Pennsylvania Power Company

Energy Efficiency and Conservation Plan

Act 129 of 2008

Docket No. M-2009-2112956

Modified~~Revised~~ Plan

December~~September~~ ~~21~~, 2009

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1. OVERVIEW OF PLAN

1.1. Summary description of plan, plan objectives, and overall strategy to achieve energy efficiency and conservation goals.

FirstEnergy has coordinated EE&C development efforts across its three Pennsylvania operating companies: Metropolitan Edison Company ("Met-Ed"), Pennsylvania Electric Company ("Penelec"), and Pennsylvania Power Company ("Penn Power" or "Company"), to achieve cost efficiencies and offer a consistent set of programs to customers served by these three companies. In accordance with Act 129 of 2008[1] ("Act 129"). 66 Pa. C.S. §2806.1. Met-Ed, Penelec and Penn Power each submitted on July 1, 2009 an ~~intial~~initial Energy Efficiency and Conservation ("EE&C") plan for Commission approval. On September 21, 2009, each of the Companies submitted a Revised EE&C Plan ("Revised Plan"). This ~~Modified Plan~~~~Revised Plan, dated September 21, 2009,~~ incorporates the revisions made by the Company in the Revised Plan ~~filed on September 21, 2009,~~ as well as numerous directives set forth in the Commission's Order entered October 28, 2009 ("Order"), addressing the Companies ~~EE&C~~Revised Plans.[2]

The Revised Plan included some of the suggestions made by other parties either through the Company's stakeholder process, settlement negotiations or litigation in the Commission's proceeding established to evaluate the
Company's EE&C Plan. ~~These~~ revisions were ~~have been~~ possible due to the availability of programmatic funding from both a reallocation of Direct Load Control ("DLC") Operating and Maintenance ("O&M") costs and an increase in the available budget due to a change in the budget calculation basis from 43 months to 48 months. For example, at the request of several parties, the Company ~~has~~ increased its program focus and budgets for the Low Income Customer segment. Other parties ~~have~~ discussed the need to intensify the focus on a more comprehensive Evaluation Measurement and Verification ("EM&V") process. Both suggestions were~~have been~~ incorporated into ~~the~~is Revised Plan, with additional low income programs and measures ~~now~~ included and an increase in evaluation, measurement and verification ("EM&V") funding ~~that is~~ more in line with national averages for such activities ~~now~~ reflected[3] in the Revised Plan.

Penn Power has prepared this, a ~~m~~Modified ~~Revised~~ EE&C Plan ("Plan") that incorporates the following revisions consistent with the Commission's Order ~~entered October 28, 2009~~:

- It attempts to develop greater statewide consistency with programs;
- It continues stakeholder meetings;
- It continues developing program evaluation processes and procedures;
- It tracks consumer education costs for appropriate allocation;

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[1] Act 129 of 2008 became effective on November 14, 2008, and imposed new requirements on Pennsylvania's electric distribution companies ("EDCs") in the areas of energy efficiency and conservation, smart meters, procurement and alternative energy sources. Act 129 requires an EDC with at least 100,000 customers to adopt and implement a plan, approved by the Commission, to reduce energy demand and consumption within its service territory. 66 Pa. C.S. §§ 2806.1 and 2806.2

[2] Joint Petition of Metropolitan Edison Company, Pennsylvania Electric Company and Pennsylvania Power Company for Consolidation of Proceedings and Approved Energy Efficiency and Conservation Plans, Docket Nos. M-2009-2092222, M-2009-2112952 and M-2009-2112956 (Opinion and Order entered October 28, 2009).

[3] ~~The remaining funds created by the DLC and budget changes are being held back for the purpose of financing important programmatic changes and, perhaps, additions that may be found to be necessary and/or desirable as the Company and its stakeholders collect and assess key program performance metrics over the course of each program's deployment and operaton. Given the uncertain economic conditions at the state, federal and global levels, as well as the newness of this entire Act 129 process, the Companies believe this approach to be prudent and reasonable.~~

- It eliminates interest on start-up costs;
- It excludes EE&C costs (net of tax) recovered through the EEC-C Rider from distribution rate base as appropriate;
- It creates separate cost recovery groups for certain government and non-profit rates;
- It adopts a demand charge for the industrial customer class based on a customer's PJM Peak Load Contribution ("PLC");
- It increases budget amounts for Met-Ed residential direct load control;
- It increases budget amounts for certain low income measures;
- It supports HVAC tune-up and recommissioning measures;
- It bids residential direct load control programs into the applicable PJM RPM auctions;
- It tracks amounts received from PJM for curtailments;
- It eliminates credit requirements for demand reduction programs;
- It incorporates recovery of the approved EE&C costs through distribution rates for residential customers;
- It collects approved EE&C costs through a separate line item on customers' bills for commercial and industrial (but not residential) customers;
- It removes contingency funds from the cost recovery mechanism[4];
- It requests retroactivity to July 1, 2009 for certain programs;
- It increases budget amounts and provides updates regarding the tracking and reporting system;
- It tracks participation by low-income customers to support reporting and evaluation;
- It removes energy savings from existing LIURP/WARM funds;
- It clarifies the costs for common costs (e.g., evaluation); and,
- It collects the cost of the statewide evaluator outside the 2% cap for Plan spending.

~~attempt to develop greater statewide consistency with programs;~~
~~continue stakeholder meetings;~~
~~continue developing program evaluation;~~
~~track consumer education costs for appropriate allocation;~~
~~eliminate interest on start-up costs;~~
~~exclude EE&C costs (net of tax) recovered through the EEC-C Rider from distribution rate base as appropriate;~~
~~create separate cost recovery group for certain government and non-profit rates;~~
~~adopt a demand charge for the industrial customer class based on billing demand until such time as Penn Power becomes a member of PJM;~~
~~increase budget amount for certain low income measures;~~
~~support HVAC tune-up and recommissioning measures;~~
~~bid residential direct load control programs into the applicable PJM RPM auctions at such time as Penn Power becomes a member of PJM;~~
~~track amounts received from PJM for curtailments at such time as Penn Power becomes a PJM member;~~
~~eliminate credit requirements for demand reduction programs;~~
~~change commercial and industrial demand response program from electric generation suppliers as curtailment providers to conservation service providers as curtailment providers;~~
~~incorporate recovery of the approved EE&C costs through distribution rates for residential customers;~~
~~collect approved EE&C costs through a separate line item on customers' bills for commercial and industrial customers;~~
~~remove contingency funds from cost recovery mechanism[5];~~

[4] Although the total budget for the Plan is slightly less than 2% of 2006 revenues, the Company reserves the right to spend up to the 2% cap should future plan modifications necessitate additional expenditures to achieve the savings and demand reduction targets set forth in Act 129.

~~request retroactivity to July 1, 2009 for certain programs;~~
~~provide update regarding tracking and reporting system;~~
~~track participation by low-income customers to support reporting and evaluation;~~
~~remove energy savings from existing LIURP/WARM funds;~~
~~clarify the costs for common costs (e.g., evaluation); and,~~
~~collect the cost of the statewide evaluator outside the 2% cap for Plan spending.~~

~~The Companies have~~Penn Power has increased the marketing budget from $871,429 to $1 million. The increased budget reflects the total amount of spending available for ~~the Companies~~Penn Power and the CSPs for advertising, marketing and education. The increased budget is a result of additional direction provided by the FirstEnergy's Communications Department, information from CSPs obtained through RFPs and discussions with other EDCs in the Commonwealth. The marketing and educational efforts are critical to the success of the energy efficiency and demand reduction programs. ~~The amount of the marketing budget for Penn Power is $_____.~~

~~The Companies have~~Penn Power has increased ~~the~~its EM&V budget from $800,000 to $1 million. The increased budget is a result of additional cost information obtained through bids to provide EM&V services; and, the responsibilities of the EDCs and their EM&V providers as depicted in the draft statewide evaluation audit plan.

~~The Company~~Penn Power has increased the budget for residential low income programs to recognize revised pricing for smart strip power plugs. Smart strip power plugs will be used in the WARM Plus program and is one of the extra measures being used for enhancements to the existing WARM program. Penn Power's WARM Plus and Low Income Warm Program ~~t~~through Act129 budgets will increase by $36,192 and $5,317 respectively.

Penn Power has increased its tracking and reporting system budget from $25,130 to $129,240. The increased budget is a result of additional cost information obtained through bids to provide a tracking and reporting system.

The Plan -balances near-term energy savings opportunities among all rate classes with longer-term programs that will create jobs and build capacity for delivering even greater energy and demand reduction impacts. As suggested in the ~~Commission's~~ Order, ~~entered October 28, 2009,~~ the Company will monitor and work with other EDCs in an attempt to develop greater statewide consistency in their ~~w~~Whole ~~h~~House and ~~r~~Rebate ~~p~~Programs to take advantage of efficiencies in marketing and shared vendors. In this regard, FirstEnergy has already coordinated its EE&C development efforts across its three Pennsylvania operating companies to achieve cost efficiencies and consistencies in the programs offered by its three companies. For appliance recycling and possibly others~~elected~~ programs, cooperative efforts may go even further such that all the major Pennsylvania electric distribution companies ("EDCs") subject to Act 129 will offer coordinated statewide programs to their customers. The result of these efforts is a comprehensive set of programs that will enable Penn Power to achieve the goals established under Act 129 for energy savings by 2011 and for energy and peak demand reductions by 2013, all achieved within the spending caps as required under Act 129 and as prescribed by the Pennsylvania Public Utility Commission ("PUC" or "Commission"). Penn Power's goals are highlighted in grey in Penn Power Tables 1 and 2 below[6]:

[4] Although the total budget for the Plan is slightly less than 2% of 2006 revenues, the Company reserves the right to spend up to the 2% cap should future plan modifications necessitate additional expenditures to achieve the savings and demand reduction targets set forth in Act 129.

[6] In addition to the tables required by the Commission (which are designated as "PUC Tables"), the Company developed additional Tables 1 – 6 which are designated as "Pen Power Tables"and have been included as additional support.

Penn Power Table 1: FirstEnergy Energy Savings Targets per Act 129

Energy Consumption Forecasts and Act 129 Mandated Consumption Reductions as Measured in Megawatt-Hours			
EDC	Forecast	1% at 5/31/2011 Reduction	3% at 5/31/2013 Reduction
Penelec	14,399,289	143,993	431,979
Penn Power	4,772,937	47,729	143,188
Met-Ed	14,865,036	148,650	445,951

Source: Energy Consumption and Peak Demand Reduction Targets, Docket No. M-2008-2069887 (Order entered March 30, 2009).

Penn Power Table 2: FirstEnergy Peak Load Reduction Targets per Act 129

Average Peak Loads Top 100 Hours and Act 129 Mandated Peak Demand Reductions as Measured in Megawatts		
EDC	Load	4.5% Reduction
Penelec	2,395	108 MW
Penn Power	980	44
Met-Ed	2,644	119

Source: Energy Consumption and Peak Demand Reduction Targets, Docket No. M-2008-2069887 (Order entered March 30, 2009).

These targets are to be achieved for the expenditure levels noted below in Penn Power Table 3, which represent the annual spending caps established by Act 129:

Penn Power Table 3: FirstEnergy Goals and Spending Caps per Act 129

Revenues 2006	Penn Power
Total Revenues	$332,989,436
2% of Revenues	$6,659,789

Penn Power Tables 4a-4c summarizes the programs that are included in this Plan. Detailed descriptions of the programs are provided in Section 2 as required by the Commission template. It is the intention of the Company to attempt to coordinate with other EDCs on a statewide basis those programs marked with an asterisk (*). Penn Power Table 5 separately lists the rebate amounts per measure for those programs that involve customer incentives. Other programs were considered and analyzed, as were more energy efficiency technologies, but were eliminated from the EE&C Plan for various reasons, including cost effectiveness.

Penn Power Table 4a: Penn Power EE&C Programs - Residential

Program	Description	Incentives

Program	Description	Incentives
Home Energy Audits	Households will be able to identify energy saving opportunities through either an on-line or a professional walk through audit. Those who complete either audit will receive free CFLs and other measures.	The on-line audit is free to participating customers and the participating customers will be offered free CFLs and, for those with electric water heating, two faucet aerators. On-site audits, at a subsidized cost to the participating customer of $50, includes installation of CFLs and other basic energy saving measures.
Residential Appliance Turn-In Program*	Provides a small incentive to households for turning in older inefficient appliances that are in working order.	There are no costs to participating customers for this program. Incentives per unit are: ▪ Refrigerators – up to —$50 ▪ Freezers – up to ———$50 ▪ Room Air Conditioners – up to ——$50
Residential HVAC*	Provides incentives for contractor-installed HVAC systems in existing or new residential buildings.	Incentives range from $250 for ENERGY STAR qualified Central AC systems at 15 SEER to $325 for qualified heat pumps at 15 SEER.
Residential Energy Efficiency Products Program*	Provides incentives to participating customers and support to retailers that sell energy efficient products. In addition, the program will provide Community education and workshops.	Rebates and incentives range from $1 for a CFL light up to $500 for a solar water heater. High efficiency and heat pump water heaters are included in this program.
Residential New Construction*	Encourages builders to achieve highly energy efficient homes through the implementation of contractor-installed HVAC, solar, or other eligible systems in existing or new residential buildings.	Participating customers receive a rebate based on calculation of the overall home's energy savings over standard options, and can participate in the prescriptive rebates offered under the other residential rebate programs.
Residential Whole Building	Provides comprehensive diagnostic assessments followed by direct installation of selected low cost measures plus various incentives. Customers can tap into both rebates and loans.	Comprehensive On-site audits including blower door tests are at a subsidized cost to the participating customer of $100. Provides discounted pricing for eligible measures ranging from free kitchen and bathroom faucet aerators to $300 toward the cost for duct sealing. Participating customers are encouraged to participate in the Keystone Home Loan Program

[7] A *project* is an activity or course of action involving one or multiple energy efficiency measures, at a single facility or site. A *program* is a generic offering (e.g. service and/or incentive) available to a group of projects with similar characteristics and installed in similar applications. Individual programs include those that involve encouraging and/or incenting the installation of equipment or practices associated with energy efficient retrofit, new-construction or solar energy projects. The *portfolio* consists of all the programs in the residential, commercial/industrial small, commercial/industrial large, and governmental/non-profit sectors. Residential sector programs include low-income,

Program	Description	Incentives
		for the balance of project[7] costs as needed.
Multi-Family - Tenants	Tenants in buildings covered under the Penn. Housing Finance Authority (PHFA) program may participate in lighting retrofits, plug strips or other measures deemed ~~appropriate .~~appropriate.	Tenants will receive CFLs to replace incandescent bulbs in their units. Building owners will receive incentives toward common area lighting or other measures deemed appropriate. This program will target low-income communities. Costs associated with Residential accounts will be tracked through the Residential multifamily program. Costs associated with non-residential accounts will be tracked through a C/I multifamily program or Government ~~m~~Multifamily ~~p~~Program.~~.~~
Residential Direct Load Control	Provides load cycling controls for Residential Central Air Conditioning ("CAC"), as well as controls for electric water heaters and Pool Pumps for customers receiving CAC controls.	Provides installation of load control equipment, an enrollment incentive of $50 and a participation incentive of $10/month for each summer month for each control installed. If participating customers also control either the water heater or pool pump the participation incentive increases to $15/month.
Low-Income Residential	This program provides additional electric energy savings measures to the existing WARM program and includes providing the program to additional customers[8].	Current WARM participants will receive additional CFLs and smart power strips not provided under the current program. Low usage customers that don't qualify for the WARM program will be provided CFLs, aerators and energy educational materials. ~~Additonal~~Additional low-income ~~custoers~~customers will receive treatment under the "WARM Plus" Act 129 program.

Penn Power Table 4b: Penn Power EE&C Programs – Commercial & Industrial

Program	Description	Incentives
Energy Audit and Technology Assessment Program	Provides a simple walk-through audit for small business with non-complex loads, and a more comprehensive assessment for medium to large non-residential customers. Fixed fee for small businesses and per square foot fee for larger buildings.	Customers receive a basic energy audit. Audits will be advertised and used as an entry to other commercial programs.

single-family and some agricultural and/or multi-family housing projects. Commercial/Industrial Small sector programs include small commercial, industrial, some agricultural or multi-family housing, and public sector facility projects. Commercial/Industrial Large sector programs include large commercial, industrial, agricultural, and public sector facility projects. Governmental/Non-Profit includes Federal, State, Municipal, and Local Governments; as well as school districts, institutions of higher learning, multifamily housing and non-profit entities.

[8] Low-income customers are also eligible to participate in other programs. Participation of low-income customers in other programs will be tracked and reported to support assessments of equitable treatment of low-income customers under Act 129.

Program	Description	Incentives
C/I Equipment Program*	Provides for the implementation of cost effective, high efficiency standard and non-standard measures.	This program provides incentives for a portion of the incremental technology costs of high efficiency units. In addition, it will provide technical support, rebates, and support access to project financing.
Industrial Motors and Variable Speed Drives	This program is designed to encourage the company's commercial and industrial customers to: 1. Purchase energy efficient (EE) Motors. 2. Install variable speed drives on motors for eligible applications.	Incentives will be available to customers and through motors distributors. The motor upgrade program's individual incentives per motor range from $20 to $400. The variable-speed drive incentive is $30 per horsepower of the motor being used.
C/I Demand Response Program	This program is designed to address the 100 highest peak load hours in the year, as required under Act 129.	Through PJM and other Demand Markets First Energy will provide payments to companies that reduce load during peak times.
C/I Performance Contracting	Large commercial and industrial (including governmental facilities) customers may elect to secure DSM/EE services through an Energy Services Company that will identify opportunities, implement retrofits and be paid through the savings generated by the project over time.	Penn Power will identify qualified Energy Services Companies and will pay a portion of the project costs based on measures installed, and associated kWh and kW savings delivered that also support savings goals.

Penn Power Table 4c: Penn Power EE&C Programs – Governmental & Institutional[9]

Program	Description	Incentives
Federal Facilities Program	Provides for the implementation of cost effective, high efficiency standard and non-standard measures for federal buildings.	For federal facilities that qualify, smaller incentives are offered, due to the fact that most of the costs will be paid for under the Federal Energy Management Program.
Municipal Street Lighting	This program supports conversion of mercury vapor street lights to High Pressure Sodium technology.	Subsidizes the first cost of streetlight conversions normally charged to customers through distribution rates.

[9] If a multi-family facility is operated by a local, state or federal agency, savings as a result of measures for these multi-family facilities will qualify for Governmental and Institutional prescribed requirements.

Municipal Lighting	This program retrofits traffic and pedestrian signals with LEDs	Provide a rebate of up to $45 for three light signal retrofits (i.e. Green 8" 25, Red 8" 20) and a rebate of $25 for a pedestrian signal.
Local and County Government Audits	Provides local and county buildings including schools, with a more comprehensive assessment.	Participating customers receive an energy audit. Audits will be offered free of charge and used as a marketing tool for other commercial programs. These Audits will increase the participation percentage of Government customers.
Local County and State Government, Institutional, Non-Profit and Schools	This program tailors the rebates offered to small and large C/I under the C/I programs by targeted outreach.	Offers the same rebate amounts as are provided under the C/I programs.

The following table lists the planned rebates and customer incentives associated with each of the programs above. Incentives to trade allies and other delivery agents are not included here. More detail is provided in the individual program descriptions in Section 3. It should be noted that for some measures, there will be limits as to the number of units that will be rebated to any one customer or through any one program in order to stay within the budgetary assumptions. In addition, all commercial and industrial rebates require pre-approval by the Company to enable process management and verification of existing equipment.

Penn Power Table 5: Penn Power EE&C Program Rebate Schedule[10]

Energy Efficiency Program	Technology	Rebate or Incentive Amount
Direct Load Control	Direct Load Control - CAC	Up to $50 per Year
Direct Load Control	Direct Load Control – Pool Pumps	Up to $75 per Year
Direct Load Control	Direct Load Control – Water Heat	Up to $75 per Year
Residential Appliance Turn-In Program	Refrigerator/Freezer Recycling	Up to $50 Payment
Residential Appliance Turn-In Program	Room Air Conditioners	Up to $50* Payment
Residential Energy Efficient HVAC and Solar Equipment Program	ASHP - SEER 15	$325** per Unit
Residential Energy Efficient HVAC and Solar Equipment Program	CAC - SEER 15	$225** per Unit

[10] All rebates proposed are initial values; maximum values are subject to change based on program experience or other factors.

Energy Efficiency Program	Technology	Rebate or Incentive Amount
Residential Energy Efficient HVAC and Solar Equipment Program	CAC- Maintenance/Tune-Up With Qualified Furnace Fan Replacement	$25 offer Qualified Service $40
Residential Energy Efficient HVAC and Solar Equipment Program	EE Ground Source Heat Pump	$217 per ton
Residential Energy Efficient Products Program	Solar Water Heating	$500 per Unit
Residential Energy Efficient Products Program	HP Water Heater	$300 per Unit
Residential Energy Efficient Products Program	EE Water Heater	$50 per Unit
Residential Energy Efficient Products Program	Programmable Thermostat, if CAC	$25* per Unit
Residential Energy Efficient Products Program	CFL bulbs regular 15 watts	$1 off shelf price through retail store
Residential Energy Efficient Products Program	CFL bulbs regular 19 watts	$1 off shelf price through retail store
Residential Energy Efficient Products Program	Clothes Washer ENERGY STAR®, if home uses Electric Water heater	$75* per Unit
Residential Energy Efficient Products Program	Dehumidifiers	$10 per Unit
Residential Energy Efficient Products Program	Freezers ENERGY STAR® -Chest Freezer	$25* per Unit
Residential Energy Efficient Products Program	LED Holiday Light Sets	$20 Max for 6 Boxes $3.33 per Box
Residential Energy Efficient Products Program	Pump and Motor Single Speed	$20 per Unit
Residential Energy Efficient Products Program	Refrigerators-Freezers ENERGY STAR® - Side by Side	$50* per Unit
Residential Energy Efficient Products Program	Refrigerators-Freezers ENERGY STAR® - Top Freezer	$50* per Unit
Residential Energy Efficient Products Program	Room Air Conditioners	$25 per Unit
Residential Energy Efficient Products Program	Smart Strip plug outlet	$10 per Unit

Energy Efficiency Program	Technology	Rebate or Incentive Amount
Residential Energy Efficient Products Program	Torchiere Floor Lamps	$10 per Unit
Residential New Construction	Residential New Construction - 15% better than energy code	Formula Based on Savings estimated at 70% of Incremental Costs*
Residential New Construction	Residential New Construction - 30% better than energy code	Formula Based on Savings estimated at 70% of Incremental Costs*
Multiple Family	T8-Lighting	$1 a Watt Rebate base on TRM Table
Governmental Programs	Exterior HID replacement above 250W to 400W HID retrofit	$0.15 a Watt Rebate base on TRM Table
Governmental Programs	HPT8 4ft 4 lamp, T12 to HPT8	$0.15 a Watt Rebate base on TRM Table
Governmental Programs	LED Auto Traffic Signals	$25 Green 8"**, $20 Red 8"**
Governmental Programs	LED Exit Signs Electronic Fixtures (Retrofit Only)	$2 a Fixture
Governmental Programs	LED Pedestrian Signals	$25 per Unit
Governmental Programs	Occupancy Sensors under 500 W	$2 a Unit
Governmental Programs	Street Lighting - 175 Mercury to 100 HPS	$200 Offset 1st cost plus initial O&M
Governmental Programs	Water-Cooled Centrifugal Chiller 150 - 300 ton 0.57 kW/ton with 0.46 kW/ton IPLV	$50 per Unit
Governmental Programs	Water-Cooled Centrifugal Chiller < 150 ton 0.56 kW/ton with 0.53 kW/ton IPLV	$50 per Unit
Commercial and Industrial Equipment Program	AC <65,000 1 Ph	$150 per Unit*

Energy Efficiency Program	Technology	Rebate or Incentive Amount
Commercial and Industrial Equipment Program	AC 65,000 - 135,000	$250 per Unit*
Commercial and Industrial Equipment Program	AC 240,000 - 760,000	$350 per Unit
Commercial and Industrial Equipment Program	Commercial CFL Program	$1 per Unit
Commercial and Industrial Equipment Program	Clothes Washer CEE Tier1, if Electric Water heater	$50 per Unit
Commercial and Industrial Equipment Program	Demand-controlled ventilation (DCV)	15% of cost up to $500
Commercial and Industrial Equipment Program	Efficient Refrigeration Condenser	$10 per Unit
Commercial and Industrial Equipment Program	ENERGY STAR® Commercial Solid Door Freezers less than 20ft3	$50 per Unit
Commercial and Industrial Equipment Program	ENERGY STAR® Commercial Solid Door Freezers 20 to 48 ft3	$50 per Unit
Commercial and Industrial Equipment Program	ENERGY STAR Commercial Solid Door Refrigerators less than 20ft3	$50 per Unit
Commercial and Industrial Equipment Program	ENERGY STAR® Commercial Solid Door Refrigerators 20 to 48 ft3	$50 per Unit
Commercial and Industrial Equipment Program	ENERGY STAR® Ice Machines less than 500 lbs	$50 per Unit
Commercial and Industrial Equipment Program	ENERGY STAR® Ice Machines 500 to 1000 lbs	$150 per Unit
Commercial and Industrial Equipment Program	ENERGY STAR® Ice Machines more than 1000 lbs	$200 per Unit
Commercial and Industrial Equipment Program	ENERGY STAR® Steam Cookers or Other Cooking Equipment	Up to $400 per Unit based on Equipment Savings
Commercial and Industrial Equipment Program	Exterior HID replacement above 175Watt to 400Watt HID retrofit	$100** per Fixture

Energy Efficiency Program	Technology	Rebate or Incentive Amount
Commercial and Industrial Equipment Program	EE Water Heater	$50 per Unit
Commercial and Industrial Equipment Program	HP Water Heater	$200 per 100 Gals
Commercial and Industrial Equipment Program	HPT8 4ft 4 lamp, T12 to HPT8	$0.65 a Watt Rebate base on TRM Table
Commercial and Industrial Equipment Program	LED Exit Signs Electronic Fixtures (Retrofit Only)	$15 per Fixture
Commercial and Industrial Equipment Program	Occupancy Sensors under 500 W	$35** Others based on the amount of Controlled Load
Commercial and Industrial Equipment Program	Plug Load Occupancy Sensors Document Stations	$35** Others based on the amount of Controlled Load
Commercial and Industrial Equipment Program	Commercial Smart Strip Plug Outlet	$10 per Unit
Commercial and Industrial Equipment Program	Pre Rinse Sprayers	$35 per Unit
Commercial and Industrial Equipment Program	CAC Refrigerant charging correction	$25 per Unit
Commercial and Industrial Equipment Program	Refrigeration Commissioning	$25 per Unit
Commercial and Industrial Equipment Program	Strip curtains for walk-ins - freezer	$50 per Unit
Commercial and Industrial Equipment Program	Vending Equipment Controller	$25 per Unit
Commercial and Industrial Equipment Program	Window Film	$25 per 100 square foot
Commercial and Industrial Equipment Program	Setback/Setup	$25 per 1000 sq ft conditioned floor area
Commercial and Industrial Equipment Program	Water-Cooled Centrifugal Chiller < 150 ton 0.56 kW/ton with 0.53 kW/ton IPLV	$25 per Ton
Commercial and Industrial Equipment Program	Water-Cooled cent Chiller 150 - 300 ton 0.57 kW/ton with 0.46 kW/ton IPLV	$12.50 per Ton
Industrial Motors and Variable Speed Drives	Motors 1 HP 1200	$20 for <=1 HP

Energy Efficiency Program	Technology	Rebate or Incentive Amount
Industrial Motors and Variable Speed Drives	Motors 5 HP 1200	$54 for >2 <=5 HP
Industrial Motors and Variable Speed Drives	Motors 10 HP 1200	$70 for >6 <=10 HP
Industrial Motors and Variable Speed Drives	Motors 20 HP 1200	$113 for >11 <=20 HP Over 20 Based on Formula
Industrial Motors and Variable Speed Drives	Motors 1 HP 3600	$20 for <=1 HP
Industrial Motors and Variable Speed Drives	Motors 5 HP 3600	$54 for >2 <=5 HP
Industrial Motors and Variable Speed Drives	Motors 10 HP 3600	$70 for >6 <=10 HP
Industrial Motors and Variable Speed Drives	Motors 20 HP 3600	$113 for >11 <=20 HP Over 20 Based on Formula
Industrial Motors and Variable Speed Drives	Water Pumps with VFD's	$30 per HP
Industrial Motors and Variable Speed Drives	HVAC Fans with VFD's	$30 per HP
Industrial Motors and Variable Speed Drives	Air Compressors with VFD's	$30 per HP

* Program will be subject to a quota for budgetary reasons
** Program will have other rebates based on equipment size and may be subject to quotas for budgetary reasons

The program designs presented in this filing cover each of the four market segments: residential, small non-residential, large non-residential, and government (which includes federal, state, and local government or municipalities/school districts/institutions of higher learning and non-profit entities). The Plan uses a mix of expanded and new services that take maximum advantage of leveraging opportunities, volume cost efficiencies and a variety of delivery channels that are estimated to result in significant levels of customer participation, and allow for the measurement of implementation and behavioral changes.

Residential Sector Programs – Residential programs were designed with a progression from general to specific. Home energy audits are expected to serve as a "portal" (but not a requirement) for the other programs, because they serve a dual purpose of providing customers with information upon which they can act, as well as providing the Company with important baseline information for future impact evaluation. The programs then address a range of first-cost and financing barriers, and tap a variety of delivery channels and vendors. To address the higher first cost of energy efficient appliances and products, rebates are provided. To address the balance of costs associated with projects, households are encouraged to participate in the Keystone Home Loan program. Appliances that can contribute demand reductions at the highest 100 hours of system peak demand will be signed up for a direct load control program that provides a customer incentive for participation. The programs will incorporate monitoring protocols into the implementation process as much as possible so that the measurement and verification ("M&V") activities for each program are credible but not burdensome.

Small and Large Non-Residential Sector Programs – Small and large commercial businesses and industrial customers are similarly addressed by offering targeted information on ways to save energy followed by a choice of prescriptive rebates on selected measures, or a calculated rebate or financing package offered through a third-party vendor. Custom equipment can be addressed either through performance contracts or calculated rebates based upon the estimated amount of energy savings and demand reductions associated with the project. Conservation Service Providers (CSPs), who will act as demand response aggregators, will also be contracted to deliver kWs of load reduction during the top 100 load hours of system peak demand.

The Commission identified two special groups for specific targeting through the Act 129 EE&C programs: Government Facilities and Low-Income Households.

Governmental Sector Programs –The Plan has program services for three groups -- federal government facilities, local government facilities, schools and facilities operated by non-profit organizations -- all within the Company's service territory. While all non-residential buildings are eligible for the prescriptive and custom energy efficiency programs, special efforts are targeted at this segment in recognition of their unique decision-making and financing processes for making capital improvements to facilities. To get projects completed, the programs will leverage existing company Area Manager relationships and employ experienced vendors who specialize in working with governmental accounts. Penn Power will also offer free audits of county and local buildings in order to increase the adoption rates and identify savings potentials.

Low Income Customer Sector Programs – Within the residential sector programs is a special category of Low Income Customer Sector Programs. Energy affordability is an increasing concern in Pennsylvania as Penn Power transitions to market-based rates. The low income customer programs outlined in this Plan will serve a dual purpose of contributing to Act 129 goal attainment and minimizing the percentage of household income that is devoted to energy costs. Enhanced measures and education will be offered in the low income portfolio to give households more control over their energy spending. Maximum effort will be made to capture cost effective electric energy savings as part of the delivery of the existing Low Income Usage Reduction Program ("LIURP"), known as WARM services, by tapping the considerable expertise and existing infrastructure of WARM contractors (Community Based Organizations ("CBOs") and private contractors). If it is determined that capacity has been reached for these organizations to meet the increased demand and achieve the goals, the Company will enhance the delivery system with additional contractors.

In the low income sector, the existing WARM program has offered comprehensive energy efficiency services to eligible Pennsylvania households for years. The approach being taken in this area of the Plan is to enhance and accelerate the deployment of services to WARM-eligible households by providing additional lighting retrofits and Smart Plug Strips to the package of measures delivered and by adding resources to achieve more savings in each visit. The Company also plans to deliver WARM servic3es to additional low-income customers through the Act 129 "WARM Plus" program. Also at the time of the home visits for all WARM participants, additional Act 129 energy saving equipment will be identified and installed. The Company estimates providing services to 75 additional Penn Power homes through the WARM Plus program.

Households with elderly customers and other low use customers sometimes do not qualify for the WARM program even if these customers are within the 150 percent of Federal poverty income guidelines. For these households, the Company will provide lighting retrofits, aerators and educational materials on behavioral changes that can be made to reduce electricity costs. Additional programs (e.g., appliance recycling, energy efficient products, and load control programs) will also increase availability of subsidized energy efficiency services that, where applicable, will also be offered. The Company will track or estimate participation of low income customers in other programs to support assessments of equitable treatment of low-income customers under Act 129. The Company estimates that income-qualified low-use customers represent an additional 6,800 households in Penn Power's service territory.

The Commission determined in its Order ~~entered October 28, 2009,~~ that the energy savings from existing WARM services are not derived from Act 129 programs and should not be attributed to the Companies' low-income energy efficiency and demand reduction obligations under Act 129. The Company has revised this Plan to exclude the energy savings from the existing LIURP program from Act 129 energy savings.

In this ~~Modified~~ Plan, the Company is proposing to increase its Low Income budget to include higher than anticipated costs for the purchase, installation and customer education surrounding the use of the smart strip power plugs. This matter has been addressed in Section 1.1 above.

Also, the Company notes that it looks forward to having a representative participate in the Commission convened working group that will be charged with developing implementation standards for compliance with Section 2806.1(b)(1)(i)(G). To assist the Commission in determining the best way to evaluate the Plan's compliance, the Company will review the methods used to calculate the low-income customer energy usage share for reasonableness and any census or other demographic data used in the calculation for relevance and reliability. The Company representative on the working group will assist in identifying the standardized data to be used to determine the proper proportion for low-income households and any other matters that require clarification before the annual reconciliation process. The Company will participate in the working group ~~in order~~ so that ~~its~~the working group's recommendations may be provided to the Commission no later than February 16, 2010.

Furthermore, the Company agrees that full implementation of Section 2806.1(b)(1)(i)(G) will take some time. To conduct the low income calculations, the number of energy efficiency measures that must be dedicated to low-income customers is calculated by first determining the percentage of total energy usage that is attributable to the low-income customer group. This number is the percentage of the Plan's total energy efficiency measures that must be dedicated to low-income customers. Unfortunately, the usage data referred to in Act 129 is not readily available to the Company. The Company does not maintain information on energy usage by customer income level; as a result, the Company used estimates in order to achieve the goals of Act 129.

The Company's Plan proposes that low-income customers are eligible to participate in other residential programs and their participation will be tracked and reported to support assessment of equitable treatment of low-income customers. To aid the Commission in ensuring compliance with Act 129, the Company will track instances in which low-income customers participate in residential and other programs that are not specifically directed toward low-income customers. The Company will include this information in the Company's annual report to the Commission. The Company will track and report direct participation by low-income customers in the following residential programs: Appliance Turn-In Program, Direct Load Control Programs, In-Home and On-line Energy Audits.

Estimates of low-income customer participation by zip code and census will be used to determine participation in school programs, multi-family and energy efficient products programs.

In short, the EE&C plan will aggressively, yet sensitively, pursue the energy savings available to this special needs groups as an important part of achieving the Company's Act 129 goals, but more importantly, as a way to help these households mitigate the coming effects of the transition to market-based rates.

The Plan also includes:

Customer Awareness and Education – Essential to the success of these programs will be a concurrent marketing and educational campaign. Once Commission approval is obtained, Penn Power will immediately launch an outreach effort that (i) builds awareness and interest in the

programs; (ii) communicates ways that customers may participate; and (iii) explains expected benefits and reasons for participating. Included in each program's budget is a share of a first year marketing campaign for that sector with a smaller amount of sustaining marketing resources included for the four year period of the Plan so as to ensure adequate outreach for achieving program goals. ~~In addition, the Company will utilize the Customer Education program approved by the Commission at Docket Nos. M-2008-2032261, M-2008-2032262 and M-2008-2032263.~~ A forthcoming RFP for a Program Management Contractor will include a section requesting a team member with educational expertise in social marketing and consumer behavior change. The Company will track consumer education expenses to determine the portion attributable to the transition to market-based rates and the portion attributable to the implementation of Act 129 Plans, only the portion which educates consumers about the availability of EE&C programs will be recovered through the EEC-C Rider and subject to the 2% cap.

Adherence to the TRC test and the TRM – Throughout the planning process FirstEnergy has adhered to the requirements of Act 129, beginning with the selection process and timing related to obtaining a CSP for technical support in developing this Plan. The Company, through a competitive bidding selection process, selected Black & Veatch Corporation who has been fully engaged in reviewing and providing commentary on recently released Commission directives, including those related to the requirements and guidance of both the Total Resource Cost Test (May 28, 2009)[11] and Technical Reference Manual (June 1, 2009). As part of this process, the FirstEnergy team has met with Commission Staff, the Office of Consumer Advocate's ("OCA's") energy efficiency advisory expert, Mr. David Hill of Vermont Energy Investment Corporation, OCA staff and other stakeholders both individually and as a group, to discuss the intent and spirit of these directives and how they are being addressed in the Plan. Moreover, Penn Power has supported the PUC's efforts to contract with a statewide evaluation consultant, and will work with PUC staff and the chosen consultant to develop, as appropriate, additional "custom" or other measures eligible for savings under the TRM. Appendix E lists the savings assumed for non-TRM measures and the public sources used to obtain them.

Stakeholder Input – As indicated above, the Company, in an effort to incorporate other points of view, has obtained the input from various stakeholders. This was accomplished in a variety of ways:

1) The Company issued a Request For Information (RFI) to CSPs, both registered and un-registered, and implementation vendors, asking detailed questions regarding effective program elements, average costs and recommendations for the Company's consideration in the design of the programs. Twenty-eight organizations responded with detailed information and constructive ideas.

2) Three Stakeholder Meetings were held in Harrisburg, Pennsylvania at the offices of the Commission to share the Plan's status and obtain input from attendees. More than 20 stakeholder representatives attended the first meeting, more than 30 stakeholder representatives attended the second meeting and more than 60 stakeholder representatives attended the third meeting. Positive discussions were held both at the meetings and in follow-up conference calls with the design team that resulted in significant improvements to the programs. Stakeholders were also invited via mass emails to provide additional input.

[11] The FirstEnergy EE&C plans are based upon the requirements and guidance of the Total Resource Cost ("TRC") Test (May 28, 2009), with some minor changes that were requested during the comment period. Notable changes were the use of marginal transmission and distribution costs instead of the full transmission and distribution rates. FirstEnergy, as stated in its Comments filed on June 5, 2009, at Docket No M-2009-2108601, did not have the ability to address all of the changes presented in the final TRC Order entered on June 23, 2009 before filing these plans on July 1, 2009; however, the resulting FirstEnergy plans are cost effective and compliant under the TRC test required by Act 129 and approved by the Commission in its June 23rd Order. The results of the TRC test, as applied to the FirstEnergy Companies' plans, are presented in PUC Table 1 and are expressed as both a net present value and a benefit-cost ratio.

3) Community Based Organizations represent and deliver services to the low income sector, an important group with separate Act 129 targets. The project team shared conceptual plans with CBOs and WARM contractors in Pennsylvania via a presentation made at one of their regularly scheduled advisory panel meetings.

4) ~~4)~~ FirstEnergy has communicated with other EDCs as they develop their plans, exchanging ideas and coordinating insights and initiatives where they deemed it practical and appropriate given the limited time available for development of plans.

5) The Company will continue their commitment to an ongoing stakeholder process. FirstEnergy will meet with interested parties as needed, but not less than twice annually until May 31, 2013. The Company agrees to explore Plan improvements as suggested by the Office of Consumer Advocate. The Company will utilize the stakeholder process to seek input regarding possible improvements including a program for new commercial/industrial construction, implementing measures geared toward agricultural customers, and initiatives targeted toward high-value market subsets such as supermarkets or data centers. Since the Company faces the risk of penalties in the event of non-compliance with the mandates of Act 129, the Company may not implement all Plan improvements as suggested by parties participating in collaborative discussions.

