

Savings and Budgets	2021 - 2023	Annual Benchmarks		
		2021	2022	2023
<b>Plan - Lighting as a share of ESProduct Program</b>				
Program Budget	17%	30%	10%	8%
Annual kWh Savings	41%	59%	30%	22%
Lifetime kWh Savings	14%	28%	9%	4%
kW Reduction (Summer kW)	38%	54%	28%	20%
No. of Participants	83%	90%	75%	71%

Savings and Budgets	2021 - 2022	Annual Benchmarks		
		2021	2022	2023
<b>Actual - Lighting as a share of ESProduct Program</b>				
Program Budget	27%	37%	5%	-
Annual kWh Savings	60%	74%	9%	-
Lifetime kWh Savings	27%	40%	2%	-
kW Reduction (Summer kW)	55%	69%	8%	-
No. of Participants	93%	96%	57%	-

Savings and Budgets	2021 - 2023	Annual Benchmarks		
		2021	2022	2023
<b>Plan - Lighting Only</b>				
Program Budget	\$2,315,730	\$1,603,714	\$365,092	\$346,924
Annual kWh Savings	10,603,432	7,154,655	1,918,544	1,530,233
Lifetime kWh Savings	30,280,062	21,463,965	5,755,632	3,060,465
kW Reduction (Summer kW)	1476	996	267	213
No. of Participants	297,302	205,295	47,157	44,850

Savings and Budgets	2021 - 2023	Annual Benchmarks		
		2021	2022	2023
<b>Plan - All ESProducts</b>				
Program Budget	\$14,319,520	\$5,745,856	\$4,109,791	\$4,463,873
Annual kWh Savings	26,647,127	12,349,865	7,147,228	7,150,034
Lifetime kWh Savings	229,917,027	82,718,663	72,301,429	74,896,935
kW Reduction (Summer kW)	4025	1895	1064	1066
No. of Participants	352,394	225,372	64,056	62,966

Savings and Budgets	2021 - 2023	Annual Benchmarks		
		2021	2022	2023
<b>Actual - Lighting Only</b>				
Program Budget	\$2,246,083	\$2,119,133	\$126,950	-
Annual kWh Savings	12,526,017	12,211,912	314,105	-
Lifetime kWh Savings	35,401,732	34,526,030	875,702	-
kW Reduction (Summer kW)	1744	1700	44	-
No. of Participants	356,233	344,953	11,280	-

Savings and Budgets	2021 - 2023	Annual Benchmarks		
		2021	2022	2023
<b>Actual - All ESProducts</b>				
Program Budget	\$8,084,024	\$5,711,879	\$2,372,145	-
Annual kWh Savings	20,258,162	16,581,052	3,677,110	-
Lifetime kWh Savings	129,010,810	89,227,748	39,783,061	-
kW Reduction (Summer kW)	3127	2517	610	-
No. of Participants	379,903	359,291	20,612	-

Savings and Budgets	2021 - 2023	Annual Benchmarks		
		2021	2022	2023
<b>Plan - Lighting Only</b>				
Program Budget	\$145,950	\$99,200	\$30,750	\$16,000
Annual kWh Savings	817,000	432,148	252,783	132,069
Lifetime kWh Savings	2,179,170	1,296,444	716,272	166,454
kW Reduction (Summer kW)	114	60	35	18
No. of Participants	20,887	12,400	5,575	2,913

Savings and Budgets	2021 - 2023	Annual Benchmarks		
		2021	2022	2023
<b>Actual - Lighting Only</b>				
Program Budget	\$58,478	\$57,540	\$788	-
Annual kWh Savings	247,324	239,632	7,152	-
Lifetime kWh Savings	698,282	675,378	21,457	-
kW Reduction (Summer kW)	35	33	1	-
No. of Participants	7,049	6,876	158	-

Savings and Budgets	2021 - 2023	Annual Benchmarks		
		2021	2022	2023
<b>Plan - All ESProducts</b>				
Program Budget	\$1,240,167	\$367,436	\$461,898	\$410,833
Annual kWh Savings	1,986,676	782,623	672,576	531,476
Lifetime kWh Savings	17,645,983	5,042,748	6,759,130	5,844,104
kW Reduction (Summer kW)	312	127	102	83
No. of Participants	24,861	13,805	6,887	4,169

