

Program Cost-Effectiveness - 2010 ACTUAL

	Total Resource Benefit/Cost Ratio	Present Value							Number of Members Served
		Benefit (\$000)	Utility Costs (\$000)	Member Costs (\$000)	Lifetime Savings MWh	Winter kW Savings	Summer kW Savings		
Residential Programs									
ENERGY STAR Homes	2.03	\$ 380.8	\$ 95.4	\$ 92.4	790.5	14.0	11.0	29	
Home Performance w/Energy Star	1.93	\$ 208.4	\$ 90.6	\$ 17.2	2,509.1	15.0	38.0	27	
ENERGY STAR Lighting *1	3.61	\$ 334.5	\$ 75.0	\$ 17.7	4,053.5	339.0	68.0	4,673	
ENERGY STAR Appliances	1.42	\$ 280.4	\$ 88.6	\$ 108.9	1,620.6	18.0	24.0	1,032	
High Efficiency Heat Pump	2.68	\$ 352.3	\$ 45.0	\$ 86.4	4,389.2	101.0	2.0	8	
Load Management	0.00	\$ -	\$ 124.6	\$ -	-	-	-	-	
Subtotal Residential	1.85	\$ 1,556.4	\$ 519.2	\$ 322.6	13,362.8	487.0	143.0	5,769	
Home Energy Assistance	6.30	\$ 1,048.0	\$ 166.4	\$ -	1,097.0	23.0	13.0	70	
Subtotal Residential HEA	6.30	\$ 1,048.0	\$ 166.4	\$ -	1,097.0	23.0	13.0	70	
Commercial/Industrial Programs									
New Construction / Major Renovation	0.60	\$ 53.2	\$ 25.9	\$ 62.9	660.1	6.0	7.0	3	
Large C&I Retrofit	1.64	\$ 723.3	\$ 96.4	\$ 345.5	8,734.1	353.0	36.0	5	
Small C&I Retrofit	1.33	\$ 137.7	\$ 71.9	\$ 31.3	1,665.4	23.0	24.0	13	
Other (Education)	0.00	\$ -	\$ 11.5	\$ -	-	-	-	-	
Other	0.00	\$ -	\$ -	\$ -	-	-	-	-	
Smart Start		\$ -	\$ 1.2	\$ -	-	-	-	-	
Subtotal C&I	1.41	\$ 914.2	\$ 206.9	\$ 439.7	11,059.6	382.0	67.0	21	
Total		\$ 3,518.6	\$ 892.5	\$ 762.3	25,519.4	869.0	210.0	5,860.0	

Note 1: Actual includes 4,673 members purchasing a total of 18,690 lighting products.

Program Cost-Effectiveness - 2010 PLAN²

	Total Resource Benefit/Cost Ratio	Present Value					Lifetime MWh Savings	Number of Members Served
		Benefit (\$000)	Utility Costs (\$000)	Member Costs (\$000)				
Residential Programs								
ENERGY STAR Homes	5.13	\$ 1,119.7	\$ 116.5	\$ 101.7		295.1	31	
Home Performance w/Energy Star	2.41	\$ 384.8	\$ 143.0	\$ 16.8		3,123.9	31	
ENERGY STAR Lighting ¹	3.24	\$ 498.0	\$ 93.8	\$ 60.1		6,032.6	6,309	
ENERGY STAR Appliances	1.40	\$ 290.5	\$ 96.8	\$ 110.6		1,747.8	1,199	
High Efficiency Heat Pump	2.74	\$ 646.3	\$ 97.5	\$ 138.7		7,904.6	14	
Load Management	0.00	\$ -	\$ 100.7	\$ -		-	-	
Subtotal Residential	2.73	\$ 2,939.3	\$ 648.3	\$ 427.9		19,103.9	7,584	
Home Energy Assistance	2.01	\$ 345.2	\$ 171.4	\$ -		1,198.8	63	
Subtotal Residential HEA	2.01	\$ 345.2	\$ 171.4	\$ -		1,198.8	63	
Commercial/Industrial Programs								
New Construction / Major Renovation	2.83	\$ 1,388.9	\$ 133.3	\$ 358.2		16,800.3	23	
Large C&I Retrofit	1.45	\$ 526.5	\$ 131.1	\$ 231.8		6,194.9	20	
Small C&I Retrofit	1.47	\$ 212.9	\$ 95.9	\$ 49.2		2,596.0	27	
Other (Education)	0.00	\$ -	\$ 35.6	\$ -		-	-	
Other	0.00	\$ -	\$ -	\$ -		-	-	
Smart Start		\$ -	\$ 8.4	\$ -		-	-	
Subtotal C&I	2.04	\$ 2,128.3	\$ 404.3	\$ 639.2		25,591.2	70	
Total		\$ 5,412.8	\$ 1,224.0	\$ 1,067.1		45,893.9	7,717	

Note 1: Plan includes 6,309 members purchasing a total of 25,237 lighting products.

