00
Sempra Energy	0.39	0.00	0.75	0.33	0.31	0.40	0.46	0.41	0.00	0.58	0.36	0.00	0.00	0.17	0.00	2.57	1.67	0.37	0.26	0.29	0.00	0.29	0.08
SPURR	0.20	0.46	0.00	0.00	0.16	0.78	0.07	0.00	1.86	0.17	0.21	0.00	0.00	0.00	0.00	0.00	0.00	0.05	0.06	0.00	0.00	7.55	0.00
Other	5.01	4.29	6.29	1.35	5.59	4.47	4.38	4.93	7.81	4.17	5.15	46.37	4.50	7.66	8.37	6.93	2.53	5.03	3.73	5.33	6.22	4.52	4.58
Refused	0.09	0.01	0.14	0.22	0.00	0.15	0.13	0.08	0.00	0.10	0.09	2.56	0.58	0.00	0.00	0.00	0.00	0.04	0.02	0.00	0.46	0.00	0.00
Don't Know	8.83	5.00	12.37	8.26	9.53	10.88	9.68	8.40	8.41	8.47	8.89	1.62	14.89	10.91	14.69	10.69	11.60	6.73	7.03	8.39	12.55	4.61	14.90
n	4544	1720	2049	775	352	1339	1439	1299	115	1357	3187	20	212	367	41	166	451	962	716	474	414	414	307
<b>&lt;MSP1&gt; Since January 2009 have you purchased and installed any natural gas equipment at this facility?</b>																							
Yes	13.93	11.37	16.18	14.18	16.64	17.59	13.94	14.02	10.27	15.48	13.68	19.43	16.99	8.31	15.09	20.44	8.58	20.43	7.01	20.01	5.01	19.80	6.24
No	84.15	87.27	81.55	82.98	78.80	79.75	83.55	84.41	87.53	82.23	84.46	80.57	80.90	90.42	71.90	79.30	88.23	78.49	91.02	78.53	90.83	78.64	91.57
Refused	0.13	0.04	0.25	0.00	0.00	0.00	0.13	0.17	0.00	0.10	0.14	0.00	0.58	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.05	0.00	0.00
Don't Know	1.79	1.32	2.02	2.84	4.56	2.67	2.37	1.40	2.20	2.19	1.72	0.00	1.54	1.26	13.02	0.26	3.19	1.09	1.97	1.46	3.11	1.56	2.19
n	4544	1720	2049	775	352	1339	1439	1299	115	1357	3187	20	212	367	41	166	451	962	716	474	414	414	307
<b>&lt;GG1&gt; Are greenhouses present at your facility?</b>																							
Yes	0.65	0.98	0.41	0.48	1.78	1.46	0.88	0.41	2.06	0.93	0.60	6.70	0.10	1.50	0.45	1.69	1.53	0.58	0.22	0.00	0.63	5.74	0.19
No	98.89	98.42	99.18	99.44	97.72	97.69	98.27	99.23	97.94	98.39	98.97	93.30	99.03	97.27	88.99	97.86	97.38	99.19	99.54	99.56	98.68	93.84	99.81
Refused	0.01	0.00	0.02	0.00	0.00	0.00	0.04	0.00	0.00	0.06	0.00	0.00	0.33	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	0.45	0.60	0.40	0.09	0.50	0.85	0.80	0.37	0.00	0.61	0.42	0.00	0.54	1.23	10.56	0.44	1.09	0.23	0.23	0.44	0.69	0.43	0.00
n	7040	2497	3214	1329	399	1708	2169	2605	159	1890	5150	25	355	572	43	189	661	1483	1177	587	860	472	616
<b>&lt;GG1A&gt; How many square feet of greenhouses do you have at your facility?</b>																							
0 to 1,500 sq ft	49.07	55.67	40.70	29.19	77.54	68.40	54.42	57.02	10.67	70.12	44.05	94.56	100.00	91.81	100.00	100.00	6.84	41.82	18.72	0.00	44.51	75.56	44.68
1,501 to 5,000 sq ft	22.77	31.12	3.63	31.43	0.00	14.88	18.17	4.43	78.49	11.56	25.44	0.00	0.00	8.19	0.00	0.00	93.16	0.00	5.70	0.00	35.46	13.02	0.00
