

**ENBRIDGE GAS INC.
DSM MULTI-YEAR PLAN AND FRAMEWORK**

**Written Interrogatories of Enbridge Gas Inc. to
Small Business Utility Alliance (SBUA)
(Exhibit L.SBUA.1)**

Issue 9

9-EGI-1-SBUA.1

Reference:

Exhibit L.SBUA.1, page 4

Preamble:

"While we do not provide a strict definition for what comprises a "small business", we generally accept that Enbridge's definition for small commercial customers, those customers using less than 100,000 m³ of natural gas per year generally covers this group of customers."

Question:

- a) Please provide any examples of utility scorecards in other jurisdictions that specifically include a differentiated metric aligned with small business customers so as to clearly align utility attention with performance incentives that reflect an objective of focusing DSM efforts on this market segment.
- b) What evidence does SBUA rely upon which supports the conclusion that the take up of DSM offerings to small businesses will improve materially based upon the recommendation of SBUA.

Issue 10c

10c-EGI-2-SBUA.1

Reference:

Exhibit L.SBUA.1, page 3

Preamble:

For example giving 75% of the target incentive amount immediately upon reaching 75% of target.

Question:

Based on information requested by the OEB from SBUA regarding its constituents, members include retail stores, beauty salons, yoga studios, coffee shops and the like. With consideration for DSM programming, please detail which of SBUA's 50 members

own (as opposed to rent/lease) their business facilities and how many/which are therefore the decision makers regarding investment in energy efficient equipment in their business locations.

10c-EGI-3-SBUA.1

Reference:

Exhibit L.SBUA.1, page 10, Table 2

Preamble:

“A very high percentage of small businesses lease space, and many leases are short term. Consequently, while tenants are responsible for paying utility costs, they are not generally in control of the building energy systems (HVAC, building envelope, etc.).” The table further indicates that small commercial customers have “Relatively Small Energy Bills – Thus, a relatively small dollar saving potential”.

Question:

- a) For microbusinesses such as yoga studios that are primarily leased facilities, where the business pays the energy bills however has little to no control over capital equipment, would SBUA agree that natural gas savings opportunities would be limited to low cost and savings measures such as pipe wrap, faucet aerators and adaptive thermostats? Note: lighting upgrades do not impact natural gas consumption and would therefore not be an eligible measure for DSM programming.