Environmental Responsibility – The Requests for Proposals (RFPs) to implement the Plan will require delivery vendors to take proper care, and include costs for the environmentally responsible disposal of any hazardous materials from old appliances and other energy consuming products. For example, the Company's refrigerator pick up program analysis assumed relatively high disposal cost estimates because it includes costs for the proper disposal of refrigerant chemicals as part of the process. Quotes were obtained from current vendors for this purpose. And, while the company is not replacing CFLs *per se*, its programs relating to lighting will advise consumers of the increasing number of recycling sites available at participating retailers for the proper disposal of CFLs so that the small traces of mercury remains contained[12].

Fast Track Plans – Penn Power is cognizant of the need to obtain approval of the Plan before programs are launched. Yet, it is concerned that such a delay will lose certain synergies and cost savings opportunities that exist today. Moreover, the Company has communicated with customers that program incentives will be available with some level of retroactivity, pending ~~many of these programs~~ require the development of processes, procedures and/or infrastructure that, if not done in parallel with the approval process, will create delays in the launch of certain programs. As a result, the Company has developed a Fast Track program suite which allows the Company to perform critical path tasks during the approval process, and to take maximum advantage of existing delivery channels by adding electric energy savings measures and services to programs that are already in place, thus avoiding a duplication of efforts if second visits were necessary after the Plan is approved. The Company anticipates that it will submit the details of certain programs included in its Fast Track program suite for individual consideration by the Commission. Such programs may include:

- Approval of the Company's selection of an on-line home energy audit service provider and system, along with related cost recovery, prior to Plan approval.

[12] For example, Home Depot and Lowe's offer CFL recycling locations. Consumers can also find disposal sites via Recycleabulb.com. The Company will include such information in its lighting educational materials

- Approval of the Company's selection of an M&V/Tracking system service provider and systems, along with related cost recovery, prior to Plan approval.
- Approval of the Company's selection of an appliance recycling service provider, along with related cost recovery, prior to Plan approval.
- Approval of the Company's selection of Program Manager(s) and Energy Education/Communication consultants, along with related cost recovery, prior to Plan approval.

Sensitivity to Federal Initiatives – The Company is aware that certain Federal initiatives and funding opportunities are available and has incorporated such initiatives and opportunities into the Plan.[13] For example, in order to harness the significant energy savings identified through the Company's market assessment, the Plan accelerates the adoption of CFLs three years before such federal standards for lighting go into effect in 2013. Based upon primary research conducted as part of FirstEnergy's market assessment, a statistically valid sample of Penn Power households reported that, on average (as measured by the sample median), residential customers generally have already obtained five to six CFLs for use in their homes. Penn Power's plan supports retrofitting at least four additional bulbs per household. As more fully discussed in Section 2, such acceleration will to be accomplished through a variety of program elements that will reach all of the Company's significant target markets. The Plan also leverages stimulus and other Federal Energy Efficiency funding initiatives that are currently available to Penn Power customers by assisting local governments within the Penn Power service territory who are taking advantage of Energy Efficiency Block Grants. Penn Power will work with these and other potential communities to enhance their prospects for success through free audits for local and county buildings.

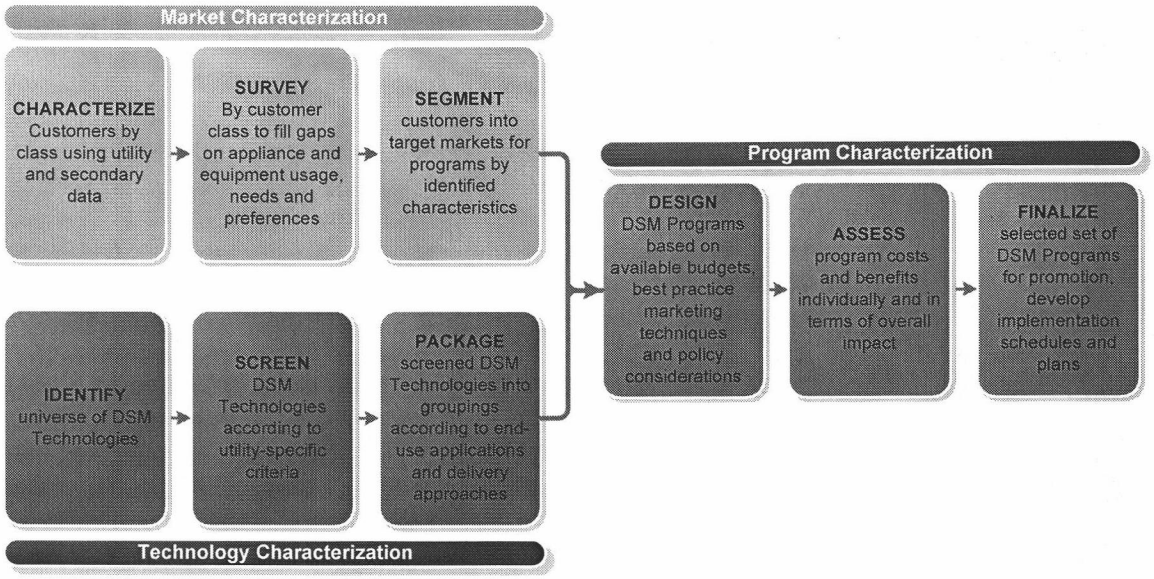
1.2. Summary description of process used to develop the EE&C plan and key assumptions used in preparing the plan

Process

Figure 1, below illustrates the process undertaken by the planning team to develop the EE&C Plan:

[13] While the Company has incorporated the concept of Federal funding and initiatives into the Plan, the Plan assumes that such funding opportunities will exist only in the early years of this long term Plan. Thus, the portfolio of programs were developed to stand on their own, irrespective of such initiatives and funding.

Figure 1: FirstEnergy EE&C Plan Development Process



The Company's approach balances four key sources of information:

- External stakeholder experience and opinions captured in Stakeholder meetings;
- CSP and implementation vendor experience in delivering programs captured in a Request for Information survey;
- Industry experience as reflected in the literature and previous contractor evaluation studies; and
- Customer attitudes and preferences through mail and telephone surveys and interviews.

Stakeholder input was obtained through three Stakeholder meetings, followed by conference calls with interested organizations. In addition to the discussions that took place during the Stakeholder meetings, the Company met with individual stakeholders in separate meetings. Specifically, the FirstEnergy team, in response to a specific request, discussed program concepts with the Pennsylvania Housing Finance Authority in the development of the Multifamily Buildings program, discussed a variety of issues with the Office of Consumer Advocate, and discussed technologies and techniques for improving the efficiency of municipal water systems generally and pumping in particular with American Water Company. Further, written comments to the proposed portfolio of programs were received from organizations such as the Department of Environmental Protection, some Community Based Organizations and others.

To capture customer data, FirstEnergy commissioned primary research for three Pennsylvania affiliates, including 300 C/I phone surveys, and over 1200 residential mail surveys; with 100 completed surveys of commercial industrial customers, and just over 400 mail surveys of residential customers analyzed for this study. Interviews were held with Managed Account representatives, National Account representatives and Area Managers to capture needed information on the Company's largest customers and local governments.

On a parallel track, the team evaluated more than 100~~113~~ EE&C measures, along with additional energy efficiency measures based upon consultant input. To support that modeling effort, FirstEnergy solicited direct input from CSPs and other energy efficiency program vendors through a Request for Information ("RFI") to gather recommendations relative to the nature of program offerings as well as the incentives and costs of various program elements to be used in program modeling. Program modeling was augmented with a

significant amount of data obtained from 28 responses to the RFI. Other information was collected as part of the market research of retail stores in the Penn Power services territory that sought product availability and pricing for selected energy efficient appliances.

Using all of the data collected, the team developed models to be utilized to assess costs and benefits utilizing the final TRM information that was issued on June 1, 2009.

Assumptions and Priorities

There are both universal and program specific assumptions that must be made when modeling the EE&C programs, including discount rates and avoided costs, as well as program specific assumptions involving customer participating levels, forecasted budgets for tasks such as marketing and program administration, and other start up costs. Details surrounding these and other assumptions underlying this Plan are available upon request. In addition, when designing the Plan, the Company pursued the following priorities:

- Seek out near-term "shovel ready" opportunities;
- Focus on previously verified projects first (i.e., those with high confidence level related to the timing and quantity of results);
- Leverage other funding sources to stay within the funding cap;
- Build market share with lower reliability programs and those requiring more lead time; and
- Pursue savings that are easily proven.

While modeling assumptions yielded results that appear to support program success within budget, the Company notes the context within which these programs will be implemented over the next four to five years, all of which have material risks associated with them. Some of these risks include:

- The economic impact of continued high unemployment rates causes concern that business and government accounts may not support the pace of investment required to achieve the goals, and slow the pace of mass market penetration;
- With the exception of low-income programs, programs will be new with no historical basis for participation rates or experience which may cause installation rates to be lower than modeled, particularly in the early years;
- A project may require higher rebate subsidies or full financing, which may make some programs marginally cost effective or exceed program funding constraints; and
- Reliance on large projects that can leverage other funding.

1.3. Summary tables of program savings goals, budget & cost-effectiveness (PUC Tables 1, 2 and 3)

PUC Table 1: Portfolio Summary of Lifetime Costs and Benefits

Portfolio Summary of Lifetime Costs and Benefits Net Lifetime Benefits, and TRC per the California Standard Practice Manual					
Portfolio	**Discount Rate**	**Total Discounted Lifetime Costs ($000)**	**Total Discounted Lifetime Benefits ($000)**	**Total Discounted Net Lifetime Benefits ($000)**	**Cost-Benefit Ratio**
Residential *(exclusive of Low-Income)*	7.52%	19,395,363	46,928,136	27,532,773	2.42
Residential Low- Income (Warm Plus)	7.52%	1,816,826	3,902,059	2,085,233	2.15
Commercial/ Industrial Small	7.52%	14,721,156	39,804,793	25,083,637	2.70
Commercial/ Industrial Large	7.52%	12,322,750	11,377,811	(944,940)	0.92
Governmental/ Non-Profit	7.52%	8,112,836	15,153,399	7,040,564	1.87
Total	7.52%	**56,368,930**	**117,166,198**	**60,797,267**	**2.08**

PUC Table 2: Summary of Portfolio Energy and Demand Savings

Summary of Portfolio Energy and Demand Savings Program Year is June 1 – May 31	Program Year 2010		Program Year 2011		Program Year 2012		Program Year 2013	
MWh Saved for Consumption Reductions kW Saved for Peak Load Reductions	**MWh Saved**	**kW Saved**	**MWh Saved**	**kW Saved**	**MWh Saved**	**kW Saved**	**MWh Saved**	**kW Saved**
Baseline[1]	4,772,937	980,000	4,772,937	980,000	4,772,937	980,000	4,772,937	980,000
Residential Sector *(exclusive of Low- Income)* - Cumulative Projected Portfolio Savings[2]	4,135	1,116	24,246	7,087	44,325	12,376	62,468	15,323
Residential Low-Income Sector - Cumulative Projected	492	44	2,420	203	4,352	362	6,286	520
Commercial/Industrial Small Sector - Cumulative Projected Portfolio Savings[2]	2,968	1,136	17,300	6,326	31,632	11,516	45,959	16,706
Commercial/Industrial Large Sector - Cumulative Net Weather Adjusted Savings[2]	726	258	4,710	1,555	8,694	2,852	12,677	4,149
Governmental/Non-Profit Sector - Cumulative Projected Portfolio Savings[2]	1,289	347	7,990	2,058	14,691	3,769	18,640	5,088
PJM Peak Demand				15,000		15,000		
EE&C Plan Total - Cumulative Projected Savings	9,611	2,902	56,666	32,230	103,693	45,875	146,032	41,786
Percent Reduction From Baseline (MWh)	0.2%	0.3%	1.2%	3.3%	2.2%	4.7%	3.1%	4%
Commission Identified Goal			47,729				143,188	44,100
Percent Savings Due to Portfolio Above or Below Commission Goal			19%				2%	4%

1 Commission approved Consumption Forecast and Peak Demand Forecast per Section H of the January 15 Implementation Order. (Template Section 10A & 10B)

2 Adjusted for weather and extraordinary load as applicable.

3 KW savings depicted for 2013 as 1% above goal are due to savings accumulated from energy efficiency programs that run beyond the summer period of 2012 (June 1 – September 30)

PUC Table 3: Summary of Portfolio Costs

Summary of Portfolio Costs Program year is June 1 – May 31	Program Year 2010 Portfolio Budget ($)	Program Year 2011 Portfolio Budget ($)	Program Year 2012 Portfolio Budget ($)	Program Year 2013 Portfolio Budget ($)
Residential Portfolio Annual Budget ($000 and percent of Portfolio Budget)	952,400	4,076,487	3,718,162	2,405,047
Residential Low-Income Portfolio Annual Budget ($000 and percent of Portfolio Budget)	514,527	415,976	417,069	417,943
Commercial/Industrial Small Portfolio Annual Budget ($000 and percent of Portfolio Budget)	295,120	1,044,317	1,044,317	1,044,317
Commercial/Industrial Large Portfolio Annual Budget ($000 and percent of Portfolio Budget)	176,649	624,444	628,861	628,861
Governmental/Non-Profit Portfolio Annual Budget ($000 and percent of Portfolio Budget)	246,490	680,287	639,051	462,505
PJM Peak Demand Program		2,370,000	2,370,000	
Total Portfolio Annual Budget	**2,185,186**	**9,211,513**	**8,817,460**	**4,958,673**

1.4. Summary of program implementation schedule over four year plan period

The proposed time line for Plan implementation is set forth below. FirstEnergy anticipates that its Pennsylvania companies will use one or more Program Manager(s) to implement the various programs identified in its Plan. These Program Manager(s) will be responsible for the start-up of new programs, which will include at a minimum the identification of appropriate staffing skills and levels and the hiring of the same, and the development of website(s), promotional strategies, and processes ensuring quality and other controls supporting successful program implementation. The manager(s)' start-up phase will include communication and coordination with Company personnel so as to (i) present seamless processes for customers or allies that wish to participate in the programs' (ii) maximize process efficiency and controls; and (iii) leverage Company relationships and communications with customers.

The Company will contractually obligate the manager(s) to design a start-up phase that will be performed in an organized and efficient manner and that strives to maintain and strengthen constructive relationships with Company program management, customers, trade allies, contractors and other energy program partners when possible.

The start-up period will include a Program Set Up Period:

Program Set Up – Immediately following contract award and the kick-off meeting(s) as set forth in the proposed time line below, the Company and Program Manager(s) will work together to modify the Start-up Plan submitted with the successful bidders' bid proposals in order to develop the systems and procedures needed to operate the energy efficiency programs. The Start-up Plan will include, at a minimum:

- Determining the required information transfers between the Program Manager(s), the Company and the Company's other energy efficiency or tracking system contractors;
- Creating, installing and testing necessary data collection systems for program operation and evaluation;
- Establishing a toll-free number and processes for the Company to transfer calls it receives related to the programs;
- Developing detailed processes for managing rebate/incentive applications, rebate/incentive payment processes, reporting procedures, data collection and data recording processes, internal billing and related documentation to be sent to the Company for processing;
- Developing electronic payment between the Company and the Program Manager(s);
- Plans for development and launching promotional strategies, including creation of a website;
- Creating a check processing system (if deemed appropriate); and
- Ensuring all other preparations needed before the programs are launched.

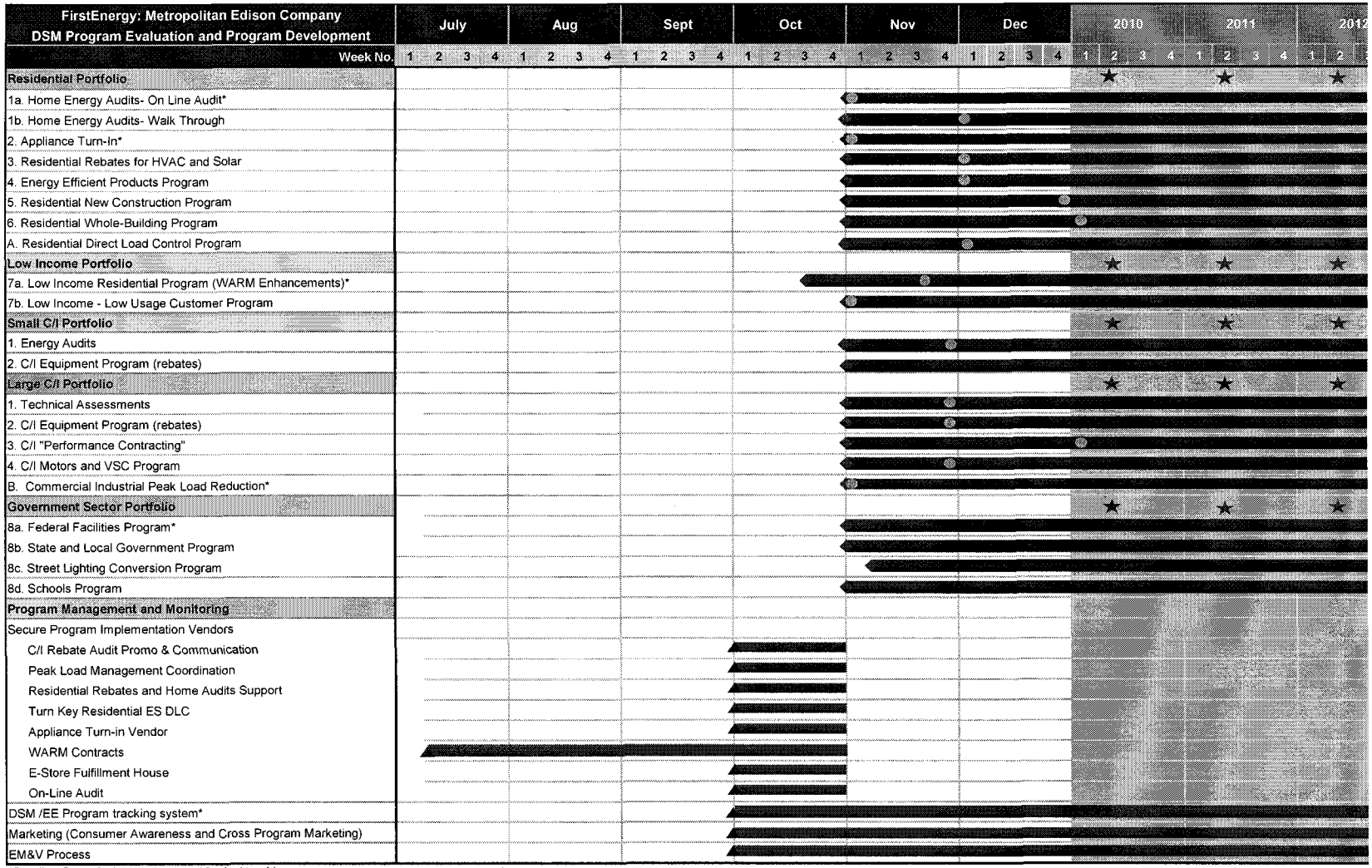
During program set-up, the Program Manager(s) will meet with the Company, its consultant, and tracking system contractors as necessary and appropriate in order to properly introduce the applicable program into the Company's overall comprehensive Plan.

Program Manager(s) will submit a start-up plan with their bid proposal. It is anticipated that the plan submitted may be modified at the kick-off meeting. The start up plan will include, at a minimum:

- Organization chart and description of management roles and responsibilities;
- Description and dates of program launch milestones;

- Description of a plan for use of any subcontractors;
- Plan to detail a specific communications strategy; and
- Plan to facilitate or support program tracking systems and reporting.

Figure 2: Penn Power EE&C Plan Proposed Timeline



1.5. Summary description of the EDC implementation strategy to manage EE&C portfolios and engage customers and trade allies.

Penn Power intends to implement certain of the Plan's programs in a staged manner as follows:

- Launch customer awareness and educational campaign immediately after approval of the EE&C Plan in order to start building consumer interest.
- Solicit and secure CSPs and implementation vendors in August/September so as to enable a timely program launch once the Plan is approved. Contracts with selected vendors will be contingent upon Commission approval of the programs.
- Seek Commission pre-approval to recover start-up costs associated with the Fast Track suite of programs that were discussed above.

Penn Power will oversee a range of contractors and vendors in the delivery of the programs. CSPs engaged by the Company to manage programs or deliver program services will have undergone a competitive bidding process through FirstEnergy or another EDC. Low income residential programs will be served by a mix of Community Based Organizations and private vendors under contract with the Company. The Company will seek a vendor or group of vendors to deliver services to existing residential homes and small commercial customers. Non-residential audits will most likely be performed by a mix of private auditing firms and specialized engineering firms that have the expertise to identify opportunities for specific industries. A performance contracting option will be available to both non-residential businesses and government facilities who wish to pursue comprehensive rather than equipment-specific retrofits. Vendors who hold current awards in the Energy Services Performance Contracting program will generally be responsible for Federal facilities.

1.6. Summary description of EDC's data management, quality assurance and evaluation processes; include how EE&C plan, portfolios, and programs will be updated and refined based on evaluation results.

FirstEnergy is committed to designing and implementing robust processes, organizations and systems that achieve the energy savings and demand reduction goals established in Act 129. The Company plans to use a two-fold approach to ensure the quality of its EE&C Plan program during the design and implementation:

- Developing processes to clearly detail the steps to meet EE&C goals while complying with applicable requirements; and,
- Devising and implementing control points at various stages of these processes to establish and maintain quality.

Section 6 of this report presents detailed plans regarding the data management quality assurance and evaluation processes for the EE&C Plan. Each program description in Section 2 provides a brief description of the planned evaluation monitoring and verification steps intended for each program. Further, the Company is committed to working with the statewide Evaluation Contractor to support their efforts at evaluating the programs. The Company will conduct process evaluations at the six to twelve month mark as a way to gauge progress toward the achievement of goals and identify issues requiring mid-course correction. All programs will benefit from periodic feedback from vendor-conducted customer satisfaction surveys. In addition to making interim adjustments to programs as suggested by these feedback activities, the Company will propose any major changes it feels are required in its annual reporting to the Commission.

1.7. Summary description of cost recovery mechanism

The Company's proposed Energy Efficiency and Conservation Charge Rider ("EEC-C Rider") is included as Appendix H[14]. The EEC-C rates are expressed as a price per kilowatt-hour ("kWh"), except for the industrial customer class that is expressed on a kilovolt-ampere ("kVA") basis, and will be billed on the same~~at~~ basis. The EEC-C rates will be calculated and stated separately for the residential, commercial, non-profit, street lighting and industrial customer~~ommercial~~ classes. The Company is proposing that the EEC-C Rider would become effective immediately upon the conclusion of this proceeding with service rendered on or after February~~November~~ 1, 2010~~09~~. The EEC-C rates are capped at the 2% limit by class based on 2006 revenue. The rates would remain in place for the length of the Company's Energy Efficiency and Conservation Plans. However, upon determination that the EEC-C rates would result in material over- or under-collections of recoverable costs incurred or expected to be incurred during the program period (July~~November~~ 1, 2009 through December 31, 2013), the Company may request that the Commission approve interim revisions to the EEC-C rates to be effective thirty days from the date of filing. An interim change in the EEC-C rates may address a re-allocation of program expenses between customer classes. The EEC-C rider meets the requirements of 66 Pa. C.S. § 1307 as required by the Commission's Implementation Order and Act 129.

[14] In accordance with the Commission's Order entered October 28, 2009, the Company is submitting a revised EEC-C Rider consistent with the modifications requested by the Commission.

2. Energy Efficiency Portfolio/Program Summary Tables and Charts

2.1. Residential, Commercial/Industrial Small, Commercial/Industrial Large and Governmental/Non-profit Portfolio Summaries (See PUC Table 4).

PUC Table 4: Program Summaries

Table 4: Program Summaries							
	Program Name	Program Market	Program Two Sentence Summary	Program Years Operated	Net Lifetime MWh Savings	Net Peak Demand kW Savings	Percentage of Portfolio and Total Lifetime
Residential Portfolio Programs (exclusive of Low Income)	Demand Reduction	RES	Reduce Residential Central Air Conditioning (CAC) Load over the highest 100 load hours	4	1,516	2,755	0.1%
	Home Energy Audits	RES	Available through two levels: 1) self-adminstered on-ine audit and 2) a walk-through on-site audit performed by auditor.	4	154,445	1,340	11.5%
	Appliance Turn-In	RES	Provide incentive to households for turning in older inefficient appliances and lighting equipment.	4	85,250	1,697	6.3%
	EE HVAC & Solar	RES	Provide incentives supporting implementation of contractor-installed HVAC, solar or other eligible systems.	4	36,765	3,750	2.7%
	EE Products	RES	Provides financial incentives and support to retailers that sell energy efficient products, such as Energy Star® qualified appliances or compact fluorescent light bulbs.	4	165,513	2,449	12.3%
	New Construction	RES	Provides incentives to builders for achieving Energy STAR Homes status, or the Home Energy Rating System Program (HERS) associated with a highly energy efficient home.	4	55,110	3,111	4.1%
	Whole Building Comprehensive	RES	Provides comprehensive diagnostic assessments followed by direct installation of selected low cost measures plus incentives to households for implementation of measures addressing building shell, appliances and other energy consuming features. Customers can tap into prescriptive rebates as well as the Keystone Loan program.	4	7,873	189	0.6%
	Multiple Family	RES	This program will be delivered in cooperation PHFA, and will target low-income communities. The program seeks to motivate property owner/manager and landlords toward installing energy efficiency measures. Costs associated with Residential accounts will be tracked through the Residential multifamily program. Costs associated with non-residential accounts will be tracked through the C/I multifamily program.	4	2,431	32	0.2%
	Totals for Residential Sector				**508,904**	**15,323**	37.9%
Residential Low-Income Sector Programs	Warm Plus	LI RES	The "WARM Plus" Act 129 program expands the measures installed under the existing Low-Income Usage Reduction Program, known as the WARM program, and provides WARM services to additional income-eligible customers	4	11,507	131	0.9%
	Home Energy Audits	LI RES	Available through two levels: 1) self-adminstered on-ine audit and 2) a walk-through on-site audit performed by auditor.	4	16,017	139	1.2%
	Appliance Turn-In	LI RES	Provide incentive to households for turning in older inefficient appliances and lighting equipment.	4	8,924	172	0.7%
	EE Products	LI RES	Provides financial incentives and support to retailers that sell energy efficient products, such as Energy Star® qualified appliances or compact fluorescent light bulbs.	4	10,889	79	0.8%
	Totals for Low-Income Sector				**47,336**	**520**	3.5%

Table 4: Program Summaries

	Program Name	Program Market	Program Two Sentence Summary	Program Years Operated	Net Lifetime MWh Savings	Net Peak Demand kW Savings	Percentage of Portfolio and Total Lifetime MWh savings
Commercial/ Industrial Small Portfolio Programs	Energy Audit	Small C&I	Provides two levels of energy audit services 1) a simple walk-through audit for small business with non-complex loads, and 2) a more comprehensive assessment for medium to large non-residential customers to help identify existing end uses of energy and find specific ways in which energy savings can be achieved.	4	63,882	2,896	4.8%
	Equipment Rebate	Small C&I	Provides for the implementation of cost effective, high efficiency non-standard measures through the authorized Conservation Service Provider (CSP) contractor network for local, state and federal buildings, as well as for institutional customers.	4	383,521	13,810	28.5%
	Totals for C/I Small Sector				**447,403**	**16,707**	33.3%
Commercial/ Industrial Large Portfolio Programs	Equipment Rebate	Large C&I	Provides for the implementation of cost effective, high efficiency non-standard measures through the authorized Conservation Service Provider (CSP) contractor network for local, state and federal buildings, as well as for institutional customers.	4	119,480	4,074	8.9%
	Industrial Motors and VSD	Large C&I	This program is designed to encourage the company's commercial and industrial customers to: 1. Upgrade their existing motors to NEMA Premium® motors when switching out old motors due to breakdowns and or programmed replacements 2. Install variable speed drives on motors that do not always operate at the same speed.	4	35,408	75	2.6%
	Totals for C/I Large Sector				**154,888**	**4,149**	11.5%
Governmental/ Non-Profit Portfolio Programs	Governmental & Institutional	Gov't	This program involves a feasibility study to identify energy savings opportunity to expedite the Federal and municipal agencies taking action. Provides for the implementation of cost effective, high efficiency standard and non-standard measures through a Conservation Service Provider (CSP) for local, state and federal buildings, as well as for institutional customers.	4	185,126	5,088	13.8%
	Totals for Gov't/NP Sector Programs				**185,126**	**5,088**	13.8%
Total for Plan					**1,343,657**	**41,787**	100.0%

2.2. Plan data: Costs, Cost-effectiveness and Savings by program, sector and portfolio

See PUC Tables 1-4

2.3. Budget and Parity Analysis

PUC Table 5: Budget and Parity Analysis

Customer Class	Average Annualized Budget	% of Total EDC Budget	% of Total Budget Allocating Government & Other	% of Total Customer Revenue	Difference
Residential	2,788,024	44.30%			0
Residential Low Income	441,379	7.01%			0
Residential Subtotal	3,229,403	51.32%	51.32%	41.0%	10%
C&I Small	881,177	14.00%	18.1%	29.4%	-11%
C&I Large	508,137	8.07%	10.4%	29.2%	-19%
C&I Subtotal	1,389,313	22.08%	28.5%	58.6%	-30%
Gov Street Lighting	82,064	1.30%	1.30%	0.30%	1.00%
GS/Public Service, MS	3,813	0.06%	0.06%	0.10%	-0.04%
Gov Multi-Family	21,016	0.33%	NA	NA	NA
Gov Small C&I	234,207	3.72%	NA	NA	NA
Gov Large C&I	148,392	2.36%	NA	NA	NA
Governmental/Non-Profit Subtotal	489,492	7.78%	1.4%	0.4%	1%
Residential/C&I/Governmental/Non-Profit Subtotal	5,108,208	81.17%			
Other Expenditures					
Other Expenditures Subtotal	1,185,000	18.83%	18.8%		
EDC TOTAL	**6,293,208**	**100.00%**	**100.00%**	**100.00%**	

1) Portions of Governmental is served as part of C&I Small and C&I Large rate classes

3. Program Descriptions

3.1. Discussion of criteria and process used for selection of programs:

The process followed in selecting the programs in this Plan proceeded from examination of technologies and consideration of customer opportunities. Figure 1 in section 1.2 depicted the generic process followed. The steps followed in this process are described below:

1. A large list of DSM/EE technologies underwent an intuitive screening process carried out by a panel of DSM experts using criteria that included elimination of gas measures, elimination of fuel switching measures, ranking of commercial availability, meeting the utility's load reduction objectives. Technologies were ranked along these criteria and the top ones carried through for economic analysis.
2. Consumer research was conducted to identify likelihood of participation/technology adoption, barriers to adoption and potential interest in specific services for overcoming those barriers. Current conservation behavior was also measured.
3. Program characteristics were developed at the technology level, including for example (on the cost side) incentive amounts, marketing, administration, vendor costs, incremental measure costs, and the availability of tax incentives or other benefits. On the benefits side, values were taken from the TRM for those measures covered, and were calculated using formulas identified in the TRM for weather-sensitive measures.
4. Technologies were grouped by sector and the end uses addressed (lighting, HVAC, etc.) and considered in light of each of the program types in which the measures might be implemented. Thus CFLs appear in residential audits, low income and business programs and have specific rebate amounts and costs associated with each case.
5. The economic modeling then was carried out and TRC values determined for each grouping.
6. Program designs were then finalized taking into consideration whether each program:

    - Achieves the goals set for in Act 129 and approved by the Commission;
    - Promotes energy savings and demand reduction in a cost effective manner;
    - Passes the TRC as stipulated in the TRM;
    - Is an equitable Plan (i.e., offers technologies and services to all customer segments);
    - Meets the regulatory requirements of Act 129;
    - Simplicity (i.e., easy for customers, CSPs and trade allies to participate);
    - Uses proven delivery strategies;
    - Provides flexibility to address prescriptive as well as customer projects; and
    - Leverages existing delivery channels that are working well.

7. Once all programs were designed and evaluated, the Plan was examined to ensure that the Plan met these same criteria.

The EE&C Plan includes a suite of programs that move from the general to the specific, from providing customers with generic information about saving energy to customized information and services to help them make changes in their own specific homes and facilities. Upon Commission approval, the Company will launch an outreach effort to build customer awareness and interest in the programs and saving energy. This campaign will also make people aware of the transition that will be taking place in 2011 to market-based rates and the ability for customers to take advantage of the programs being offered to help mitigate the effects of any increases on consumer bills.

The next step is to encourage customers – residential and non-residential - to have an energy audit as a starting point in order to identify potential energy efficiency opportunities. These audits will serve a dual purpose, providing both important "as-found" characteristics of homes and equipment before the installation

of measures, as well as important information on the age and nature of equipment being replaced. Audits for the residential sector can be accessed on line, or through the use of a contractor who will conduct a walk-through assessment of the home. In the commercial sector, smaller businesses will have access to a walk-through audit performed for a fixed fee, while larger or more complex businesses will be offered a technical assessment done by a certified contractor. These assessments are typically priced on a per square foot basis. Regardless of customer segment, the audit contractors will install lighting upgrades and (for residential) faucet aerators so that customers can immediately start to realize energy savings.

To facilitate implementation of recommended measures, Penn Power will also offer a suite of programs that incorporate fixed rebates and calculated incentives, performance contracts and arranged loans (initially only through the statewide Keystone Home Loan Program) to offset costs associated with the customer's actions. For eligible low income customers, most measures are provided free of charge. Customers are also given incentives for removing second refrigerators, freezers and old inefficient room air conditioners from the system, and for replacing old inefficient appliances (e.g. central air conditioners, room air conditioners) with newer, qualifying energy efficient models.

Finally, for selected appliances and equipment, such as central air conditioning, pool pumps and water heating, Penn Power will install communications devices that will enable customers to participate in demand response programs. It is critical that the Company builds the capacity for reducing peak load at the 100 hours of highest demand. To that aim, the Company has proposed a peak load reduction program that will provide incentives to EGS's for load reductions. Penn Power will proposed a voluntary real time pricing rate option for default service customers on rate schedules GS-Small and GS-Medium in its next default service case. Penn Power has as a real-time default service rate for customers on rates GP and GT. Penn Power will continue to encourage customers to take advantage of these load shifting initiatives as a way to fully benefit from these special rates. Figure 3 summarizes this process for the residential sector programs, while Figure 4 does the same for the non-residential sector programs.

Figure 3: Residential Sector Process

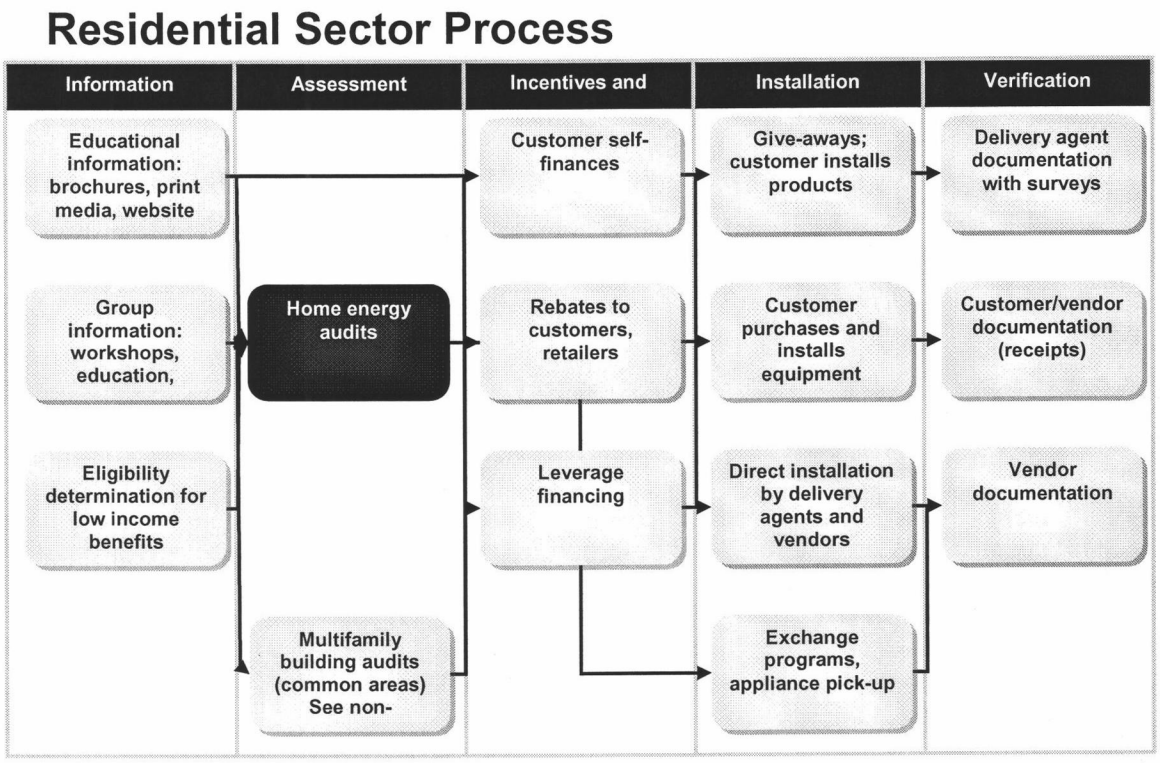
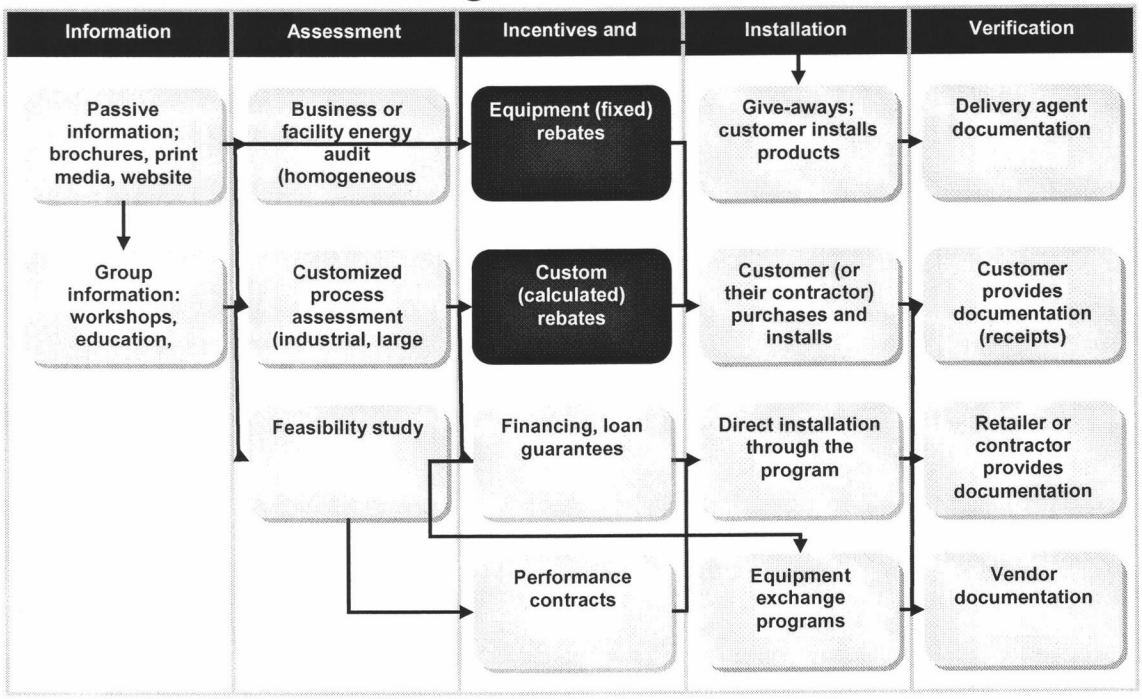


Figure 4: Non-Residential Sector Process



3.1.1. Describe portfolio objectives and metrics that define program success (e.g., energy and demand savings, customers served, number of units installed

The following sections describe general metrics for each program sector. The individual program descriptions contain preliminary M&V protocols for each program.

Residential

Fundamental metrics for program performance include the number of participants, kWh savings, kW peak load reductions, dollars spent, dollars per kWh saved, and dollars per kW of peak load reduction. Additional program metrics for the residential portfolio will follow the designations common to logic modeling of Immediate (Near Term), Intermediate and Long Term metrics.

Immediate Metrics – (numeric, mostly counts) Numbers of customers having an audit, inquiring about a program, registering for a program, or attending an educational event; numbers of trade allies getting trained and certified (certified contractors; numbers of trade allies participating in EE equipment programs).