5,001 to 10,000 sq ft	3.24	1.00	0.00	34.09	0.00	7.11	2.21	0.00	10.85	14.33	0.59	0.00	0.00	0.00	0.00	0.00	0.00	1.92	0.00	0.00	15.16	1.03	23.19
75,001 to 100,000 sq ft	0.47	0.76	0.00	0.00	0.00	5.46	0.00	0.00	0.00	0.00	0.59	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6.99	0.00	0.00	0.00
More than 100,000 sq ft (Ag area)	4.64	0.00	15.23	0.00	0.00	0.00	0.00	10.55	0.00	0.00	5.75	0.00	0.00	0.00	0.00	0.00	0.00	0.00	68.59	0.00	0.00	0.00	0.00
Don't Know	19.81	11.44	40.44	5.30	22.46	4.15	25.19	28.00	0.00	3.98	23.59	5.44	0.00	0.00	0.00	0.00	0.00	56.25	0.00	0.00	4.87	10.38	32.13
n	87	58	75	14	8	38	27	10	4	41	46	5	1	7	1	2	4	11	4	0	8	47	3
<b>&lt;GG1A1&gt; If you don't know, would you say that the square feet for the greenhouse is...</b>																							
Less than 1500 sq ft	90.81	75.36	100.00	81.49	0.00	100.00	80.19	100.00	0.00	90.17	90.84	0.00	0.00	0.00	0.00	0.00	0.00	97.45	0.00	0.00	0.00	100.00	0.00
Between 1500 and 5000 sq ft	5.50	15.38	0.00	0.00	85.17	0.00	9.91	0.00	0.00	0.00	5.72	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2.55	0.00	0.00	100.00	0.00
Between 500 and 10,000 sq ft	0.38	0.00	0.00	18.51	14.83	0.00	0.00	0.00	0.00	9.83	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Don't Know	3.31	9.26	0.00	0.00	0.00	0.00	9.91	0.00	0.00	0.00	3.44	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00
n	10	7	1	2	2	2	5	1	0	4	6	1	0	0	0	0	0	3	0	0	1	4	1
<b>&lt;M1A&gt; Do you currently have any motors installed in your facility?</b>																							
Yes	24.62	25.84	22.96	27.54	74.33	47.60	31.36	21.05	23.13	30.07	23.78	36.38	26.40	24.16	47.25	31.38	56.16	28.54	10.59	27.18	17.37	30.02	22.87
No	73.95	72.90	75.44	71.10	23.60	49.64	66.51	77.72	76.30	68.29	74.82	61.61	71.52	73.00	50.67	67.13	41.38	70.32	88.56	70.54	81.57	67.71	75.46
Refused	0.03	0.04	0.02	0.06	0.18	0.40	0.06	0.00	0.00	0.07	0.03	0.00	0.49	0.03	0.00	0.00	0.00	0.01	0.00	0.00	0.14	0.14	0.00
Don't Know	1.40	1.22	1.57	1.29	1.89	2.36	2.07	1.22	0.57	1.57	1.37	2.01	1.59	2.81	2.08	1.49	2.47	1.14	0.86	2.28	0.96	2.13	1.67
n	7039	2497	3213	1329	398	1708	2169	2605	159	1890	5149	25	355	572	43	189	660	1483	1177	587	860	472	616
<b>&lt;M2&gt; How many motors are currently installed at your facility?</b>																							
1 to 5	64.16	63.88	64.33	64.56	11.88	35.70	62.36	72.12	47.97	58.59	65.25	42.13	47.34	77.85	36.09	64.10	35.26	70.76	68.25	71.26	76.47	41.21	64.58
6 to 10	14.86	16.87	13.24	13.75	9.84	15.04	15.72	14.75	14.30	14.23	14.90	20.58	21.52	15.86	3.45	5.31	18.95	13.30	12.58	14.14	11.85	7.49	24.72
11 to 20	8.64	7.22	9.92	8.99	13.49	13.48	11.84	6.20	12.28	9.27	8.52	7.96	11.55	3.03	7.31	13.04	16.46	7.33	8.29	9.53	5.58	12.86	3.39
