

## **Straight Talk with PG&E: Jody Machado**

### **Episode 3: Energy-saving programs for all business customers**

- Hey everyone. This is Tatihana Manning, senior program manager at PG&E, and I support our voice of a customer team. At "Straight Talk" we're all about connecting our business customers to energy efficiency resources that can help them save money. Today, I have my friend, Jody Machado, from our small business engagement team to speak a little bit more about what tools and programs you should think about using for your small business today. Welcome today, Jody.

- Hi, thanks, Tati. Thank you so much for having me here.

- I'm so happy to have you. Thank you for joining the show. I'm the biggest gadget person, which I think you know, but when it comes to energy efficiency, my favorite gadget right now is, well, actually, can you take a guess?

- The smart thermostat.

- I live in Fresno, California. It's hot, it's summertime. That smart thermostat is my best friend, so being able to turn that on before I make it home is a game-changer. I don't know what I would do if I had to walk into the house and it was 85 degrees. So knowing this, what are some tools that our business customers should consider if they're looking to save money?

- Well, it's funny that you mentioned that Tati, because honestly, the smart thermostat, I would say, is a very popular product amongst our small business customers. Sometimes the person that's opening is not the same person that is closing, and so it's easy to forget to turn off the thermostat and your electricity bill is just running, especially if it's, like, a restaurant as an example, you know, with all the refrigeration and everything that tends to make a customer's bill go up. So with the smart thermostat, the owner, whomever, can program it to come on and off at certain times, saving lots of money, and it just happens to be one of the products that we currently have a rebate for.

- Speaking my language, rebate, saving money. What are some of the other smart technologies that our business customers can take advantage of?

- Aside from thermostats, we've got auto door closers, water aerators, these are all great ways to improve a customer's energy usage and efficiency. So those are things that, you know, we can

actually send our team in take a look at. We usually often have rebates or programs that are available for customers to get that to little to no cost.

- Okay, Jody, so you mentioned some really great tools and resources that our businesses can use, but what about programs? Are there any programs out there that can help our small business customers save?

- Yeah, absolutely. We have quite a few, actually. And some of the ones that come first to mind would be our Simplified Savings Program geared towards our smaller businesses. Our California Foodservice Program, which is also an Instant Rebate Program, which is very helpful to get that money back right away. Our CoolSave Program. NetOne Program as well. Both are more, you know, geared towards grocery stores and so forth. And then we've got our AESAP Program, which is more geared towards our agricultural customers. And then lastly, our OBF program, which works for just about any kind of customer we have.

- For the listeners out there, OBF stands for On-Bill Financing, which is something you will hear about in our next episode. It seems like there's something out there for everyone to take advantage of. There are some great programs that you've mentioned. What are the qualifications? How will customers know that they qualify?

- Yeah, so my recommendation would be for the customer to go to our website, take a peek at the program, because the criteria will be listed under each program definition. Some is more geared towards small business customers. Others are for agricultural customers, but all of those qualifications will be listed there.

- Easy, again, on our website at [pg.com](http://pg.com). It's a one-stop shop. You get all the information you need and you can also learn a little bit more about your business. Well, Jody, it was awesome having you on the show today. Thanks for giving us some great tools and programs to look into.

- Absolutely, Tati. It's always a pleasure, and thanks for letting me hang out with you.

- So listeners, stay tuned for upcoming episodes of "Straight Talk" with PG&E, where we will share more helpful tips and resources, as well as other programs that can help business customers save energy and money. And be sure to check out our show notes where we'll link all the tools and programs mentioned on today's episode. You can learn more at [pge.com/straighttalk](http://pge.com/straighttalk). See you all next time.