Intermediate Metrics – (measured via surveys, follow up calls, participation rates, documented kWh savings, application forms, etc.) Number of customers taking action via installing measure(s) and participating in programs, making behavioral changes; number of measures installed; amount of additional non-program measures installed (e.g., the extent to which customers purchase additional CFLs or other measures on their own beyond what is provided through a program).

Long-Term Metrics – (Calculated via TRM savings estimates and other deemed savings until Statewide Evaluator conducts third-party evaluation) kWh savings, kW reductions observed, customer satisfaction levels, self-reported behaviors, perceptions of non-energy benefits such as increased comfort, customer health, home safety, improved bill payment histories, other outcomes; $/kWh and $/kW.

Non-Residential

Fundamental metrics for program performance in this segment are the same as residential above, and include the number of participants, kWh savings, kW peak load reductions, dollars spent, dollars per kWh saved and dollars per kW of peak load reduction. Additional Program metrics for non-residential sector programs are similar to those for residential; however they will take into account the different levels of decision makers that commonly exist on the non-residential side.

Immediate Metrics – Number of customers participating in an audit, registering for other services; number of vendors making inquiries about the programs and seeking to participate in some way.

Intermediate Metrics – Number of customers that have had audits and/or installed some of the recommendations; satisfaction levels; self-reported additional actions taken; and behavioral changes made.

Long Term Metrics – Energy savings and peak load reductions.

Demand Response

Immediate Metrics – Number of customers signing up for the programs.

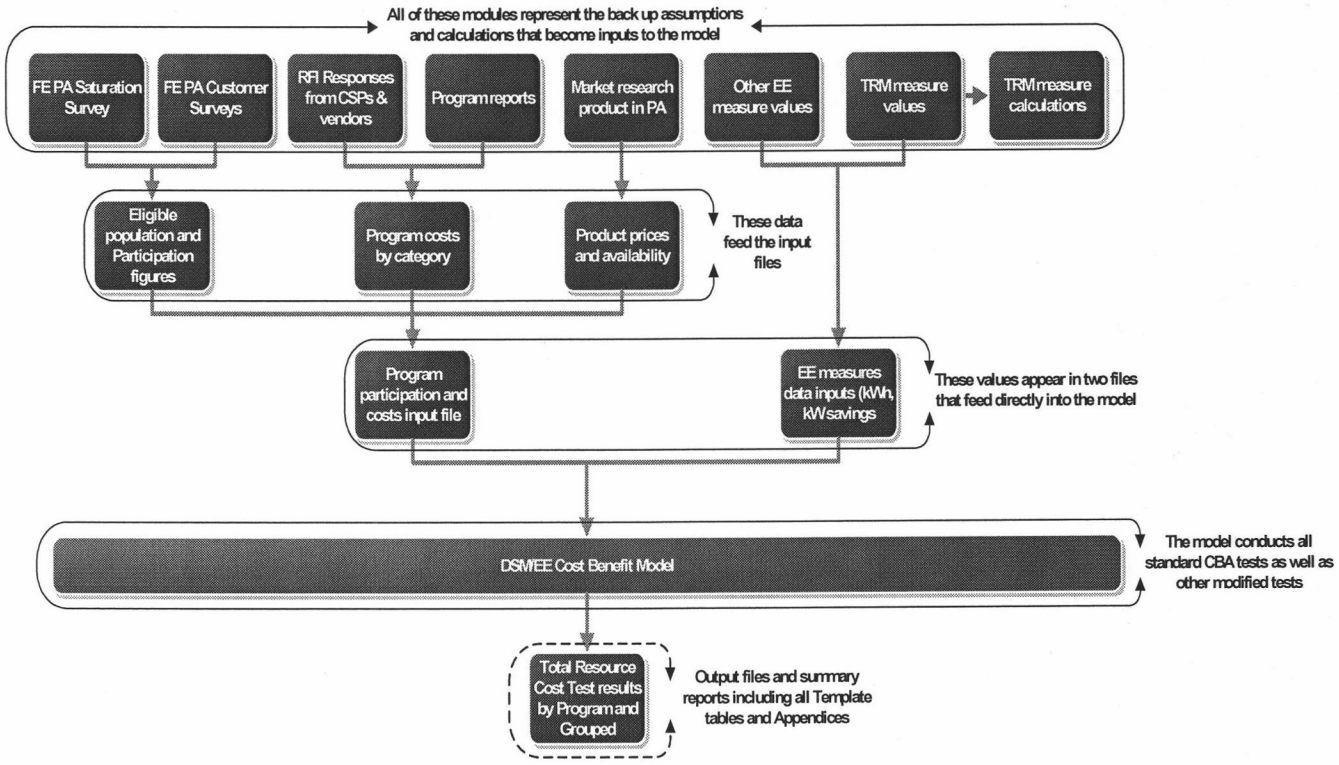
Intermediate Metrics – Actual metered/measured load over time.

Long Term Metrics – Actual peak load reduced during 100 highest peak hours of 2012 (June 1 – September 30)

3.1.2. Describe how programs were constructed for each portfolio to provide market coverage sufficient to reach overall energy and demand savings goals. Describe analyses and/or research that were performed (e.g., market, best-practices, market modeling).

Figure 5 presents a schematic diagram of the analyses used to develop programs. Generally, the approach taken by FirstEnergy is a "bottom-up" approach in that it relies upon detailed customer data to characterize the landscape for change and applies assumptions and participation figures to the eligible population in order to arrive at the potential that exists for energy efficiency and the likely rate of uptake. Starting with individual assumptions about energy efficiency technologies, these are grouped into logical program groupings, incentives are applied along with other program costs, participation levels are assumed and the figures multiplied.

Figure 5: Model Process Diagram



Checks are then made between the results from the "bottom-up" analysis and selected data points (such as number of customers by customer segments and number of kWh sales by class) to see how proportional the savings are to these baseline figures. Logical and intuitive feasibility about the program assumptions is examined next, and adjustments are made as necessary, rebalancing the portfolio as appropriate.

3.1.3. Describe how energy efficiency, conservation, solar, solar photovoltaic systems, geothermal heating, and other measures are included in the portfolio of programs as applicable.

The next section presents individual descriptions of the final program designs.

For solar and geothermal heating related equipment please refer to the Residential Energy Efficient Products Program and Residential Energy Efficient HVAC Equipment Program for rebates on solar water heating and geothermal heating system measures.

3.2. Residential Sector (as defined by EDC Tariff) Programs - include formatted descriptions of each program organized under the following headings:

Program Title and Program years during which program will be implemented	**Residential Direct Load Control Program: 2010, 2011 and 2012**
Objective(s)	Reduce Residential Central Air Conditioning (CAC) Load over the highest 100 load hours
Target market	Residential Customers with CAC
Program description	This program will pay an incentive to participants who agree to have controls installed on their CAC systems that enable the Company to limit CAC operation during peak load periods. Once such devices are installed, the utility will have the ability to cycle air conditioning compressors or reset temperatures for the duration of the load control event. It is anticipated that this program will be activated over each operating company's top 100 load hours, typically from noon – 7 pm on selected weekdays.
Implementation strategy (including expected changes that may occur in different program years)	It is anticipated that a third party CSP will be contracted to market the program to customers in 10 major load areas across the three FirstEnergy operating companies in Pennsylvania.
Program issues and risks and risk management strategy	Initial program targeting will be to customers located in major load areas to minimize the potential for poor pager signal strength limiting expected load reduction impacts. In order to gain more robust longer term program participation, direct load control switches will be chosen that will be both radio communication and ZIGBEE-capable to facilitate the eventual migration of this program to an Advanced Metering Infrastructure environment.
Anticipated costs to participating customers	There will be no costs to participating customers
Ramp up strategy	Program launch will begin in November 2009 and will progress in intensity in order to insure installation of the requisite number of switches by May 2012.

Marketing strategy	Print, web and mail advertising combined with the payment of a $50-75 first year cash incentive; depending upon whether a customer is willing to add a pool pump or electric water heater to be controlled under the program
Eligible measures and incentive strategy, include tables for each year of program, as appropriate showing financial incentives & rebate levels (e.g., $ per measure, $ per kWh or MW saved)	Customers will receive a one time cash payment of $50 - $75 in the first year as a sign up incentive. In each following year Customers will receive up to $10 - $15 a summer month for participation (as will be determined in consultation with the CSP).
Program start date with key schedule milestones	Program launch will begin in 2010~~November 2009~~ and will progress in intensity in order to insure installation of the requisite number of switches by May 2012
Assumed Evaluation, Measurement, and Verification (EM&V) requirements required to document savings by the Commission's statewide EE&C Plan Evaluator	Following the adoption of enabling technologies, the Company will verify that demand reduction targets are being achieved using sampling. We will perform such verification for a representative sample of the customers that have adopted peak reduction enabling technologies. As part of the monitoring process, the company plans to use selected indicators to verify periodically that demand reduction is being realized as projected. A DSM tracking system is to be used for such monitoring. In the event that EE&C program indicators show that projected EE&C targets are not likely to be achieved on schedule or within budget, FE will take appropriate corrective actions.
Administrative requirements – include internal and external staffing levels	The Company will use a combination of internal and external resources to manage and implement the EE&C programs. Penn Power will monitor and adjust the allocation of resources to balance the needs of each program. See sections 4.2.1 and 4.2.2 of the EE&C plan for more details.
Estimated participation – includes tables indicating metric(s) with target value(s) per year	See Appendix F
Estimated program budget (total) by year – include table with budget per year	See Appendix D 1- 64
Savings targets – include tables with total MWh and MW goals per year and cumulative tables that document key assumptions of savings per measure or project	See Appendix E
Cost-effectiveness – include TRC	TRC = 1.1

for each program	
Other information deemed appropriate	This program is targeted at customers with adequate signal reception capability. Opportunities for expansion will be examined as technology options improve over time. The Company will bid their ~~r~~Residential ~~d~~Direct ~~l~~Load ~~e~~Control programs into the PJM Reliability Pricing Model (RPM). The revenues received by the Company, if any, from bidding and clearing residential ~~d~~Direct ~~l~~Load ~~e~~Control programs into the applicable RPM auctions will be netted against the program costs, including but not limited to, administration, contracted services, credits provided to customers, and PJM penalties for underperformance.

Program Title and Program years during which program will be implemented	**Home Energy Audits and Outreach Program** a) On-Line Audit b) Walk Through Audit
Objective(s)	Assist households in identifying energy savings opportunities through self-administered and professional walk-through home audits. Support direct energy savings by providing those who complete the audit free CFLs and other measures (as qualify based on presence of electric water heating or electric heat). Improve customers' energy management practice through improved access to information and analysis of energy use history.
Target market	All residential and small commercial customers, both renters and homeowners.
Program description	Households will be able to identify energy saving opportunities through two levels of home energy audits: 1) a self-administered on-line audit that analyzes historic energy use, and calculates energy savings based on customer responses to a series of questions, and 2) a walk-through on-site audit administered by a trained professional auditor. The purpose of the audits is to identify energy savings opportunities, to install basic low-cost measures, and to make customers aware of other programs offered by the PA Companies, such as whole house wellness programs or programs they support, such as the Keystone Home Loan Program, to help customers implement the recommendations. Both ~~The on-line~~ audits generate~~s~~ delivery~~mailing~~ of a efficiency ~~low cost~~ measures kit.
Implementation strategy (including expected changes that may occur in different program years)	This program involves consumer education through generic energy savings tips combined with information customized to a specific dwelling based on either self-reported information or a trained auditor. This program serves as a portal to other program services. Customers are also referred to solutions, including participating retailers in the EE Products program, the E-store and the Keystone Home Loan Program for financing the balance of project costs. Participation by low income customers will be tracked or estimated to support reporting and evaluation.
Program issues and risks and risk management strategy	Challenges with the website, number of trained auditors, current economic environment may limit customers' ability to purchase energy efficient equipment, lack of program awareness among customers and trade allies, damage to a customer's home. With respect to risk management, refer to Section 4.1.4 of the EE&C plan. The Company provides further details on "early warning systems" as well as a description of contingency plans.

Anticipated costs to participating customers	The on-line audit is free, as well as the kit, once the audit is complete and uploaded. Customers pay a fee $50 for the on-site audit, the kit is free.
Ramp up strategy	The on-line audit generates mailing of an energy conservation kit valued at up to $10~~26~~, depending on a customer's electric equipment, containing measures selected by the customer (e.g., a four pack of CFLs and other low cost measures ~~that primarily address electric water heating~~).
Marketing strategy	The marketing strategy will include: newspaper and radio advertising, Company bill inserts, Company website, employee communications, community presentations and direct mail campaigns as needed. The Company fully expects the Program Manager(s), who will be selected by competitive bid, to provide specific details on marketing for this program.
Eligible measures and incentive strategy, include tables for each year of program, as appropriate showing financial incentives & rebate levels (e.g., $ per measure, $ per kWh or MW saved)	All measures are included for potential recommendation. Two audit packages are used – one for the on-line audit and a second more comprehensive audit tool for the site audits. Those completing the ~~on-line~~ audits will receive an energy conservation kit containing: • Choice of kits (sample – kits will contain recognized measures and are subject to revision). ~~*~~ Lighting kit with a 4 pack of no less than 15 watt compact florescent lamps (each with the same output as a 60 watt incandescent bulb) LED night lights * If Electric Water Heat: Above plus two faucet aerators * If Electric Heat with Thermostat: Above plus free thermostat. * If Central Air Conditioning: Above plus free thermostat. • One bilingual (English and Spanish) instructional sheet
Program start date with key schedule milestones	See Figure 2
Assumed Evaluation, Measurement, and Verification (EM&V) requirements required to document savings by the Commission's statewide EE&C Plan Evaluator	Penn Power is to verify that the planned number of each type of audits is performed on time and within budget. A sample of on-site audits will be reviewed to check that their actual costs do not exceed the contract cost, and that customers are satisfied with the service provided ~~(through phone contacts)~~. The company will also verify that existing EE&C opportunities are properly quantified to enable accurate tracking and documentation of

	energy efficiency and demand reduction. As part of the monitoring process, the company plans to use selected indicators to verify periodically that energy savings and demand reduction are being realized as projected. A DSM tracking system is to be used for such monitoring. In the event that EE&C program indicators show that projected EE&C targets are not likely to be achieved on schedule and within budget, Penn Power will take appropriate corrective actions.
Administrative requirements – include internal and external staffing levels	The Company will use a combination of internal and external resources to manage and implement the EE&C programs. Penn Power will monitor and adjust the allocation of resources to balance the needs of each program. See sections 4.2.1 and 4.2.2 of the EE&C plan for more details.
Estimated participation – includes tables indicating metric(s) with target value(s) per year	See Appendix F
Estimated program budget (total) by year – include table with budget per year	See Appendix D 1-64
Savings targets – include tables with total MWh and MW goals per year and cumulative tables that document key assumptions of savings per measure or project	See Appendix E
Cost-effectiveness – include TRC for each program	See PUC Table 7a
Other information deemed appropriate	

Program Title and Program years during which program will be implemented	**Appliance Turn-In Program** **2009 – 2013**
Objective(s)	To remove older inefficient appliances from the system by offering customers an incentive and free pick-up and disposal service for second refrigerators, freezers and room air conditioners.
Target market	The target market for this program is existing households, multifamily and single family, renters and home owners. Equipment is to be working at the time of pick up.
Program description	Provides a small incentive to households for turning in older inefficient appliances. Pick up of old second refrigerators involves a set dollar incentive to the customer. Large appliances will be picked up over an extended period where others may be turned in at periodic events.
Implementation strategy (including expected changes that may occur in different program years)	A vendor will be hired to deliver this program in coordination with other EDCs in Pennsylvania. Regional roll-out and community outreach will support efficiency. Participation by low-income customers will be tracked or estimated to support reporting and evaluation.
Program issues and risks and risk management strategy	The key risk is that appliances will be turned in that were either not being used or are non-functional. Vendors may be required to test appliances before issuing the incentive, or sample a percentage of appliances after pick up to determine what percent of units are not generating energy savings. Pre-testing may result in lower participation but better quality control. Certification/paperwork. Lack of customer awareness. With respect to risk management, refer to Section 4.1.4 of the EE&C plan. The Company provides further details on "early warning systems" as well as a description of contingency plans.
Anticipated costs to participating customers	There are no costs to participating customers for this program.
Ramp up strategy	Vendors exist that can start this program immediately, so we do not anticipate a material start up period before offering services to customers. Regional roll-out.
Marketing strategy	Customers will be alerted to this service through various media and marketing channels (to be determined) to facilitate targeted roll-out of the program, and efficient collection in targeted areas. A broad customer awareness campaign will include introduction of the program and the need for consumers to take energy efficiency actions.

Eligible measures and incentive strategy, include tables for each year of program, as appropriate showing financial incentives & rebate levels (e.g., $ per measure, $ per kWh or MW saved)	▪ Refrigerators $50 incentive per unit ▪ Freezers $50 incentive per unit ▪ Room Air Conditioners $50 per unit
Program start date with key schedule milestones	See Figure 2
Assumed Evaluation, Measurement, and Verification (EM&V) requirements required to document savings by the Commission's statewide EE&C Plan Evaluator	Penn Power is to verify that the planned number of each type of targeted appliances is collected and disposed of within budget. The company plans to check that the calculations of kWh and kW savings from appliance retirement are accurate and compliant with applicable requirements including those contained in the TRM. This will in turn enable accurate tracking and documentation. As part of the monitoring process, the company plans to use selected indicators to verify periodically that energy savings and demand reduction are being realized as projected. A DSM tracking system is to be used for such monitoring. In the event that EE&C program indicators show that projected EE&C targets are not likely to be achieved on schedule and within budget, Penn Power will take appropriate corrective actions.
Administrative requirements – include internal and external staffing levels	The Company will use a combination of internal and external resources to manage and implement the EE&C programs. Penn Power will monitor and adjust the allocation of resources to balance the needs of each program. See sections 4.2.1 and 4.2.2 of the EE&C plan for more details.
Estimated participation – includes tables indicating metric(s) with target value(s) per year	See Appendix F
Estimated program budget (total) by year – include table with budget per year	See Appendix D 1-64
Savings targets – include tables with total MWh and MW goals per year and cumulative tables that document key assumptions of savings per measure or project	See Appendix E
Cost-effectiveness – include TRC for each program	See PUC Table 7a
Other information deemed appropriate	One CSP has been ~~is likely to be~~ selected to deliver this program based on a competitive bidding process held by one of the EDCs. The intent of selecting one CSP is to achieve consistency

[redacted]	across the state among EDCs and to obtain lowest cost volume pricing from the vendor.

Program Title and Program years during which program will be implemented	**Residential Energy Efficient HVAC Equipment Program**
Objective(s)	Providing a rebate to participating customers or local contractors and dealers is expected to increase penetration of high efficiency HVAC systems. To qualify for this program, the equipment must exceed the efficiency standards as published by the Department of Energy under the ENERGY STAR® program.
Target market	The target market for this program is existing households, multifamily and single family, renters and home owners as well as new construction.
Program description	Provides incentives supporting implementation of contractor-installed HVAC, or other eligible systems in existing or new residential buildings. This program involves promoting the sale of high-efficiency, ENERGY STAR® compliant equipment through installation contractors selling to residential customers who are replacing existing home HVAC equipment. The program will replace existing or standard HVAC equipment in residential applications with heating and cooling systems approved by the ENERGY STAR® program of the US EPA/DOE. The program also provides incentives for maintenance (tune-ups) of existing central air conditioners or heat pump equipment, and will offer a $40 incentive toward replacement of furnace fans meeting Energy Star efficiency guidelines.
Implementation strategy (including expected changes that may occur in different program years)	Program services would be delivered to customers by qualified local contractors identified by an implementation vendor or manufacturer of such equipment. Contractors will certify the proper sizing and installation of high efficiency equipment.
Program issues and risks and risk management strategy	Challenges with vendors or manufacturers, cost of energy efficient equipment, changing technology impact lifecycle cost, current economic environment may limit customer's ability to purchase energy efficient equipment and technology, customer choosing to buy less efficient equipment. With respect to risk management, refer to Section 4.1.4 of the EE&C plan. The Company provides further details on "early warning systems" as well as a description of contingency plans.
Anticipated costs to participating customers	The end user would have the shared rebate as a benefit and also will benefit from lower bills.
Ramp up strategy	Qualifying Service Providers for Maintenance Program.

Marketing strategy	The program envisions that the suppliers and dealers will share, as a competitive marketing tool, the rebate with the end user, positioning the supplier or dealer as a lower cost provider.
Eligible measures and incentive strategy, include tables for each year of program, as appropriate showing financial incentives & rebate levels (e.g., $ per measure, $ per kWh or MW saved)	Qualifying equipment must meet or exceed ENERGY STAR® standards. Qualified HVAC equipment will include: • High-efficiency central air conditioning units (CAC) • High-efficiency air source heat pumps (ASHP) • High-efficiency ground source heat pumps (GSHP) • Central air conditioning maintenance and furnace fan motor replacement meeting Energy Star guidelines. Customers would receive rebates for the high efficiency HVAC equipment that they install, or can assign rebates to their contractor. ➢ For Rebate Amounts See Penn Power Table 5 (and summarized below)
Program start date with key schedule milestones	See Figure 2
Assumed Evaluation, Measurement, and Verification (EM&V) requirements required to document savings by the Commission's statewide EE&C Plan Evaluator	Verify that inefficient HVAC equipment is installed and working on customers' premises. Check sample calculations of projected savings for accuracy and for compliance with TRM guidelines. Document and record measure data using specified data transmission protocols, processes and technology. As part of the monitoring process, the company plans to use selected indicators to verify periodically that energy savings and demand reduction are being realized as projected. A DSM tracking system is to be used for such monitoring.
Administrative requirements – include internal and external staffing levels	The Company will use a combination of internal and external resources to manage and implement the EE&C programs. Penn Power will monitor and adjust the allocation of resources to balance the needs of each program. See sections 4.2.1 and 4.2.2 of the EE&C plan for more details.
Estimated participation – includes tables indicating metric(s) with target value(s) per year	See Appendix F
Estimated program budget (total) by year – include table with budget per year	See Appendix D 1-64
Savings targets – include tables with total MWh and MW goals per	See Appendix E

<table>
<tr><td>year and cumulative tables that document key assumptions of savings per measure or project</td><td></td></tr>
<tr><td>Cost-effectiveness – include TRC for each program</td><td>See PUC Table 7a</td></tr>
<tr><td>Other information deemed appropriate</td><td>This program is retroactively eligible to customers who install or commit to install qualifying equipment on or after July 1, 2009.
Additional Residential Efficient Equipment Incentives

<table><tr><td>Central Air Conditioner SEER 14.5 / EER 12</td><td>$150</td></tr><tr><td>Central Air Conditioner SEER 15 / EER 12</td><td>$225</td></tr><tr><td>Central Air Conditioner SEER 16 / EER 12</td><td>$300</td></tr><tr><td>Air-Source Heat Pump SEER 14.5 / HSPF 8.5</td><td>$250</td></tr><tr><td>Air-Source Heat Pump SEER 15 / HSPF 8.5</td><td>$325</td></tr><tr><td>Air-Source Heat Pump SEER 16 / HSPF 8.5</td><td>$400</td></tr><tr><td>Qualified Maintenance /Tune-up
With Qualified Furnace Fan Replacement</td><td>$25
$40</td></tr><tr><td>Ground Source Heat Pump</td><td>$217/ton</td></tr></table></td></tr>
</table>

Program Title and Program years during which program will be implemented	**Residential Energy Efficient Products Program** **2009-2013**
Objective(s)	To accelerate the adoption of high efficiency appliances and equipment that meets ENERGY STAR® label guidelines under the EPA program.
Target market	Customers that purchase appliances from retailers, including all residential , low income and small commercial customers (replacement of existing units, end-of-life units and new); homeowners and renters in one to four family dwellings. Multifamily renters in low income projects may also qualify for selected products. Low income participation will be tracked and/or estimated as appropriate.
Program description	The Energy Efficient Products Program provides financial incentives and support to retailers that sell energy efficient products, such as ENERGY STAR® qualified appliances or compact fluorescent light bulbs. The program includes promotional support, point-of-sale materials, training, promotional events and "up-stream product buy-down" rebates to retailers, distributors or manufacturers for select appliances. Also includes existing catalogue sales channel, and support for community-based initiatives, or other distribution channels that can reliably document effective distribution of energy efficient products.
Implementation strategy (including expected changes that may occur in different program years)	The message delivered to customers can be accomplished by using a variety of mass marketing tools including utility bill inserts, local newspaper circulars, direct mail, point of sale displays at retailers and the utility web site and on-line store. Retailers and manufactures will also be involved cross promoting product offers in conjunction with national campaigns like Earth Day and Change a Light, Change the World programs. The program will encourage community-based initiatives that support documented distribution of EE products and energy saving results. Such community-based initiatives include outreach through in-school training, college students, faith-based organizations, and municipal initiatives. This program involves developing educational materials on the proper use and selection of high efficiency light bulbs along with product discounts, coupons and price buy-downs to incentivize customers to purchase CFLs, LEDs and other qualifying EE products. Low income participation will be encouraged and tracked as practicable.
Program issues and risks and risk management strategy	Challenges with vendors or manufacturers, cost of energy efficient equipment, changing technology impact lifecycle cost, current economic environment may limit customer's ability to purchase energy efficient equipment and technology, customer choosing to buy less efficient equipment. Community outreach challenges include collecting reliable documentation related to measures installed and energy savings impacts. With respect to risk management, refer to Section 4.1.4 of the EE&C plan. The Company provides further details on "early warning

	systems" as well as a description of contingency plans.
Anticipated costs to participating customers	Customers will have to pay the balance of appliance equipment and installation costs not covered by the rebate.
Ramp up strategy	Use dealer incentives and special promotional "events" to encourage sales of high efficiency products, and/or retirement of less efficient equipment (e.g. Torchiere lamps) through "buy down" first cost and/or promotion of eligible equipment to customers. Customer rebates available for selected appliances. Appliance and replacement product pick up and disposal services available. Exchange program events for lighting and room air conditioners may be employed at periodic events.
Marketing strategy	This program involves consumer education and dealer marketing and incentives for selling appliances with ENERGY STAR® brand labels. Statewide coordination among electric utilities is being discussed to provide consistency across the state.
Eligible measures and incentive strategy, include tables for each year of program, as appropriate showing financial incentives & rebate levels (e.g., $ per measure, $ per kWh or MW saved)	For the proposed program, the minimum qualifying efficiency ratings are based on current ENERGY STAR® Qualified Appliances published by the US EPA. ➢ For Rebate Amounts See Penn Power Table 5 Customer incentives can be in many forms and all are paid by the utility. They can range from $1 to the full purchase price of a light bulb plus an administrative fee paid to the manufactures and retailers in support of the campaign. One incentive could be a mark-down or buy-down program which is a shelf tag, display sticker or end cap sign giving credit for the reduced price to the utility. The discount is paid by the utility based off point of sale purchase data. A second can be coupons through print media or bill inserts. This is a manufacturer coupon offer paid by the utility and redeemed at any participating retailer. Coupons at retail are another method which includes providing a coupon at the point of sale such as a shelf coupon pad that is redeemed at the register. A third method can be rebate forms that are mailed to a clearing house with rebate checks sent direct to customers. A fourth method could be discounts prepaid at the utility's on-line store, which allows customers to shop using the internet.
Program start date with key schedule milestones	See Figure 2
Assumed Evaluation, Measurement, and Verification (EM&V) requirements required to document savings by the Commission's statewide EE&C Plan Evaluator	Verify that qualified appliances have been sold by dealers seeking payment of incentives by auditing a sample of their claims. Verify that new, more efficient appliances have been installed through review of documentation provided by retailers, as well as individual participant rebate applications. Document, store and send measure data to state using specified data transmission protocols, processes and technology. As part of the monitoring process, the company plans to use selected indicators to verify periodically that energy savings and demand reduction are being realized as projected. A DSM tracking system is to be used for

	such monitoring. In the event that EE&C program indicators show that projected EE&C targets are not likely to be achieved on schedule or within budget, Penn Power will take appropriate corrective actions.
Administrative requirements – include internal and external staffing levels	The Company will use a combination of internal and external resources to manage and implement the EE&C programs. Penn Power will monitor and adjust the allocation of resources to balance the needs of each program. See sections 4.2.1 and 4.2.2 of the EE&C plan for more details.
Estimated participation – includes tables indicating metric(s) with target value(s) per year	See Appendix F
Estimated program budget (total) by year – include table with budget per year	See Appendix D 1-64
Savings targets – include tables with total MWh and MW goals per year and cumulative tables that document key assumptions of savings per measure or project	See Appendix E
Cost-effectiveness – include TRC for each program	See PUC Table 7a
Other information deemed appropriate	The Company will continue to seek consistency in rebate amounts and approaches with other EDCs as appropriate. This program is retroactively eligible to customers who install or commit to install qualifying equipment on or after July 1, 2009.

Program Title and Program years during which program will be implemented	**Residential New Construction Program**
Objective(s)	Supports the construction of homes exceeding code requirements, and implementation of contractor-installed HVAC, solar, or other eligible systems, as well as high or energy efficient appliances in new or remodeled homes. Upgrade the energy efficiency of choices local builders make in new construction markets. To qualify for this program, the home must exceed the PA Energy Code (International Energy Conservation Code IECC 2006) requirements by at least 15% through a combination of building shell and appliance efficiency improvements.
Target market	The target market for this program is builders of new residential construction.
Program description	Provides incentives to builders for achieving ENERGY STAR® Homes status, or the Home Energy Rating System Program (HERS) associated with a highly energy efficient home. The program supports implementation of contractor-installed HVAC, solar, or other eligible systems in existing or new residential buildings, as well as measures addressing building shell, appliances and other energy consuming features. This program involves promoting the sale of high-efficiency, ENERGY STAR® compliant equipment through local builders. Participants can receive a rebate based on calculation of the energy savings related to the home's construction over standard practice, and can participate in the prescriptive rebates offered under the other residential rebate programs.
Implementation strategy (including expected changes that may occur in different program years)	Providing a rebate to local builders. To qualify for this program, the home must exceed the PA Energy Code (International Energy Conservation Code IECC 2006) requirements by at least 15% and 30%. Program services would be delivered to customers by qualified local builders and contractors who can demonstrate (through HERS, REM/Rate or other rating tool recognized in the TRM) that the house meets minimum performance energy savings criteria consistent with that of a highly energy efficient home.
Program issues and risks and risk management strategy	Cost of energy efficient equipment, changing technology impact lifecycle cost, and current economic environment may limit customer's ability to purchase energy efficient equipment and technology, customer choosing to buy less efficient equipment. Slow pace of new construction and costs associated with program marketing and communications may result in program transaction costs with minimal actual construction. With respect to risk management, refer to Section 4.1.4 of the EE&C plan.

	The Company provides further details on "early warning systems" as well as a description of contingency plans.
Anticipated costs to participating customers	Participating contractors or builders would receive rebates for achieving high efficiency standards. Potentially a modest first cost increase for home owners
Ramp up strategy	New Construction may be introduced later, e.g., by Spring 2010 due to additional lead time required to launch. Contractor and realtor education will preceded the availability of the program to consumers.
Marketing strategy	The marketing strategy will include: newspaper and radio advertising, Company bill inserts, Company website and employee communications. The Company fully expects the Program Manager(s), who will be selected by competitive bid, to provide specific details on marketing for this program.
Eligible measures and incentive strategy, include tables for each year of program, as appropriate showing financial incentives & rebate levels (e.g., $ per measure, $ per kWh or MW saved)	The same equipment offered to existing residential customers under the other programs are eligible for installation in new homes under this program. The rebate is determined by formula, based on savings, estimated at 70% of incremental costs.
Program start date with key schedule milestones	See Figure 2
Assumed Evaluation, Measurement, and Verification (EM&V) requirements required to document savings by the Commission's statewide EE&C Plan Evaluator	The builder is responsible for building rating simulations and commissioning processes that form the basis for savings. For shell measures, the program manager will review modeling of new home designs to determine ratings and verify savings estimates, as well as review builder commissioning processes (including inspections as appropriate) to ensure quality construction meets design specifications. For equipment upgrades, verify that new, more efficient equipment and appliances have been installed in the new homes. Check calculation of kWh and kW savings to be achieved through use of more efficient equipment comparing energy consumption of such equipment to that of standard ones. Document, store and send measure data to state using specified data transmission protocols, processes and technology. As part of the monitoring process, the company plans to use selected indicators to verify periodically that kWh and kW savings are being realized as projected. A DSM tracking system is to be used for such monitoring. In the event that EE&C program indicators show that projected EE&C targets are not likely to be achieved on schedule or within budget, Penn Power will take appropriate corrective actions.

Administrative requirements – include internal and external staffing levels	The Company will use a combination of internal and external resources to manage and implement the EE&C programs. Penn Power will monitor and adjust the allocation of resources to balance the needs of each program. See sections 4.2.1 and 4.2.2 of the EE&C plan for more details.
Estimated participation – includes tables indicating metric(s) with target value(s) per year	See Appendix F
Estimated program budget (total) by year – include table with budget per year	See Appendix D 1-64
Savings targets – include tables with total MWh and MW goals per year and cumulative tables that document key assumptions of savings per measure or project	See Appendix E
Cost-effectiveness – include TRC for each program	See PUC Table 7a
Other information deemed appropriate	None.

Program Title and Program years during which program will be implemented	**Residential Whole Building Comprehensive Program**
Objective(s)	To provide comprehensive EE diagnostic assessments followed by direct installation of selected low cost measures plus incentives to households for implementation of associated measures. Customers pay a fee of 100 for the services.
Target market	The target market for this program is residential single family homes with electric heat as the primary heating fuel.
Program description	Building upon the Home Energy Audit (prerequisite), this program provides comprehensive diagnostic assessments followed by direct installation of selected low cost measures plus incentives to households for implementation of measures addressing building shell, appliances and other energy consuming features. Customers can tap into prescriptive rebates as well as the Keystone Home Loan Program.
Implementation strategy (including expected changes that may occur in different program years)	BPI-certified contractors, including CBOs delivering the WARM program would implement the program. Program services would be most likely coordinated by a national vendor who would develop a pool of local contractors to deliver services to customers.
Program issues and risks and risk management strategy	While training initiatives are being launched through economic stimulus funds, a limited number of BPI certified contractors is currently available in Pennsylvania to deliver a comprehensive home program. Whole building initiatives (e.g. the Home Performance with Energy Star) have been challenging to launch in other jurisdictions, both in attracting contractors to adopt the business model, and in attracting customers to invest in a comprehensive set of measures. If measures are installed then customers will qualify for the rebates under the EE products program and will be encouraged to take Keystone Home Loan Program for balance of project costs. With respect to risk management, refer to Section 4.1.4 of the EE&C plan. The Company provides further details on "early warning systems" as well as a description of contingency plans.
Anticipated costs to participating customers	Customers would pay $100 dollars for the comprehensive Audit which includes a blow door test. Customers would pay the difference between the actual cost of the measures and the incentives provided.
Ramp up strategy	Program may require additional lead time post November 2009 before launch.
Marketing strategy	The marketing strategy will include: newspaper and radio

	advertising, Company bill inserts, Company website, employee communications, community presentations and direct mail campaigns as needed. The Company fully expects the Program Manager(s), who will be selected by competitive bid, to provide specific details on marketing for this program.
Eligible measures and incentive strategy, include tables for each year of program, as appropriate showing financial incentives & rebate levels (e.g., $ per measure, $ per kWh or MW saved)	This is a full service program similar to the EPA's Home Performance with Energy Star program that involves test-in test-out blower door procedures, identification and installation of energy savings opportunities and at the contractor's discretion, environmental safety measures. It is a combination information and installation program. The same equipment offered to existing residential customers under the other programs are eligible for installation in new homes under this program. However, customers may not take rebates under both programs, but must elect which program to participate in. Rebates will be based on items installed but limited to $900 total spending.
Program start date with key schedule milestones	See Figure 2
Assumed Evaluation, Measurement, and Verification (EM&V) requirements required to document savings by the Commission's statewide EE&C Plan Evaluator	Penn Power is to verify that the installed measures and comprehensive diagnostics are performed as supported on program applications. As part of this review, the company plans to determine whether participants receive rebates under different programs for implementing the same measure. The company will also verify that existing EE&C opportunities are properly quantified to enable accurate tracking and documentation of energy efficiency and demand reduction. As part of the monitoring process, the company plans to use selected indicators to verify periodically that energy savings and demand reduction are being realized as projected. A DSM tracking system is to be used for such monitoring. In the event that EE&C program indicators show that projected EE&C targets are not likely to be achieved on schedule and within budget, Penn Power will take appropriate corrective actions.
Administrative requirements – include internal and external staffing levels	The Company will use a combination of internal and external resources to manage and implement the EE&C programs. Penn Power will monitor and adjust the allocation of resources to balance the needs of each program. See sections 4.2.1 and 4.2.2 of the EE&C plan for more details.
Estimated participation – includes tables indicating metric(s) with target value(s) per year	See Appendix F
Estimated program budget (total) by year – include table with budget	See Appendix D 1-64

per year	
Savings targets – include tables with total MWh and MW goals per year and cumulative tables that document key assumptions of savings per measure or project	See Appendix E
Cost-effectiveness – include TRC for each program	See PUC Table 7a
Other information deemed appropriate	None.

Program Title and Program years during which program will be implemented[15]	**Residential Multifamily Building Program** **2009-2013**
Objective(s)	This program seeks to motivate the multifamily property tenant toward installing energy efficient products.
Target market	The target market for this program is multifamily buildings being served by the Pennsylvania Housing Financing Authority (PHFA) that are part of the Company's service territory. Both master-metered and individually metered buildings are included. Savings will be apportioned to the appropriate rate class. Most of the buildings served by PHFA are occupied by low income tenants. For those PHFA buildings that are considered public housing, the savings will be attributed to government sector goals. Other non-low income building and tenant savings will be attributed to residential program savings goals.
Program description	This program leverages audit services already being provided by PHFA by having auditors directly install common area lighting measures at the time of the audit, and providing a package of lighting measures to tenants. Those cost of the audits is being funded by other sources.
Implementation strategy (including expected changes that may occur in different program years)	Building upon the PHFA Audit (prerequisite), this program provides direct-install lighting retrofits for common areas of multifamily buildings and CFLs to tenants of treated buildings.
Program issues and risks and risk management strategy	PHFA is conducting energy audits of buildings that fall under their area of responsibility. The objective of this program is to immediately capture electric energy savings available in common area lighting (hallways, exit signs, laundry facilities, exterior lighting, etc.). In addition, electricity use in PHFA apartment units is not currently addressed by the PHFA program. Tenants who pay for utilities as part of their rent in multifamily buildings often have little motivation to save electricity since they do not benefit directly, unless landlords pass on the energy savings through reduced rent. Tenants who pay electricity directly have more motivation since they may experience lower electric bills. Regardless of whether a tenant in a

[15] It is assumed that there are four program years, each starting June 1 and ending May 31st. The first program year (PY) is Program Year 2009 (although it is expected that programs will not start before late 2009 or early 2010), and the last program year is Program Year 2012.

	PHFA building is master metered or a customer of record, they will be offered a conservation kit consisting of four CFLs.
Anticipated costs to participating customers	There are no costs to tenants to participant in this program; it is assumed that landlords would pay the balance of costs of the lights after a $1/watt rebate per fixture as based on the TRM.
Ramp up strategy	Since PHFA has already identified their target buildings and is launching audits at this time, this program can be launched immediately upon securing the lighting equipment, which is expected to be in November 2009.
Marketing strategy	The marketing strategy is building specific and is conducted by PHFA. Tenants will be notified of the availability of kits through various normal communications via landlord notices, door knockers and other means.
Eligible measures and incentive strategy, include tables for each year of program, as appropriate showing financial incentives & rebate levels (e.g., $ per measure, $ per kWh or MW saved)	This program provides common area interior and exterior lighting measures, CFLs for apartment units and faucet aerators for apartments that have electric water heating.
Program start date with key schedule milestones	See Figure 2
Assumed Evaluation, Measurement, and Verification (EM&V) requirements required to document savings by the Commission's statewide EE&C Plan Evaluator	PHFA will verify installation of measures as part of their audit qualify control processes, reporting their findings to the Company as part of a memorandum of understanding. The Company will also conduct periodic site visits and follow up calls to tenants to assess proper installation of measures. As part of the monitoring process, the Company plans to use selected indicators to periodically verify that energy savings and demand reductions are being realized as projected. A DSM tracking system is to be used for such monitoring. In the event that EE&C program indicators show that projected EE&C targets are not likely to be achieved on schedule and within budget, the Company will take appropriate corrective actions through its periodic program reviews.
Administrative requirements – include internal and external staffing levels	The Company will have a contractual agreement with PHFA to conduct this program.
Estimated participation – includes tables indicating	See Appendix F

metric(s) with target value(s) per year	
Estimated program budget (total) by year – include table with budget per year	See Appendix D 1- 64
Savings targets – include tables with total MWh and MW goals per year and cumulative tables that document key assumptions of savings per measure or project	See Appendix E
Cost-effectiveness – include TRC for each program	See PUC Table 7a
Other information deemed appropriate	This program is retroactively eligible to customers who install or commit to install qualifying equipment on or after July 1, 2009. ~~None.~~

3.2.1. Low-Income Sector (as defined by 66 Pa. C.S. § 2806.1) Programs - include formatted descriptions of each program organized under the same headings as listed above for residential programs. As well, provide and detail all plans for achieving compliance with 66 Pa. C.S. § 2806.1.