21 to 50	4.86	4.77	4.79	5.50	20.46	18.42	4.03	2.60	7.71	7.80	4.29	0.00	0.85	1.60	12.99	6.36	13.40	2.05	7.60	1.53	2.83	28.81	1.91
51 to 100	2.53	2.17	2.97	2.20	13.40	6.34	1.61	1.65	6.13	4.39	2.17	20.88	4.21	1.18	19.55	1.90	4.58	2.55	0.56	0.08	1.27	4.91	3.28
101 to 200	1.60	1.98	1.10	2.10	8.47	2.98	1.25	0.58	9.15	1.49	1.62	0.00	0.39	0.00	9.02	2.02	7.93	0.49	0.38	0.00	0.09	1.36	0.49
201 to 500	0.50	0.81	0.44	0.37	7.97	1.17	0.60	0.00	1.24	0.93	0.42	0.00	0.57	0.11	1.90	1.85	1.45	0.21	0.20	0.95	0.07	0.41	0.46
501 to 1000	0.1																						

Commercial Saturation Survey and Market Share Tracking Phone Survey Findings

	ALL	P&E(%)	SCE(%)	SDG&E(%)	Large(%)	Medium(%)	Small(%)	Very Small(%)	Unknown(%)	EE Parts(%)	Non-EE Parts(%)	College(%)	Food/Liquor(%)	Health Care(%)	Health Care - Hospital(%)	Hotel(%)	Industrial(%)	Misc(%)	Office(%)	Restaurant(%)	Retail(%)	School(%)	Warehouse(%)
<b>&lt;M1&gt; What two or three applications account for most of the motor energy used in your facility?</b>																							
Elevator	6.95	7.32	6.15	8.65	18.26	13.07	7.26	4.77	15.76	8.99	6.55	10.46	0.77	13.38	41.53	21.63	0.75	6.79	18.86	0.55	5.84	10.84	6.80
Pumping	21.03	19.72	22.43	20.44	31.05	24.98	18.48	19.04	43.96	19.97	21.24	16.06	23.18	21.07	34.73	55.44	17.32	25.08	31.65	8.41	8.83	45.81	9.07
Fans/Blowers	19.35	20.78	16.47	25.20	28.02	26.93	24.95	14.89	28.64	24.34	18.37	31.11	17.56	11.92	20.71	16.43	15.68	15.86	24.84	48.02	16.44	42.99	9.30
Compressed Air	35.51	37.20	34.21	34.31	28.75	26.08	26.96	41.36	25.86	37.45	35.13	8.46	26.69	49.44	20.38	4.22	32.88	43.76	26.12	16.48	33.24	6.60	42.00
Materials handling (conveyor belts)	4.94	4.98	5.28	3.52	17.04	8.98	5.79	2.96	11.79	4.76	4.98	0.00	0.89	4.26	2.23	0.42	11.40	1.37	6.78	1.59	9.87	1.03	10.60
Production process machinery	20.65	22.10	20.86	14.54	26.75	18.37	18.76	22.09	13.86	17.62	21.25	2.77	6.24	6.37	1.28	0.22	54.13	15.62	5.98	9.73	19.86	0.53	37.00
Ventilation/HVAC	12.32	12.11	11.31	17.02	36.02	25.07	15.20	7.82	20.45	20.86	10.65	37.18	18.91	9.73	29.72	16.51	6.55	10.94	17.20	19.88	14.04	31.72	6.19
Boiler fans	1.92	2.20	1.56	2.25	6.14	4.14	2.15	0.43	12.14	2.23	1.86	6.82	1.40	8.39	9.53	5.28	1.00	1.16	3.94	0.60	2.49	1.71	0.28
Power / Generators	2.90	3.63	2.37	2.21	5.02	4.38	3.03	2.77	0.75	2.19	3.03	0.00	1.79	4.48	24.84	2.21	2.89	3.25	1.86	2.11	3.55	1.68	0.24
Film Projector, Popcorn Maker	0.08	0.01	0.00	0.67	0.00	0.16	0.00	0.12	0.00	0.04	0.09	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.21	0.00	0.00	0.00	0.00
Washer and Dryer	1.01	0.78	1.36	0.50	0.22	0.73	1.25	1.07	0.00	0.26	1.15	0.00	1.90	0.00	0.00	6.24	0.22	1.88	0.00	0.94	0.00	0.00	0.21
