

**Program Cost-Effectiveness - 2014 ACTUAL**

	Total Resource Benefit/Cost Ratio	Present Value										
		Benefit (\$000)	Utility Costs (\$000)	Customer Costs (\$000)	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings	
<b>Residential Programs</b>												
ENERGY STAR Homes	4.60	\$ 346.0	\$ 66.9	\$ 8.3	80.3	1,791.6	24.6	21.8	9	221.47	5288.42	
Home Performance w/Energy Star	2.23	\$ 779.9	\$ 212.2	\$ 137.0	59.8	1,044.0	24.9	10.4	58	1421.00	28755.00	
ENERGY STAR Lighting	1.77	\$ 600.1	\$ 188.8	\$ 149.2	517.1	7,670.6	185.7	62.2	25,017	0.00	0.00	
ENERGY STAR Appliances	2.79	\$ 2,283.7	\$ 362.0	\$ 457.8	541.0	5,481.7	71.0	65.2	2,648	3447.07	56449.53	
Home Energy Assistance	1.65	\$ 549.8	\$ 333.5	\$ -	47.7	750.7	12.3	3.4	38	980.83	19216.13	
U-S: High Efficiency Heat Pump	3.34	\$ 47.0	\$ 8.0	\$ 6.0	27.8	694.8	7.2	0.4	2	0.00	0.00	
FCM Reporting			\$ 8.4	\$ -	-	-	-	-	-	0.00	0.00	
<b>Subtotal Residential</b>	<b>2.39</b>	<b>\$ 4,606.480</b>	<b>\$ 1,171.460</b>	<b>\$ 758.3</b>	<b>1,273.7</b>	<b>17,433.2</b>	<b>325.8</b>	<b>163.3</b>	<b>27,772</b>	<b>6070.37</b>	<b>109709.08</b>	
<b>Commercial/Industrial Programs</b>												
Large Business Energy Solutions	1.45	\$ 917.4	\$ 231.0	\$ 399.7	955.9	12,245.9	188.598	108.340	20	0.00	0.00	
Small Business Energy Solutions	1.92	\$ 1,104.0	\$ 319.6	\$ 254.4	885.0	11,811.4	112.307	191.673	73	0.00	0.00	
Other (Education)	0.00	\$ -	\$ 17.3	\$ -	-	-	-	-	-	0.00	0.00	
Municipal EE Program (per SB123)	1.13	\$ 207.1	\$ 98.7	\$ 84.5	182.3	2,423.6	23.446	30.665	20	6.13	73.50	
FCM Reporting		\$ -	\$ 5.6	\$ -	-	-	-	-	-	0	0	
<b>Subtotal C&amp;I</b>	<b>1.59</b>	<b>\$ 2,228.6</b>	<b>\$ 666.7</b>	<b>\$ 738.7</b>	<b>2,023.2</b>	<b>26,480.9</b>	<b>324.4</b>	<b>330.7</b>	<b>113</b>	<b>6</b>	<b>74</b>	
Smart Start		\$ -	\$ 1.3	\$ -	-	-	-	-	-	0	-	
<b>Subtotal Other</b>		<b>\$ -</b>	<b>\$ 1.3</b>	<b>\$ -</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	
<b>Total</b>		<b>\$ 6,835.0</b>	<b>\$ 1,839.5</b>	<b>\$ 1,497.0</b>	<b>3,296.9</b>	<b>43,914.1</b>	<b>650.1</b>	<b>493.9</b>	<b>27,885</b>	<b>6,076.5</b>	<b>109,782.6</b>	