Program Title and Program years during which program will be implemented	**Low Income Sector Program ("WARM Plus")** **2009-2013**
Objective(s)	The provision of additional electric energy savings measures and whole house services to additional lower income households.
Target market	The target market for this program is households who are income-qualified for WARM services (up to 150% of poverty). The program will expand services with additional energy savings opportunities, and expand the services available to additional income-eligible households, and low use, low income customers not eligible for WARM.
Program description	This program is an expansion of, and enhancement to the existing comprehensive Low-Income Usage Reduction Program, known as WARM that will provide additional electric energy savings measures and services to income-eligible customers. The WARM Plus program will support a 25% increase in the number of income-eligible homes receiving comprehensive treatments for Met-Ed and Penelec and an increase of 75 participants annually at Penn Power.
Implementation strategy (including expected changes that may occur in different program years)	Program services would be delivered by existing WARM Community Based Organizations ("CBOs") and private contractors, coordinated or augmented by additional private vendors as needed to enhance the capacity of existing agencies and contractors. The Company will give specific consideration for program coordination with the DCED Weatherization Assistance Program and the NGDC LIURP Program. Participation by low-income customer in other programs will be tracked or estimated to support reporting and evaluation.
Program issues and risks and risk management strategy	Challenges with adding and training contractors if needed and landlord reluctance to permit WARM services. Risk management strategy will include adding an option to provide services to the low-income sector as part of the Act 129 implementation RFPs and directly sending CFLs and aerators to tenants. With respect to risk management, refer to Section 4.1.4 of the EE&C plan. The Company provides further details on "early warning systems" as well as a description of contingency plans.
Anticipated costs to participating	Based on income qualification, measures are provided free of

customers	charge.
Ramp up strategy	Include Act 129 measures and services to existing WARM contracts.
Marketing strategy	The marketing strategy for this program will include Company bill inserts, Company website, direct mail campaigns, senior citizen and low-income information fairs and community presentations as needed. Marketing activities will be coordinated with other Act 129 programs, the Company's and other state low-income programs such as the Customer Assistance Program (CAP), Dept. of Public Welfare, PHFA, gas utilities, DCED Weatherization Assistance Program, the NGDC LIURP Program and CBO initiatives.
Eligible measures and incentive strategy, include tables for each year of program, as appropriate showing financial incentives & rebate levels (e.g., $ per measure, $ per kWh or MW saved)	Whole house energy conservation services such as those provided by the WARM Program replacement lighting, smart power strips, energy education, other residential programs (e.g., appliance recycling, multi-family, energy efficient products, and load control programs) will also increase availability of subsidized energy efficiency services. All Measure are free to Customers
Program start date with key schedule milestones	See Figure 2.
Assumed Evaluation, Measurement, and Verification (EM&V) requirements required to document savings by the Commission's statewide EE&C Plan Evaluator	Third-party Quality Assurance vendor will inspect a percentage of WARM and WARM Plus completed homes. For the pre-installation phase, verify that inefficient lighting devices are installed and working on customers' premises. Determine current energy consumption and demand using billing/meter information. Check sample calculations of projected savings for accuracy and for compliance with TRM guidelines. For the post-installation phase, verify that new, more efficient lighting and other measures have been installed. Verify through billing, calculation or metering that expected energy savings or demand reduction goals are being achieved. Document, store and send measure data to state using specified data transmission protocols, processes and technology. As part of the monitoring process, the company plans to use selected indicators to verify periodically that energy savings and demand reduction are being realized as projected. A DSM tracking system is to be used for such monitoring. In the event that EE&C program indicators show that projected EE&C targets are not likely to be achieved on schedule or within budget, Penn Power will take appropriate corrective actions.
Administrative requirements – include internal and external staffing levels	The Company will use a combination of internal and external resources to manage and implement the EE&C programs. Penn Power will monitor and adjust the allocation of resources to balance the needs of each program. See sections 4.2.1 and 4.2.2

	of the EE&C plan for more details.
Estimated participation – includes tables indicating metric(s) with target value(s) per year	See Appendix F
Estimated program budget (total) by year – include table with budget per year	See Appendix D 1-64
Savings targets – include tables with total MWh and MW goals per year and cumulative tables that document key assumptions of savings per measure or project	See Appendix E
Cost-effectiveness – include TRC for each program	See PUC Table 7b
Other information deemed appropriate	Contracts being renegotiated with CBOs in June 2009 are including language to address the strong potential for launching of this program in fall 2009. This will enable quick launch of these services upon Commission approval.

3.3. Commercial/Industrial Small Sector (as defined by EDC Tariff) Programs - include formatted descriptions of each program organized under the same headings as listed above for residential programs.

Program Title and Program years during which program will be implemented	**Energy Audit and Technical Assessment Program**
Objective(s)	To provide business customers with comprehensive information related to opportunities identified in the buildings.
Target market	All existing non-residential buildings.
Program description	Provides two levels of energy audit services 1) a simple walk-through audit for small business with non-complex loads, and 2) a more comprehensive assessment for medium to large non-residential customers to help identify existing end uses of energy and find specific ways in which energy savings can be achieved. The audit supports obtaining rebates and other incentives through other Company programs.
Implementation strategy (including expected changes that may occur in different program years)	This program will be delivered by a vendor for the small commercial customers, and by contractors of the choice of the customer for large C/I. In coordination with PHFA, the Company will support and track participation by low-income multi-family customers in the

	program.
Program issues and risks and risk management strategy	Business climate may require fees to be reduced or waived in order to encourage participation. Process evaluation will determine if this adjustment is necessary following program launch. With respect to risk management, refer to Section 4.1.4 of the EE&C plan. The Company provides further details on "early warning systems" as well as a description of contingency plans.
Anticipated costs to participating customers	$250 for small businesses and <$1 per sq. foot fee for large customers or those with custom or complex systems to be evaluated. Exact fees to be determined through RFP process.
Ramp up strategy	Program will launch upon selection of vendor.
Marketing strategy	The Company fully expects the Program Manager(s), who will be selected by competitive bid, to provide specific details on marketing for this program.
Eligible measures and incentive strategy, include tables for each year of program, as appropriate showing financial incentives & rebate levels (e.g., $ per measure, $ per kWh or MW saved)	This program provides an energy audit/assessment conducted to document the building's existing equipment and efficiency opportunities prior to installation of efficiency measures. For small business, audits are provided at a cost of $250 which includes receiving an unlimited number of coupons for $1 off CFLs to replace existing incandescent lamps. The number of coupons will be base on the audit and customer requirements. Registration will be encouraged in the EPA's Benchmarking Tool that provides additional insights as to energy efficiency levels. Office equipment audits will be included for appropriate building types to ensure proper efficiency settings on equipment, and to identify savings potential for plug loads.
Program start date with key schedule milestones	See Figure 2
Assumed Evaluation, Measurement, and Verification (EM&V) requirements required to document savings by the Commission's statewide EE&C Plan Evaluator	Penn Power is to verify that the planned number of each type of audits is performed on time and within budget. A sample of audits will be reviewed to check that their actual costs do not exceed the budgeted cost. The company will also verify that existing EE&C opportunities are properly quantified to enable accurate tracking and documentation of energy efficiency and demand reduction. As part of the monitoring process, the company plans to use selected indicators to verify periodically that energy savings and demand reduction are being realized as projected. A DSM tracking system is to be used for such monitoring. In the event that EE&C program indicators show that projected EE&C targets are not likely to be achieved on schedule and within budget, Penn Power will take appropriate corrective actions.

Administrative requirements – include internal and external staffing levels	The Company will use a combination of internal and external resources to manage and implement the EE&C programs. Penn Power will monitor and adjust the allocation of resources to balance the needs of each program. See sections 4.2.1 and 4.2.2 of the EE&C plan for more details.
Estimated participation – includes tables indicating metric(s) with target value(s) per year	See Appendix F
Estimated program budget (total) by year – include table with budget per year	See Appendix D 1-64
Savings targets – include tables with total MWh and MW goals per year and cumulative tables that document key assumptions of savings per measure or project	See Appendix E
Cost-effectiveness – include TRC for each program	See PUC Table 7d
Other information deemed appropriate	

Program Title and Program years during which program will be implemented	**C/I Equipment Program**
Objective(s)	To reduce the first cost of high efficiency equipment thereby encouraging the adoption of this equipment in lieu of standard at the end of the useful life of measures, or as early replacement.
Target market	All existing commercial, industrial, municipal and multifamily buildings that are customers of the PA Companies.
Program description	Provides for the implementation of cost effective, high efficiency non-standard measures through the authorized contractor network for local, state and federal buildings, as well as for institutional customers. Rebates are intended to buy down selected equipment or overall job scopes to a 5 year payback or less.
Implementation strategy (including expected changes that may occur in different program years)	This program provides an incentive offsetting a portion of the incremental technology costs ("capital costs") of high efficiency units. In addition, it will provide technical support~~, rebates...~~ when needed. The Company ~~will~~ currently supports HVAC tune-up and recommissioning measures targeting existing buildings with packaged commercial HVAC systems for small commercial and industrial customers. Tenants in rental properties will be eligible with appropriate approvals from the property owner.
Program issues and risks and risk management strategy	Availability of qualifying high efficiency equipment. The Company will negotiate with manufacturers to increase availability in the PA market for any items that are in demand but are in short supply. With respect to risk management, refer to Section 4.1.4 of the EE&C plan. The Company provides further details on "early warning systems" as well as a description of contingency plans.
Anticipated costs to participating customers	Balance of costs of equipment, plus installation costs as relevant.
Ramp up strategy	Program will launch upon selection of a vendor.
Marketing strategy	The Company fully expects the Program Manager(s), who will be selected by competitive bid, to provide specific details on marketing for this program.
Eligible measures and incentive strategy, include tables for each year of program, as appropriate showing financial incentives & rebate levels (e.g., $ per measure, $	➢ For Rebate Amounts See Penn Power Table 5 Incentives will be set at a schedule of payments per unit to address the incremental cost of commercially available energy efficient technology for each equipment category, when

per kWh or MW saved)	compared to the commonly available replacement.
Program start date with key schedule milestones	See Figure 2
Assumed Evaluation, Measurement, and Verification (EM&V) requirements required to document savings by the Commission's statewide EE&C Plan Evaluator	For the pre-installation phase, for a sample of participants, verify that inefficient HVAC, lighting, food services equipment and plug loads and controls are installed and working on customers' premises. Determine current total energy consumption and demand using billing/meter information. Check sample calculations of projected savings and assumptions (e.g. EFLH) for accuracy and for compliance with TRM guidelines. Pre-approval and opportunity for pre-installation inspections is required, with the exception of emergency HVAC replacements. For the post-installation phase, verify through verification inspections that new, more efficient, equipment has been installed. Document, store and send measure data to state using specified data transmission protocols, processes and technology. As part of the monitoring process, the company plans to use selected indicators to verify periodically that energy savings and demand reduction are being realized as projected. A DSM tracking system is to be used for such monitoring. In the event that EE&C program indicators show that projected EE&C targets are not likely to be achieved on schedule and within budget, Penn Power will take appropriate corrective actions.
Administrative requirements – include internal and external staffing levels	The Company will use a combination of internal and external resources to manage and implement the EE&C programs. Penn Power will monitor and adjust the allocation of resources to balance the needs of each program. See sections 4.2.1 and 4.2.2 of the EE&C plan for more details.
Estimated participation – includes tables indicating metric(s) with target value(s) per year	See Appendix F
Estimated program budget (total) by year – include table with budget per year	See Appendix D 1-4 6
Savings targets – include tables with total MWh and MW goals per year and cumulative tables that document key assumptions of savings per measure or project	See Appendix E
Cost-effectiveness – include TRC for each program	See PUC Table 7
Other information deemed	Custom measures will be rebated based upon an analysis of potential energy savings on a case by case basis. This program

appropriate	is retroactively eligible to customers who install or commit to install qualifying equipment on or after July 1, 2009.

Program Title and Program years during which program will be implemented[16]	**Multifamily Building Program** **2009-2013**
Objective(s)	This program seeks to motivate the multifamily property owner/manager and landlords toward installing energy efficient products.
Target market	The target market for this program is multifamily buildings being served by the Pennsylvania Housing Financing Authority (PHFA) that are part of the Company's service territory. Both master-metered and individually metered buildings are included. Savings will be apportioned to the appropriate rate class. Most of the buildings served by PHFA are occupied by low income tenants. For those PHFA buildings that are considered public housing, the savings will be attributed to government sector goals. Other non-low income building and tenant savings will be attributed to residential program savings goals.
Program description	This program leverages audit services already being provided by PHFA by having auditors directly install common area lighting measures at the time of the audit, and providing a package of lighting measures to tenants. Those cost of the audits is being funded by other sources.
Implementation strategy (including expected changes that may occur in different program years)	Building upon the PHFA Audit (prerequisite), this program provides direct-install lighting retrofits for common areas of multifamily buildings and CFLs to tenants of treated buildings.
Program issues and risks and risk management strategy	PHFA is conducting energy audits of buildings that fall under their area of responsibility. The objective of this program is to immediately capture electric energy savings available in common area lighting (hallways, exit signs, laundry facilities, exterior lighting, etc.). In addition, electricity use in PHFA apartment units is not currently addressed by the PHFA program. Tenants who pay for utilities as part of their rent in multifamily buildings often have little motivation to save electricity since they do not benefit directly, unless landlords pass on the energy

[16] It is assumed that there are four program years, each starting June 1 and ending May 31st. The first program year (PY) is Program Year 2009 (although it is expected that programs will not start before late 2009 or early 2010), and the last program year is Program Year 2012.

	savings through reduced rent. Tenants who pay electricity directly have more motivation since they may experience lower electric bills. Regardless of whether a tenant in a PHFA building is master metered or a customer of record, they will be offered a conservation kit consisting of four CFLs.
Anticipated costs to participating customers	There are no costs to tenants to participant in this program; it is assumed that landlords would pay the balance of costs of the lights after a $1/watt rebate per fixture as based on the TRM.
Ramp up strategy	Since PHFA has already identified their target buildings and is launching audits at this time, this program can be launched immediately upon securing the lighting equipment which is expected to be in November 2009.
Marketing strategy	The marketing strategy is building specific and is conducted by PHFA. Tenants will be notified of the availability of kits through various normal communications via landlord notices, door knockers and other means.
Eligible measures and incentive strategy, include tables for each year of program, as appropriate showing financial incentives & rebate levels (e.g., $ per measure, $ per kWh or MW saved)	This program provides common area interior and exterior lighting measures, CFLs for apartment units and faucet aerators for apartments that have electric water heating.
Program start date with key schedule milestones	See Figure 2
Assumed Evaluation, Measurement, and Verification (EM&V) requirements required to document savings by the Commission's statewide EE&C Plan Evaluator	PHFA will verify installation of measures as part of their audit qualify control processes, reporting findings to the Company as part of a memorandum of understanding. The Company will also conduct periodic site visits and follow up calls to tenants to assess proper installation of measures. As part of the monitoring process, the Company plans to use selected indicators to periodically verify that energy savings and demand reduction are being realized as projected. A DSM tracking system is to be used for such monitoring. In the event that EE&C program indicators show that projected EE&C targets are not likely to be achieved on schedule and within budget, the Company will take appropriate corrective actions.
Administrative requirements – include internal and external staffing levels	The Company will have a contractual agreement with PHFA to conduct this program.
Estimated participation –	See Appendix F

includes tables indicating metric(s) with target value(s) per year	
Estimated program budget (total) by year – include table with budget per year	See Appendix D 1-64
Savings targets – include tables with total MWh and MW goals per year and cumulative tables that document key assumptions of savings per measure or project	See Appendix E
Cost-effectiveness – include TRC for each program	See PUC Table 7a
Other information deemed appropriate	This program is retroactively eligible to customers who install or commit to install qualifying equipment on or after July 1, 2009.~~None.~~

3.4. Commercial/Industrial Large Sector (as defined by EDC Tariff) Programs - include formatted descriptions of each program organized under the same headings as listed above for residential programs.

Program Title and Program years during which program will be implemented	**Industrial Motors and Variable Speed Drives**
Objective(s)	This program seeks to provide an incentive for the Company's customers to recognize that energy savings and costs are possible when motors are upgraded to NEMA Premium® motors. The relatively low cost of electrical energy may have resulted in many customers not focusing on or considering upgrading their motors. The incentives offered by the Company are provided to help initiate momentum among its customers.
Target market	The target market is all commercial and industrial customers. This would include, but not be limited to the following business categories, industrial manufacturing, government facilities, office buildings, education, health care, retail and other commercial customers.
Program description	This program is designed to encourage the company's commercial and industrial customers to: 1. Upgrade their existing motors to NEMA Premium® motors when switching out old motors due to breakdowns and or programmed replacements 2. Install variable speed drives on motors that do not always operate at the same speed. The variable speed drive program is designed for commercial and industrial energy customers whose motors are utilized for increased operating hours and have a higher variability of loads on the system (centrifugal pumps and fans) or the application of use includes mechanical throttling (valves, dampers, etc). This is because variable speed drives match the speed of the motor-driven equipment to the process requirement. Applications with low variability of loads such as vibrating conveyors, punch presses, rock crushers, machine tools and other applications where the motor runs at constant speed are not good candidates for a variable-speed drive.
Implementation strategy (including expected changes that may occur in different program years)	This program would be administered through regional motor distributors who would be incentives to move the products. A dealer network would be built by a qualified vendor from the list of contractors that are registered in Pennsylvania as a CSP.
Program issues and risks and risk management strategy	Lack of participation from regional motor distributors. With respect to risk management, refer to Section 4.1.4 of the EE&C plan. The Company provides further details on "early warning

	systems" as well as a description of contingency plans.
Anticipated costs to participating customers	Incentives will be available to customers and through motors distributors as a rebate per unit replaced on a first come first serve basis and will be limited to the Company's motor upgrade budget. 1. To qualify for an incentive, the motor(s) must operate a minimum of 3,000 hrs/yr The variable-speed drive incentive is $30 per horsepower of the motor being used.
Ramp up strategy	The rebates will be offered upon selection of a vendor.
Marketing strategy	The Company fully expects the Program Manager(s), who will be selected by competitive bid, to provide specific details on marketing for this program.
Eligible measures and incentive strategy, include tables for each year of program, as appropriate showing financial incentives & rebate levels (e.g., $ per measure, $ per kWh or MW saved)	This program seeks to provide an incentive for the Company's customers to recognize that energy savings and costs are possible when motors are upgraded to meet program efficiency standards. The relatively low cost of electrical energy may have resulted in many customers not focusing on or considering upgrading their motors. The incentives offered by the Company are provided to help initiate momentum among its customers. Incentives will be available to customers and through motors distributors as a rebate per unit replaced on a first come first serve basis and will be limited to the Company's motor upgrade budget. 1. To qualify for an incentive, the motor(s) must operate a minimum of 3,000 hrs/yr 2. The motor upgrade program's individual incentives per motor start at $20 for a 1HP. 3. The variable-speed drive incentive is $30 per horsepower of the motor being used. For Complete List of Rebate Amounts See Penn Power Table 5
Program start date with key schedule milestones	See Figure 2
Assumed Evaluation, Measurement, and Verification (EM&V) requirements required to document savings by the Commission's statewide EE&C Plan Evaluator	For the pre-installation phase, verify that inefficient motors are installed and operating on customers' premises. Determine current energy consumption and demand using billing/meter information. Check sample calculations of projected savings for accuracy and for compliance with TRM guidelines. For the post-installation phase, verify that new, more efficient, motors have been installed. Verify through billing, calculation or metering that expected energy savings or demand reduction goals are being achieved. Document, store and send measure

	data to state using specified data transmission protocols, processes and technology. As part of the monitoring process, the company plans to use selected indicators to verify periodically that energy savings and demand reduction are being realized as projected. A DSM tracking system is to be used for such monitoring. In the event that EE&C program indicators show that projected EE&C targets are not likely to be achieved on schedule and within budget, Penn Power will take appropriate corrective actions.
Administrative requirements – include internal and external staffing levels	The Company will use a combination of internal and external resources to manage and implement the EE&C programs. Penn Power will monitor and adjust the allocation of resources to balance the needs of each program. See sections 4.2.1 and 4.2.2 of the EE&C plan for more details.
Estimated participation – includes tables indicating metric(s) with target value(s) per year	See Appendix F
Estimated program budget (total) by year – include table with budget per year	See Appendix D 1-64
Savings targets – include tables with total MWh and MW goals per year and cumulative tables that document key assumptions of savings per measure or project	See Appendix E
Cost-effectiveness – include TRC for each program	See PUC Table 7c
Other information deemed appropriate	This program is retroactively eligible to customers who install or commit to install qualifying equipment on or after July 1, 2009.~~None.~~

Program Title and Program years during which program will be implemented	**Commercial Industrial Demand Response Program – CSP Mandatory and Voluntary Curtailment Program for Penn Power**
Objective(s)	To address the 100 highest peak load hours during the four months of June through September, as required under Act 129.
Target market	For Commercial and Industrial, as well as government sector customers, Penn Power will solicit registration for Conservation Service Providers ("CSP")~~Electricity Generation Suppliers ("EGS")~~ registering load from Electricity Generation Suppliers ("EGS") with Penn Power for commitments for peak load reductions in at least 50 peak load hours based on Company notifications in accordance with the provisions outlined below. Penn Power will use the PJM protocol for Economic Load Response to measure implementation – unless and until MISO adopts a demand response program.
Program description	To participate, a CSP ~~EGSs~~ must register their customers with the Company. The Company will call for interruption on specific days and hours defined through Company notifications on a day-of or day-ahead basis (Peak Load Reduction ("PLR") Performance Periods). a. Notifications will be provided to the CSP~~EGS~~s at least three hours prior to the event. b. CSP~~EGS~~ registration of PLR Performance Periods based on PJM ELRP events is required to enable the company to enact a PJM processes for verification of actual peak load reductions. The days and hours for that define periods of performance. c. Performance Periods will be limited to week days between noon and 8 PM, with durations of a minimum of one hour up to the full 6 hours. ~~**Credit Requirements.** The DR-CSP or its Guarantor will be deemed creditworthy upon meeting the following requirements:~~ ~~a.the DR-CSP has a minimum senior unsecured debt rating (or, if unavailable, corporate issuer) from one of the following rating agencies of at least "BBB-" from S&P, "Baa3" from Moody's, or "BBB-" from Fitch~~ ~~b.If the DR-CSP does not meet the creditworthiness requirement, the DR-CSP will need to post a parent~~

	~~guaranty from a guarantor that meets the credit requirement as stated above, or a Letter of Credit from a bank with an S&P credit rating of A or a Moody's credit rating of Aa2, or cash deposit to meet the customer's default obligation under the curtailment program.~~
Implementation strategy (including expected changes that may occur in different program years)	The Company will enter into an agreement with CSP~~EGS~~s selected on a first come first serve basis up to the contracted MW of peak load reductions for annual performance periods. Annual performance periods will address the 2011/12, and 2012/13 PJM planning years. a. Estimated MW required from this program to meet Act 129 minimum requirements will depend on the MW achieved through energy efficiency (EE) programs. Actual MW registered for the summer of 2012 will be subject to adjustment (up or down) based on actual EE program performance through 2011, as well as experience under this program in the first two years.
Program issues and risks and risk management strategy	Since this program is a mandatory curtailment program, there is a risk that the hours that the Company calls for curtailment will not be in the top 100 load hours.
Anticipated costs to participating customers	$125 per month administrative cost
Ramp up strategy	Projected MW to be solicited in each planning year will be:

	Penn Power
Projected MW Required for this Program	15 MW
Price per kW per quarter paid on a quarterly basis	$ 9.50 per kW per quarter
MW Solicited in PJM Planning Year	
2011/12:	30 MW
2012/13:	60 MW

Marketing strategy	Inform active and qualified CSP~~EGS~~s about the new

	initiative and the details associated with the plan.
Eligible measures and incentive strategy, include tables for each year of program, as appropriate showing financial incentives & rebate levels (e.g., $ per measure, $ per kWh or MW saved)	Payment will be based on proposed and accepted pricing from the Company and made on a quarterly basis starting in October. Pricing will be based on: a. Fixed payments per contracted kW of peak load reduction equal to $9.50 per kW per quarter, and b. Decrements (or performance penalties) for peak load reductions below contracted levels for the season. Decrement pricing for average hourly underperformance relative to the contract load reduction during the season will be based on MWh pricing equivalent to 125% of the contract fixed payments divided by 50 hours. a. For example, a contract with fixed quarterly pricing of $9.50/contract kW quarter for the period June through May, would have a decrement price equal to $9.50/kW quarter x 4 quarters x 125% / 50 hours = $0.950 / kWh for average hourly performance below the contract kW for any event. b. Decrement will be based on the aggregated average hourly performance relative to the contract kW peak load reduction for the season. For example, if the contract kW is 1,000 in the example above, the DR-CSP would receive 4 quarterly ~~payrments~~payments x 1,000 kW x $9.50/kW quarter = $38,000/year of contracted fixed payments. If the Company calls a 6 hour event, and the average aggregate peak load reduction for the group of customers under the agreement is 900 kW, the DR-CSP payment for that event would be decremented by 6 hours x 100 kW x $0.950/kWh = $570.00. Decrements can be offset by average hourly over-performance relative to the contract load reduction during any daily event, based on a decrement offset price per MWh equivalent to the contract fixed payments divided by 50 hours. a. For example, a contract with fixed quarterly pricing of $9.50/contract kW quarter for the period June through May would have a decrement offset price equal to $9.50/kW quarter x 4 quarter / 50 hours = $0.76 / kWh for average hourly performance above the contract kW for any event. Decrements will be applied to offset payments starting in

	October.
Program start date with key schedule milestones	The program plan is designed to be fully implemented starting in the summer of 2011
Assumed Evaluation, Measurement, and Verification (EM&V) requirements required to document savings by the Commission's statewide EE&C Plan Evaluator	Performance verification will be based on PJM ELRP protocols for the aggregated hourly load reductions of the participants listed in the agreement, until such time as MISO adopts its own rules for curtailment. CSP~~EGS~~ will provide Company summary of hourly peak load reductions for the aggregated group and for individual customers, with back-up data supporting hourly performance for each customer for Performance Periods using metering data accepted by PJM. Load reductions will be measured against the standard CBL if appropriate or a CBL nominated by the EDC or CSP/Customer and accepted by PJM.
Estimated participation – includes tables indicating metric(s) with target value(s) per year	Penn Power MW participation 60MW Hours 50 Efficiency rate* 50% *Amount of hours that will fall within the top 100 load hour requirement
Estimated program budget (total) by year – include table with budget per year	$2,850,000 per year for Penn Power.
Savings targets – include tables with total MWh and MW goals per year and cumulative tables that document key assumptions of savings per measure or project	Penn Power MW savings 15MW MWh savings 1,500 MWh

Program Title and Program years during which program will be implemented	**C/I Performance Contracting**
Objective(s)	To assist large commercial and industrial (and other non-residential) customers secure DSM/EE services through an Energy Services Company that will identify opportunities and implement retrofits.
Target market	All existing non-residential buildings.
Program description	Large commercial and industrial (and other non-residential) customers may elect to secure DSM/EE services through an Energy Services Company that will identify opportunities, implement retrofits and be paid through the savings generated by the project over time. The PA Companies will identify qualified ESCOs and will pay a portion of the project costs for kWh and kW savings delivered. ESCOs may serve as aggregators of customers for providing contracted kWh and kW savings to the Companies.
Implementation strategy (including expected changes that may occur in different program years)	This program would be delivered through qualified ESCO contractors that agree to terms for participation. Specific rules for documenting energy savings and demand reductions must be met prior to receipt of payments under this program.
Program issues and risks and risk management strategy	Challenges with customers meeting requirements for payment, lack of program awareness and "emergency replacement" scenario among target customers. There is potential for low dealer, customer, and trade ally awareness. Procurement policies that specify low first-cost instead of life-cycle cost and possible tenant/landlord issues may be concerns. With respect to risk management, refer to Section 4.1.4 of the EE&C plan. The Company provides further details on "early warning systems" as well as a description of contingency plans.
Anticipated costs to participating customers	The installation costs minus the incentives.
Ramp up strategy	The Company fully expects the Program Manager(s), who will be selected by competitive bid, to provide specific details on ramp up strategy for this program.
Marketing strategy	The Company fully expects the Program Manager(s), who will be selected by competitive bid, to provide specific details on marketing for this program.
Eligible measures and incentive strategy, include tables for each year of program, as appropriate	The rebates for this program are the same as for the C/I Equipment program. The only difference is the delivery channel. For the rebates amount see Penn Power Table 5 under

showing financial incentives & rebate levels (e.g., $ per measure, $ per kWh or MW saved)	C/I Equipment rebates.
Program start date with key schedule milestones	See Figure 2
Assumed Evaluation, Measurement, and Verification (EM&V) requirements required to document savings by the Commission's statewide EE&C Plan Evaluator	For the pre-installation phase, verify that inefficient HVAC, lighting, food services equipment as well plug loads and controls are installed and working on customers' premises. Determine current energy consumption and demand using billing/meter information. Check sample calculations of projected savings for accuracy and for compliance with TRM guidelines. For the post-installation phase, verify that new, more efficient, equipment has been installed. Verify through billing, calculation or metering that expected energy savings or demand reduction goals are being achieved. Document, store and send measure data to state using specified data transmission protocols, processes and technology. As part of the monitoring process, the company plans to use selected indicators to verify periodically that kWh and kW savings are being realized as projected. A DSM tracking system is to be used for such monitoring. In the event that EE&C program indicators show that projected EE&C targets are not likely to be achieved on schedule and within budget, FirstEnergy will take appropriate corrective actions.
Administrative requirements – include internal and external staffing levels	The Company will use a combination of internal and external resources to manage and implement the EE&C programs. Penn Power will monitor and adjust the allocation of resources to balance the needs of each program. See sections 4.2.1 and 4.2.2 of the EE&C plan for more details.
Estimated participation – includes tables indicating metric(s) with target value(s) per year	See Appendix F
Estimated program budget (total) by year – include table with budget per year	See Appendix D 1-64
Savings targets – include tables with total MWh and MW goals per year and cumulative tables that document key assumptions of savings per measure or project	See Appendix E
Cost-effectiveness – include TRC for each program	See PUC Table 7d
Other information deemed	This program is retroactively eligible to customers who install or

appropriate	commit to install qualifying equipment on or after July 1, 2009.

3.5. Governmental//Non-Profit Sector (as defined by 66 Pa. C.S. § 2806.1) Programs - include formatted descriptions of each program organized under the same headings as listed above for residential programs. As well, provide and detail all plans for achieving compliance with 66 Pa. C.S. § 2806.1.

Program Title and Program years during which program will be implemented	**Governmental and Institutional Programs:** a. Federal Facilities, State, Local, Institutional and Non-Profit Building audits and plans for Stimulus Money b. Street lighting Program c. Traffic Signal Program d. State, Local, Institutional and Non-Profit Buildings e. County and Local Audit Program f. Multifamily Building Program[17]
Objective(s)	The programs provide incentives of a percentage [TBD] of the incremental technology costs ("capital costs") for energy efficient retrofit projects. In addition, they will provide technical support, rebates, and support for financing.
Target market	All existing governmental, institutional and non-profit buildings in the company's service territory. Note that federal government customers may be eligible for payment of the retrofits by the Federal Energy Management Program (FEMP) upon review and approval by the federal program manager.
Program description	a. The Federal Facilities Program involves a feasibility study to identify energy savings opportunity to expedite the Federal and municipal agencies taking action. Provides for the implementation of cost effective, high efficiency standard and non-standard measures through a CSP for local, state and federal buildings, as well as for institutional customers. For federal facilities that qualify, costs for the implementation are covered under the Federal Energy Management Program; for others, rebates are intended to buy down selected equipment or overall job scopes to a 5 year payback or less. b. The Street lighting Program is offered to municipalities regardless of ownership of the street lights. This segment of the Government program will seek to convert street lights to high pressure sodium. The company will also pursue an LED street light demonstration project as part of this component to test this emerging technology. c. The Traffic Signal Program is another program targeted at

[17] If a multifamily facility is operated by a local, state or federal agency, savings as a result of measures for these multi-family facilities will qualify for Governmental and Institutional prescribed requirements.

	local governments. This component of the Govt program will seek to convert traffic signals and pedestrian/cycling signals to LED technology. d. Governmental Buildings and Schools Program will help better identify energy savings opportunities and expedite their implementation. The CSP would provide diagnostic assistance, technical support and rebates necessary for school districts to install high-efficiency measures. e. County and Local Buildings including schools will be provided energy audits free of charge as a way to increase the proportional share of saving received from governmental customers.
Implementation strategy (including expected changes that may occur in different program years)	These programs will interface with each other so that program participants can obtain full energy audits as needed. They will also potentially leverage support from state-level initiatives.
Program issues and risks and risk management strategy	Inability of organizations to identify balance of funding for projects, in spite of incentives; competing priorities for capital improvements. Risk management includes assistance in helping identify federal Energy Efficiency Block Grant or American Public Power Association (as appropriate) funding or other sources for balance of costs. Also, with respect to risk management, refer to Section 4.1.4 of the EE&C plan. The Company provides further details on "early warning systems" as well as a description of contingency plans.
Anticipated costs to participating customers	Balance of project costs.
Ramp up strategy	Program will launch upon selection of C/I vendor.
Marketing strategy	FirstEnergy Area Managers will be tapped to provide first line contacts to eligible customers within the target market segments. The C/I program vendor will be responsible for ultimate program marketing.
Eligible measures and incentive strategy, include tables for each year of program, as appropriate showing financial incentives & rebate levels (e.g., $ per measure, $ per kWh or MW saved)	Federal Rebates to qualified federal buildings are listed separately in Table 5 due to the availability of Federal incentive money. All other Governmental rebates are the same as the C/I equipment program. The rebates are listed in Penn Power Table 5 under the C/I Equipment program. The county and local governmental audits are estimated to be about $2000 dollars.

Program start date with key schedule milestones	See Figure 2.
Assumed Evaluation, Measurement, and Verification (EM&V) requirements required to document savings by the Commission's statewide EE&C Plan Evaluator	FirstEnergy is to verify that the planned number of each type of governmental and institutional audits is performed on time and within budget. A sample of audits will be reviewed to check that their actual costs do not exceed the budgeted cost. The company will also verify that existing EE&C opportunities are properly identified, validated and quantified to enable accurate tracking and documentation of energy efficiency and demand reduction. As part of the monitoring process, the company plans to use selected indicators to verify periodically that energy savings and demand reduction are being realized as projected. A DSM tracking system is to be used for such monitoring. In the event that EE&C program indicators show that projected EE&C targets are not likely to be achieved on schedule or within budget, FirstEnergy will take appropriate corrective actions.
Administrative requirements – include internal and external staffing levels	The Company will use a combination of internal and external resources to manage and implement the EE&C programs. Penn Power will monitor and adjust the allocation of resources to balance the needs of each program. See sections 4.2.1 and 4.2.2 of the EE&C plan for more details.
Estimated participation – includes tables indicating metric(s) with target value(s) per year	See Appendix F
Estimated program budget (total) by year – include table with budget per year	See Appendix D 1-64
Savings targets – include tables with total MWh and MW goals per year and cumulative tables that document key assumptions of savings per measure or project	See Appendix E
Cost-effectiveness – include TRC for each program	See PUC Table 7
Other information deemed appropriate	This program is retroactively eligible to customers who install or commit to install qualifying equipment on or after July 1, 2009.

4. Program Management and Implementation Strategies

4.1. Overview of EDC Management and Implementation Strategies:

4.1.1. Describe the types of services to be provided by EDC as well as consultants, trade allies, and CSPs. Indicate which organizations will provide which services and the basis for such allocation. Reference reporting and EM&V information from Sections 5 and 6 below.

Generally the Company will assume overall administration and oversight of the Plan with the following types of contractors performing the specific tasks associated with applicable programs.

Residential

A. Online audit vendor, energy audit services firm, local energy auditors – residential home audits

B. Environmentally responsible appliance recycler – residential appliance turn-in

C. Local contractors with appropriate training and certification – Energy Efficient HVAC and solar program

D. Statewide national vendor coordinated w/other Pennsylvania utilities – Energy efficiency products program

E. Local builders – new construction program

F. BPI certified contractors – residential whole building comprehensive plan

Commercial

A. Qualified contractors who agree to participation terms, trade allies who have attended training – energy audit program

B. Qualified vendors from list of eligible FEMP contractors that are also registered in Pennsylvania as a CSP – government and institutional program, C/I equipment rebate program

C. Qualified ESCO contractors that agree to participation terms and meet specific rules – C/I performance contracting

D. Regional motor distributors who would be incentivized to move the products – industrial motors and Variable Speed Drive program

E. CSPs who will serve as load aggregators and participate in the PJM demand response programs – C/I DR program

4.1.2. Describe how the risk categories of performance, technology, market and evaluation can affect the programs and any risk management strategies that will be employed to mitigate those risks.

1. Performance risk is the risk that, due to design or implementation flaws, the program does not deliver expected savings.

The Company took a variety of steps to keep participation simple for both customers and trade allies. This is a crucial design principle for ensuring success. Eligibility guidelines, application forms, technical assistance guidelines and other program collateral materials will be: 1) easy to access via a website; 2) clear and concise; 3) require the minimum amount of information to confirm equipment and customer eligibility; and, 4) designed to enable tracking for measurement and verification purposes.

The Company has taken steps to identify and manage risks as well as to prepare for contingencies that may be necessary in its implementation activities over the Plan's implementation period. Those steps are as follows:

1. The Company will continue seeking input from the stakeholder process that the Company initiated during the plan development phase of this process. While the ultimate decision making and responsibility for meeting the targets will be the Company's, this process is expected to continue to yield benefits for the Company and its customers.
2. The Company intends to perform continual EM&V on all program offerings in order to ensure that all programs are on target in terms of dollars spent, participation rates achieved and kWh and kW savings realized.
3. The Company has held back a portion of the funds that became available predominantly from changes in the DLC budgets for the purpose of financing: (i) important programmatic changes; (ii) potential additions that are found to be necessary and/or desirable as the Company and its stakeholders collect and assess key program performance metrics over the course of each program's deployment and operation; and (iii) unforeseen events that may arise over the next four years. Given the current economic conditions at the State, Federal and global levels, as well as the newness of this entire Act 129 process, this may prove to be a valuable risk management tool that will help to ensure that the Company meets its demand reduction targets.

Given the significant investment required to meet Act 129 kWh and kW savings targets, the Company believes that it is both prudent and necessary to have a robust evaluation process in place from the date of each program's inception as well as the financial capability to make those changes that are either indicated by the program process evaluations and/or general economic conditions as they change over time. This ambitious EE&C undertaking is occurring at a time when economic conditions are in turmoil and it remains to be seen how customers will react to programmatic offerings with the rebate levels prescribed—rebate levels that have been based upon successful programs in more favorable economic conditions.

The Company believes that its Plan contains the right mixture of incentives and measure offerings to meet the prescribed targets. Further, the Company's risk management strategies, as designed, will now provide the flexibility necessary to maximize the potential for success.

2. Technology risk is the risk that technologies targeted by a program fail to deliver the savings expected.

The Company plans to begin with tested technologies with well-established energy savings performance and supplement them for market segments as appropriate. Simple programs will be launched first, and the design

and delivery channels will evolve over time. Furthermore, comprehensive programs have been developed that will both have an immediate impact on energy use and in the long run will help transform the market into one where customers seek energy efficient options on a regular basis no matter the incentives. In addition, design flexibility will be retained to enable the adjustment of specific designs as dictated by customer response and evaluation results, as well as to rebalance the portfolio based on individual program performance and emerging opportunities.

3. Market risk is the risk that customers, or other key market players (e.g., contractors), choose not to participate in a program.