Lab Equipment	0.51	0.40	0.66	0.37	0.88	0.53	0.11	0.71	0.00	0.03	0.81	0.00	0.00	8.84	0.95	0.00	0.04	0.00	0.00	0.00	0.00	0.00	0.00
Pool / Spa / Jacuzzi	0.62	0.38	1.00	0.04	0.13	0.06	0.24	0.92	0.00	0.53	0.63	0.00	0.00	0.00	0.00	0.30	0.00	0.94	2.83	0.00	0.00	0.16	0.00
Refrigeration	1.67	1.94	1.36	1.83	3.11	2.22	4.32	0.61	0.00	3.64	1.28	0.00	11.11	0.60	0.00	0.00	2.02	0.02	1.21	9.47	0.00	1.33	1.52
Gate / Garage opener	2.48	1.55	3.14	3.37	0.17	0.48	2.45	3.08	0.00	1.03	2.77	0.00	0.00	0.45	0.00	0.00	0.22	4.88	0.15	0.00	0.00	0.00	7.73
Other	6.12	7.89	3.65	9.12	4.66	6.46	6.16	6.19	5.36	5.72	6.19	27.76	3.42	6.53	1.74	12.47	6.27	6.76	3.30	5.10	9.06	4.00	1.95
Refused	0.03	0.01	0.00	0.27	0.13	0.00	0.13	0.00	0.00	0.02	0.04	0.00	0.00	0.00	0.00	0.22	0.00	0.00	0.00	0.37	0.00	0.00	0.00
Don't Know	1.88	1.91	2.27	0.24	0.53	1.64	2.02	2.08	0.00	1.69	1.91	0.00	1.53	0.09	0.00	3.17	1.36	0.92	4.22	0.84	5.22	1.23	3.86
n	2406	905	1024	477	309	847	668	538	46	711	1635	11	105	195	35	91	449	518	262	166	183	204	187
<b>&lt;COMP1&gt; Since January 2009 have you purchased and installed any computers or laptops at this facility?</b>																							
Yes	48.53	50.31	45.71	54.56	65.63	64.38	54.90	45.83	48.04	52.19	47.83	85.95	42.77	60.74	42.02	61.55	55.02	38.84	60.06	39.57	45.76	65.50	55.30
No	49.34	47.67	52.08	43.21	23.89	29.81	43.03	50.71	44.42	50.74	6.31	55.59	37.14	55.85	37.14	43.98	58.72	36.93	59.48	52.83	25.30	43.50	43.50
Refused	0.01	0.01	0.02	0.00	0.36	0.09	0.04	0.00	0.00	0.05	0.01	0.00	0.28	0.01	0.00	0.00	0.00	0.00	0.01	0.00	0.02	0.00	0.00
Don't Know	2.12	2.00	2.19	2.23	10.13	5.72	2.04	1.94	1.25	3.34	1.92	7.74	1.35	2.11	2.13	1.32	1.10	2.43	2.98	0.95	1.39	6.20	1.20
n	7286	2674	3436	1176	576	2079	2111	2373	147	2261	5025	26	411	616	48	188	657	1476	1222	577	887	463	715
<b>&lt;COMP2&gt; How many computers or laptops were purchased and installed at this facility?</b>																							
1 to 5	71.64	69.36	73.76	71.62	11.47	29.56	59.76	81.00	54.53	68.31	72.23	1.86	96.06	64.31	2.03	68.60	61.96	76.72	64.77	92.37	80.55	19.50	74.45
6 to 10	11.71	12.01	11.53	11.32	11.95	14.38	14.86	10.64	9.84	11.00	11.83	21.50	1.28	20.12	11.00	6.88	16.93	8.66	15.03	7.15	10.63	2.86	10.36
11 to 20	6.24	7.17	5.28	6.59	13.36	12.60	10.90	3.77	10.37	6.98	6.10	1.86	1.43	6.25	16.27	10.48	6.96	6.54	0.28	3.87	7.62	5.43	
21 to 50	3.64	4.42	3.16	2.65	14.18	16.05	6.41	1.11	9.89	3.93	3.58	44.66	0.89	2.73	33.89	3.86	5.31	2.01	4.36	0.00	2.05	24.13	4.02
51 to 100	1.94	2.16	1.32	3.53	19.16	11.19	2.43	0.28	8.35	3.27	1.70	13.64	0.00	1.19	8.28	1.15	1.65	1.02	3.08	0.00	0.39	20.21	1.38
101 to 200	0.31	0.34	0.32	0.19	4.91	1.80	0.31	0.07	1.00	0.57	0.26	1.69	0.00	0.04	17.07	0.17	0.91	0.08	0.25	0.00	0.04	4.17	0.06