**Program Cost-Effectiveness - 2014 PLAN**

	Total Resource Benefit/Cost Ratio	Present Value				Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
		Benefit (\$000)	Utility Costs (\$000)	Customer Costs (\$000)								
<b>Residential Programs</b>												
ENERGY STAR Homes	2.36	\$466	\$157	\$40	32	668	9	8	32	601	14,755	
Home Performance w/Energy Star	1.68	\$854	\$295	\$212	42	468	9	3	70	1,656	32,708	
ENERGY STAR Lighting	1.37	\$279	\$128	\$76	452	3,758	188	63	22,363	-	-	
ENERGY STAR Appliances	2.47	\$1,683	\$350	\$332	423	4,517	90	48	2,304	2,293	38,419	
Home Energy Assistance	1.04	\$305	\$295	\$0	50	776	15	4	34	808	10,402	
U-S: High Efficiency Heat Pump FCM Reporting	3.21	<u>\$255</u>	<u>\$54</u>	<u>\$26</u>	<u>154</u>	<u>3,846</u>	<u>42</u>	<u>1</u>	<u>6</u>	<u>-</u>	<u>-</u>	
<b>Subtotal Residential</b>	<b>1.96</b>	<b>\$3,842</b>	<b>\$1,279</b>	<b>\$686</b>	<b>1,152</b>	<b>14,032</b>	<b>354</b>	<b>127</b>	<b>24,809</b>	<b>5,358</b>	<b>96,284</b>	
<b>Commercial/Industrial Programs</b>												
Large Business Energy Solutions	2.64	\$877	\$127	\$205	918	11,934	200	91	18	-	-	
Small Business Energy Solutions	1.44	\$889	\$356	\$262	743	9,697	92	156	54	-	-	
Other (Education)		\$0	\$34	\$0	0	0	0	0	-	-	-	
Municipal EE Program (per SB123) FCM Reporting	1.31	<u>\$427</u>	<u>\$157</u>	<u>\$169</u>	<u>367</u>	<u>4,774</u>	<u>39</u>	<u>68</u>	<u>28</u>	<u>14</u>	<u>352</u>	
<b>Subtotal C&amp;I</b>	<b>1.67</b>	<b>\$2,193</b>	<b>\$675</b>	<b>\$635</b>	<b>2,028</b>	<b>26,405</b>	<b>331</b>	<b>314</b>	<b>100</b>	<b>14</b>	<b>352</b>	
Smart Start		<u>\$0</u>	<u>\$10</u>	<u>\$0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>-</u>	<u>-</u>	<u>-</u>	
<b>Subtotal Other</b>		<b>\$0</b>	<b>\$10</b>	<b>\$0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>-</b>	
<b>Total</b>	<b>1.84</b>	<b>\$6,034</b>	<b>\$1,964</b>	<b>\$1,322</b>	<b>3,181</b>	<b>40,438</b>	<b>685</b>	<b>441</b>	<b>24,909.0</b>	<b>5,372</b>	<b>96,635</b>	

Annual kWh Savings	3,180,750	66.9%	kWh > 55%
Annual MMBTU Savings (in kWh)	<u>1,574,426</u>	33.1%	
	<b>4,755,175</b>	100.0%	

Lifetime kWh Savings	40,437,679	58.8%	kWh > 55%
Lifetime MMBTU Savings (in kWh)	<u>28,322,220</u>	41.2%	
	<b>68,759,899</b>	100.0%	

Present Value Benefits - 2014 ACTUAL

	Total Benefits	CAPACITY				ENERGY					Non Electric Resource
		Summer Generation	Winter Generation	Transmission	Distribution	DRIPE	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	
<b>Residential Programs</b>											
ENERGY STAR Homes	\$346,001	\$55,085	\$0	\$8,290	\$27,512	\$0	\$33,679	\$44,936	\$15,896	\$20,643	\$139,960
Home Performance w/Energy Star	\$779,933	\$23,629	\$0	\$3,624	\$12,029	\$0	\$19,425	\$33,069	\$5,004	\$6,365	\$676,788
ENERGY STAR Lighting	\$600,060	\$77,900	\$0	\$13,541	\$44,940	\$0	\$135,174	\$181,123	\$64,535	\$82,847	\$0
ENERGY STAR Appliances	\$2,283,713	\$54,375	\$0	\$11,160	\$37,037	\$0	\$86,148	\$117,081	\$42,018	\$51,900	\$1,883,994
Home Energy Assistance	\$549,782	\$3,582	\$0	\$673	\$2,232	\$0	\$14,015	\$24,412	\$3,149	\$4,055	\$497,663
U-S: High Efficiency Heat Pump	\$46,991	\$1,001	\$0	\$150	\$499	\$0	\$14,439	\$28,904	\$865	\$1,133	\$0
FCM Reporting	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Subtotal Residential</b>	<b>\$4,606,480</b>	<b>\$215,573</b>	<b>\$0</b>	<b>\$37,438</b>	<b>\$124,248</b>		<b>\$302,880</b>	<b>\$429,524</b>	<b>\$131,467</b>	<b>\$166,944</b>	<b>\$3,198,405</b>
<b>Commercial/Industrial Programs</b>											
Large Business Energy Solutions	\$917,423	\$120,647	\$0	\$22,257	\$73,864	\$0	\$226,918	\$321,581	\$83,872	\$68,284	\$0
Small Business Energy Solutions	\$1,103,992	\$242,749	\$0	\$43,034	\$142,818	\$0	\$173,153	\$148,327	\$189,459	\$164,452	\$0
Other (Education)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Municipal EE Program (per SB123)	\$207,145	\$37,295	\$0	\$6,699	\$22,232	\$0	\$47,609	\$46,943	\$23,197	\$21,407	\$1,764
FCM Reporting	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Subtotal C&amp;I</b>	<b>\$2,228,561</b>	<b>\$400,691</b>	<b>\$0</b>	<b>\$71,989</b>	<b>\$238,914</b>		<b>\$447,680</b>	<b>\$516,851</b>	<b>\$296,528</b>	<b>\$254,143</b>	<b>\$1,764</b>
Smart Start	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total</b>	<b>\$6,835,041</b>	<b>\$616,264</b>	<b>\$0</b>	<b>\$109,427</b>	<b>\$363,163</b>	<b>\$0</b>	<b>\$750,560</b>	<b>\$946,375</b>	<b>\$427,995</b>	<b>\$421,087</b>	<b>\$3,200,169</b>