The Company will carefully evaluate various approaches to building awareness through communications in order to minimize market risk. It plans to raise customers' awareness of the benefits of energy efficiency and conservation, as well as the existence of its programs offered through this Plan through a company-wide educational campaign, community level outreach and program-specific marketing, The Company expects the Commonwealth (i.e., regulators, state agencies, etc.) to similarly conduct statewide educational and outreach initiatives. For example, Penn Power can leverage the credibility of trade allies as channels to educate and influence audiences.

Market risk will be assessed through program tracking and periodic surveys to gauge awareness of the programs and for those not participating, barriers to participation. Market risk will also be assessed through process evaluations that will take place from between six and twelve months after each program is launched. This will enable Penn Power to identify issues related to market risk and implement mid-course corrections to enable the programs to stay on track.

4. Evaluation risk is the risk that independent EM&V will, based on different assumptions, conclude that savings fall short of what the implementers have estimated. The company minimized this risk by hiring as one of its CSPs, Black & Veatch, an industry leader and expert in EE&C program design and evaluation.

4.1.3. Describe how EDC plans to address human resource and contractor resource constraints to ensure that adequate personnel and contractors are available to implement the EE&C plan successfully.

The Company intends to use both in-house personnel and contractors to help implement the EE&C plan successfully. FirstEnergy has a centralized organization staffed with qualified and experienced personnel. Additionally, this organization has access to personnel from various departments including legal, finance, engineering, customer service and regulatory affairs on an as needed basis. During the design phase of the plan, this organization has retained the services of Black & Veatch who has assisted other electric utilities with the design of their EE&C plans. Black & Veatch has considerable expertise in the field of EE&C.

To confirm the availability of contractors to help with the implementation of the EE&C plan, the Company has surveyed several companies qualified to implement the EE&C plan. The results of the survey were used in program design and to ensure that there will be a sufficient number of adequately qualified contractors to implement the measures being selected or developed to reach the kWh and kW savings goals. These surveys also provided information on the cost of some EE&C measures, their implementation timeframe and likelihood of success in reducing energy consumption and demand.

The next step is to issue RFPs to selected contractors who will be responsible for some of the EE&C plans' implementation activities. The Company will issue the RFPs as soon as the EE&C plan is filed and the contractors have been qualified as CSPs.

4.1.4. Describe "early warning systems" that will be utilized to indicate progress towards the goals and whether they are likely to be met. Describe EDC's approach and process for shifting goals and funds, as needed, between programs and adding new measures/programs.

The Company's strategy for early warning system is to incorporate a three-pronged approach into the implementation of the programs: (1) tracking system, (2) energy audits, and (3) reporting. Program application forms will incorporate data requirements for tracking various customer characteristics and other data necessary for surveying participation levels and applicant specifics, as well as tracking the extent to which different types of customers are or are not participating. This information will be stored in the tracking system and summarized on a regular basis. By encouraging both residential and non-residential customers to undergo an energy audit, the Company will capture useful data on as-found characteristics of facilities and buildings that will help verify or confirm assumptions on energy savings potential and identify those remaining opportunities. Finally, by preparing summary reports of progress on a regular basis, the Company will have access to and make best use of status information. These reports will be closely monitored by Company management.

Common barriers/possible challenges to investments in energy efficiency include:

- Customer general attitudes toward EE&C and demand response in light of the necessary paradigm shift;
- First cost of energy efficiency investments;
- The length of investment payback periods, which generally must be relatively short;
- The limited supply of dedicated individuals with the expertise to identify energy efficiency opportunities and drive them through to implementation; and
- Today's business environment has many companies operating in a survival mode compared to investing in future energy savings

These, as well as other issues, will be tracked through process evaluation and regular program monitoring to determine if they are having a measurable effect on the achievement of targets.

Contingency Plan

FirstEnergy has developed a contingency plan in the unlikely event that any of the following four issues arise:

What if the savings don't materialize? The Company anticipates a ramp up of programs starting in November 2009. Monthly program kW/kWh TRM-based impacts and costs incurred will be tracked from the conception of each program. To the extent that program/measure market penetration lags behind the expected kW/kWh-cost forecasts, so should the rate at which budgeted costs are incurred. If it is found that one or more programs are not meeting expectations, FirstEnergy will take one or all of the following actions:

1. Shift the focus of underperforming programs to measures that have a higher adoption rate. The FirstEnergy Companies' plans utilize over 100 measures that are rolled up into programs. This large number of measures incorporated in the programs allows flexibility to shift emphasis to incorporate successful measures as needed to stay on track toward achieving energy savings goals.
2. Alter the program delivery processes utilized in order to enhance market penetration. Options here may include having vendors add field staff to handle more inquiries or shorten response times, eliminating or adjusting project requirements if bottlenecks appear to be stalling progress, or other adjustments as dictated by process evaluations. However, any changes made will take care not to compromise data tracking for evaluation purposes.

3. Investigate, through further surveys, the issues that customers have with problem programs and modify delivery based upon the results of these surveys
4. Shift program delivery to more aggressively promoted and perhaps rebated versions
5. In extreme cases, abandon non-performing programs and replace them with other programs that are enjoying a greater success.
6. Shift resources to higher performing programs that may have been under funded, because the study assumes a low participation from industrial customers due to current economic conditions, the Plan may have to be rebalanced if there is a higher than expected response from the industrial class.
7. Add delivery channels. The on-line audit program could be enhanced to open more channels to deliver conservation kits.
8. Shift resources between sectors as needed to address demand. ~~For example, in the event that there is greater than expected participation in the C&I demand program, the Company may reduce the size of the Residential Direct Load Control program.~~

The Company expects to have the ability to shift resources between programs and/or between customer sectors within the portfolio as needed to meet the goals.

What mid-course corrections could be implemented? The Company believes that CFL programs, efficient electric water heating and residential/small commercial Demand Load Control programs are but three of the programs that could be ramped up through enhanced marketing efforts to achieve kWh and kW impacts greater than anticipated under the proposed EE&C Plans This may require a re-balancing of program goals and budgets. Notwithstanding, the EE&C program tracking system will provide near real-time intelligence for making such mid-course decisions and adjustments with enough time for such corrections to be effective.

What would be communicated to regulators? Penn Power will provide periodic updates to the Commission as required concerning the successes of its programs, issues encountered and updated trajectories of impacts achieved vs. costs incurred. With this level of communication, FirstEnergy's Pennsylvania's EE&C team hopes to provide the Commission, stakeholders, all of the FirstEnergy Companies, and other Pennsylvania EDCs with up to date intelligence, including identified issues and proposed solutions. It also hopes to learn from the experiences of other EDCs through intelligence sharing.

How will the appropriate mid-course corrections be identified? The Company anticipates using a process evaluation for a 6-to-12 month check following each program launch to determine progress and identify any necessary corrective actions. At the 6 to 12 month mark for each program, a program-by-program process evaluation will be performed using a combination of participant satisfaction and key customer perception surveys -- all preformed using statistically significant samples along with a kWh/kW impact/cost analyses in which each program's targets are compared with Plan expectations.

4.2. Executive Management Structure:

4.2.1. Describe EDC structure for addressing portfolio strategy, planning, review of program metrics, internal and external communications, budgeting and financial management, program implementation, procurement, program tracking and reporting, and Quality Assurance/Quality Control (QA/QC). Include EDC organization chart for management team responsible for implementing EE&C plan.

The Company believes that during the initial stages of EE&C program implementation, it is particularly important that senior management be visible in its oversight role and actively support the changes and adjustments needed in organization structure, interdepartmental cooperation, staffing, and ensuring corporate-wide support of the new initiatives. As a result, the Company has created a steering committee that is

comprised of senior management members from across the organization, including the President – FE Utilities, and Vice-Presidents representing Energy Efficiency & Customer Service, Energy Delivery, Legal, Rates and Regulatory Affairs, Information Technology, Business Development, Performance & Management, Communications, and Energy Policy. The steering committee's primary purpose is to:

- Define strategies and provide governance over initiatives relating to energy efficiency (EE)/demand response (DR), and smart grid;
- Assure initiatives support corporate objectives integrating customer solutions with operational efficiencies; and
- Assure optimum deployment of EE/DR and smart grid resources for managing load growth in the FirstEnergy service territory.

To provide cross-functional support and coordination, the Company has also formed an Energy Efficiency Committee, comprised of mid-management level representatives from similar organizational elements. This group's primary responsibilities include:

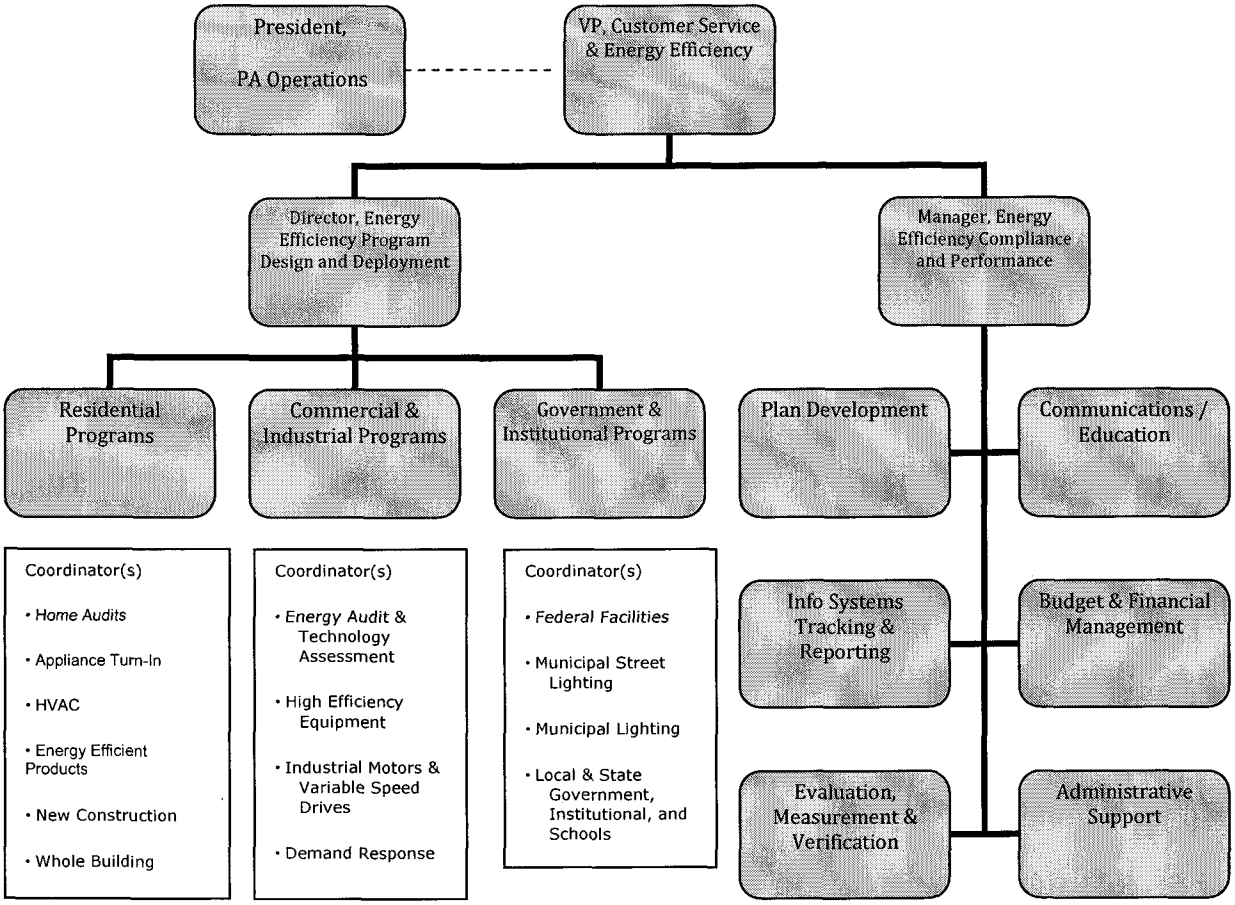
- Providing direction, coordination and cross-functional support, and
- Assuring program milestones and requirements are on target.

Recognizing that FirstEnergy's seven utility companies, spanning Pennsylvania, New Jersey, and Ohio, are all undertaking new Energy Efficiency and Peak Demand Reduction initiatives to comply with state mandates passed in 2008, these committees will also help to promote consistency, where appropriate, and leverage best practices across the FirstEnergy system. Both committees also provide direction on Smart Meter and Renewable activities. Due to the developing nature of all of these initiatives, the committees meet monthly with subcommittees meeting on an *ad hoc* basis as specific issues arise.

The organization entrusted with implementation of the EE&C Plan is the Customer Service and Energy Efficiency Group, which reports to the President, FE Utilities, and has a working relationship with the President of Pennsylvania operations. This group also has responsibility for similar activities for FirstEnergy's Ohio and New Jersey utilities.

The organization chart below depicts the EE&C Plan management team and their primary areas of responsibility. The Energy Efficiency Program Design and Deployment Department is organized based on program management responsibilities across customer classes. Key activities include planning and executing marketing campaigns, acquiring and managing implementation contractors, and ensuring quality control and assurance over programs. The Energy Efficiency Compliance and Performance Department is organized based on support functions that are common to all programs such as measurement and verification, tracking and reporting, communication and education, budgeting and financial management, and other administrative support.

Figure 6: Organization Chart



The above group also receives dedicated support from such areas as Rates and Regulatory Affairs, Legal, Human Services, Communications, and Business Analytics.

In addition to the group described above, the Company recently hired Black & Veatch, an industry recognized expert in the area of Energy Efficiency, to conduct market research, develop the Market Potential Study, assist in the design of cost effective energy efficiency and peak demand reduction programs, assist in the development of the overall Energy Efficiency & Conservation portfolio, and provide input on the development of the EE&C management plan and measurement and verification protocols for the Company. As part of the implementation plan, the Company will outsource program management to the extent practical, using CSPs for program implementation and management. This allows resources to be more effectively used by providing the CSPs with the flexibility necessary to shift resources from one client to another to handle shifting work loads. The Company's EE&C organization, including program managers, marketing, technical and analytical personnel, will provide guidance and oversight to help ensure quality and cost effective management of the vendors. FirstEnergy's EE&C organization's experience across its seven utility operating companies in Pennsylvania, Ohio and New Jersey, coupled with the CSPs' industry expertise, will enable the Company to leverage best practices, thus providing a greater likelihood of program success and minimizing missteps as typically found with new program development. The Company also intends to establish work processes which focus on efficient program delivery such as business process mapping and regular reviews to seek program delivery efficiency improvements. Finally, the Company plans to regularly report program savings, expenses, participation levels, and milestones, as necessary, to the Commission and FirstEnergy management.

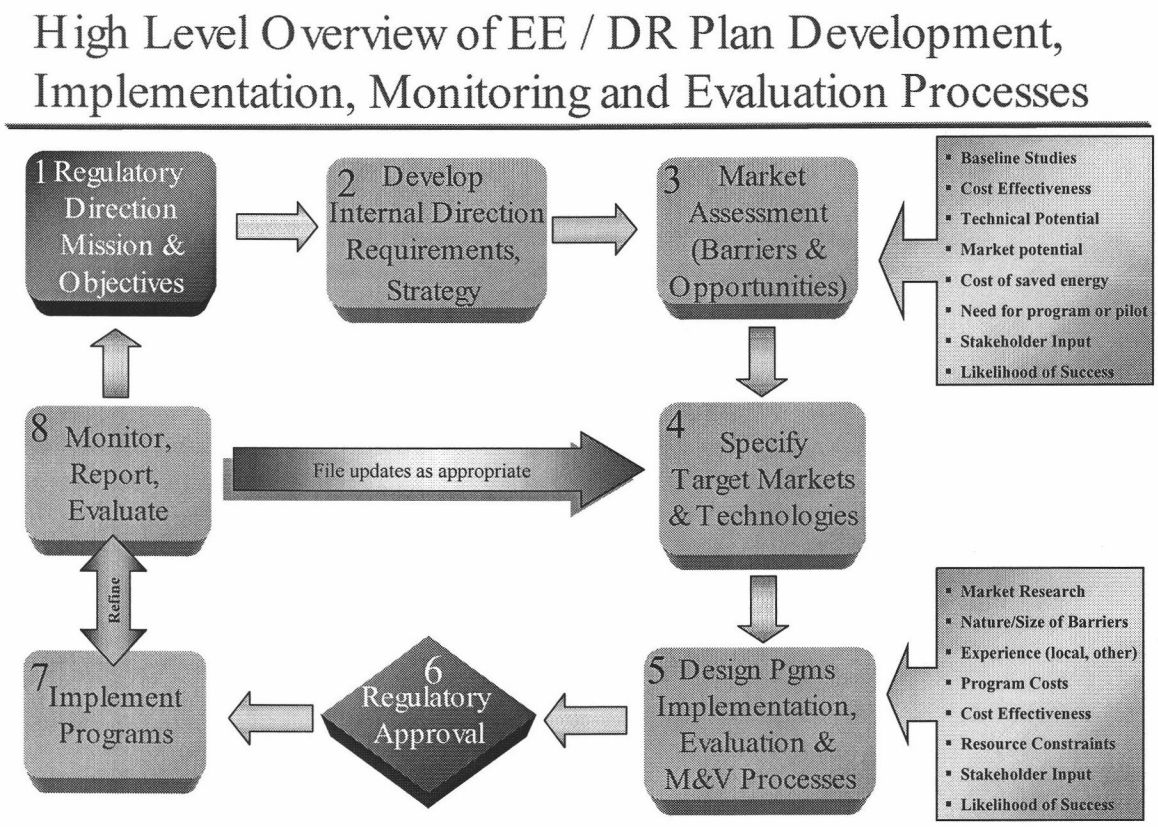
4.2.2. Describe approach to overseeing the performance of sub-contractors and implementers of programs and how they can be managed to achieve results, within budget, and ensure customer satisfaction.

The Company will provide high-level administrative, contract management, program design and marketing oversight of the selected CSPs primarily through the Customer Service and Energy Efficiency Department staff who will be dedicated for this purpose. Not only will such monitoring be accomplished through the use of the tracking and reporting system described in Section 5, but this dedicated staff will also provide:

- High-level guidance and direction to the implementation contractors, including review and revision of proposed annual implementation plans and proposed milestones, and, additionally, engage with the contractor team on a daily basis when working through strategy and policy issues.
- Review and approval of implementation contractor invoices and ensure program activities are within investment and on schedule.
- Review of implementation contractor operational databases for accuracy, ensuring incorporation of data into the companies' comprehensive portfolio tracking database to be used for overall tracking and regulatory reporting.
- Review of measure saving estimates maintained by the implementation contractor.
- Oversight and coordination of evaluation, measurement, and verification contractors.
- Public education and outreach to community groups, trade allies and trade associations.
- Provide guidance and direction on new initiatives or strategies proposed by the implementation contractors.
- Communicate to implementation contractors other initiatives that may provide opportunities for cross-program promotion.
- Review and approve printed materials and advertising plans.
- Evaluate portfolio and program effectiveness and recommend modifications to programs and approach as needed.
- Perform periodic review of program metrics, conduct investment analysis, and review evolving program design.

In addition to the comprehensive oversight activities described above, the Company will follow the overall planning, implementation, monitoring and evaluation framework identified below to help guide our programs and contractors.

Figure 7: High Level Overview of M&V



The Company believes that this framework will help ensure the success of its efforts to achieve the targets established by Act 129 in an efficient and cost-effective manner. Of significance, is the need to remain agile and flexible to make adjustments to program details, improve staff knowledge and effectiveness, and change course when conditions and opportunities warrant.

4.2.3. Describe basis for administrative budget.

The utility administrative budget consists of both indirect and direct program costs. Indirect program costs are the portion of administrative start-up costs currently incurred in connection with the development of the Company's EE&C Programs in accordance with Act 129 and the Commission's Orders and guidance at Docket No. M-2008-2069887, and are included in the cost recovery mechanism. These costs to design, create, and obtain Commission approval for the Company's programs include: consultant costs, legal fees, and other direct and indirect costs associated with the development and implementation of the EE&C Plan and programs in compliance with Commission directives.

The annual direct program budgets by year are presented by measure and by program in Appendix D 1-65. The budgeting process for the utility costs, customer incentive costs, retail incentive costs and service provider costs were done using a bottom-up approach utilizing cost information from various sources, which include: the California Database for Energy Efficient Resources (DEER), DSMore Michigan Database, Energy Star Website and RFI survey data. Further, the incentives were estimated based on penetration estimates, estimates of payback timing, and the adherence to state-wide program information when available. ~~For modeling purposes, common costs were allocated across measures.~~ For program reporting, costs that

cannot be directly be charged to the Company and programs will be allocated across programs using the budgets presented in Appendix D-6. ~~the rate classes served.~~

The yearly budgets presented in Appendix D are broken down into the ~~113~~ 126 individual measures. The total budget costs are derived from per unit estimates at this measure level. These per unit costs are presented as Appendix D-5 by measure and in Appendix D-6 by program. The individual per unit costs take into account the delivery system of each measure, whether it is a mail-in rebate, in-store rebate or through a service provider. The annual total direct utility budget is calculated by simply multiplying the per unit costs in Appendix D-5 by the assumed participation levels shown in Appendix F (Participation Levels) and then totaling all the measures.

The measures in Appendix D are labeled with the Program Name with~~for~~ which they are associated. The program budgets are calculated by totaling the individual measures by the Program Name.

The measures in Appendix D are also labeled with the Rate Class name for which they are associated. The rate class budgets are calculated by totaling the individual measures by the Rate Class name.

The total utility administrative budget consists of both the direct measure costs shown in Appendix D and the indirect measure costs shown in PUC Table 6B presented later in this report.

4.3. Conservation Service Providers (CSPs):

4.3.1. List any selected CSPs, describe their qualifications and basis for selection (include contracts in Appendix).

In accordance with Act 129 and the Commission's Implementation Order, FirstEnergy hired Black & Veatch as lead consultant supporting development of all of the Companies' EE&C Plans. FirstEnergy used a PUC Staff approved competitive request for proposal ("RFP") to support the CSP selection process and to select a consultant who would assist in designing a portfolio of programs and provide original ideas. The RFP sought recommendations on the programs that should be proposed and did not limit the scope of suggestions. Black & Veatch was selected to help the Company develop the plan and the portfolio of programs. Black & Veatch is a leading global engineering, consulting and construction company with the mission of *Building a World of Difference®*. Black & Veatch provides their clients with reliable solutions to their most complex challenges. Founded in 1915, Black & Veatch specializes in infrastructure development in energy, water, telecommunications, federal initiatives, management consulting and environmental markets. They offer leading experience in the market segments they serve, understanding their clients' businesses and objectives, and having the financial resources sufficient to execute and sustain projects from the most basic to the very complex. Black & Veatch's experienced dedicated professionals have the technical expertise necessary to meet the Company's objectives. Black & Veatch is an employee-owned company with more than 100 offices worldwide. Black & Veatch is ranked on the Forbes "500 Largest Private Companies in the United States" listing.

On February 3, 2009, FirstEnergy filed its proposed RFP process and related documents for the purpose of contracting with CSP(s) in accordance with the Implementation Order. FirstEnergy submitted the following documents:

- Overview of the CSP competitive bidding process
- RFP process for EE&C consulting services along with exhibits
- Sample bidder evaluation matrix
- Standard form CSP contract

The Commission issued two Secretarial Letters. The first letter, dated March 18, 2009 (Docket No. A-2009-2092222), approved the RFP process as filed. The second letter, dated April 27, 2009 (Docket No. A-2009-2092222), acknowledged that the Commission staff reviewed and approved the revised standard form CSP contract as filed. Commission staff review will be requested for any future CSP contracts that are materially different in form from the standard contract.

4.3.2. Describe the work and measures being performed by CSPs

Program Implementation Management Contractor - the Company will contract with one or more Program Manager CSPs to implement the portfolio of programs. The Program Manager(s) will be responsible for the start-up and ongoing management of new programs including staffing, development of website(s), promotional strategies, and processes ensuring quality and other controls supporting successful program implementation. The start-up phase should include communication and coordination with Company start-up processes, to present straightforward processes for customers or allies that wish to participate in the programs, maximize process efficiency and controls, as well as leverage Company relationships and communications with customers. The start-up period must be completed within ninety (90) days of the awarding of the contract.

The start-up phase will be performed in an organized and efficient manner. The contractor will be contractually obligated to strive to maintain and strengthen constructive relationships with the Company program management staff, customers, trade allies, contractors and other energy program partners.

During program set-up and for the duration of the program, the Program Manager(s) will meet with the Company, its consultant, tracking system contractors and the State Evaluator as necessary and appropriate.

Some fast track programs will launch immediately while other programs will launch when ready and agreed upon by the Company and Program Manager(s).

Program Manager(s) will submit a start-up plan with their bid proposal. It is anticipated that the start up plan submitted could be modified at the initial implementation meeting. The plan will include, at a minimum:

a. Organization chart and description of management roles and responsibilities;

b. Description of and dates of program launch milestones;

c. Description of a plan for use of any subcontractors;

d. Plan to detail specific communications strategy; and

e. Plan to facilitate or support program tracking systems and reporting.

The Program Managers will support consumer education initiatives as a vital objective for the EE&C Plan. CSPs will provide consumer education and marketing that informs customers about available programs and how participation in such programs may allow them to better manage their energy costs.

The Company will host or contract for website services, linked through the Company's public internet domain, www.firstenergycorp.com. Although FirstEnergy personnel will manage the overall content on the website, the CSPs will be responsible for generally managing their section of the site and updating it as necessary. Customers will be able to obtain information, contact the CSP, download program literature and application forms, or complete on-line forms and applications through the website.

Work to be performed by the Program Managers includes:

- Program Set Up – Immediately following contract award and the kick-off meeting(s) as set forth below, the Company and Program Manager(s) will work together to modify the Start-up Plan

submitted with the successful bidders' bid proposals to develop the systems and procedures needed to operate the energy efficiency programs;

- Determining the required information transfers between the Program Manager(s) the Company and the Company's other energy efficiency or tracking system contractors;
- Creating, installing, testing and maintaining necessary data collection systems for program operation and evaluation;
- Establishing contact center processes, including one for the transfer of calls that the Company may receive through its call center, as well as a toll-free number that is properly staffed;
- Managing, advertising and marketing activities by the Company and CSP to promote its programs including:
    - Telemarketing, sales training, participation in and sponsorship of program/industry seminars and trade shows;
    - Special promotional "events" to encourage sales of high efficiency products, and/or retirement of less efficient equipment (e.g. Torchiere lamps) through "buy down" first cost and/or promotion of eligible equipment to customers;
    - Bill inserts local newspaper ads, radio spots, direct mail, point-of-sale displays at retailers, FirstEnergy's website and on-line store. Retailers and manufacturers will also be involved in cross-promoting product offers in conjunction with national campaigns like Earth Day and ENERGY STAR® Change a Light, Change the World programs;
- Developing rebate application forms, and detailed processes for managing rebate/incentive applications, rebate/incentive payment processes, reporting procedures, data collection and data recording processes, internal billing and related documentation to be sent to the Company for processing;
- Performing energy savings calculations, collecting data and maintaining auditable records required to support program reporting, measurement and verification consistent with the TRM;
- Developing electronic payment between the Company and the Program Manager(s);
- Planning for development and launching promotional strategies, including creation of a website;
- Creating a check processing system (if deemed appropriate);
- Ensuring all other preparations needed before the programs are launched;
- Performing quality assurance and verification inspections;
- Conducting outreach, training, certification management, and coordination with trade allies;
- Performing outreach, communications, training and development of participation agreements with retailers and manufacturers for the Energy Efficient Products program, as appropriate;
- If applicable, performing energy audits; and
- Managing fulfillment of all requests for services or energy efficient products offered through the programs.

4.3.3. Describe any pending RFPs to be issued for additional CSPs.

It is anticipated that joint RFPs will be issued for CSPs to support implementation of programs, including but not limited to the following:

1. Residential sector program manager(s);
2. Residential on-line audit program;
3. Commercial and Industrial sector program manager(s) (includes governmental sector as well);
4. Appliance recycling; ~~and,~~
5. Tracking/Reporting system; and,

6. EM&V services.

Actual contracts will be based on accepted proposals in response to Company solicitations and, when necessary, the Company will seek appropriate Commission approval.

5. Reporting and Tracking Systems

5.1. Reporting:

As more fully discussed in Section 5.2, the Company is in the process of assessing potential reporting and tracking systems. Regardless of the system ultimately selected, it will have the ability to monitor the progress of the various programs being offered. Reports will be provided as required by the Commission. ~~The company expects to have such a system in place by November 1, 2009.~~

5.1.1. List reports that would be provided to the Commission, the schedule for their delivery, and the intended contents.

Standard reports will be provided as necessary and required. The format and content will be consistent with that defined by the Commission. The Company currently anticipates that such reports will include at a minimum:

- The number of customer applications;
- Annualized rebates by program, utility, and operating company;
- Installed measures summary;
- Annualized impacts summary by measure type and by program;
- Program participation overview;
- Impacts versus goals; and
- Rebates versus budget.

Additionally the system will have the ability to perform ad-hoc reporting through a user friendly report writing tool, and more complex queries to be performed by system administrators. Dashboards, and other reporting tools will be used to monitor program performance on an on-going basis.

5.1.2. Describe data that would be available (including format and time frame of availability) for Commission review and audit.

As indicated in Section 5.1.1, the system will have the ability to provide reports as required by the Commission. A corporate Tracking and Reporting System will be implemented that will be able to provide the necessary reports and tracking tools across the FirstEnergy system.

As part of the EE&C plan, a model has been created that projects the amount of energy savings and demand reduction to be derived from the implementation of each measure. The model will be used to compare actual to projected energy savings and demand reduction goals. The Company is currently evaluating several "off-the-shelf" DSM tracking computer packages to track the EE&C savings arising from the various programs.

5.2. Project Management Tracking Systems:

5.2.1. Provide brief overview of the data tracking system for managing and reporting measure, project, program and portfolio activities, status and performance as well as EDC and CSP performance and expenditures.

The Company intends to utilize a comprehensive system to report and track activities and results associated with EE&C programs across the FirstEnergy system. The reporting and tracking system will have the ability to track a customer through program-specific milestones. The system will provide standard status reports for individual participants and overall programs. The system will be configured to provide any required reports for varying jurisdictions and service territories. On May 15, 2009, the Company issued a Request for Information ("RFI") to ten potential bidders, receiving a response from seven. The purpose of the RFI was to gather information on available "packaged" applications already in the marketplace and to validate the list of potential suppliers. Prior to issuing the RFI, the selection team held meetings to develop the functional requirements for such a tracking and reporting system. Upon completion of the evaluation of the RFI responses and the additional information gathered from the industry, this team ~~will~~ developed a Request for Proposal ("RFP") with more defined requirements, and solicited proposals from the list of CSPs registered in the Commonwealth. The Company is currently evaluating proposals received from nine (9) suppliers ~~who can provide a cost-effective solution that can best meet the Company's needs~~.

5.2.2. Describe the software format, data exchange format, and database structure you will use for tracking participant and savings data. Provide examples of data fields captured.

The reporting and tracking system will be web-based, allowing for access from any internet connection. It will interface with existing systems wherever necessary to gather data, to insure data integrity and minimize duplicate data entry. The system will enable vendors to upload key metrics on a weekly or monthly basis. Not only will this reduce paperwork, but it should help maintain quality control over data entry and allow for quick status checks on, among other things, goal attainment and budget to actual costs. The selection team will recommend the structure of such a system. At present, the Company is currently considering data fields such as:

- Customer name;
- Customer contact info (address, e-mail, phone);
- Customer type;
- Customer ID number;
- Account number;
- Premise number;
- Project/Program name;
- Contractor/Retailer;
- Measure;
- Costs;
- Service address;
- Job status;
- Completion date;
- NAICS;
- Heating system type;

- Square footage;
- kWh savings;
- Incentive;
- Enrollment method;
- Transaction results;
- Channel used;
- Measures recommended; ~~and~~
- Measures implemented;
- Type of appliance or equipment being replaced for fuel switching;
- Availability of natural gas at the customer's location or immediate area; and,
- Whether electric appliances or equipment were installed in areas where natural gas is available.

5.2.3. Describe access and mechanism for access for Commission and statewide EE&C Plan Evaluator.

The reporting and tracking system will be web based, thus requiring an internet connection for access. The system will be designed to allow for varying levels of security-controlled access by Company staff, program contractors, trade allies, customers, and system administrators. Access for others, such as Commission staff and the state-wide EE&C Plan Evaluator, will be provided as required. Access to an internet connection would be necessary because the application would be web-based.

6. Quality Assurance and Evaluation, Measurement and Verification

6.1 Quality Assurance/Quality Control:

The Company is committed to designing and implementing robust processes, organizations and systems to achieve the energy savings and demand reduction goals established by Act 129. The Company plans to use a two-fold approach to ensure the quality of its EE&C program during the design and implementation phases:

- Developing processes to clearly detail the steps to document and verify installation of measures to meet EE&C goals while complying with applicable tracking and reporting requirements; and
- Devising and implementing control points at various stages of these processes to establish and maintain quality.

The Quality Assurance/Quality Control program will be implemented by requiring selected CSPs to document processes and retain appropriate records. The Company will retain EM&V contractor(s), as well as internal auditors, who will audit and verify those records. This will be in addition to any requirements of the PUC's statewide evaluation contractor acting in its oversight role.

6.1.1 Describe overall approach to quality assurance and quality control.

The following are examples of specific steps that the Company is taking toward quality assurance and quality control during the design phase of its EE&C program:

- Administering customer surveys and using the results to design or select EE&C measures;
- Validating EE&C program assumptions with stakeholders;
- Using adequately qualified and experienced personnel, including contactors, to assist with the design and implementation of EE&C programs;
- Selecting EE&C measures compliant with the requirements of the Technical Reference Manual (TRM) of May 2009;
- Using proven approaches to reach both the energy savings and demand reduction targets set for each of the FirstEnergy Companies;
- Communicating frequently and effectively with stakeholders on EE&C program design and objectives; and
- Verifying periodically and systematically that established EE&C program design procedures and approaches are being followed.

During the implementation phase of the EE&C Plan, the Company intends to acquire selected program managers (or CSPs) to present processes that accurately document and verify data used to support energy savings and peak load reductions – all of which will be subject to audit and review by the PUC's evaluation contractor. The Company will perform, directly or through contract auditors, its own quality assurance processes, including audits of CSP systems, in order to ensure the accuracy and reliability of the reported data and savings. Such audits will have the following key characteristics:

- Both deemed and custom measures will be included in the audit universe;
- The sample size may cover a subset or the entire population for a particular measure;
- The frequency and sample size of these audits will vary based on the significance of any findings; and
- The control points will target specific risks associated with the design or implementation of EE&C measures.

6.1.2 Describe procedures for measure and project installation verification, quality assurance and control, and savings documentation.

The procedures intended to be use for measure and project installation, verification, quality assurance and control, and savings documentation are described below.

During the pre-installation phase, verification will occur to ensure that equipment such as lighting or motors that are to be replaced with more energy efficient ones are operational on the customer's premises. Such equipment will be checked to ensure that it meets any TRM and other applicable requirements. Samples of installed pieces of equipment will be audited as part of the quality assurance and control process.

For custom and large installations where considerable investment or large savings are anticipated, the Company will work with the PUC's evaluation contractor and PUC staff, as appropriate, to review the algorithms proposed by customers or trade allies to calculate energy savings and demand reductions from implementing custom EE&C measures. These reviews will support the accuracy and acceptance of the calculations that will be required to comply with the May 2009 TRM, as amended from time to time. In certain instances, more detailed procedures on designing and implementing specific measures may also be necessary.

While measures addressed in the Plan are found to be cost effective, determining the cost-effectiveness of custom applications is also a part of the pre-installation process for custom applications. For example, the Company will verify whether the cost of a saved kWh is cost effective. A similar check will be performed with respect to any demand reduction to be derived from a particular measure.

With respect to savings documentation, periodic surveys will be conducted to verify the installation and continued use of measures as required. Installation of additional measures not rebated will be identified, as well as behavioral changes that may affect outcomes. For large and/or custom installations, site verification visits will be conducted for a sample of participants to verify the presence and proper installation of equipment.

As part of the EE&C Plan, the Company will track, report and project the amount of energy savings and demand reduction to be derived from the implementation of measures. The model will be used to compare actual energy savings and demand reductions calculated in accordance with the TRM with program goals. The Company has already performed an RFI, and is reviewing several off-the-shelf DSM tracking computer packages which will be secured using the approved RFP process.

6.1.3 Describe process for collecting and addressing participating customer, contractor and trade ally feedback (e.g., suggestions and complaints).

During the design phase of the programs, the Company sought and obtained feedback on proposed EE&C programs from customers, contractors, trade allies and other stakeholders through a variety of methods. Representatives from all customer segments were surveyed or interviewed to obtain their input into EE&C program design. CSPs were surveyed with respect to their capabilities to help the Company achieve the mandated EE&C targets. Stakeholder meetings on different aspects of the EE&C program design were also held. To the extent possible, responses from these stakeholders have been factored in to the various program designs.

During the implementation phase of the EE&C plan, the Company hopes to gain additional direct input from various sources, including CSPs that bid to perform program management and implementation services, stakeholders and other EDCs for relevant developments, the PUC and the PUC's evaluation contractor for

insights into the evolution of the process. Customers will be surveyed to measure satisfaction with the programs and related services, and the efficiency of the EE&C measures being implemented. Further, the Company is currently investigating the creation of a hot line to register and resolve program and measurement complaints and suggestions from customers, and intends to continue to participate in EE&C working groups as well as internal monitoring efforts at the local, state and federal level.

6.2 Describe any planned market and process evaluations and how results will be used to improve programs.

The Company intends to retain an EM&V contractor to conduct process evaluations on each program within 6 months to one year of launch in order to identify issues that may require mid-course correction, gauge progress toward goals and measure customer, trade ally and vendor satisfaction with various program features. As part of responsible program management, the Company will require its CSPs or vendors to incorporate periodic customer satisfaction surveys (post card type or calls) to a random sample of participants on a quarterly or monthly basis. The testing of market pricing of products and other factors that might affect program implementation through market research will occur, particularly to test those measures that represent significant parts of the Plan. A periodic review of new technologies or innovations being adopted around the country or the world will also be conducted. This will include systematic research on EE&C development as well as benchmarking currently utilized EE&C processes against those of other utilities.

The results of these monitoring activities will be factored into existing EE&C programs in a variety of ways including the following:

- Mid-course corrections to address issues identified in the process evaluations;
- Adoption of lessons learned or leading practices from our benchmarking efforts;
- Identifying and mitigating risks associated with new EE&C measures; and
- Taking corrective actions to ensure that EE&C objectives are being reached.

6.3 Describe strategy for coordinating with the statewide EE&C Plan Evaluator (nature and type of data will be provided in a separate Commission Order).

The Company will comply with the requirements of the EE&C Plan evaluator. Contracts with delivery vendors will require them to provide data upon request to support any evaluations, as well as develop new "custom measure" protocols for appropriate approvals and possible additions to the TRM. Specifically, the Company will link its EE&C savings aggregate to statewide projects by:

- Determining requirements for coordinating EE&C programs energy/demand savings and cost/benefit data with statewide data base;
- Obtaining data transmission protocols and access requirements for exchanging EE&C program data with the state;
- Testing to verify that data integrity is maintained through linkage with statewide EE&C data base(s); and
- Validating and finalizing linkage protocols, procedures and processes.

At the completion of the above tasks, the Company expects to have developed or selected processes, technology and personnel for linking its EE&C program data with the statewide data base(s). Cooperating with and supporting the EE&C Statewide Evaluator, up to and including annual audits of the Company's reports, will ensure compliance with Commission directives. In addition, the Company will continue to work with the EE&C Statewide Evaluator to review the assumptions regarding penetration rates, rebate levels, and free ridership associated with compact fluorescent lamp ("CFL") programs. The Company will provide an

updated TRC analysis as part of the annual reporting process. These annual TRC analyses will facilitate appropriate Plan modifications in a timely manner.

7. Cost-Recovery Mechanism

7.1 Provide the amount of total annual revenues as of December 31, 2006, and provide a calculation of the total allowable EE&C costs based on 2% of that annual revenue amount.