Savings and Budgets	2021 - 2023	Annual Benchmarks		
		2021	2022	2023
<b>Actual - All ESProducts</b>				
Program Budget	\$941,126	\$493,221	\$294,811	-
Annual kWh Savings	1,150,645	566,373	405,478	-
Lifetime kWh Savings	11,681,383	5,091,712	4,392,282	-
kW Reduction (Summer kW)	207	92	76	-
No. of Participants	9,960	8,061	1,210	-

Savings and Budgets	2021 - 2023	Annual Benchmarks		
		2021	2022	2023
<b>Plan - Lighting Only</b>				
Program Budget	\$472,966	\$247,966	\$150,000	\$75,000
Annual kWh Savings	3,005,532	1,572,061	1,033,661	399,810
Lifetime kWh Savings	8,616,787	4,716,184	3,100,982	799,621
kW Reduction (Summer kW)	419	219	144	56
No. of Participants	80,017	45,109	23,210	11,698

Savings and Budgets	2021 - 2023	Annual Benchmarks		
		2021	2022	2023
<b>Plan - All ESProducts</b>				
Program Budget	\$2,068,999	\$534,930	\$856,292	\$677,777
Annual kWh Savings	6,800,695	2,545,310	2,623,995	1,631,390
Lifetime kWh Savings	50,583,755	13,105,515	21,449,174	16,029,066
kW Reduction (Summer kW)	1048	411	397	240
No. of Participants	94,822	49,644	29,247	15,931

Savings and Budgets	2021 - 2023	Annual Benchmarks		
		2021	2022	2023
<b>Actual - Lighting Only</b>				
Program Budget	\$423,571	\$407,714	\$15,857	-
Annual kWh Savings	2,682,484	2,630,022	52,462	-
Lifetime kWh Savings	7,625,457	7,474,801	150,656	-
kW Reduction (Summer kW)	373	366	7	-
No. of Participants	75,721	73,585	2,136	-

Savings and Budgets	2021 - 2023	Annual Benchmarks		
		2021	2022	2023
<b>Actual - All ESProducts</b>				
Program Budget	\$1,684,180	\$985,916	\$698,264	-
Annual kWh Savings	4,435,591	3,371,917	1,063,674	-
Lifetime kWh Savings	28,362,062	15,772,234	12,589,828	-
kW Reduction (Summer kW)	624	483	141	-
No. of Participants	82,320	76,151	6,169	-

Savings and Budgets	2021 - 2023	Annual Benchmarks		
		2021	2022	2023
<b>Plan - Lighting Only</b>				
Program Budget	\$466,567	\$365,759	\$49,600	\$51,207
Annual kWh Savings	1,560,531	1,306,140	140,856	113,535
Lifetime kWh Savings	4,609,449	3,918,419	441,713	249,317
kW Reduction (Summer kW)	217	182	20	16
No. of Participants	9,008	2,270	3,263	3,475

Savings and Budgets	2021 - 2023	Annual Benchmarks		
		2021	2022	2023
<b>Actual - Lighting Only</b>				
Program Budget	\$528,152	\$477,625	\$50,527	
Annual kWh Savings	2,758,839	2,574,613	184,225	
Lifetime kWh Savings	7,842,900	7,330,714	512,186	
kW Reduction (Summer kW)	384	359	26	
No. of Participants	79,299	71,831	7,468	

Savings and Budgets	2021 - 2023	Annual Benchmarks		
		2021	2022	2023
<b>Plan - All ESProducts</b>				
Program Budget	\$2,110,758	\$1,044,547	\$524,553	\$541,658
Annual kWh Savings	3,664,153	2,075,702	800,145	788,307
Lifetime kWh Savings	29,095,585	12,485,550	8,585,998	8,024,038
kW Reduction (Summer kW)	482	271	105	106
No. of Participants	16,835	5,480	5,499	5,856

Savings and Budgets	2021 - 2023	Annual Benchmarks		
		2021	2022	2023
<b>Actual - All ESProducts</b>				
Program Budget	\$1,486,257	\$1,043,217	\$443,041	
Annual kWh Savings	4,298,223	3,224,260	1,073,963	
Lifetime kWh Savings	24,729,390	15,073,658	9,655,733	
kW Reduction (Summer kW)	678	485	194	
No. of Participants	83,133	74,290	8,843	