Note 2: Plan has been updated to reflect SB300 impact. In order No. 25,099, issued on April 30, 2010, the Commission ordered that \$148,534 of funds in the Greenhouse Gas Emissions Reduction Fund be allocated to NHEC for purposes of supporting its 2010 Core offerings. The planned budget, savings and participation have been adjusted to reflect this order.

Member Incentive Calculation
 2010

	<u>Planned</u>	<u>Actual</u>
Commercial/Industrial Incentive		
1. Benefit/Cost Ratio	1.98	1.39
2. Threshold Benefit / Cost Ratio ¹	1.00	
3. Lifetime kWh Savings	25,591,155	11,059,643
4. Threshold Lifetime kWh Savings (65%) ²	16,634,251	
5. Budget	\$ 404,272	
6. Benefit / Cost Percentage of Budget	4.00%	
7. Lifetime kWh Percentage of Budget	4.00%	
8. C/I Member Incentive	\$32,342	\$11,357
9. Cap (8%)	\$32,342	
 Residential Incentive		
10. Benefit / Cost Ratio	2.88	2.90
11. Threshold Benefit / Cost Ratio ¹	1.00	
12. Lifetime kWh Savings	20,302,747	14,459,753
13. Threshold Lifetime kWh Savings (65%) ²	13,196,786	
14. Budget	\$ 819,700	
15. Benefit / Cost Percentage of Budget	4.00%	
16. Lifetime kWh Percentage of Budget	4.00%	
17. Residential Incentive	\$65,576	\$56,401
18. Cap (8%)	\$65,576	
 19. TOTAL INCENTIVE EARNED		 \$67,758

Notes

1. Actual Benefit / Cost Ratio for each sector must be greater than or equal to 1.0.
2. Actual Lifetime kWh Savings for each sector must be greater than or equal to 65% of projected savings.

Planned Versus Actual Benefit / Cost Ratio by Sector
 2010

	<u>Planned</u>	<u>Actual</u>
Commercial & Industrial:		
1. Benefits (Value) From Eligible Programs	\$ 2,128,300	\$ 914,200
2. Implementation Expenses	\$ 404,272	\$ 206,922
3. Member Contribution	\$ 639,200	\$ 439,700
4. Estimated Member Incentive	\$ 32,342	\$ 11,357
5. Total Costs Including Member Incentive	\$ 1,075,814	\$ 657,979
6. Benefit/Cost Ratio - C&I Sector	1.98	1.39
 Residential:		
7. Benefits (Value) From Eligible Programs	\$ 3,284,500	\$ 2,604,400
8. Implementation Expenses	\$ 819,700	\$ 685,600
9. Member Contribution	\$ 427,900	\$ 322,600
10. Estimated Member Incentive	\$ 65,576	\$ 56,401
11. Total Costs Including Member Incentive	\$ 1,141,776	\$ 898,201
12. Benefit/Cost Ratio - Residential Sector	2.88	2.90

Actual Lifetime Energy Savings by Sector and Program
 2010

	Lifetime kWh Savings	
	<u>Planned</u>	<u>Actual</u>
Commercial & Industrial:		
New Construction / Major Renovation	16,800,288	660,144
Large C&I Retrofit	6,194,912	8,734,071
Small C&I Retrofit	2,595,955	1,665,428
Other (Education)	0	0
Other	0	0
Other	<u>0</u>	<u>0</u>
 Total Commercial & Industrial Included for Incentive Calculation	 25,591,155	 11,059,643
Residential:		
Home Energy Assistance Program	1,198,820	1,096,956
Home Energy Solutions Program	3,123,901	2,509,086
ENERGY STAR Homes Program	295,065	790,451
ENERGY STAR Appliance Program	1,747,845	1,620,630
ENERGY STAR Lighting Program	6,032,565	4,053,454
Load Management Program	0	0
High Efficiency Heat Pump	<u>7,904,551</u>	<u>4,389,176</u>
 Total Residential Included for Incentive Calculation	 20,302,747	 14,459,753

2010 End of Year Reconciliation

	<u>2010</u>
Carry Forward Balance	\$ 198,200
Funding:	
System Benefit Charge	\$ 1,122,399
Forward Capacity Market	\$ 109,025
Interest	17,497
RGGI Funds	148,534
Total Funding for 2009 Energy Efficiency Programs	<u>\$ 1,397,455</u>
Expenses:	
Energy Efficiency Expenditures	\$ 872,547
FCM Expenses	\$ 10,742
RGGI Posting Error - Corrected in 2011	\$ 7,828
Member Incentive - 2009 ¹	\$ 119,851
Member Incentive - 2010 ²	\$ 67,758
Total 2009 Program Expenses	<u>\$ 1,078,726</u>
Carry Forward Balance	<u><u>\$ 516,929</u></u>

2. 2009 member incentive accrued in 2009 and booked in 2010

3. 2010 member incentive accrued in 2010 and booked in 2011