Penn Power Table 6 – Allowable EE&C Revenue Calculation

December 31, 2006 Revenue divided by Twelve Months	
Monthly 2006 Revenue	$554,982
~~Dollars Available for 1% Goal~~	~~Penn Power~~
~~Total All Customers (19 mo budget)~~	~~$10,544,665~~
~~Dollars Available for 3% Goal~~	~~Penn Power~~
~~Total All Customers (24 mo budget)~~	~~$13,319,577~~
Dollars Available Total	Penn Power
Total All Customers (48~~3~~ mo budget)	$263,639~~864~~,156~~243~~

7.2 Description of plan in accordance with 66 Pa. C.S. §§ 1307 and 2806.1 to fund the energy efficiency and conservation measures, to include administrative costs.

See Section 4.2.3 for the budgeting process use to identify the funding for the energy efficiency and conservation measures. See Section 7.4 for a complete description of the cost recovery plan. Included within the cost recovery mechanism is an allocated portion of administrative start-up costs currently incurred by the Company in connection with the development of the Company's EE&C Programs in response to the Commission's orders and guidance at Docket No. M-2008-2069887. These costs to design, create, and obtain Commission approval for the Company's EE&C Programs include consultant costs, outside legal fees, and other direct and indirect costs associated with the development and implementation of the Company's EE&C Programs in compliance with Commission directives.

7.3 *Provide data tables (see PUC Tables 6A, 6B and 6C).*

The following PUC Table 6A presents, in summary form, the results of the direct program budget process by class, referred to in Section 4.2.3. PUC Table 6A presents utility costs that were individually calculated by program based on the level of effort required due to program participation.

PUC Table 6B presents, in summary form, the indirect program start-up costs, outside legal fees and consultant fees by class. PUC Table 6C presents the sum of both PUC Tables 6A and 6B. PUC Table 6B provides the details of general non-program specific costs and allocates them into the three rate categories: Residential, Small Commercial and Industrial, and Large Commercial and Industrial.

The allocation of costs for consultant costs, employee expenses, M&V tracking system and outside legal fees are allocated using the results of the detailed budgeting process shown in Appendix D and presented in summary form PUC Table 6A. Audit Tool costs are only assigned to Residential customers since the system will be designed primarily for use by the Residential class.

PUC Table 6A: Portfolio-Specific Assignment of EE&C Costs 1

Residential Portfolio (including Low-Income)			
EE&C Program	**Cost Elements ($)**		
	Total Incentives	*Operations Costs*	*Total Budget (2010-2013)*
Demand Reduction	602,415	630,637	1,233,052
Home Energy Audits	2,167,894	509,063	2,676,957
Appliance Turn-In	373,722	1,136,113	1,509,836
EE HVAC & Solar	1,280,147	302,594	1,582,741
EE Products	1,492,422	607,591	2,100,013
New Construction	1,599,500	481,494	2,080,994
Whole Building Comprehensive	530,775	68,423	599,198
Multiple Family	33,717	16,122	49,839
Warm Plus	*852,197*	*232,785*	*1,084,982*
Totals	**8,932,789**	**3,984,822**	**12,917,611**

Small Commercial & Industrial			
EE&C Program	**Cost Elements ($)**		
	Total Incentives	*Operations Costs*	*Total Budget (2010-2013)*
Energy Audit	106,029	90,322	196,351
Equipment Rebates	2,600,475	727,880	3,328,356
Totals	**2,706,504**	**818,202**	**3,524,706**

Large Commercial & Industrial			
EE&C Program	**Cost Elements ($)**		
	Total Incentives	*Operations Costs*	*Total Budget (2010-2013)*
Equipment Rebates	1,581,919	247,147	1,829,067
Industrial Motors and VSD	128,480	75,001	203,481
PJM Demand Response	4,740,000		4,740,000
Totals	**6,450,399**	**322,148**	**6,772,548**

Governmental/Non-Profit			
EE&C Program	**Cost Elements ($)**		
	Total Incentives	*Operations Costs*	*Total Budget (2010-2013)*
Street Lighting	91,900	236,355	328,255
GS/Public Service, MS	11,608	3,643	15,251
Multiple Family	59,005	25,057	84,062
Governmental & Institutional	1,183,261	347,138	1,530,399
Totals	**1,345,774**	**612,193**	**1,957,967**

Table 6B: Allocation of Common Costs to Applicable Customer Sector

Common Cost Element	Total Cost ($)	Basis for Cost Allocation	Residential (Including Low-Income)	Commercial/ Industrial -- Small	Commercial/ Industrial -- Large	Governmental/ Non-profit
Consultant Costs and Employee Expenses for Plan Development	$50,618	Sum of Appendix D 1-4 Lines 149-152 Totals	$25,975	$9,140	$14,812	$691
Online Audit Tool Costs	$25,130	Residential	$25,130	$0	$0	$0
Measurement and Verification Tracking and Reporting Software	$129,240	Sum of Appendix D 1-4 Lines 149-152 Totals	$66,320	$23,338	$37,818	$1,764
Enhanced Measurement and Verification Requirements	$830,358	Sum of Appendix D 1-4 Lines 149-152 Totals	$426,104	$149,942	$242,981	$11,331
External Legal Fees	$8,974	Sum of Appendix D 1-4 Lines 149-152 Totals	$4,605	$1,620	$2,626	$122
Totals	**$1,044,320**		**$548,134**	**$184,041**	**$298,237**	**$13,908**

Table 6C: Summary of Portfolio EE&C Costs

Portfolio	Total Sector Portfolio-specific Costs	Total Common Costs	Total of All Costs
Residential (Including Low-Income)	$12,917,611	$548,134	$13,465,746
Commercial/Industrial -- Small	$4,545,597	$184,041	$4,729,638
Commercial/Industrial -- Large	$7,366,117	$298,237	$7,664,354
Governmental/Non-profit	$343,506	$13,908	$357,414
Totals	**$25,172,832**	**$1,044,320**	**$26,217,152**

7.4 *Provide and describe tariffs and a Section 1307 cost recovery mechanism. Provide all calculations and supporting cost documentation.* ~~*Is this section numbered correctly?*~~

Consistent with Act 129, the Company's tariff will contain a Section 1307 cost recovery mechanism for the recovery of energy efficiency and conservation program costs. Under the Company's proposal, the EEC-C rates requested in this proceeding would remain in effect for the duration of the EE&C Program. However, upon determination that the EEC-C rates would result in material over or under-collections of recoverable costs incurred or expected to be incurred during the program period (July~~November~~ 1, 2009 through May 31, 2013), the Company may request that the Commission approve interim revisions to the EEC-C rates to be effective thirty days from the date of filing. An interim change in the EEC-C rates may address a re-allocation of program expenses between customer classes.

The Company is submitting the following as Appendix H:

1. A pro forma Energy Efficiency and Conservation Charge Rider ("EEC-C Rider"). Pages ~~23~~ and ~~34~~ set forth the formula and description for calculating the EEC-C rates.[s1]
2. The calculation of EEC-C rates (shown on page 5 of Appendix H) based on the Company's Modified~~revised~~ Plan filed December ~~September 21~~, 2009.

~~Upon final Commission approval of the Company's Revised Plan, the~~The filing includes the Company's ~~will make a~~ tariff compliance filing with final EEC-C rates. In response to the Commission's Order, the Company has added two additional cost recovery groups for Non-Profit and Street lighting rate schedules. Penn Power's Non-Profit customer class includes Rate Schedule GS Special Provision for Volunteer Fire Companies, ~~N~~Non-~~P~~Profit Senior Citizen Centers, Non-Profit Rescue Squads, and Non-Profit Ambulance Services, and Rate PNP. Penn Power's Street Lighting rate class includes Rate Schedules SV, SVD, and SM.

The EEC-C rates are expressed as a price per kilowatt-hour ("kWh"), except for the industrial customer class that is expressed on a kVA basis, and will be billed on that basis over the duration of the EE&C Plan (February 1~~November 1~~, 201~~09~~ through May 31, 2013). The EEC-C rates will be calculated and stated separately for the residential, commercial~~–~~, non-profit, street lighting, and industrial customer~~ommercial~~ classes. The rate schedules that comprise the residential, commercial, non-profit, street lighting and industrial customer classes are identified on pages 1 and 2 of the rider.

The EEC-C rates to be billed to the residential, commercial, non-profit, street lighting and industrial classes will consist of two principal components. The first is the EECC or "current cost" component, while the second is the reconciliation component, or "E" factor.

The EECC component represents the recovery of costs to be incurred during the 4~~0~~3-month period ending May 31, 2013 or "Computational Period" that the EEC-C rates will be in effect for each customer class. As shown on pages ~~2~~ 3 and ~~3~~ 4 of the rider, the EECC component is customer class specific. The costs to be included in development of each customer class' EEC-C rate are identified in the rider. EEC_{Exp1} represents customer class specific costs incurred through the customer class specific EEC Programs as approved by the Commission. These costs will also include an allocated portion of any indirect costs incurred through all of the Company's EE&C Programs. EEC_{Exp2} represents an allocated portion of administrative start-up costs currently incurred by the Company in connection with the development of each Company's EEC Programs in response to the Commission's orders and guidance at Docket No. M-2008-2069887. The start up costs were incurred to design the programs and create the plan and to assist in the preparation of this filing and include consulting costs, outside legal fees, and other direct and indirect costs associated with the development and initial steps to implement the Plan as approved. EEC_{Exp2} costs will be amortized over the 4~~7~~-month period starting February ~~November~~ 1, 201~~09~~ and ending May 31, 2010. ~~Interest will accrue monthly on the average of the beginning and ending of the month balances of these costs as they are incurred by the Company and included in the determination of the monthly amortized amount. The interest will be computed at the legal rate determined pursuant to 41 P.S. §202.~~

~~–~~All Plan costs (net-of-tax) and revenues included in the Company's EE&C revenues will be excluded from distribution base rate treatment and subject to Commission review and audit. To the extent that the Company is reimbursed through the EEC-C Rider for Company-owned property, it will be treated as a contribution-in-aid-of-construction resulting in a net-of-tax reduction in amounts capitalized for those assets. As a result, these costs will be excluded from rate base in determining future distribution base rate case revenue requirements.

7.5 *Describe how the cost recovery mechanism will ensure that measures approved are financed by the same customer class that will receive the direct energy and conservation benefits*

Consistent with the Implementation Order and Act 129, the Company's proposed EEC-C Riders will permit it to bill annual, levelized ECC-C rates on a per kWh or kVA, basis, as applicable basis to all residential, commercial, non-profit, street lighting and industrial customers. The rates will be calculated specifically for each customer class to recover the Company's EE&C Plan costs approved by the Commission in this proceeding and in compliance with 66 C.S. § 1307. Coupled with the reconciliation provisions by customer class included in the Company's proposed EEC-C Rider, the EEC-C rates will provide full, equitable and timely cost recovery of actual EE&C Program costs incurred by each Company for each customer class' available EE&C Programs as approved by the Commission in this proceeding.

8. Cost Effectiveness

8.1. Explain and demonstrate how the proposed plan will be cost effective as defined by the Total Resource Cost Test (TRC) specified by the Commission.

The EE&C plan is based upon the requirements and guidance of the Total Resource Cost Test Manual (May 28, 2009), with some minor changes that were requested during the comment period. Notable changes were the use of a marginal transmission and distribution costs instead of the full transmission and distribution rates. As stated in the FirstEnergy Companies' Comments to the draft TRC test order, dated June 5, 2009, the Companies acknowledged that they would not have the ability to address changes at this late date but would review the final TRC Order and, if necessary, make any necessary changes in a filing by August 1, 2009.

The TRC method utilized by the Company takes into account the combined effects of the EE&C Plan on both participating and non-participating customers. The sum of costs incurred by both the Company and any participating customers was used to calculate the costs. The benefits calculated in the TRC test include the avoided supply costs, including generation, transmission and distribution capacity costs valued at marginal cost, and the avoided energy supply costs calculated using the Commission requested third stage approach.

On the benefits side the approach requires during the first five-year period that the avoided energy costs be calculated using the wholesale electric generation prices as reflected in the NYMEX PJM futures price, to reflect both on- and off-peak prices on a 50% on- and 50% off-peak basis. FirstEnergy assumes the 5 years as 2009 through 2013 as PJM West Hub forward contracts are not yet traded beyond 2013, and the 2009 data reflects actual settlement prices through May 22 and forward contracts thereafter. FirstEnergy chose a forward market data point of May 22, 2009, and applied an exponentially weighted moving average (EMA) method to the forward data to normalize for daily volatility. The EMA provides a balance between transmitting changes in market expectations as reflected by futures prices while dampening any possible influence of illiquidity (10 days of trades provides more available observations) and large swings due to few traders moving the market.

The Commission approach called for in the second five-year period has the avoided energy costs calculated using the NYMEX natural gas futures price. The natural gas futures price was then converted into an estimated wholesale energy price through the use of a standard spark spread calculation. The PJM West Hub price was derived based on the forward market price at Henry Hub and the relationship between PJM West Hub Power and Henry Hub Natural gas forwards in 2013. Specifically, heat rates for the Spark Spread calculation are based on the annual on peak and off peak forward market implied heat rate for 2013 (Off Peak On Peak) similar to the first 5 year period, this calculation used the natural gas forward market observation date of May 22, 2009 utilizing an averaging method to normalize for daily volatility.

The Commission approach in the third five-year period requires that the avoided energy costs use the EIA Annual Energy Outlook. The prices during this timeframe are based on the US Department of Energy's (DOE) Energy Information Administration's (EIA) Annual Energy Outlook (AEO) published in May 2009. The EIA AEO does not directly include price for PJM West Hub, rather, the AEO publishes national average retail "end user" prices. To derive wholesale prices for PJM West Hub, PJM on peak, off peak, and around the clock actual annual average PJM West Hub prices from 2006, 2007, and 2008 were compared to the EIA AEO national retail price averages in those years and a multiplier was calculated to convert EIA AEO Retail prices to PJM West Hub wholesale prices for these 5 forecast years.

For the avoided ancillary services cost, yield curves were created based on monthly average on peak and off peak ancillary service price / PJM West Hub day ahead price relationships for 2006 - 2008. These historic relationships were applied to the provided power prices to create the associated ancillary service prices.

For the avoided capacity cost the Company used a price forecast based on the FirstEnergy latest official and confidential long term price capacity price forecast. It reflects Regional Pricing Model Auction (RPM) assumptions from the second quarter of 2008.

The retail transmission and distribution rates for Met-Ed are based on the most recent distribution rate case approved by the Commission on January 11, 2007. The tariff rate schedules were rolled up into the rates classes in order to align with the Commission's Act 129 Implementation Orders. The distribution rates were escalated as defined by the Commission in the final TRC test Order entered on June 23, 2009. The distribution rates were escalated as defined by the Commission in the final TRC test Order entered on June 23, 2009. The escalator is the Producer Price Index Industry data as of July 14, 2009.

The inclusion of full retail distribution rates as avoided costs has changed the total plan TRC test results from 2.08 to 2.55 but this change has no effect on the budgetary program costs nor the stated kWh or kW savings presented in the July 1 filing.

The benefits were then calculated using the measure kWh and kW savings multiplied by the assumed number of measure units[18] and the avoided capacity and energy costs. This value per year was then discounted by taking a Net Present Value (NPV) over the measure life-time using the post-tax weighted average cost of capital (WACC).

On the costs side the TRC test includes the costs of the various programs incurred by the Company and the participating customers, including, equipment, installation, operation, and maintenance costs, cost of removal (less salvage value) for turn-in programs, and administrative costs. The costs are in 2009 dollars and are "as spent" due to the fact that each year's program is evaluated separately by measure and the budgeted number of measure units. Program costs are budgeted by year in 2009 dollars, but operation and maintenance costs are based on measure life and are discounted using NPV back to the program year installed.

As a result, the Company's EE&C Plan is cost-effective based on the TRC test as described above. The results of the TRC test are presented in PUC Table 1 and are expressed as both a net present value and a benefit-cost ratio.

8.2. Provide data tables (see Tables 7A thru 7E).

The following tables present the summary TRC results by program, by year, in the five customer class segments outlined in the Commission Act 129 appendices.

[18] Measure Unit refers to participants and/or number of items. The measure units, for example, can be a single customer participant (i.e. a customer get a new CAC system) or a count of lights bulbs as in the CFL rebate program.

PUC Table 7A: TRC Benefits Table – Residential

Residential			TRC Benefits By Program Per Year ($000)									
									Load Reductions in kW		MWh Saved	
Program	Program Year	TRC	Program Costs ($000)	Program Benefits ($000)	Capacity Annual Benefits	Capacity Annual Gen/T&D	Energy Annual Benefits	Energy Annual On/Off Peak	Annual	Lifetime	Annual	Lifetime
Demand Reduction	2010	*1.08*	142,238	153,190	139,265	See footnote 1	13,925	See footnote 2	243	2,755	12	1,516
	2011	*1.48*	724,570	1,075,207	979,687		95,520		1,841	2,755	87	1,516
	2012	*1.80*	366,244	660,835	604,148		56,687		2,755	2,755	131	1,516
	2013	*0.00*	0	0	0		0		2,755	2,755	131	1,516
Home Energy Audits	2010	*4.21*	176,798	743,896	35,310		708,586		88	1,340	1,198	154,445
	2011	*5.01*	717,405	3,597,162	183,217		3,413,945		505	1,340	6,709	154,445
	2012	*5.21*	717,405	3,738,613	201,442		3,537,171		923	1,340	12,221	154,445
	2013	*5.39*	717,405	3,865,921	212,017		3,653,904		1,340	1,340	17,732	154,445
Appliance Turn-In	2010	*4.76*	92,294	439,774	42,818		396,956		106	1,697	750	85,250
	2011	*5.83*	396,499	2,311,842	233,261		2,078,581		636	1,697	4,498	85,250
	2012	*6.10*	396,499	2,418,092	256,440		2,161,652		1,167	1,697	8,246	85,250
	2013	*6.32*	396,499	2,506,538	269,889		2,236,648		1,697	1,697	11,994	85,250
EE HVAC	2010	*0.83*	312,463	259,304	110,109		149,195		234	3,750	234	36,765
	2011	*0.93*	1,504,393	1,398,103	594,790		803,313		1,406	3,750	1,432	36,765
	2012	*0.98*	1,504,393	1,476,438	647,112		829,326		2,578	3,750	2,629	36,765
	2013	*1.02*	1,504,393	1,532,009	677,731		854,277		3,750	3,750	3,827	36,765
EE Products	2010	*2.58*	319,324	823,880	73,042		750,837		157	2,449	1,469	165,513
	2011	*2.81*	1,541,987	4,331,682	383,836		3,947,845		921	2,449	8,826	165,513
	2012	*2.93*	1,541,987	4,513,172	418,052		4,095,119		1,685	2,449	16,183	165,513
	2013	*3.04*	1,541,987	4,682,861	438,138		4,244,723		2,449	2,449	23,540	165,513
New Construction	2010	*1.78*	242,408	432,407	161,316		271,091		259	3,111	344	55,110
	2011	*1.97*	1,261,715	2,489,006	944,243		1,544,763		1,685	3,111	2,236	55,110
	2012	*2.06*	1,261,715	2,602,544	1,011,434		1,591,110		3,111	3,111	4,128	55,110
	2013	*0.00*	656	0	0		0		3,111	3,111	4,128	55,110
Whole Building	2010	*0.57*	155,171	87,845	15,549		72,296		27	189	104	7,873
	2011	*0.65*	284,280	183,714	33,213		150,501		81	189	311	7,873
	2012	*0.67*	284,280	190,860	35,723		155,136		135	189	519	7,873
	2013	*0.69*	284,280	196,731	37,225		159,505		189	189	727	7,873
Multiple Family	2010	*1.39*	8,916	12,389	727		11,662		2	32	24	2,431
	2011	*4.78*	13,641	65,240	3,990		61,250		12	32	146	2,431
	2012	*4.99*	13,641	68,070	4,417		63,653		22	32	268	2,431
	2013	*5.19*	13,641	70,815	4,661		66,154		32	32	390	2,431
Total		**2.55**	**18,439,128**	**46,928,136**	**8,752,803**		**38,175,333**		**15,323**	**15,323**	**62,468**	**508,904**

1: Generation, Transmission and Distribution Capacity costs are combined in a sum of avoided capacity costs. These costs are then NPV back to the year the measure unit was installed. The combined avoided capacity costs can not be identified by component therefore the total avoided capacity costs for Generation, Transmission and Distribution are displayed here.

2: The on and off peak energy costs are combined in a sum of avoided energy costs. These costs are then NPV back to the year the measure unit was installed. The combined avoided energy costs can not be identified by component therefore the total avoided energy costs for on and off peak energy costs are displayed here.

PUC Table 7B: TRC Benefits Table - Residential Low-Income

Residential Low-Income			TRC Benefits By Program Per Year ($000)						Load Reductions in kW		MWh Saved	
Program	Program Year	TRC	Program Costs ($000)	Program Benefits ($000)	Capacity Annual Benefits	Capacity Annual Gen/T&D	Energy Annual Benefits	Energy Annual On/Off Peak	Annual	Lifetime	Annual	Lifetime
Warm Plus	*2010*	0.50	243,963	123,015	10,775	See	112,241	See footnote	20	131	180	11,507
	2011	0.91	279,320	253,775	18,616	footnote 1	235,159	2 on PUC	57	131	596	11,507
	2012	0.95	280,413	265,883	20,307	on PUC	245,576	Table 7A	94	131	1,016	11,507
	2013	0.99	281,287	277,160	21,308	Table 7A	255,852		131	131	1,440	11,507
Residential Audits	*2010*	0.51	150,966	76,785	3,622	See	73,162	See footnote	9	139	125	16,017
	2011	5.16	72,326	373,080	18,879	footnote 1	354,200	2 on PUC	52	139	698	16,017
	2012	5.36	72,326	387,722	20,762	on PUC	366,960	Table 7A	95	139	1,272	16,017
	2013	5.54	72,326	400,982	21,855	Table 7A	379,127		139	139	1,845	16,017
Appliance Turn-In	*2010*	0.41	112,125	45,940	4,399	See	41,541	See footnote	11	172	78	8,924
	2011	6.25	38,640	241,444	23,941	footnote 1	217,503	2 on PUC	65	172	470	8,924
	2012	6.53	38,640	252,489	26,298	on PUC	226,191	Table 7A	118	172	862	8,924
	2013	6.77	38,640	261,701	27,668	Table 7A	234,033		172	172	1,253	8,924
Energy Efficient Products	*2010*	5.06	10,680	54,030	1,801	See	52,228	See footnote	5	79	109	10,889
	2011	6.81	41,725	284,201	9,886	footnote 1	274,315	2 on PUC	30	79	655	10,889
	2012	7.09	41,725	296,023	10,943	on PUC	285,081	Table 7A	54	79	1,202	10,889
	2013	7.38	41,725	307,829	11,548	Table 7A	296,281		79	79	1,748	10,889
Total		**2.15**	**1,816,826**	**3,902,059**	**252,607**		**3,649,452**		**520**	**520**	**6,286**	**47,336**

PUC Table 7C: TRC Benefits Table - Commercial/Industrial Small

Commercial/Industrial Small			TRC Benefits By Program Per Year ($000)									
									Load Reductions in kW		MWh Saved	
Program	Program Year	TRC	Program Costs ($000)	Program Benefits ($000)	Capacity Annual Benefits	Capacity Annual Gen/T&D	Energy Annual Benefits	Energy Annual On/Off Peak	Annual	Lifetime	Annual	Lifetime
Energy Audit	*2010*	2.40	140,969	337,959	66,174	See footnote 1 on PUC Table 7A	271,784	See footnote 2 on PUC Table 7A	181	2,896	641	63,882
	2011	3.41	544,962	1,856,449	363,157		1,493,292		1,086	2,896	3,845	63,882
	2012	1.61	1,258,142	2,021,748	401,976		1,619,771		1,991	2,896	7,050	63,882
	2013	1.68	1,258,142	2,108,602	424,204		1,684,399		2,896	2,896	10,254	63,882
Equipment Rebate	*2010*	1.99	979,354	1,952,144	493,660		1,458,484		955	13,810	2,327	383,521
	2011	2.24	4,445,407	9,951,565	2,395,777		7,555,788		5,240	13,810	13,455	383,521
	2012	2.39	4,445,407	10,613,378	2,587,368		8,026,010		9,525	13,810	24,583	383,521
	2013	2.47	4,445,407	10,962,947	2,702,114		8,260,833		13,812	13,810	35,706	383,521
Total		**2.27**	**17,517,791**	**39,804,793**	**9,434,430**		**30,370,363**		**16,708**	**16,707**	**45,959**	**447,403**

PUC Table 7D: TRC Benefits Table - Commercial/Industrial Large

Commercial/Industrial Large			TRC Benefits By Program Per Year ($000)									
									Load Reductions in kW		MWh Saved	
Program	Program Year	TRC	Program Costs ($000)	Program Benefits ($000)	Capacity Annual Benefits	Capacity Annual Gen/T&D	Energy Annual Benefits	Energy Annual On/Off Peak	Annual	Lifetime	Annual	Lifetime
Equipment Rebate	*2010*	0.94	518,252	485,069	152,526		332,542		254	4,074	560	119,480
	2011	1.00	2,812,683	2,824,408	816,230		2,008,178		1,527	4,074	3,715	119,480
	2012	1.12	2,686,794	3,018,123	875,898		2,142,225		2,801	4,074	6,870	119,480
	2013	1.16	2,686,794	3,116,653	911,696	See footnote 1 on PUC Table 7A	2,204,958	See footnote 2 on PUC Table 7A	4,074	4,074	10,025	119,480
Industrial Motors and VSD	*2010*	1.03	105,054	107,706	2,899		104,807		5	75	166	35,408
	2011	2.20	262,302	577,528	15,425		562,102		28	75	995	35,408
	2012	2.34	262,302	614,988	16,523		598,465		51	75	1,823	35,408
	2013	2.41	262,302	633,336	17,182		616,153		75	75	2,652	35,408
Total		**1.19**	**9,596,483**	**11,377,811**	**2,808,380**		**8,569,431**		**4,149**	**4,149**	**12,677**	**154,888**

PUC Table 7E: TRC Benefits Table - Governmental/Non-Profit

Governmental/Non-Profit	TRC Benefits By Program Per Year ($000)											
					Capacity	Capacity	Energy	Energy	Load Reductions in kW		MWh Saved	
Program	Program Year	TRC	Program Costs ($000)	Program Benefits ($000)	Annual Benefits	Annual Gen/T&D	Annual Benefits	Annual On/Off Peak	Annual	Lifetime	Annual	Lifetime
Governmental & Institutional	*2010*	1.54	601,192	925,945	177,827	See footnote 1 on PUC Table 7A	748,118	See footnote 2 on PUC Table 7A	347	5,088	1,289	185,126
	2011	1.91	2,699,140	5,144,204	949,279		4,194,925		2,058	5,088	7,990	185,126
	2012	1.95	2,825,029	5,496,051	1,026,450		4,469,601		3,769	5,088	14,691	185,126
	2013	1.87	1,917,107	3,587,200	826,806		2,760,393		5,088	5,088	18,640	185,126
Total		**1.88**	**8,042,468**	**15,153,399**	**2,980,362**		**12,173,037**		**5,088**	**5,088**	**18,640**	**185,126**

9. Plan Compliance Information and Other Key Issues

9.1. Plan Compliance Issues.[19]

9.1.1. Describe how the plan provides a variety of energy efficiency, conservation, and load management measures and will provide the measures equitably to all classes of customers in accordance with the January 15 Implementation Order.

The Plan addresses all customer sectors with a variety of programs that offer a range of services from passive education (on-line audits) through direct installation (a variety of programs) and help overcome first cost barriers through incentives to customers and trade allies. Penn Power Tables 4 and 5 in Section 1 present a summary description of the programs by sector and the incentives offered under those with rebates. Detailed descriptions of each program are provided in Section 2.

9.1.2. Provide statement delineating the manner in which the EE&C plan will achieve the requirements of the program under 66 Pa. C.S. §§ 2806.1(c) & 2806.1(d).

The Penn Power EE&C Plan has been developed to incorporate a comprehensive set of programs that will enable Penn Power to achieve the goals established under Act 129 for energy savings in 2011 and for energy and peak demand reductions in 2013, all achieved within the spending caps prescribed by the PUC Table 3

9.1.3. Describe how EDC will ensure that no more than two percent of funds available to implement the plan shall be allocated for experimental equipment or devices.

Less than 2% of program funds are devoted to experimental equipment or devices. This Plan focuses on encouraging the accelerated adoption of commercially available technologies for achieving the energy efficiency and demand response goals.

9.1.4. Provide statement delineating the manner in which the EE&C plan will achieve the Government/Non-Profit requirements under 66 Pa. C.S. §§ 2806.1(b)(1)(i)(B).

The plan will achieve Government/Non-Profit requirements through three groups of program services – federal government facilities located within the service territory, local government facilities, non-profits and schools. While all non-residential buildings are eligible for the prescriptive and custom energy efficiency programs, special efforts are targeted at these subdivisions of the government sector in recognition of their unique decision-making and financing processes for making capital improvements to facilities. Penn Power's programs will leverage existing company Area Manager relationships and experienced vendors who specialize in working with governmental accounts to get projects completed. (Section 1.1) Government programs are described in Section 3.5.

9.1.5. Describe how the plan will be competitively neutral to all distribution customers even if they are receiving supply from an EGS.

All programs are available to all Penn Power Delivery Service Customers (with the exception of Borderline customers), and will be offered on a non-discriminating basis. Likewise, the Energy Efficiency Rider will collect the costs from all Delivery Service Customers; thereby assuring the plan is competitively neutral. The

[19] These sub-sections may reference other chapters of the plan as they may restate what was included elsewhere in the plan, and are collected here only for convenience of review.

Company notes that it cannot prohibit customers taking generation service from alternative electric generation suppliers from participating in certain programs.

9.2. Other Key Issues:

9.2.1. Describe how this EE&C plan will lead to long-term, sustainable energy efficiency savings in the EDC's service territory and in Pennsylvania.

The aim of this EE&C plan is to elucidate the connections between end-use energy technologies, energy demand, and, to better guide energy decisions. The amount of energy used in the future is a central determinant of environmental impacts both within the Companies' service territory and beyond. Energy use will depend on the demand for energy services and the technologies used to supply those services.

The Companies' plan is intended to make people become more conscious of their energy usage and establish lifelong energy saving habits. In addition, all measures installed and appliances retired and/or replaced, resulting from the execution of the Companies' plan including energy audits and technical assessments, have lengthy expected product lifetimes. They will save energy for years to come, easily bridging customers to even better technologies as they become available. So, the benefits of this plan will undoubtedly extend far beyond the length of specific programs.

9.2.2. Describe how this EE&C plan, and the EDC, will avoid possible overlaps between programs offered in different Pennsylvania EDC service territories as well as possibly programs offered in neighboring states.

Penn Power's EE&C plan consistently considered the programs of other Pennsylvania EDCs and those offered in neighboring states to ensure that little overlap will occur during the duration of the EE&C plan. For example, all EDCs that are obligated to meet the requirements of Act 129 held a day long meeting at the offices of the Energy Association of Pennsylvania during May 2009. Moreover, a Penn Power representative has been in contact with other EDCs regularly and will be part of the statewide working group.

9.2.3. Describe how this EE&C plan will leverage and utilize other financial resources, including funds from other public and private sector energy efficiency and solar energy programs.

Penn Power's approach has been to prudently identify those programs that can be fast tracked for early implementation and which will require a more measured build up before targeted benefits are fully realized. Our Fast Track program suite takes maximum advantage of existing delivery channels by adding electric energy savings measures and services to programs that are already being implemented. This approach serves to keep costs down because visits are already being made to households and businesses, and it maximizes benefits because the additional funds and measures mean that opportunities will no longer be lost opportunities that would be more costly to go back and capture later. (Section1.1)

9.2.4. Describe how the EDC will address consumer education on energy efficiency, conservation, solar and solar photovoltaic systems, and geothermal heating, and other measures.

Essential to the success of these programs will be a concurrent marketing and educational campaign. Once Commission approval is obtained, Penn Power will immediately launch a major outreach effort to build awareness and interest in the programs, ways to participate, expected benefits and reasons for participating. Included in each program's budget is a share of a first year marketing campaign for that sector; smaller amount of sustaining marketing resources are included for the four year period of the Plan to ensure adequate outreach for achieving program goals. A forthcoming RFP for an Implementation Management Contractor

will include a section on the development and execution of a Marketing Plan that will include a requirement for a team member with educational expertise in social marketing and consumer behavior change. (Section 1.1)

9.2.5. Indicate that the EDC will provide a list of all eligible federal and state funding programs available to ratepayers for energy efficiency and conservation.

Penn Power will provide a list of all eligible federal and state funding programs to ratepayers as part of its EE&C~~D~~ Plan implementation.

9.2.6. Describe how the EDC will provide the public with information about the results from the programs.

Penn Power will make available summary reports to the Commission as part of its regular reporting responsibilities. Key findings will be summarized and posted on the Company website and other communications to the public that highlight the achievement of the EE&C programs.

10. List of Appendices

A. Commission approved electricity consumption forecast for the period of June 1, 2009 through May 31, 2010.

B. Average hourly demand in the EDC's 100 highest peak hours during the period of June 1, 2007 through September 30, 2007.

C. Approved CSP contract(s) with Black & Veatch (consisting of three parts: 1) PUC Approved Standardized CSP Contract, 2) Purchase Order, and 3) CONFIDENTIAL Proposal.

Note: The Proposal portion of the contract contains Confidential employee salary and fee information which will cause competitive harm to the CSP if publicly disseminated. The Company respectfully requests full confidential treatment of the Proposal portion of the Approved CSP Contract, in accordance with the approved Commission Template and the Commission's Act 129 Implementation Order. The Proposal portion of the Approved CSP Contract is being marked with a "CONFIDENTIAL" stamp and is being submitted under seal to the Secretary's Office in an envelope separate from the EE&C Plan"

D. All measure budgeted costs by year, sum to programs, including administrative, marketing, and incentives costs.

E. Measure savings for programs included, including key assumptions

F. Annual measure participation numbers

G. PUC Appendix A Tables 1-7

H. Tariff Rider - Energy Efficiency and Conservation Charge Rider

Appendix A

Commission approved electricity consumption forecast for the period of June 1, 2009 through May 31, 2010.

Metropolitan Edison Company
Pennsylvania Electric Company
Pennsylvania Power Company

Retail Energy Forecast (in MWh's)
For the Period June1, 2009 through May 31, 2010

		Retail Energy (in MWh)		
		Met-Ed	Penelec (A)	Penn Power
June	2009	1,224,184	1,158,582	366,734
July	2009	1,343,026	1,246,775	415,287
August	2009	1,331,732	1,266,171	419,370
September	2009	1,165,164	1,123,299	390,407
October	2009	1,160,500	1,133,396	387,107
Novemeber	2009	1,174,181	1,153,195	381,241
December	2009	1,337,318	1,299,238	427,293
January	2010	1,346,992	1,309,249	437,822
February	2010	1,263,630	1,202,447	399,162
March	2010	1,263,464	1,239,565	418,209
April	2010	1,113,128	1,121,267	373,603
May	2010	1,141,717	1,146,105	356,702
Total		14,865,036	14,399,289	4,772,937

(A) - Excludes Waverly, NY service territory

Appendix B

Average hourly demand in the EDC's 100 highest peak hours during the period of June 1, 2007 through September 30, 2007.

Pennsylvania Power Company
100 Hours of Highest Load
For the Periods 6/1/07 through 6/31/08 and 6/1/07 through 9/30/07

	Highest 100 Loads in Year 6/1/07 - 5/31/08			Highest 100 Loads in Summer 6/1/07 - 9/30/07		
	EST		MW	EST		MW
	Date	Hour		Date	Hour	
1	08/24/07	16	1,042	08/24/07	16	1,042
2	08/24/07	15	1,041	08/24/07	15	1,041
3	08/24/07	14	1,041	08/24/07	14	1,041
4	08/08/07	16	1,040	08/08/07	16	1,040
5	08/08/07	15	1,038	08/08/07	15	1,038
6	09/06/07	16	1,032	09/06/07	16	1,032
7	08/08/07	14	1,031	08/08/07	14	1,031
8	07/09/07	13	1,028	07/09/07	13	1,028
9	07/10/07	16	1,025	07/10/07	16	1,025
10	07/10/07	15	1,022	07/10/07	15	1,022
11	07/10/07	14	1,020	07/10/07	14	1,020
12	08/29/07	16	1,019	08/29/07	16	1,019
13	08/08/07	17	1,019	08/08/07	17	1,019
14	08/08/07	13	1,019	08/08/07	13	1,019
15	07/09/07	17	1,018	07/09/07	17	1,018
16	07/09/07	16	1,017	07/09/07	16	1,017
17	09/06/07	17	1,014	09/06/07	17	1,014
18	08/24/07	13	1,013	08/24/07	13	1,013
19	08/23/07	15	1,011	08/23/07	15	1,011
20	07/09/07	15	1,008	07/09/07	15	1,008
21	07/09/07	14	1,007	07/09/07	14	1,007
22	08/24/07	17	1,006	08/24/07	17	1,006
23	08/23/07	16	1,003	08/23/07	16	1,003
24	07/10/07	17	1,002	07/10/07	17	1,002
25	09/06/07	15	1,002	09/06/07	15	1,002
26	07/09/07	18	1,000	07/09/07	18	1,000
27	07/09/07	12	996	07/09/07	12	996
28	07/10/07	13	996	07/10/07	13	996
29	06/26/07	17	995	06/26/07	17	995
30	06/26/07	16	994	06/26/07	16	994
31	08/23/07	14	994	08/23/07	14	994
32	08/23/07	17	993	08/23/07	17	993
33	08/01/07	17	992	08/01/07	17	992
34	08/01/07	16	992	08/01/07	16	992
35	09/05/07	16	992	09/05/07	16	992
36	08/29/07	17	988	08/29/07	17	988
37	08/23/07	13	987	08/23/07	13	987
38	09/05/07	17	986	09/05/07	17	986
39	07/10/07	12	986	07/10/07	12	986
40	08/02/07	16	986	08/02/07	16	986
41	06/26/07	15	986	06/26/07	15	986
42	08/24/07	18	983	08/24/07	18	983

43	08/08/07	12	983	08/08/07	12	983
44	09/06/07	14	983	09/06/07	14	983
45	08/29/07	15	982	08/29/07	15	982
46	09/05/07	15	982	09/05/07	15	982
47	08/08/07	18	982	08/08/07	18	982
48	09/06/07	18	979	09/06/07	18	979
49	08/01/07	18	979	08/01/07	18	979
50	08/29/07	18	978	08/29/07	18	978
51	07/10/07	18	978	07/10/07	18	978
52	06/26/07	14	977	06/26/07	14	977
53	08/06/07	17	976	08/06/07	17	976
54	08/01/07	15	976	08/01/07	15	976
55	07/09/07	11	972	07/09/07	11	972
56	09/07/07	16	970	09/07/07	16	970
57	07/09/07	19	969	07/09/07	19	969
58	08/24/07	20	968	08/24/07	20	968
59	08/02/07	14	966	08/02/07	14	966
60	08/02/07	15	966	08/02/07	15	966
61	09/06/07	13	966	09/06/07	13	966
62	09/07/07	14	963	09/07/07	14	963
63	06/27/07	14	963	06/27/07	14	963
64	08/29/07	14	962	08/29/07	14	962
65	08/03/07	15	961	08/03/07	15	961
66	08/23/07	12	961	08/23/07	12	961
67	06/27/07	13	959	06/27/07	13	959
68	08/03/07	16	959	08/03/07	16	959
69	08/02/07	17	959	08/02/07	17	959
70	08/24/07	19	959	08/24/07	19	959
71	08/06/07	16	959	08/06/07	16	959
72	08/01/07	14	958	08/01/07	14	958
73	08/24/07	12	958	08/24/07	12	958
74	09/07/07	15	958	09/07/07	15	958
75	09/06/07	20	958	09/06/07	20	958
76	06/26/07	18	957	06/26/07	18	957
77	08/06/07	18	957	08/06/07	18	957
78	08/29/07	19	956	08/29/07	19	956
79	08/29/07	20	955	08/29/07	20	955
80	08/01/07	19	954	08/01/07	19	954
81	08/02/07	13	954	08/02/07	13	954
82	08/08/07	11	952	08/08/07	11	952
83	09/06/07	19	951	09/06/07	19	951
84	07/31/07	17	949	07/31/07	17	949
85	06/26/07	13	948	06/26/07	13	948
86	08/01/07	13	948	08/01/07	13	948
87	06/27/07	15	947	06/27/07	15	947
88	08/29/07	13	947	08/29/07	13	947
89	07/10/07	11	945	07/10/07	11	945
90	07/31/07	16	945	07/31/07	16	945
91	09/05/07	18	944	09/05/07	18	944
92	08/02/07	18	944	08/02/07	18	944
93	08/06/07	19	942	08/06/07	19	942
94	08/23/07	18	941	08/23/07	18	941

95	08/03/07	17	940	08/03/07	17	940
96	07/31/07	18	939	07/31/07	18	939
97	07/09/07	20	939	07/09/07	20	939
98	08/03/07	13	939	08/03/07	13	939
99	12/03/07	19	938	08/16/07	16	937
100	08/16/07	16	937	06/18/07	14	936
Average 100 Highest			**980**			**980**

Appendix C
Approved CSP contract(s).

