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MISSION:

To accelerate
clean technology
innovation and
adoption of sustainable
business practices
for the benefit of
the economy and
the environment

September 21, 2017

SDG&E's AB793 Energy Management Review Team:

On behalf of Cleantech San Diego, please accept this letter as one of support for the proposal submitted by Correlate in response to SDG&E's small commercial energy management pilot as authorized by AB 793.

Founded 10 years ago, Cleantech San Diego is a member-based trade organization that positions the greater San Diego region as a global leader in the cleantech economy. Our members include more than 115 local businesses, universities, governments, and nonprofits committed to advancing sustainable solutions for the benefit of the economy and the environment.

Last year, Cleantech San Diego was selected by the California Energy Commission (CEC) to be part of their Energy Innovation Ecosystem and to create the San Diego Regional Energy Innovation Network (SDREIN). SDREIN is working with entrepreneurs to accelerate the commercialization of emerging energy technologies that address gaps in the state's long-term strategic energy goals, while also delivering benefits to California ratepayers.

Correlate has been an active participant in SDREIN and would be an ideal program manager for SDG&E's AB793 Energy Management Program given that their platform supports small and medium-size businesses (SMB) which continue to be underserved customers who will need help to meet their AB32 requirements.

In addition, Correlate's technology will:

- Provide a low-cost resource for SMBs to engage on energy matters;
- Produce meaningful savings on SMBs energy bills;
- Create pathways for further program and energy engagement by underserved market segments; and
- Offer a cost effective long term resource and strategy that was previously unaffordable to most SMBs.

The AB 793 pilot programs are complimentary to Cleantech San Diego's goals of accelerating the adoption of energy efficiency and renewable energy in the San Diego region. Critical to the success of the pilot program will be outreach and engagement with the broader cleantech community which Cleantech San Diego will work with Correlate to achieve through our membership.

Cleantech San Diego is pleased to support Correlate's proposal. Should you have any questions regarding our support, please do not hesitate to contact me.

Sincerely,

A handwritten signature in black ink, appearing to read "Jason Anderson".

Jason Anderson
President and CEO
Cleantech San Diego