201 to 500	0.03	0.01	0.02	0.11	1.53	0.24	0.00	0.00	0.00	0.10	0.01	0.00	0.00	0.00	3.43	0.00	0.04	0.00	0.03	0.00	0.00	0.34	0.00
Refused	0.19	0.40	0.05	0.03	0.69	0.18	0.10	0.24	0.00	0.09	0.21	3.44	0.00	0.00	0.00	0.11	0.00	0.04	0.06	0.00	0.00	6.98	0.00
Don't Know	4.31	4.14	4.57	3.96	22.76	14.00	5.22	2.89	6.01	5.75	4.06	11.36	0.34	3.94	18.05	2.96	2.74	4.51	5.89	0.21	2.68	14.19	4.31
n	4237	1573	1977	687	399	1371	1250	1143	74	1416	2821	21	180	389	34	117	464	753	765	238	476	342	458
<b>&lt;OT2&gt; Besides what we have already covered, since January 2009, have you added or replaced any other equipment that is expected to significantly affect overall energy consumption?</b>																							
Yes	8.61	9.36	7.96	8.71	18.78	10.57	8.25	8.23	11.62	9.44	8.49	21.92	6.62	9.43	11.64	9.42	12.45	9.83	10.03	5.77	5.47	5.91	4.53
No	90.61	89.72	91.35	90.64	77.04	86.69	90.45	91.28	87.58	89.89	90.72	78.08	90.48	89.19	80.88	90.01	86.90	89.62	89.31	93.51	94.04	88.70	94.96
Refused	0.03	0.04	0.02	0.00	0.18	0.40	0.04	0.00	0.00	0.07	0.02	0.00	0.33	0.03	0.00	0.00	0.03	0.00	0.00	0.00	0.10	0.00	0.00
Don't Know	0.75	0.88	0.67	0.65	3.99	2.33	1.25	0.49	0.80	0.59	0.78	0.00	2.57	1.35	7.49	0.58	0.62	0.55	0.66	0.72	0.39	5.40	0.50
n	7039	2497	3213	1329	398	1708	2169	2605	159	1890	5149	25	355	572	43	189	660	1483	1177	587	860	472	616
<b>&lt;OT5&gt; Please describe the type of equipment that was installed?</b>																							
Computers / Servers	9.42	9.45	9.65	8.29	7.05	10.95	8.65	7.39	27.83	5.50	10.09	0.00	0.00	11.82	36.09	0.74	3.01	9.92	15.43	0.41	5.70	16.83	5.09
Office Equipment (copiers, printers, fax machines etc.)	25.92	28.21	22.96	28.82	6.02	9.02	15.36	28.72	41.19	24.02	26.25	13.21	16.97	10.67	31.83	0.00	24.59	13.92	60.99	1.99	24.53	11.77	15.92
Lab / Scientific Equipment	2.72	3.28	1.10	7.25	2.81	4.36	4.52	2.17	2.24	1.81	2.88	0.00	5.57	22.44	17.86	0.00	0.98	1.94	0.78	0.00	1.32	0.00	1.57
Air Compressor	3.84	7.35	0.81	1.82	6.51	5.77	6.13	3.46	0.00	3.09	3.97	0.00	10.40	0.00	0.00	0.00	21.15	3.70	0.31	0.00	0.56	0.00	0.85
Indoor / Outdoor Lighting	8.40	6.59	10.52	7.11	11.51	6.64	7.99	7.53	17.05	8.26	8.43	32.99	0.79	14.32	0.00	8.49	2.18	10.53	6.27	8.57	10.93	4.84	3.39
Ventilation / HVAC	7.83	8.91	7.32	5.36	19.34	11.95	13.92	6.13	3.02	5.82	8.17	0.00	18.97	6.99	3.86	30.93	2.41	6.56	7.39	6.07	15.18	16.77	8.83
Natural Gas Equipment	0.99	0.21	1.32	2.86	0.00	0.00	0.92	1.22	0.00	1.56	0.89	0.00	0.00	0.00	0.00	0.00	0.26	1.90	0.00	4.48	0.00	0.00	0.00
Insulation or Windows	4.15	4.74	4.27	1.13	1.51	1.84	6.26	4.30	0.00	2.38	4.45	0.00	0.00	4.26	0.00	0.00	0.16	5.55	4.66	2.74	5.88	0.00	0.00
Refrigeration	6.20	6.4																					