FirstEnergy

Purchase Order

PO number/date
55109917 / 03/24/2009
Contact person/Telephone
Joshua Martin/330-384-2482
Our fax number
330-374-6216

BLACK & VEATCH
898 VETERANS MEMORIAL HIGHWAY
HAUPPAUGE NY 11788

Your number with us
210012230

Valid from: 03/24/2009
Valid to : 12/31/2009

Please deliver to:
FirstEnergy
76 S. MAIN ST.
AKRON 44308

Freight Charges & FOB Terms: No freight, FOB origin
Terms of payt.: Within 45 days Due net
Currency USD

FirstEnergy Service Company on behalf of The Cleveland Electric Illuminating Company, FirstEnergy Service Company, Jersey Central Power & Light Company, Metropolitan Edison Company, Ohio Edison Company, Pennsylvania Electric Company, Pennsylvania Power Company, The Toledo Edison Company, FirstEnergy Generation Corp., FES (FirstEnergy Solutions), ATSI (American Transmission Systems Inc.) and FirstEnergy Nuclear Operating Company (FENOC), (Purchaser). The purchaser subsidiary and/or affiliate company(s) shall be identified by the ship-to address included herein or on any subsequent blanket purchase order release authorization ship-to address as included thereon, as appropriate. If more than one company is identified as the purchaser, the liability of each company named shall be several and not joint and shall be limited to such company's interest as identified therein.

Supplier Contact:
Steve Stolze
Phone:631-786-0507
Email:StolzeSA@bv.com

FirstEnergy Technical Contact:
Kurt Turosky,Mgr, Energy Efficiency Comp & Perf

Phone:330-384-5847
Email:turoskyk@firstenergycorp.com

PA Energy Efficiency Plan Consulting

Invoicing:
FirstEnergy's vision is a paperless, automated procure-to-pay process. Our objective is 100% adoption of electronic presentment and payment by our suppliers.

Suppliers performing work with FirstEnergy are expected to enroll in and use the Xign Network to submit invoices electronically to FirstEnergy and to receive payment electronically from FirstEnergy.

Supplier acknowledges that timely submission of invoices is critical for effective budget and financial planning for FirstEnergy.

We encourage you to enroll with Xign our third party provider for electronic payment and presentment and their Discount Manager program. To enroll with Xign, please go to http://firstenergy.xign.net. Select "ENROLL NOW" and then select the "I DO NOT HAVE AN ENROLLMENT CODE" option.

In the event Supplier does not choose to support FirstEnergy's vision for a paperless procure-to-pay process, all invoices rendered under this purchase order shall be sent directly to:

FirstEnergy Service Company
76 S. Main St.
Akron, OH 44308
Attn: Kurt Turosky

The invoice must include the following, as applicable:
- Purchase order number
- Line item number
- Task Authorization number, if applicable
- Timesheets
- Receipts for reimbursable expenses

Questions about electronic payment/presentment, invoices or payments may be directed to the Accounts Payable help desk at (814)539-3200.

Item	FE Material No.			
	Order qty.	Unit	Price per unit	Net value
00001				

PA Energy Efficiency Plan Consulting Services

SCOPE OF WORK:

Consultant to provide consulting services and resources for the development of a compliance strategy and plan as required by the energy efficiency, conservation and demand side response initiatives recently mandated in Pennsylvania as Act 129 of 2008 of House Bill 2200 and detailed in the engagement letter dated February 26, 2009.

CONTRACT DOCUMENTS:

The following listed items are the Contract Documents and constitute the complete Agreement between Purchaser and Consultant. In the event of conflict among any of the below listed documents in matters of interpretation, precedence as to interpretation shall be given in accordance with the following order:

1. Change orders, if any.

2. This Purchase Order, no. 55109917.

3. FirstEnergy's Consulting Services Terms and Conditions (CNSLT FINAL REV 24 01-16-09) along with the Supplemental Terms and Conditions for contracts with Conservation Service Providers ("CSPs") apply to this agreement.

4. Black & Veatch's Proposal dated February 26, 2009 - attached and incorporated herein with the exception to the modifications to the pricing and assumptions as detailed below.

PRICING & ASSUMPTIONS:

1.) Black & Veatch will deliver the scope of work as proposed within 11 weeks from project kick-off.

2.) Black & Veatch will fix the price for the work and selected options as quoted with the exception of SubTasks 3.3 and 3.4 which have been withdrawn from the RFP process. The fixed fee amount for this engagement is $271,800 plus expenses. The surveys are optional and would be at the additional costs detailed below.

Estimating Assumptions

a) Prompt delivery of all Data Request items noted on proposal page 11 within on week of the kick off meeting.

b) Comments on all draft documents will be compiled into one master edit copy per Company, that FirstEnergy will provide direction as to how to address any conflicting edits, and that comments will be received within one week of delivery of draft materials.

c) Black & Veatch will use its own in-house software for conducting the market potential and program design analyses. If FirstEnergy desires that we use DSMore instead, there is a $10,000 fee to cover licensing and population of the software with FirstEnergy data for Pennsylvania operating companies.

e) Primary Customer Research surveys will not be conducted as part of the base bid. If

surveys are desired, the decision to do so will be made at the kick off meeting, and customer lists and approvals will be provided within one week of the kick off meeting. Because we have the materials 90% designed, and trained consultants in place coming off the other job, we can now deliver 400 completes PER COMPANY residential and 100 completes PER COMPANY for commercial for $55,000.
The price for the statewide survey (100 residential completes per company) it would be $45,000.

f) Three sets of programs will be developed - one for each operating company: Met Ed, Penelec and Penn Power. The analysis will entail three sets of programs, with common programs as appropriate, analyzed for each of the three companies' residential, commercial and industrial sectors.

g) The proposal assumes that Black & Veatch will prepare separate chapters addressing the programs for each company for incorporation into one filing document for FirstEnergy's Pennsylvania operations.

h) Travel-related and other out-of-pocket expenses (e.g., Fed-Ex, telephone, etc.) will be billed at our actual cost

i) The level of effort associated with Black & Veatch services proposed depends upon a number of factors beyond Black & Veatch's control. The fixed fee assumes that timely and reasonably complete documentation is provided by FirstEnergy, that the extent and nature of deficiencies (if any) in the documentation are not material, and that FirstEnergy staff are available to support our efforts according to the agreed project timeline.

j) If customer surveys are selected as an option to be added to the scope of work, Black & Veatch will require FirstEnergy to deliver at or within 5 days of the kick off meeting the following:
Lists of customer names, addresses, phone numbers and account numbers for random samples of residential and non-residential customers for each of the three PA utilities (i.e., nine electronic files with customer lists)
Approval of a pre-survey notification letter that will alert customers of the survey and encourage their cooperation
Approval of our offer of $50 gasoline cards for the first 100 customer responses
Timely approval of survey instruments
Logos for each company (jpeg file)
Signature files for each company cover letter (jpeg file)
Customer contact per company to be included on the cover letter

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FirstEnergy's Consulting Services Terms and Conditions (CNSLT FINAL REV 24 01-16-09) along with the Supplemental Terms and Conditions for contracts with Conservation Service Providers ("CSPs") apply to this agreement.

Supplier or Contractor to execute both copies and return a copy to the address below:

FirstEnergy Service Company
76 South Main Street
Akron, Ohio 44308-1890
Mail Stop A-GO-09

Supplier or Contractor to retain a copy for Supplier's/Contractor's records.

Supplier or Contractor acknowledges receipt of and agreement to this writing and the terms contained herein and in the attached terms and conditions.

Name: Stephen A Stolze Date: 4/14/09
(Authorized Supplier/Contractor Signature)

(Print) Name STEPHEN A. STOLZE Title: Associate Vice President

Name: Joshua M Martin Date: 4/17/09
(Authorized Purchasing Representative Signature)

(Print) Name Joshua M. Martin Title: Sr. Sourcing Specialist

FIRSTENERGY SERVICE COMPANY – GENERAL TERMS AND CONDITIONS FOR PURCHASE OF CONSULTING SERVICES

ARTICLE I - DEFINITIONS

The following terms, when used in this Agreement with initial capitalization, shall have the meanings given below unless in any particular instance the context clearly indicates otherwise:

A. "Consultant," the party to be engaged in performing consulting services under the terms of this Agreement, is in the business of providing such consulting services, products, deliverables, outcomes and results.

B. "Data" - Material that includes documentation, manuals, maps, plans, schedules, programs, specifications, software, reports, drawings, designs and other relevant information;

C. "Purchaser" means FirstEnergy Service Company for itself and/or as an authorized agent of the affiliate company or companies set forth on the face of the Request for Proposal and/or Purchase Order attached hereto for which the services as specified elsewhere herein shall be performed hereunder. If more than one company is identified as the Purchaser, the liability of each company named shall be several and not joint and shall be limited to such company's interest in this Agreement, as identified on the Request for Proposal and/or Purchase Order.

D. "Purchaser's Site" includes generating stations, steam plants, substations, transmission and distribution lines, towers, poles, buildings, or other locations owned or leased by Purchaser, for which the Work is intended, to which the Work is to be delivered or where the Work is to be carried out (if it is not to be performed at the facility of Consultant or others).

E. "Specifications" means the portion of this Agreement that describes the products and services to be delivered by Consultant under this Agreement, including dimensions, components, attachments, technical and non-technical requirements and characteristics, standards, performance requirements, and tolerances. Should any conflict occur between portions of the Specifications and these terms and conditions, the Specifications shall take precedence only when and to the extent that such does not result in any way in the dilution or diminution of the rights or benefits of the Purchaser under these terms and conditions.

F. "Work" means all services, labor, materials, equipment, Data, and other obligations covered by or intended for Consultant to perform or supply under this Agreement, as specified in the Purchase Order, together with miscellaneous expendable job supplies, installation related equipment and/or tools, transportation, facilities and/or services for the complete execution of the Agreement.

ARTICLE II – TERMS OF AGREEMENT

A. Agreement. The terms and conditions set forth in this document, together with the Request for Proposal and/or Purchase Order and all attachments, exhibits, revisions, and supplements thereof, shall constitute the agreement between Purchaser and Consultant (the "Agreement"). In case of any error, inconsistency or omission in the various documents of the Agreement, the matter will be submitted immediately to Purchaser, without whose decision said discrepancy shall not be adjusted by Consultant.

B. Offer and Acceptance. Consultant's acknowledgement, commencement of performance to furnish the materials, equipment, or services which are the subject of this Agreement, or any conduct by Consultant which recognizes the existence of a contract pertaining to the subject matter hereof shall constitute acceptance by Consultant of this Agreement and all of its terms and conditions. Acceptance of this Agreement is expressly limited to Consultant's assent to all of the terms and conditions of this Agreement. Additional or different terms provided in Consultant's acceptance of Purchaser's offer which vary in any degree from any of the terms herein or expressly referenced on the face of the Request for Proposal and/or Purchase Order herewith shall be deemed material and are hereby objected to and rejected. If this Agreement shall be deemed an acceptance by Purchaser in response to an offer by Consultant and if any terms herein are additional to or different from any terms of such offer, then the issuance of this Agreement by Purchaser shall constitute an acceptance expressly conditioned upon Consultant's assent to all of the terms and conditions of this Agreement. Additional or different terms in any acknowledgement, invoice, or communication submitted by Consultant, or any attempt by Consultant to vary in any degree any of the terms of this Agreement, unless expressly agreed to by Purchaser, shall be deemed material and are hereby objected to and rejected. Any such terms proposed by Consultant, whether by offer or acceptance, shall be void unless expressly agreed to in writing by Purchaser.

C. Integration; Modification. This Agreement sets forth the entire agreement of Purchaser and Consultant concerning the subject matter hereof. No other agreements or understandings, whether written or oral, whether express or implied, shall be binding on Purchaser and Consultant. No amendment, modification, or rescission of this Agreement shall be enforceable unless the same is in writing and signed by the party against whom the terms of such amendment, modification, or rescission are sought to be enforced.

D. Non-Exclusivity. This Agreement is not exclusive, and Purchaser may at its sole discretion contract with others to perform such work as is herein contemplated, or may perform such work with its own forces.

E. Audit. Purchaser shall have the right to audit books and records of Supplier upon reasonable notice for the purpose of confirming the amount due Supplier under this Agreement.

ARTICLE III - CONSULTANT'S PERSONNEL

A. Relationship of Parties. In performing the Work, Consultant shall operate as and have the status of an independent Consultant and shall not act as or be an agent or employee of Purchaser. Nothing in this Agreement or in the performance of the Work shall be construed to create a partnership, joint venture or other joint business arrangement between Purchaser and Consultant.

B. Employees. Consultant shall employ for the Work only persons known to it to be experienced, qualified, reliable and trustworthy. At Purchaser's request, the credentials of any of Consultant's employees assigned to perform the Work shall be submitted to Purchaser in advance of such assignment. During the performance of the Work, Purchaser may object to any Consultant employee who, in Purchaser's opinion, does not meet these criteria. In such case, Consultant shall, at its expense and risk, immediately replace or remove such employee.

C. Background Checks. Consultant shall make best efforts to ensure that Consultant's employees assigned to Purchaser do not have criminal records and are not involved in criminal activity which could create a risk to Purchaser's Site, customers, and/or employees. Upon actual knowledge of a criminal record or involvement in criminal activity, Consultant shall immediately remove said employee or employees from the Work. Purchaser, at any time, may request Consultant to verify that an employee or employees does not possess a criminal record. Consultant shall provide certification for each of Consultant's employees, who are authorized as part of the Work to have electronic or unescorted physical access to Critical Cyber Assets (as the same are identified by Purchaser from time to time), that such employee: (i) has submitted to a Background Check within the past seven years whereby no evidence of a criminal record or criminal activity was discovered; (ii) is subject to a seven-year cycle re-check of the Background Check; and (iii) has received the Purchaser-sponsored Security Awareness training or will receive such training prior to accessing Critical Cyber Assets. These requirements are subject to audit and certification by Consultant upon request by Purchaser.

D. Substance Abuse. Consultant agrees to comply with all applicable state and federal laws regarding drug-free workplace. Consultant shall make a good faith effort to ensure that all Consultant's employees, while working on Purchaser's property, will not be under the influence, purchase, transfer, use or possess illegal drugs or alcohol or abuse prescription drugs in any way.

E. Gifts and Gratuities/Conflicts of Interest. Purchaser ("FirstEnergy") enforces policies governing the conduct of its employees in carrying out its business activities, including contact with third-party business partners. The conflicts of interest & gifts and gratuities policies generally prohibit FirstEnergy employees and/or their family members from giving or receiving gifts, favors, services, or privileges (including travel or entertainment) from existing or potential customers, suppliers, or contractors that are more than a nominal value, or that exceed the level of standard business courtesies, and the acceptance of cash, gift certificates, or loans in any amount. The conflicts of interest policy generally prohibits FirstEnergy employees and/or their family members from serving as an officer, director, employee, consultant, agent, or Buyer of a beneficial interest in an

organization which has a business relationship with FirstEnergy as a supplier or contractor, if the FirstEnergy employee is in a position to influence decisions concerning the relationship. The entire text of these policies may be found within the Supply Chain Section at www.firstenergycorp.com. Suppliers and prospective suppliers to FirstEnergy are expected to be aware of and comply with these policies in their dealings with FirstEnergy employees and their family members. *Any suspected or actual violations of these policies should be reported; and, may be reported anonymously and confidentially by a customer, supplier, contractor, or employee by calling the Employee Concerns Line (1-800-683-3625), 24 hours a day, 7 days a week.*

ARTICLE IV – SCOPE OF WORK

Consultant agrees to provide Purchaser with professional consulting services (the "Work") as defined in the Request for Proposal/Purchase Order. The Work shall include providing all data, technical information, reports, deliverables, products, outcomes, results, information, new discoveries, inventions, improvements, technical consulting or other technical services (including but not limited to design services, analytical services, quality assurance, and the like), direction of any work or performance of any labor, and all other facilities and services which are necessary for the performance of this Agreement by the Consultant.

ARTICLE V – COMPENSATION AND TERMS OF PAYMENT

A. Compensation for the Work performed, as well as the terms of payment thereof, shall be as described on the face of the Request for Proposal/Purchase Order.

B. For Work specified by Purchaser to be performed on a time and materials basis, each invoice must: (a) detail by activity the man-hours worked by Consultant; (b) detail by activity the labor cost; (c) detail the direct reimbursable costs in connection with the Work; (d) indicate the cumulative cost to date for all activities; (e) indicate the total monthly cost of the Work; and (f) include other information reasonably required by Purchaser.

C. Each invoice shall, after approval by the Purchaser, be processed for payment in accordance with the terms of payment as set forth on the face of the Request for Proposal/Purchase Order, for the amount of each approved invoice less any monies retained per the terms of payment or under Section D below.
   1. Unless otherwise set forth herein, payment terms are 2%10 Net 45 Days. Payment dates shall be calculated from the date of receipt of invoice or acceptance of the Work by Purchaser, whichever is later. Payments by Purchaser shall not be deemed evidence of acceptance by Purchaser of the services or goods called for hereunder.
   2. Electronic Invoices. If it is reasonably able, Supplier shall utilize the Purchaser's then current Electronic Invoice Presentment and Payment Program to submit invoices and receive payment electronically from Purchaser.

D. Withholding.
   1. If Purchaser has a claim under this Agreement, regardless of when it is discovered, including a claim that: (a) Consultant's invoice is erroneous; (b) the Work is deficient, defective or incomplete; (c) a third party claim has been asserted or there is reasonable evidence indicating the possibility of a claim; (d) Consultant fails to make a payment as and when due to a subcontractor or supplier for materials, labor or equipment; (e) Purchaser, another Consultant, subcontractor, or other party suffers damage or injury which is attributable to Consultant; or (f) Consultant has failed to supply any affidavit, release or waiver of lien which Purchaser may require pursuant to law; then Purchaser may withhold payment of, or set off the amount of its claim, costs, and/or losses against, any amount invoiced to it. If any monies are so withheld, they shall be paid only when, without cost to the Purchaser, the cause of such withholding has been eliminated. Moreover, if any monies are so withheld, Purchaser shall not be responsible for any interest payment to Consultant.
   2. New Jersey Withholding. If applicable, in accordance with New Jersey law, we shall withhold a portion of payments made to you (Supplier, Contractor, Consultant, or similar party) for services to construct, improve, alter, or repair a building, structure, or improvement to real property unless you provide written documentation that you are a corporation or registered with the State of New Jersey.

E. Consultant is deemed to be self-employed; and accordingly, no sums are contemplated to be withheld from Consultant's compensation to cover the payment of income taxes, FICA (social security), FUTA (unemployment compensation) or other taxes. Consultant agrees to file all required federal, state and local income tax and other tax returns (including, without limitation, all required declarations of estimated tax) covering Consultant's compensation hereunder. Consultant agrees to pay all such taxes and contributions when due; and Consultant hereby indemnifies Purchaser and holds it harmless from and against any and all loss, cost and liability whatsoever incurred by or claimed against Purchaser for any failure of Consultant to comply herewith.

ARTICLE VI - STANDARD OF PERFORMANCE

A. Consultant warrants that it shall perform and supply the Work with the care, skill, and diligence set forth by the applicable professional standards, if any, currently recognized by such profession. Consultant warrants that it shall be responsible for the quality, technical accuracy, completeness, delivery, and implementation of the Work. Consultant warrants that the Work shall be free from defects and shall conform to the requirements of this Agreement.
   1. In the event that there are no such standards, the Work shall be performed with due diligence and with the best efforts of the Consultant.
   2. Purchaser's review and approval of Consultant's or its Subcontractor's specifications, drawings, plans and other such documents shall in no way relieve or lessen Consultant's responsibilities set forth in this Agreement.

B. Consultant shall cure any breach of the foregoing warranties at no cost to Purchaser and shall reimburse Purchaser for any damages that may be incurred by Purchaser as a result of reliance by Purchaser, its employees, agents, other Consultants or subcontractors on such Work or anticipated performance by Consultant. If Consultant should fail to cure such breach or if Purchaser determines that Consultant will be unable to cure such breach before the scheduled time of completion, Purchaser may correct such breach itself or through a third party and charge Consultant for the costs incurred therefor. The rights and remedies of the Purchaser set forth in this Section are in addition to any other rights and remedies provided by law.

ARTICLE VII - INTELLECTUAL PROPERTY RIGHTS

A. Ownership of Work and Data. The Work and all Data associated with the Work, whether or not patentable, registrable as a copyrightable work, or registrable as a trademark or service mark, shall become the property of Purchaser and Purchaser shall own all intellectual property rights therein (including the rights to any patent, trademark or service mark, trade secret, and copyright therein). Consultant hereby agrees that any materials and works of authorship conceived or written by Consultant during the term of this Agreement that pertain in any material respect to the Work shall be done as "work made for hire" as defined and used in the Copyright Act of 1976, 17 USC §1 et seq., and that Purchaser, as the entity for which the work is prepared, shall own all right, title and interest in and to such materials, including the entire copyright therein. To the extent that any such materials are not deemed to be a "work made for hire," Consultant will assign to Purchaser ownership of all right, title, and interest in and to such materials, including ownership of the entire copyright therein.

B. Infringement. Consultant warrants that the goods and services provided by Consultant hereunder are and will be original, do not and will not infringe on or misappropriate any United States or foreign patent, copyright, trademark, or other intellectual property rights of any third party, and have not been and will not be previously assigned, licensed or otherwise encumbered. If the Work or any portion thereof is held to constitute an infringement or misappropriation of the intellectual property rights of a third party, Consultant shall, at its expense and within a reasonable time, either (1) secure for Purchaser the right to use the Work or any portion thereof which is said to be infringing by procuring for Purchaser a license or otherwise, or (2) replace the Work or such portion thereof with non-infringing Work that meets the requirements of this Agreement, or (3) remove

such infringing Work or such portion thereof, as Purchaser may elect, and refund the sums paid therefor by Purchaser, together with any out-of-pocket costs incurred by Purchaser in connection with its purchase and use of the infringing Work, all without damage or injury to Purchaser's other property.

C. Data Furnished by Purchaser. All Data furnished by Purchaser in connection with the Work shall remain Purchaser's exclusive property. Consultant shall not use Purchaser-furnished Data for any purpose other than for the Work. Consultant shall: (1) sign and deliver a written itemized receipt for all Purchaser-furnished Data and shall be responsible for its safekeeping, and (2) return such Purchaser-furnished Data and all copies thereof to Purchaser upon completing the Work.

ARTICLE VIII - INDEMNITY

A. Consultant's Indemnity. Consultant shall indemnify, defend, and hold harmless Purchaser, its subsidiaries and affiliates, and their respective agents, officers, employees, successors, assigns, and indemnitees (the "Indemnified Parties"), from and against any and all losses, costs, damages, claims, liabilities, fines, penalties, and expenses (including, without limitation, attorneys' and other professional fees and expenses, and court costs, incurred in connection with the investigation, defense, and settlement of any claim asserted against any Indemnified Party or the enforcement of Consultant's obligations under this Article VIII) (collectively, "Losses"), which any of the Indemnified Parties may suffer or incur in whole or in part arising out of or in any way related to the Work performed or to be performed, the presence of Consultant and/or its Subcontractors at Purchaser's Site, and/or the actions or omissions of Consultant and/or its Subcontractors, including, without limitation, Losses relating to: (1) bodily or mental injury to or death of any person, including, without limitation, any person employed by Purchaser, by Consultant, or by any Subcontractor; (2) damage to or loss of use of property of Purchaser, Consultant, any Subcontractor, or any third party; (3) any contractual liability owed by Purchaser to a third party; (4) any breach of or inaccuracy in the covenants, representations, and warranties made by Consultant under this Agreement; and/or (5) any violation by Consultant or any Subcontractor of any ordinance, regulation, rule, or law of the United States or any political subdivision or duly constituted public authority; subject, however, to the limitations provided in Section VIII(B) (for Work performed in Pennsylvania), or Section VIII(C) (for Work performed in states other than Pennsylvania). Purchaser shall be entitled to control the defense of any action indemnified hereunder, with legal counsel of its own choosing.

B. WITH RESPECT TO WORK PERFORMED OR TO BE PERFORMED WITHIN THE COMMONWEALTH OF PENNSYLVANIA, Consultant's indemnity obligations under Section VIII(A) shall apply in each case whether or not caused or contributed to by the fault or negligence of any or all of the Indemnified Parties, and Consultant expressly agrees that Consultant will indemnify, defend, and hold harmless the Indemnified Parties in connection with Section VIII(A) even if any such Losses are caused in whole or in part by the sole or concurrent negligence of one or more of the Indemnified Parties. Consultant agrees to waive and release any rights of contribution, indemnity, or subrogation it may have against any of the Indemnified Parties as a result of an indemnity claim asserted by another Indemnified Party under Section VIII(A). Section VIII(A) is intended to be an express written contract to indemnify as contemplated under Section 303(b) of the Pennsylvania Workers' Compensation Act (or any successor to such provision).

C. WITH RESPECT TO WORK PERFORMED OR TO BE PERFORMED AT ANY LOCATION WHICH IS NOT WITHIN THE COMMONWEALTH OF PENNSYLVANIA, Consultant's indemnity obligations under Section VIII(A) shall not apply to any Losses to the extent such Losses are found to have been initiated or proximately caused by or resulting from the negligence or willful misconduct of any of the Indemnified Parties.

D. Waiver of Immunities. If an employee of Consultant or its Subcontractor, or such employee's heirs, assigns, or anyone otherwise entitled to receive damages by reason of injury or death to such employee, brings an action at law against any Indemnified Party, then Consultant, for itself, its successors, assigns, and Subcontractors, hereby expressly agrees to waive any provision of any workers' compensation act or other similar law whereby Consultant could preclude its joinder by such Indemnified Party as an additional defendant, or avoid liability for damages, contribution, defense, or indemnity in any action at law, or otherwise. Consultant's obligation to Purchaser herein shall not be limited by any limitation on the amount or type of damages, benefits or compensation payable by or for Consultant under any worker's compensation acts, disability benefit acts, or other employee benefit acts on account of claims against Purchaser by an employee of Consultant or anyone employed directly or indirectly by Consultant or anyone for whose acts Consultant may be liable.

E. No Impairments. Consultant's obligations under this Article VIII shall not be limited to the extent of any insurance available to or provided by Consultant.

ARTICLE IX - INSURANCE

A. Consultant's Insurance. Consultant agrees to secure and maintain in force minimum policies of insurance of the types listed below and shall furnish to Purchaser, prior to starting Work and throughout the duration of the Work, certificates of insurance evidencing current coverage listed below. These certificates shall be endorsed with substantially the following language:

> "This policy will not be canceled or allowed to lapse, and no change shall be made in this policy which alters, restricts or reduces the insurance provided or changes the name of the insured without first giving at least thirty (30) days' notice in writing to FirstEnergy Service Company, Insurance Risk Management, 76 South Main Street, Akron, Ohio 44308, with receipt of notice acknowledged."

1. Commercial General Liability (CGL) insurance including products-completed operations, independent contractors, and contractual liability coverages. Coverage under this policy shall have limits of liability of not less than $2,000,000 per occurrence, combined single limit for bodily injury (including disease or death), personal injury, and property damage (including loss of use) liability.
2. Automobile Liability insurance, including non-ownership and hired car endorsement, with minimum limits of $1,000,000 per occurrence, combined single limit.
3. Worker's Compensation coverage in the statutory amounts under the worker's compensation act(s) of the location(s) in which the Work is to be performed, for the current period.
4. Employer's Liability with a minimum limit of $1,000,000 for each accident or illness.

Any of the above per-occurrence limits may be satisfied by a combination of primary and excess liability coverage.

B. Additional Insured. FirstEnergy Corp. and its subsidiaries and affiliates shall be included as an additional insured for CGL and Automobile Liability policies, it being understood that said policies shall be primary and non-contributory with insurance carried by Purchaser and shall contain a cross-liability clause providing severability of interests so that coverage will respond as if separate policies were in force for each insured. A signed copy of the endorsement adding FirstEnergy Corp. and its subsidiaries and its affiliates as an additional insured shall be attached to the certificate of insurance providing general liability coverage.

C. Lapse of Coverage. In the event of cancellation or lapse of or prohibited change in any policy for which a certificate is required to be furnished under this Agreement, Purchaser shall have the right to suspend the work of Consultant until the policy and certificates in evidence thereof are reinstated or arrangements acceptable to Purchaser are made pending issuance of new policies and certificates.
If any such insurance shall be about to lapse or be canceled, Consultant shall, at least thirty (30) days before coverage thereunder ceases, obtain a new policy with like coverage, and if Consultant fails to do so, Purchaser may obtain insurance protecting it from the hazards covered by such lapsed or cancelled policy, and all premiums and expenses of such insurance shall be charged against Consultant and shall be a legitimate deduction from any sum due it from Purchaser.

D. Waiver of Subrogation. Consultant and any of its Subcontractors shall waive and hereby waives any rights of subrogation which they or any of their insurers may have against Purchaser, its affiliates, and each non-affiliated company disclosed in this Agreement, their respective agents or employees.

ARTICLE X - TERM & TERMINATION

A. Purchaser may terminate this Agreement at any time, including with respect to any Work in process, if (a) Consultant fails to obtain, or maintain as valid, any license, permit or approval required to allow lawful performance of the Work; (b) Purchaser determines, in its sole discretion, that Consultant is not complying with any law; (c) Consultant has failed to perform the Work in accordance with the acceptable practices and customary diligence of the profession or industry of which Consultant is a member or in a timely way; (d) Consultant breaches any material term or condition of this Agreement; or (e) Purchaser determines, in its sole discretion, that Consultant is not financially stable or responsible. Notice of termination pursuant to this Paragraph X(A) shall be in writing and shall be effective upon receipt thereof.

B. Purchaser may terminate this Agreement for any reason at any time upon ten (10) days prior written notice. In the event of termination under this Section X, Consultant shall be entitled to and shall receive payment in full for all services provided and all reimbursable expenses incurred up to and including the effective date of termination.

ARTICLE XI – COMPLIANCE WITH LAWS, REGULATIONS, AND PERMITS

A. During the performance of this Agreement, Consultant shall strictly comply with all federal, state and local laws, rules or regulations and executive orders applicable to the Work.

B. Without limiting the foregoing, and unless exempted under the rules, regulations and relevant orders (41 CFR Chapter 60) of the Secretary of Labor, in connection with the Work, Consultant agrees as follows:
   1. Consultant shall not discriminate against any employee or applicant for employment because of race, color, religion, sex or national origin. Consultant shall take affirmative action to ensure that applicants are employed, and that employees are treated during employment, without regard to their race, color, religion, sex or national origin. Such action shall include, but not be limited to, employment, upgrading, demotion *or transfer; recruitment or recruitment* advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. Consultant shall post in conspicuous places, available to employees and applicants for employment, notices to be provided by the U.S. Department of Labor setting forth the provisions of this nondiscrimination clause.
   2. Consultant shall state, in all solicitations or advertisements for employees placed by or on its behalf, that all qualified applicants will receive consideration for employment without regard to race, color, religion, sex or national origin.
   3. Consultant shall send to each labor union or representative of workers with which it has a collective bargaining agreement, contract or understanding, a notice to be provided by the U.S. Department of Labor, advising the labor union or workers' representative of Consultant's commitments under the following provisions, as amended from time to time:
      a. Section 202 of Executive Order 11246 (Equal Opportunity);
      b. Executive Order 11701 (Employment of Veterans);
      c. Executive Order 11758 (Employment of the Handicapped);
      d. Executive Order 11141 (Employment Discrimination Because of Age); and
      e. Executive Order 11625 and Public Law 95-507 (Utilization of Disadvantaged Business Enterprises), and shall post copies thereof in conspicuous places available to employees and applicants for employment.

C. Because Purchaser (or if applicable, one or more affiliates or non-affiliated companies) is a supplier of electricity and/or services to the U.S. government, it must include, and Consultant shall comply with, the below listed clauses from the Federal Acquisition Regulation ("FAR"), 48 Code of Federal Regulations Chapter 1, as amended from time to time, if the applicable criteria specified in the FAR (those currently applicable are summarized parenthetically) are met. If Consultant's subcontracts meet such criteria, Consultant shall include the terms or substance of the applicable clause in its subcontracts. If the provisions of this paragraph C conflict with the balance of the Agreement, this paragraph C shall prevail.
   1. 52.203-6 Restrictions on Subcontractor Sales to the Government (required in all subcontracts under this Agreement which exceed $100,000);
   2. 52.203-7 Anti-Kickback Procedures (required in all subcontracts under this Agreement which exceed $100,000, other than those for commercial items);
   3. 52.204-2 Security Requirements (required in all subcontracts under this Agreement which involve access to classified information);
   4. 52.219-8 Utilization of Small Business Concerns (required in all non-personal subcontracts with a value greater than $100,000);
   5. 52.219-9 Utilization of Small Business Concerns will be included in all subcontracts that offer further subcontracting opportunities, and that Purchaser will require all subcontractors (except small business concerns) that receive subcontracts in excess of $550,000 ($1,000,000 for construction) to adopt a subcontracting plan that complies with the requirements of this clause;
   6. 52.222-4 Contract Work Hours and Safety Standards Act—Overtime Compensation (required in all subcontracts exceeding $100,000, unless otherwise exempted);
   7. 52.222-26 Equal Opportunity (required in all contracts/subcontracts; however, if the cumulative value of nonexempt Federal contracts/subcontracts is $10,000 or less in any 12 month period, including the 12 months preceding the award, the contractor/subcontractor is exempt from the clause requirements);
   8. 52.222-35 Affirmative Action for Disabled Veterans and Veterans of the Vietnam Era (required in all contracts/subcontracts with a value of $10,000 or more);
   9. 52.222-36 Affirmative Action for Workers with Disabilities (required in all contracts/subcontracts with a value of $10,000 or more);
   10. 52.222-37 Employment Reports on Disabled Veterans and Veterans of the Vietnam Era (required in all contracts/subcontracts with a value of $10,000 or more);
   11. 52.223-14 Toxic Chemical Release Reporting (Except for acquisitions of commercial items, and unless otherwise exempt, this clause is required for competitive subcontracts expected to exceed $100,000, including all options, and in any resultant subcontract exceeding $100,000, including all options);
   12. 52.225-13 Restrictions on Certain Foreign Purchases (required in all subcontracts for contracts with a value exceeding $2,500, unless otherwise exempted);
   13. 52.222-11 Subcontracts (Labor Standards) (required in all service contracts in excess of $2,000 for construction within the United States) This provision requires that the following clauses be inserted into contracts meeting the criteria: Davis-Bacon Act, Contract Work Hours and Safety Standards Act—Overtime Compensation, Apprentices and Trainees, Payrolls and Basic Records, Compliance with Copeland Act Requirements, Withholding of Funds, Subcontracts (Labor Standards), Contract Termination—Debarment, Disputes Concerning Labor Standards, Compliance with Davis-Bacon and Related Act Regulations, and Certification of Eligibility.
   14. 52.222-41 Service Contract Act of 1965, as Amended (required in all service contracts subject to the Act (i) which exceed $2,500; or (ii) which are for an indefinite dollar amount and the contracting officer does not know in advance that the contract amount will be $2,500 or less).

D. Consultant shall comply with the Department of Commerce Export Administration Regulations ("EAR") in 15 CFR Chapter VII, subchapter C, including 15 CFR Section 734.2 which prohibits the export or release of controlled technology and/or software to foreign nationals within the United States who are not lawfully admitted to the United States for permanent residence. Consultant shall confirm that these regulations either do not apply to Consultant's activities under the terms of this Agreement or that Consultant has procedures to ensure compliance. If Consultant is directly or indirectly employing a foreign national not currently lawfully admitted to the United Sates for permanent residence to perform work under this Agreement, Consultant warrants to Purchaser that such employment does not violate the foregoing regulations.

E. FOREIGN CORRUPT PRACTICES ACT PROVISIONS The following provisions shall apply to Consultant (unless it is a foreign concern) if it performs or obtains any of the Work in a foreign country:

1. All payments to Consultant shall be by check or bank transfer only. No payment shall be in cash or by bearer instrument and no payment shall be made to any corporation or person other than Consultant. All payments due hereunder shall be made to Consultant at its principal place of business in the United States, even if Consultant performs or obtains the Work in a foreign country.
2. Consultant represents that it is familiar with the Foreign Corrupt Practices Act (the "FCPA") and its purposes; and that, in particular, it is familiar with the prohibition against paying or giving of anything of value, either directly or indirectly, by an American company to an official of a foreign government for the purpose of influencing an act or decision in his official capacity, or inducing him to use his influence with that government, to assist a company in obtaining or retaining business for or with, or directing business to, any person.
3. Consultant represents that none of its partners, purchasers, principals, and staff members are officials, officers, or representatives of any government or political party or candidates for political office. Consultant shall not use any part of its compensation for any purpose, and shall take no action, that would constitute a violation of any law of the United States (including the FCPA) or of any jurisdiction where it performs services or manufactures or sells goods. Purchaser represents that it does not desire and will not request any Work by Consultant that would or might constitute any such violation.
4. Purchaser may terminate the Contract for default at any time, without any liability or obligation, if it believes, in good faith, that Consultant has violated this Article. Any action by Consultant which would or might constitute a violation of the FCPA, or a request for such action from Consultant's representative, shall result in immediate termination of the Contract for default. Should Consultant ever receive, directly or indirectly, from any Purchaser representative a request that Consultant believes will or might violate the FCPA, Consultant shall immediately notify Purchaser's general counsel.
5. Purchaser may disclose the existence and terms of the Contract, including the compensation provisions, at any time, for any reason and to whomever Purchaser's general counsel determines has a legitimate need to know the same including, without limitation, the United States government, the government of any country where the Work is performed or obtained, and any regulatory agency with jurisdiction over Purchaser.

F. Consultant shall comply with the Occupational Safety and Health Act of 1970 and all rules, regulations, standards, requirements, and revisions thereof or adopted pursuant thereto.

G. Unless this Agreement otherwise provides, Consultant shall, at its own expense, obtain from appropriate governmental authorities all permits, inspections and licenses which are required for the Work and comply with all rules and regulations of insurance companies which have insured any of the Work.

H. Any costs, fines, penalties, awards, damages or other liabilities associated with any violations of this Article shall be borne and paid by Consultant.

I. If applicable, Consultant agrees to comply with all Hazard Communication Standards promulgated by the Occupational Safety and Health Administration (OSHA), 29 CFR 1910.1200, et seq., as amended, to insure that chemical hazards produced, imported, or used with the workplace are evaluated, and that hazard information is transmitted to affected employees of Consultant, of any subcontractor or of Purchaser.

J. Consultant acknowledges and agrees that its employees, if given access to FirstEnergy's (FirstEnergy Corp., its subsidiaries and affiliates) Information and Control Systems, may be required to sign an agreement governing Consultant's and such employees' use of such systems.

K. Consultant shall comply with all requirements of any governmental regulatory codes of conduct applicable to the work performed under this Agreement, including the FERC Standards of Conduct (Order No. 2004); New Jersey BPU Affiliate Relations, Fair Competition, and Accounting Standards (N.J.A.C. 14:4-5.1 et seq.); Ohio Corporation Separation Rules (O.A.C. 4901:1-20-16); and Pennsylvania PUC Competitive Safeguard regulations (52 Pa. Code §§ 54.121 and 54.122); or any successor to those provisions.

L. Consultant shall comply with all requirements of Executive Order 13201 (E.O. 13201) mandating Government contractors and subcontractors to post to inform their employees that under Federal law they have certain rights related to union membership and the use of union dues and fees.

ARTICLE XII- SET-OFF

Purchaser shall be entitled at all times to set-off any amount owing from Consultant to Purchaser or any affiliate of Purchaser against any amount payable by Purchaser hereunder, and in no event shall Purchaser be liable for interest.

ARTICLE XIII – LIMITATION OF LIABILITY

Under no circumstances shall Purchaser, its subsidiaries and affiliates, be liable for any anticipated profits or for incidental or consequential damages.