**Present Value Benefits - 2014 PLAN**

	Total Benefits	CAPACITY				DRIPE	ENERGY				Non Electric Resource
		Summer Generation	Winter Generation	Transmission	Distribution		Winter Peak	Off Peak	Summer Peak	Summer Off Peak	
<b>Residential Programs</b>											
ENERGY STAR Homes	\$443,295	\$18,517	\$0	\$2,839	\$9,422	\$0	\$12,141	\$16,215	\$6,005	\$7,536	\$370,620
Home Performance w/Energy Star	\$853,975	\$2,407	\$0	\$482	\$1,599	\$0	\$8,011	\$14,623	\$2,454	\$2,140	\$822,259
ENERGY STAR Lighting	\$278,634	\$33,936	\$0	\$7,866	\$26,106	\$0	\$61,895	\$83,025	\$28,674	\$37,132	\$0
ENERGY STAR Appliances	\$1,682,598	\$40,938	\$0	\$8,318	\$27,607	\$0	\$72,514	\$108,448	\$30,331	\$36,333	\$1,358,110
Home Energy Assistance	\$100,536	\$6,717	\$0	\$1,316	\$4,367	\$0	\$27,303	\$49,330	\$5,019	\$6,483	\$0
High Efficiency Heat Pump	\$255,044	\$2,417	\$0	\$363	\$1,204	\$0	\$80,398	\$165,977	\$2,226	\$2,458	\$0
<b>Subtotal Residential</b>	<b>\$3,614,082</b>	<b>\$104,932</b>	<b>\$0</b>	<b>\$21,184</b>	<b>\$70,305</b>	<b>\$0</b>	<b>\$262,263</b>	<b>\$437,618</b>	<b>\$74,709</b>	<b>\$92,081</b>	<b>\$2,550,989</b>
<b>Commercial/Industrial Programs</b>											
Large Business Energy Solutions	\$876,803	\$107,679	\$0	\$19,480	\$64,648	\$0	\$237,223	\$352,883	\$55,362	\$39,530	\$0
Small Business Energy Retrofit	\$889,472	\$186,632	\$0	\$33,673	\$111,753	\$0	\$203,776	\$160,935	\$110,187	\$82,517	\$0
New Municipal Program	\$426,631	\$80,638	\$0	\$14,588	\$48,413	\$0	\$105,120	\$81,309	\$50,391	\$37,844	\$8,329
Other (Education)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Subtotal C&amp;I</b>	<b>\$2,192,907</b>	<b>\$374,949</b>	<b>\$0</b>	<b>\$67,740</b>	<b>\$224,813</b>	<b>\$0</b>	<b>\$546,118</b>	<b>\$595,126</b>	<b>\$215,939</b>	<b>\$159,891</b>	<b>\$8,329</b>
Smart Start	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total</b>	<b>\$5,806,988</b>	<b>\$479,881</b>	<b>\$0</b>	<b>\$88,925</b>	<b>\$295,119</b>	<b>\$0</b>	<b>\$808,380</b>	<b>\$1,032,744</b>	<b>\$290,648</b>	<b>\$251,973</b>	<b>\$2,559,319</b>

**Member Incentive Calculation**  
 2014

	<u>Planned</u>	<u>Actual</u>
<b>Commercial/Industrial Incentive</b>		
1. Benefit/Cost Ratio	1.61	1.53
2. Threshold Benefit / Cost Ratio <sup>1</sup>	1.00	
3. Lifetime kWh Savings	26,405,296	26,480,871
4. Threshold Lifetime kWh Savings (65%) <sup>2</sup>	17,163,442	
5. Budget <sup>3</sup>	\$674,561	\$659,056
6. Benefit / Cost Percentage of Budget	3.75%	
7. Lifetime kWh Percentage of Budget	3.75%	
<b>8. Commercial/Industrial Incentive</b>	\$50,592	<b>\$48,294</b>
<b>9. Cap (10%)</b>	\$67,456	
<b>Residential Incentive</b>		
10. Benefit / Cost Ratio	1.86	2.39
11. Threshold Benefit / Cost Ratio <sup>1</sup>	1.00	
12. Lifetime kWh Savings	14,032,383	17,433,182
13. Threshold Lifetime kWh Savings (65%) <sup>2</sup>	9,121,049	
14. Budget	\$1,278,858	\$1,171,460
15. Benefit / Cost Percentage of Budget	3.75%	
16. Lifetime kWh Percentage of Budget	3.75%	
<b>17. Residential Incentive</b>	\$95,914	<b>\$110,831</b>
<b>18. Cap (10%)</b>	\$127,886	
<b>19. TOTAL INCENTIVE EARNED</b>	<b>\$146,506</b>	<b>\$159,125</b>

**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.
3. Actual spending used for calculation of incentive was reduced by \$7,622.25, reflecting the amount spent over 5%.

**Planned Versus Actual Benefit / Cost Ratio by Sector**  
 2014

	<u>Planned</u>	<u>Actual</u>
<b>Commercial &amp; Industrial:</b>		
1. Benefits (Value) From Eligible Programs	\$ 2,192,907	\$ 2,228,561
2. Implementation Expenses	\$ 674,561	\$ 666,678
3. Customer Contribution	\$ 635,476	\$ 738,712
4. Estimated Shareholder Incentive	<u>\$ 50,592</u>	<u>\$ 48,294</u>
5. Total Costs (including shareholder incentive)	\$ 1,360,629	\$ 1,453,684
6. Benefit/Cost Ratio - C&I Sector	<b>1.61</b>	<b>1.53</b>
 <b>Residential:</b>		
7. Benefits (Value) From Eligible Programs	\$ 3,841,522	\$ 4,606,480
8. Implementation Expenses	\$ 1,278,858	\$ 1,171,460
9. Customer Contribution	\$ 686,075	\$ 758,337
10. Estimated Shareholder Incentive	<u>\$ 95,914</u>	<u>\$ 110,831</u>
11. Total Costs (including shareholder incentive)	\$ 2,060,847	\$ 1,929,797
12. Benefit/Cost Ratio - Residential Sector	<b>1.86</b>	<b>2.39</b>

**Actual Lifetime Energy Savings by Sector and Program  
2014**

	<b>Lifetime kWh Savings</b>	
	<b><u>Planned</u></b>	<b><u>Actual</u></b>
<b>Commercial &amp; Industrial:</b>		
Large Business Energy Solutions	11,934,041	12,245,897
Small Business Energy Solutions	9,696,768	11,811,406
Other (Education)	0	0
Municipal EE Program (per SB123)	4,774,486	2,423,569
FCM Reporting	<u>0</u>	<u>0</u>
 Total Commercial & Industrial Included for Incentive Calculation	 <b>26,405,296</b>	 <b>26,480,871</b>
<b>Residential:</b>		
ENERGY STAR Homes	667,745	1,791,565
Home Performance w/Energy Star	468,010	1,043,954
ENERGY STAR Lighting	3,757,690	7,670,590
ENERGY STAR Appliances	4,516,778	5,481,652
Home Energy Assistance	775,937	750,671
U-S: High Efficiency Heat Pump	3,846,223	694,750
FCM Reporting	<u>0</u>	<u>0</u>
 Total Residential Included for Incentive Calculation	 <b>14,032,383</b>	 <b>17,433,182</b>

**2013 End of Year Reconciliation**

	<u>2013</u>
<b>Carry Forward Balance</b>	<b>\$ 393,733</b>
<b>Funding:</b>	
System Benefit Charge	\$ 1,385,423
RGGI Funding	\$ 333,414
FCM Payments	66,237
Interest	13,649
<b>Total Funding for Energy Efficiency Programs</b>	<b><u>\$ 1,798,724</u></b>
<b>Expenses:</b>	
Energy Efficiency Expenditures	\$ 1,853,430
Member Incentive - 2013	146,506
<b>Total Program Expenses</b>	<b><u>\$ 1,999,936</u></b>
<b>Carry Forward Balance</b>	<b><u><u>\$ 192,520</u></u></b>