ARTICLE XIV – ASSIGNMENT AND SUBCONTRACTS

A. Consultant may not assign any rights or claims, or delegate any duties under this Agreement, in whole or in part, without the prior written consent of Purchaser, which may be withheld at Purchaser's sole discretion. In the event of any assignment or delegation permitted hereunder, Consultant shall continue to be liable for the performance of its obligations hereunder. For purposes of this Agreement, the term "assignment" shall include a transfer of Consultant's rights hereunder, and/or a succession to its obligations hereunder (i) by operation of law, including a merger, consolidation, corporate reorganization, reclassification or liquidation of Consultant or a sale of all or substantially all of Consultant's assets, or (ii) by a change in the control of Consultant. As used herein, "control" means the possession, directly or indirectly, of the power to direct or cause the direction of Consultant's management and policies, whether through ownership of or the right to vote a majority of the voting stock in the case of a corporation, or the comparable interest in the case of any other entity, or by contract, or otherwise.

B. If Consultant proposes to subcontract any of the Work hereunder, it shall submit to Purchaser the name of each proposed Subcontractor(s) prior to engaging such Subcontractor, with the proposed scope of the Work to be undertaken and such information about the Subcontractor(s) as Purchaser may reasonably request. Purchaser may reject any and all Subcontractors at its absolute discretion.

ARTICLE XV - NON-WAIVER

The delay or failure of either party to assert or enforce in any instance strict performance of any of the terms of this Agreement or to exercise any rights hereunder conferred, shall not be construed as a waiver or relinquishment to any extent of its rights to assert or rely upon such terms or rights at any later time or on any future occasion.

ARTICLE XVI-- PROHIBITION OF PUBLICITY

Consultant shall not refer to this Agreement or reference the Purchaser, its subsidiaries and affiliates, directly or indirectly, in its advertising or promotional materials without express written consent of Purchaser.

ARTICLE XVII CONFIDENTIALITY

A. Consultant agrees that the Work, Data, drawings, plans, specifications, calculations, reports and other documents and information associated with the Work, regardless of form, and any information that Consultant receives from Purchaser, or observes in connection with its business dealings with Purchaser, shall be deemed and treated by the parties as the confidential information of the Purchaser (referred to herein as "Confidential Information"). Consultant shall return Data and Confidential Information to Purchaser upon completion of performance of this Agreement.

B. Consultant shall not use or disclose Confidential Information for any reason or purpose without the prior written consent of the Purchaser. Consultant may use Confidential Information for the sole purpose of the performance of this Agreement for the benefit of the Purchaser. Consultant will take all precautions and actions to prevent sale, transfer, sublicense, use or disclosure of Confidential Information to any third party.

C. Notwithstanding, the restrictions set forth in this Article XVII shall not apply to Confidential Information: (a) which is in the public domain at the time it was disclosed by Purchaser to Consultant; or (b) which can be demonstrated by written records was already known to Consultant prior to the time it was disclosed to Consultant by Purchaser; or (c) which is independently developed by employees of Consultant who did not receive Confidential Information and who developed without the use or benefit of Confidential Information; or (d) which is disclosed to Consultant from a source other than Purchaser without breach of this or any other agreement by the person disclosing to the Consultant and without breach of this Agreement or any other duty of the Consultant.

ARTICLE XVIII– SEVERABILITY

If any portion of this Agreement is held invalid, the Parties agree that such invalidity shall not affect the validity of the remaining portions of this Agreement, and the Parties further agree to substitute for the invalid portion a valid provision that most closely approximates the economic effect and intent of the invalid provision.

ARTICLE XIX - FORCE MAJEURE

Neither party shall be liable to the other for any expenses, loss or damage resulting from delays or prevention of performance arising from causes beyond its reasonable control caused by fire, flood, accident, strikes, civil commotion, governmental or military authority, insurrection, riots, embargo, unavoidable delays in transportation, acts of God, or public enemy. In the event of any delay arising by reason of any of the foregoing events, the time for performance shall be extended by a period of time equal to the time lost by reason of such delay or as otherwise agreed to in writing by the parties. The Consultant will notify the Purchaser as soon as reasonably practical and in writing within forty-eight (48) hours of the Consultant's becoming aware of a force majeure occurrence as defined herein which will or has caused a delay. Within seven (7) working days of such occurrence, the Consultant will further define the precise cause or causes of the delay, the measures taken or to be taken to minimize the delay, the time table by which the measures will be implemented, the duration of the delay, the extension of time for performance of the Agreement the Consultant is claiming and documented evidence that support the claim. The Purchaser will review the Consultant's claim and advise the Consultant in writing of Purchaser's decision regarding the Consultant's claim for extension of time for performance of the Agreement.

ARTICLE XX – SALES TAX

Taxes, if any, shall be shown separately on any bids or invoices sent to Purchaser. Direct Payment Permit Numbers authorizing purchase of tangible personal property *without payment of the tax at the time of purchase, have* been issued to Purchaser. The Permit Numbers are 98001123 for Ohio Edison Co., 128 for Pennsylvania Power Co., 98002722 for FirstEnergy Nuclear Operating Co., 98000312 for The Cleveland Electric Illuminating Co., 98001495 for The Toledo Edison Co., DP-210-485-010 for Jersey Central Power and Light Co., 127 for Pennsylvania Electric Company Co., 135 for Metropolitan Edison Co. and 98-002723 for FirstEnergy Generation Corp. In Michigan, a Michigan Sales and Use Tax Certificate of Exemption shall be made available upon request. Purchaser agrees to maintain adequate records of all purchases and pay tax on the taxable items directly to the Treasurer of each respective State. In Ohio, Direct Payment Permits do not apply to construction contracts under which the contractor is considered to be the consumer and liable for the tax on materials incorporated into a structure or improvement as provided in Section 5739.01 (B) Ohio Revised Code. Pennsylvania Direct Payment Permits do not apply to construction contracts under which a contractor is considered to be the consumer and liable for the tax on materials incorporated into the property of Pennsylvania companies. Pennsylvania Sales and Use Tax Regulations Sections 31.11 through 31.16 provide for tax-exempt purchase of materials by a contractor for those materials that will be incorporated into and become a part of the property of Pennsylvania companies. In order to qualify, the property must be directly used in the rendition of the Public Utility Service. Contract bids should be submitted accordingly. The successful bidder will be issued a properly executed "Certification" form upon request to permit tax-exempt purchase of qualifying materials.

Questions concerning Pennsylvania or New Jersey sales taxes should be directed to the FirstEnergy Service Company, at (973) 401-8323. Questions about Ohio sales taxes (and states other than Pennsylvania or New Jersey), should be directed to the FirstEnergy Service Company, at (330) 384-5334.

ARTICLE XXI – GOVERNING LAW

Unless otherwise stated on the face of the Purchase Order, this Agreement is to be governed by and interpreted in accordance with the law of the State of Ohio. The parties expressly exclude the applicability of the United Nations Convention on Contracts for the International Sale of Goods, if the same would otherwise apply here. Any legal suit, action, or proceeding to collect payment due hereunder from Purchaser, or otherwise arising out of or relating to this Agreement, may be (and, if against Purchaser, must exclusively be) instituted in a State or Federal Court in the County of Summit, State of Ohio, and Consultant waives any objection which it may have now or hereafter to the laying of the venue of any such suit, action or proceeding and hereby irrevocably submits to the jurisdiction of any such court in any such suit, action or proceeding.

ARTICLE XXII - INTERPRETATION

The following principles of interpretation shall apply to this Agreement: (i) paragraph headings and captions are inserted for convenience only and shall not be considered in construing intent; (ii) neither Purchaser nor Consultant shall be considered to be the party responsible for the drafting of any particular provision of this Agreement; (iii) the words "hereof," "herein," "hereunder," and words of similar import shall refer to this Agreement as a whole and not to any particular provision hereof; (iv) the word "including" means "including, but not limited to" and shall be interpreted as broadly as possible; (v) words in the singular include the plural and vice versa, (vi) All references to "days" shall be calendar days (and not merely business days, unless the Agreement so states), and (vii) any provision hereof that is prohibited or unenforceable in any jurisdiction shall, as to such jurisdiction, be ineffective to the extent of such prohibition or unenforceability without invalidating the remaining provisions hereof or affecting the validity or enforceability of such provision in any other jurisdiction and the provision that is prohibited or unenforceable shall be reformed or modified to reflect the parties' intent to the maximum extent permitted by applicable legal requirements.

ARTICLE XXIII - EXECUTION AND COUNTERPARTS

This Agreement may be executed in multiple counterparts, which taken together shall constitute an original without the necessity of all parties signing the same page or the same documents, and may be executed by signatures to electronically or telephonically transmitted counterparts in lieu of original printed or photocopied documents. Signatures transmitted by facsimile shall be considered original signatures.

IN WITNESS WHEREOF, the parties have duly executed this Agreement as of _____, 2009.

FIRSTENERGY SERVICE COMPANY	CONSULTANT
By_____	By _____
Title _____	Title _____
Date _____	Date _____

SUPPLEMENTAL TERMS AND CONDITIONS FOR CONTRACTS WITH CONSERVATION SERVICE PROVIDERS ("CSPs")

NON-AFFILIATION

The CSP represents that it is not an affiliate of any Electric Distribution Company ("EDC") in the Commonwealth of Pennsylvania, including FirstEnergy's EDCs Pennsylvania Power Company, Metropolitan Edison Company, or Pennsylvania Electric Company.

MERGER

If CSP should merge with a Pennsylvania EDC or otherwise restructure in such a manner as to provide any such EDC with a direct or indirect ownership interest in CSP, then CSP shall immediately notify Purchaser of any such transaction as soon as the law permits. CSP acknowledges that in such an event, this Agreement shall automatically terminate and CSP shall be liable for any and all reasonable costs incurred by Purchaser to replace CSP with a comparable vendor. This remedy shall be in addition to any and all other legal or equitable remedies available to Purchaser.

CSP REGISTRATION

CSP represents and warrants that it has complied with any and all filings required by law, including without limitation, any registration requirements of the Pennsylvania Public Utility Commission that are necessary to become a registered CSP. CSP further represents and warrants that it will maintain such registration in good standing throughout the term of this Agreement. CSP shall provide Purchaser with proof of valid registration or any renewals thereof. CSP acknowledges that the failure to maintain valid registration shall constitute a breach of this Agreement. In such an event, CSP shall be liable to Purchaser for any and all reasonable costs incurred by Purchaser to replace CSP with a comparable vendor. This remedy shall be in addition to any and all other legal or equitable remedies available to Purchaser.

Part 3 of Appendix C to EE&C Plan –

CONFIDENTIAL Proposal of Black & Veatch

Note: The Proposal portion of the approved Black & Veatch CSP Contract contains Confidential employee salary and fee information which will cause competitive harm to the CSP if publicly disseminated. The Company has requested full confidential treatment of the Proposal portion of the Approved CSP Contract, in accordance with the approved Commission Template and the Commission's Act 129 Implementation Order. This Proposal portion of the Approved CSP Contract has been marked with a "CONFIDENTIAL" stamp and was submitted under seal to the Secretary's Office with the original EE&C Plan. No changes have been made to this Proposal.

Appendix D

All measure budgeted costs by year, sum to programs, including administrative, marketing, and incentives costs.

Appendix D-1

Measure budgeted for 7 months starting November 1, 2009, ending May 31 2010

	Measure Name	Program	Rate Class	Utility Labor/Cost	Marketing	M&V	Retailer Sales Incentive	Rebate Processing	Retail Store Discount Tracking	Service Provider Costs	Service Provide Equip/Audit	Incentive Shipping & Other	Incentive Rebate for Equip	Annual Utility/SP O&M
1	DLC-CAC	Demand	Res	$459	$6,563	$270.0	$0.0	$0.0	$0.0	$12,150.0	$48,600.0	$0.0	$13,500.0	$38,495
2	DLC-Pool Pumps	Demand	Res	$24	$6,563	$14.0	$0.0	$0.0	$0.0	$630.0	$3,990.0	$0.0	$1,050.0	$2,764
3	DLC-Water Heat	Demand	Res	$2	$6,563	$1.0	$0.0	$0.0	$0.0	$45.0	$285.0	$0.0	$75.0	$197
4	1-Res Home Audits - CFL 4 - Low Flow 2	1-Res Audits	Res	$2,464	$7,247	$1,368.8	$0.0	$0.0	$0.0	$2,737.5	$0.0	$10,950.1	$35,587.7	$0
5	1-Res Home Audits - CFL 4 - Low Flow 2	1-Res Audits	Res	$255	$6,663	$175.0	$0.0	$0.0	$0.0	$3,875.0	$0.0	$200.0	$650.0	$0
6	Schools Childern Education-No Saving	1-Res Audits	Res	$2,444	$1,250	$678.8	$0.0	$0.0	$0.0	$4,072.5	$0.0	$5,430.0	$8,145.0	$0
7	Refrigerator/Freezer recycling	2-RES App Turn-In	Res	$1,122	$7,331	$1,153.0	$0.0	$0.0	$0.0	$50,732.8	$0.0	$0.0	$19,217.0	$0
8	Room Air Conditioners	2-RES App Turn-In	Res	$123	$6,584	$84.9	$0.0	$0.0	$0.0	$3,822.2	$0.0	$0.0	$2,123.4	$0
9	ASHP - SEER 15	3-RES EE HVAC	Res	$264	$1,944	$79.9	$1,332.0	$133.2	$0.0	$0.0	$0.0	$0.0	$8,658.3	$0
10	CAC - SEER 15	3-RES EE HVAC	Res	$1,971	$2,717	$532.8	$6,660.2	$1,332.0	$0.0	$0.0	$0.0	$0.0	$59,942.0	$0
11	CAC - Maintenance	3-RES EE HVAC	Res	$1,507	$2,755	$837.1	$0.0	$1,255.6	$0.0	$0.0	$0.0	$0.0	$10,463.7	$0
12	Furnace Fans	3-RES EE HVAC	Res	$80	$6,646	$16.7	$0.0	$41.9	$0.0	$0.0	$0.0	$0.0	$334.8	$0
13	EE Ground Source Heat Pump	3-RES EE HVAC	Res	$0	$1,918	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0
14	Solar Water Heating	4-Res-EE P	Res	$0	$786	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0
15	HP Water Heater	4-Res-EE P	Res	$0	$786	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0
16	EE Water Heater	4-Res-EE P	Res	$3,405	$4,371	$716.9	$0.0	$1,792.3	$0.0	$0.0	$0.0	$0.0	$17,923.1	$0
17	Programable Thermostat_Heat	1-Res Audits	Res	$754	$786	$580.1	$0.0	$0.0	$0.0	$1,740.4	$0.0	$4,641.0	$36,084.3	$0
18	Programable Thermostat_CAC	4-Res-EE P	Res	$316	$874	$87.7	$175.4	$263.1	$0.0	$0.0	$0.0	$0.0	$2,192.9	$0
19	CFL bulbs regular-15	1-Res Audits	Res	$2,827	$1,341	$277.2	$0.0	$0.0	$0.0	$2,217.4	$0.0	$8,869.5	$13,304.2	$0
20	CFL bulbs regular-15	4-Res-EE P	Res	$2,862	$1,348	$280.6	$0.0	$0.0	$0.0	$2,245.1	$0.0	$8,980.3	$13,470.4	$0
21	CFL bulbs regular - Outside - 15	4-Res-EE P	Res	$59	$786	$0.0	$0.0	$0.0	$985.2	$0.0	$0.0	$0.0	$1,970.3	$0
22	CFL bulbs regular - 19	4-Res-EE P	Res	$339	$786	$0.0	$0.0	$0.0	$5,656.3	$0.0	$0.0	$0.0	$11,312.5	$0
23	Clothes Washer Energy Star, Electric Water heater, Electric Dryer	4-Res-EE P	Res	$375	$886	$100.0	$500.0	$250.0	$0.0	$0.0	$0.0	$0.0	$3,750.0	$0
24	Dehumidifiers	4-Res-EE P	Res	$375	$886	$100.0	$500.0	$250.0	$0.0	$0.0	$0.0	$0.0	$500.0	$0
25	Freezers Energy Star-Chest Freezer	4-Res-EE P	Res	$375	$886	$100.0	$500.0	$250.0	$0.0	$0.0	$0.0	$0.0	$1,250.0	$0
26	Holiday Lights	4-Res-EE P	Res	$153	$859	$72.7	$181.8	$290.9	$0.0	$0.0	$0.0	$0.0	$2,908.5	$0
27	LED Night Light	1-Res Audits	Res	$20	$786	$0.0	$0.0	$0.0	$339.4	$0.0	$0.0	$0.0	$6,787.5	$0
28	Pump and Motor Single Speed	4-Res-EE P	Res	$129	$867	$80.8	$404.0	$161.6	$0.0	$0.0	$0.0	$0.0	$1,616.2	$0
29	Refrigerators-Freezers Energy Star - Side by Side	4-Res-EE P	Res	$375	$886	$100.0	$500.0	$250.0	$0.0	$0.0	$0.0	$0.0	$2,500.0	$0
30	Refrigerators-Freezers Energy Star - Top Freezer	4-Res-EE P	Res	$375	$886	$100.0	$500.0	$250.0	$0.0	$0.0	$0.0	$0.0	$2,500.0	$0
31	Room Air Conditioners	4-Res-EE P	Res	$1,079	$786	$469.2	$0.0	$938.4	$0.0	$0.0	$0.0	$0.0	$11,730.2	$0
32	Smart Strip plug outlet	4-Res-EE P	Res	$794	$1,141	$0.0	$0.0	$0.0	$354.5	$0.0	$0.0	$0.0	$7,089.1	$0
33	Torchiere Floor Lamps	4-Res-EE P	Res	$112	$836	$0.0	$0.0	$0.0	$50.0	$0.0	$0.0	$0.0	$1,000.0	$0
34	Residential New Construction - 15%	5-RES New Con	Res	$7,350	$8,646	$1,666.7	$0.0	$0.0	$0.0	$8,333.3	$46,958.3	$0.0	$0.0	$0
35	Residential New Construction - 30%	5-RES New Con	Res	$7,350	$8,646	$1,666.7	$0.0	$0.0	$0.0	$8,333.3	$86,333.3	$0.0	$0.0	$0
36	Ceiling Fans	6-Res Whole	Res	$65	$1,485	$15.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$1,125.0	$0
37	Estar Windows	6-Res Whole	Res	$338	$1,485	$60.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$1,500.0	$0
38	Duct sealing 20 leakage base	6-Res Whole	Res	$613	$1,485	$50.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$5,000.0	$0
39	Low Flow Showerheads	6-Res Whole	Res	$162	$1,485	$50.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$2,300.0	$0
40	Kitchen Aerator	6-Res Whole	Res	$81	$1,485	$25.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$700.0	$0
41	Bathroom Aerator	6-Res Whole	Res	$81	$1,485	$25.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$700.0	$0
42	Pipe Wrap	6-Res Whole	Res	$288	$1,485	$30.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$1,500.0	$0
43	Roof Insulation	6-Res Whole	Res	$338	$1,485	$60.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$3,000.0	$0
44	Whole Building	6-Res Whole	Res	$300	$6,485	$0.0	$0.0	$0.0	$0.0	$0.0	$60,000.0	$0.0	$0.0	$0
45	Low Income Warm Program Through Act129	7-Low Income	Res	$39,995	$6,563	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$166,666.7	$0
46	Low Income Warm Program Through Act129 (Additional SmartStrips)	7-Low Income	Res	$239	$786	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$788.0	$0
47	1-Res Home Audits - CFL 4 - Low Flow 2 Water Heat	1-Res Audits LI	Res	$259	$104,534	$143.7	$0.0	$0.0	$0.0	$287.4	$0.0	$1,149.5	$3,735.7	$0
48	Schools Childern Education-No Saving	1-Res Audits LI	Res	$257	$28,025	$71.3	$0.0	$0.0	$0.0	$427.5	$0.0	$570.0	$855.0	$0
49	Refrigerator/Freezer recycling	2-RES App Turn-In LI	Res	$118	$104,543	$121.0	$0.0	$0.0	$0.0	$5,325.5	$0.0	$0.0	$2,017.3	$0
50	Programable Thermostat_Heat	1-Res Audits LI	Res	$79	$786	$60.9	$0.0	$0.0	$0.0	$182.7	$0.0	$487.2	$3,787.9	$0
51	CFL bulbs regular-15 -Free No Water Heat	1-Res Audits LI	Res	$297	$844	$29.1	$0.0	$0.0	$0.0	$232.8	$0.0	$931.1	$1,396.6	$0
52	CFL bulbs regular-15 -Free No Water Heat Mailed At Request	4-Res-EE P LI	Res	$300	$845	$29.5	$0.0	$0.0	$0.0	$235.7	$0.0	$942.7	$1,414.0	$0
53	CFL bulbs regular - Outside - 15 - Store Rebates	4-Res-EE P LI	Res	$6	$786	$0.0	$0.0	$0.0	$103.4	$0.0	$0.0	$0.0	$206.8	$0
54	CFL bulbs regular - 19 - Store Rebates	4-Res-EE P LI	Res	$36	$786	$0.0	$0.0	$0.0	$593.8	$0.0	$0.0	$0.0	$1,187.5	$0
55	LED Night Light	1-Res Audits LI	Res	$2	$786	$0.0	$0.0	$0.0	$35.6	$0.0	$0.0	$0.0	$712.5	$0
56	Low Income Lighting-Warm Ligh	7-Low Income	Res	$832	$6,250	$68.2	$0.0	$0.0	$0.0	$545.8	$0.0	$2,183.3	$3,275.0	$0

	Measure Name	Program	Rate Class	Utility Labor/Cost	Marketing	M&V	Retailer Sales Incentive	Rebate Processing	Retail Store Discount Tracking	Service Provider Costs	Service Provide Equip/Audit	Incentive Shipping & Other	Incentive Rebate for Equip	Annual Utility/SP O&M
57	Low Income Lighting-Warm SmartStrip	7-Low Income	Res	$752	$786	$22.5	$0.0	$0.0	$0.0	$180.1	$0.0	$720.5	$2,431.7	$0
58	Low Income Lighting-Low Usage	7-Low Income	Res	$558	$6,250	$45.7	$0.0	$0.0	$0.0	$365.9	$0.0	$1,463.5	$2,195.3	$0
59	Multiple Family - CFL Lighting	8-Multiple Family	Res	$321	$6,250	$26.3	$0.0	$0.0	$0.0	$210.7	$0.0	$842.9	$1,264.4	$0
60	Multiple Family - T8-Lighting	8-Multiple Family	SM C&I	$327	$6,671	$52.7	$0.0	$316.1	$0.0	$0.0	$0.0	$0.0	$3,687.8	$0
61	Commercial, Industrial Audit - Sm&Mc	1-C/I Audits	SM C&I	$825	$6,750	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0
62	Commercial, Industrial Audit - Large	1-C/I Audits	LG C&I	$280	$6,500	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0
63	Commercial CFL Program	1-C/I Audits	SM C&I	$86	$786	$0.0	$0.0	$0.0	$0.0	$1,438.4	$0.0	$0.0	$2,876.8	$0
64	Commercial, Industrial Audit - Gov	1-C/I Audits	LG C&I	$980	$6,250	$80.0	$0.0	$0.0	$0.0	$0.0	$20,000.0	$0.0	$0.0	$0
65	Exterior HID replacement above 175W to 250W HID retrofit	2-Governmental Programs	LG C&I	$14	$6,875	$1.2	$0.0	$9.4	$0.0	$0.0	$0.0	$0.0	$23.4	$0
66	HPT8 4ft 4 lamp, T12 to HPT8	2-Governmental Programs	LG C&I	$674	$6,875	$55.2	$0.0	$442.0	$0.0	$0.0	$0.0	$0.0	$1,104.9	$0
67	LED Exit Signs Electronic Fixtures (Retrofit Only	2-Governmental Programs	LG C&I	$127	$6,875	$10.4	$0.0	$83.3	$0.0	$0.0	$0.0	$0.0	$83.3	$0
68	Occupancy Sensors under 500 W	2-Governmental Programs	LG C&I	$127	$6,875	$10.4	$0.0	$83.3	$0.0	$0.0	$0.0	$0.0	$83.3	$0
69	LED Auto Traffic Signals	2-Governmental Programs	SM C&I	$1,525	$6,875	$125.0	$0.0	$1,000.0	$0.0	$0.0	$0.0	$0.0	$22,500.0	$0
70	LED Pedestrian Signals	2-Governmental Programs	SM C&I	$381	$6,875	$31.3	$0.0	$250.0	$0.0	$0.0	$0.0	$0.0	$3,125.0	$0
71	Street Lighting - 175 Mercury to 100 HPS	2-Governmental Programs	GOV	$1,827	$6,875	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$5,743.8	$12,452
72	Water-Cooled cent Chiller 150 - 300 ton 0.57 kW/ton with 0.46 kW/ton IPLV	2-Governmental Programs	LG C&I	$0	$6,875	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0
73	kW/ton with 0.53 kW/ton IPLV	2-Governmental Programs	LG C&I	$0	$6,875	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0
74	AC <65,000 1 Ph	3-C/I Equip	SM C&I	$350	$3,275	$75.0	$500.0	$250.0	$0.0	$0.0	$0.0	$0.0	$7,500.0	$0
75	AC 65,000 - 135,000	3-C/I Equip	SM C&I	$388	$3,250	$62.5	$625.0	$125.0	$0.0	$0.0	$0.0	$0.0	$6,250.0	$0
76	AC 240,000 - 760,000	3-C/I Equip	SM C&I	$388	$3,250	$62.5	$625.0	$125.0	$0.0	$0.0	$0.0	$0.0	$8,750.0	$0
77	Clothes Washer CEE Tier1, Electric Water heater, Electric Dryer	3-C/I Equip	SM C&I	$245	$3,230	$52.5	$350.0	$175.0	$0.0	$0.0	$0.0	$0.0	$1,750.0	$0
78	Demand-controlled ventilation (DCV	3-C/I Equip	SM C&I	$570	$3,375	$90.0	$0.0	$150.0	$0.0	$0.0	$0.0	$0.0	$5,000.0	$0
79	Efficient Refrigeration Condenser	3-C/I Equip	SM C&I	$13	$3,135	$10.0	$0.0	$20.0	$0.0	$0.0	$0.0	$0.0	$100.0	$0
80	ENERGY STAR Commercial Solid Door Freezers less than 20ft3	3-C/I Equip	SM C&I	$67	$3,135	$10.0	$100.0	$25.0	$0.0	$0.0	$0.0	$0.0	$250.0	$0
81	to 48 ft3	3-C/I Equip	SM C&I	$67	$3,135	$10.0	$100.0	$25.0	$0.0	$0.0	$0.0	$0.0	$250.0	$0
82	ENERGY STAR Commercial Solid Door Refrigerators less than 20ft3	3-C/I Equip	SM C&I	$67	$3,135	$10.0	$100.0	$25.0	$0.0	$0.0	$0.0	$0.0	$250.0	$0
83	ENERGY STAR Commercial Solid Door Refrigerators 20 to 48 ft3	3-C/I Equip	SM C&I	$67	$3,135	$10.0	$100.0	$25.0	$0.0	$0.0	$0.0	$0.0	$250.0	$0
84	ENERGY STAR Ice Machines less than 500 lbs	3-C/I Equip	SM C&I	$268	$3,165	$40.0	$400.0	$100.0	$0.0	$0.0	$0.0	$0.0	$1,000.0	$0
85	ENERGY STAR Ice Machines 500 to 1000 lbs	3-C/I Equip	SM C&I	$268	$3,165	$40.0	$400.0	$100.0	$0.0	$0.0	$0.0	$0.0	$3,000.0	$0
86	ENERGY STAR Ice Machines more than 1000 lbs	3-C/I Equip	SM C&I	$268	$3,165	$40.0	$400.0	$100.0	$0.0	$0.0	$0.0	$0.0	$4,000.0	$0
87	ENERGY STAR Steam Cookers 3 Pan	3-C/I Equip	SM C&I	$442	$3,191	$66.0	$660.0	$165.0	$0.0	$0.0	$0.0	$0.0	$13,200.0	$0
88	Exterior HID replacement above 175W to 250W HID retrofit	3-C/I Equip	SM C&I	$169	$3,140	$15.0	$0.0	$120.4	$0.0	$0.0	$0.0	$0.0	$6,018.8	$0
89	EE Water Heater	3-C/I Equip	SM C&I	$658	$3,289	$123.3	$822.1	$411.0	$0.0	$0.0	$0.0	$0.0	$4,110.5	$0
90	HP Water Heater (Base Usage 22831)	3-C/I Equip	SM C&I	$500	$3,200	$75.0	$1,875.0	$125.0	$0.0	$0.0	$0.0	$0.0	$5,000.0	$0
91	HPT8 4ft 4 lamp, T12 to HPT8	3-C/I Equip	SM C&I	$7,962	$3,836	$710.8	$0.0	$5,686.8	$0.0	$0.0	$0.0	$0.0	$66,535.5	$0
92	LED Exit Signs Electronic Fixtures (Retrofit Only	3-C/I Equip	SM C&I	$4,276	$7,257	$381.8	$0.0	$3,054.4	$0.0	$0.0	$0.0	$0.0	$22,908.2	$0
93	Occupancy Sensors under 500 W	3-C/I Equip	SM C&I	$1,541	$3,263	$137.6	$0.0	$1,100.9	$0.0	$0.0	$0.0	$0.0	$19,266.6	$0
94	Plug Load Occupancy Sensors Document Station	3-C/I Equip	SM C&I	$323	$3,154	$28.8	$0.0	$230.4	$0.0	$0.0	$0.0	$0.0	$4,032.5	$0
95	Commercial Smart Strip plug outlet	3-C/I Equip	SM C&I	$574	$786	$0.0	$0.0	$0.0	$177.2	$0.0	$0.0	$0.0	$3,544.6	$0
96	Pre Rinse Sprayers	3-C/I Equip	SM C&I	$57	$3,125	$0.0	$0.0	$0.0	$17.5	$0.0	$0.0	$0.0	$1,225.0	$0
97	Refrigerant charging correction	3-C/I Equip	SM C&I	$1,805	$3,626	$501.3	$0.0	$2,506.7	$0.0	$0.0	$0.0	$0.0	$12,533.4	$0
98	Refrigeration Commissioning	3-C/I Equip	SM C&I	$54	$3,140	$15.0	$0.0	$75.0	$0.0	$0.0	$0.0	$0.0	$375.0	$0
99	Strip curtains for walk-ins - freezer	3-C/I Equip	SM C&I	$54	$3,140	$15.0	$0.0	$75.0	$0.0	$0.0	$0.0	$0.0	$750.0	$0
100	Vending Equipment Controlle	3-C/I Equip	SM C&I	$98	$3,150	$25.0	$125.0	$125.0	$0.0	$0.0	$0.0	$0.0	$625.0	$0
101	Window Film	3-C/I Equip	SM C&I	$70	$3,131	$6.3	$0.0	$50.0	$0.0	$0.0	$0.0	$0.0	$625.0	$0
102	Setback/Setup	3-C/I Equip	SM C&I	$104	$3,155	$30.0	$0.0	$75.0	$0.0	$0.0	$0.0	$0.0	$375.0	$0
103	Demand-controlled ventilation (DCV	4-C/I Equip	LG C&I	$0	$3,125	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0
104	Exterior HID replacement above 175W to 250W HID retrofit	4-C/I Equip	LG C&I	$127	$3,136	$11.4	$0.0	$91.0	$0.0	$0.0	$0.0	$0.0	$4,549.3	$0
105	HPT8 4ft 4 lamp, T12 to HPT8	4-C/I Equip	LG C&I	$6,018	$3,662	$537.3	$0.0	$4,298.4	$0.0	$0.0	$0.0	$0.0	$50,291.1	$0
106	Occupancy Sensors under 500 W	4-C/I Equip	LG C&I	$1,165	$3,229	$104.0	$0.0	$832.2	$0.0	$0.0	$0.0	$0.0	$10,402.0	$0
107	Water-Cooled cent Chiller 150 - 300 ton 0.57 kW/ton with 0.46 kW/ton IPLV	4-C/I Equip	LG C&I	$400	$3,325	$200.0	$1,200.0	$120.0	$0.0	$0.0	$0.0	$0.0	$20,000.0	$0

	Measure Name	Program	Rate Class	Utility Labor/Cost	Marketing	M&V	Retailer Sales Incentive	Rebate Processing	Retail Store Discount Tracking	Service Provider Costs	Service Provide Equip/Audit	Incentive Shipping & Other	Incentive Rebate for Equip	Annual Utility/SP O&M
108	Water-Cooled Centrifugal Chiller < 150 ton 0.56 kW/ton with 0.53 kW/ton IPLV	4-C/I Equip	LG C&I	$250	$3,250	$125.0	$750.0	$75.0	$0.0	$0.0	$0.0	$0.0	$12,500.0	$0
109	Window Film	4-C/I Equip	LG C&I	$14	$3,126	$1.3	$0.0	$10.0	$0.0	$0.0	$0.0	$0.0	$6,250.0	$0
110	Motors 1 HP 1200	5-IND MOTOR	LG C&I	$10	$3,130	$5.0	$62.5	$50.0	$0.0	$0.0	$0.0	$0.0	$500.0	$0
111	Motors 5 HP 1200	5-IND MOTOR	LG C&I	$6	$3,128	$3.0	$37.5	$30.0	$0.0	$0.0	$0.0	$0.0	$810.0	$0
112	Motors 10 HP 1200	5-IND MOTOR	LG C&I	$4	$3,127	$2.0	$25.0	$20.0	$0.0	$0.0	$0.0	$0.0	$700.0	$0
113	Motors 20 HP 1200	5-IND MOTOR	LG C&I	$2	$3,126	$1.0	$12.5	$10.0	$0.0	$0.0	$0.0	$0.0	$565.0	$0
114	Motors 1 HP 3600	5-IND MOTOR	LG C&I	$10	$3,130	$5.0	$62.5	$50.0	$0.0	$0.0	$0.0	$0.0	$500.0	$0
115	Motors 5 HP 3600	5-IND MOTOR	LG C&I	$6	$3,128	$3.0	$37.5	$30.0	$0.0	$0.0	$0.0	$0.0	$810.0	$0
116	Motors 10 HP 3600	5-IND MOTOR	LG C&I	$4	$3,127	$2.0	$25.0	$20.0	$0.0	$0.0	$0.0	$0.0	$700.0	$0
117	Motors 20 HP 3600	5-IND MOTOR	LG C&I	$2	$3,126	$1.0	$12.5	$10.0	$0.0	$0.0	$0.0	$0.0	$565.0	$0
118	Water Pumps with VFD's	5-IND MOTOR	LG C&I	$1	$3,125	$0.4	$5.0	$4.0	$0.0	$0.0	$0.0	$0.0	$60.0	$0
119	HVAC Fans with VFD's	5-IND MOTOR	LG C&I	$1	$3,125	$0.4	$5.0	$4.0	$0.0	$0.0	$0.0	$0.0	$60.0	$0
120	Air Compressors with VFD's	5-IND MOTOR	LG C&I	$1	$3,125	$0.4	$5.0	$4.0	$0.0	$0.0	$0.0	$0.0	$60.0	$0
121	Water Pumps with VFD's	5-IND MOTOR	LG C&I	$5	$3,125	$2.0	$20.0	$4.0	$0.0	$0.0	$0.0	$0.0	$300.0	$0
122	HVAC Fans with VFD's	5-IND MOTOR	LG C&I	$5	$3,125	$2.0	$20.0	$4.0	$0.0	$0.0	$0.0	$0.0	$300.0	$0
123	Air Compressors with VFD's	5-IND MOTOR	LG C&I	$5	$3,125	$2.0	$20.0	$4.0	$0.0	$0.0	$0.0	$0.0	$300.0	$0
124	Water Pumps with VFD's	5-IND MOTOR	LG C&I	$6	$3,125	$2.5	$40.0	$4.0	$0.0	$0.0	$0.0	$0.0	$600.0	$0
125	HVAC Fans with VFD's	5-IND MOTOR	LG C&I	$6	$3,125	$2.5	$40.0	$4.0	$0.0	$0.0	$0.0	$0.0	$600.0	$0
126	Air Compressors with VFD's	5-IND MOTOR	LG C&I	$6	$3,125	$2.5	$40.0	$4.0	$0.0	$0.0	$0.0	$0.0	$600.0	$0
127	Demand			$142,238	$485	$19,688	$285	$0	$0	$0	$12,825	$52,875	$0	$14,625	$41,456
128	1-Res Audits			$175,548	$8,764	$18,072	$3,080	$0	$0	$339	$14,643	$0	$30,091	$100,559	$0
129	2-RES App Turn-In			$92,294	$1,245	$13,915	$1,238	$0	$0	$0	$54,555	$0	$0	$21,340	$0
130	3-RES EE HVAC			$111,421	$3,821	$15,979	$1,467	$7,992	$2,763	$0	$0	$0	$0	$79,399	$0
131	4-Res-EE P			$139,932	$11,124	$18,658	$2,208	$3,261	$4,696	$7,046	$2,245	$0	$8,980	$81,713	$0
132	5-RES New Con			$185,283	$14,700	$17,292	$3,333	$0	$0	$0	$16,667	$133,292	$0	$0	$0
133	6-Res Whole			$96,769	$2,264	$18,365	$315	$0	$0	$0	$0	$60,000	$0	$15,825	$0
134	8-Multiple Family			$19,970	$648	$12,921	$79	$0	$316	$0	$211	$0	$843	$4,952	$0
135	7-Low Income			$243,963	$42,376	$20,635	$136	$0	$0	$0	$1,092	$0	$4,367	$175,357	$0
136	1-Res Audits LI			$150,966	$893	$134,976	$305	$0	$0	$36	$1,130	$0	$3,138	$10,488	$0
137	2-RES App Turn-In LI			$112,125	$118	$104,543	$121	$0	$0	$0	$5,326	$0	$0	$2,017	$0
138	4-Res-EE P LI			$7,473	$342	$2,418	$29	$0	$0	$697	$236	$0	$943	$2,808	$0
139	1-C/I Audits			$46,853	$2,171	$20,286	$80	$0	$0	$0	$1,438	$20,000	$0	$2,877	$0
140	2-Governmental Programs			$113,767	$4,675	$61,875	$233	$0	$1,868	$0	$0	$0	$0	$32,664	$12,452
141	3-C/I Equip			$341,384	$21,710	$95,133	$2,644	$7,182	$15,046	$195	$0	$0	$0	$199,475	$0
142	4-C/I Equip			$143,176	$7,974	$22,854	$979	$1,950	$5,427	$0	$0	$0	$0	$103,992	$0
143	5-IND MOTOR			$62,024	$81	$53,151	$37	$470	$256	$0	$0	$0	$0	$8,030	$0
144				$2,185,186	$123,392	$650,761	$16,569	$20,856	$30,371	$8,313	$110,367	$266,167	$48,361	$856,121	$53,907
145															
146															
147															

	Recovery Allocation		Total	Utility Labor/Cost	Marketing	M&V	Retailer Sales Incentive	Rebate Processing	Retail Store Discount Tracking	Service Provider Costs	Service Provide Equip/Audit	Incentive Shipping & Other	Incentive Rebate for Equip	Utility/SP O&M
148														
149	Residential	Res	$1,466,927	$86,454	$390,791	$12,544	$11,254	$7,459	$8,118	$108,929	$246,167	$48,361	$505,396	$41,456
150	Small Commercial & Industrial	SM C&I	$407,889	$24,854	$123,091	$2,852	$7,182	$16,612	$195	$1,438	$0	$0	$231,665	$0
151	Large Commercial & Industrial	LG C&I	$283,473	$10,257	$130,005	$1,173	$2,420	$6,301	$0	$0	$20,000	$0	$113,317	$0
152	Gov Street Lighting and Multi-Family	GOV	$26,897	$1,827	$6,875	$0	$0	$0	$0	$0	$0	$0	$5,744	$12,452
			$2,185,186	$123,392	$650,761	$16,569	$20,856	$30,371	$8,313	$110,367	$266,167	$48,361	$856,121	$53,907

Appendix D-2

Measure budgeted for 12 months starting June 1, 2010, ending May 31 2011

	Measure Name	Program	Rate Class	Utility Labor/Cost	Marketing	M&V	Retailer Sales Incentive	Rebate Processing	Retail Store Discount Tracking	Service Provider Costs	Service Provide Equip/Audit	Incentive Shipping & Other	Incentive Rebate for Equip	Annual Utility/SP O&M
1	DLC-CAC	Demand	Res	$2,967	$0	$1,745.0	$0.0	$0.0	$0.0	$78,525.0	$314,100.0	$0.0	$87,250.0	$174,449
2	DLC-Pool Pumps	Demand	Res	$158	$0	$93.0	$0.0	$0.0	$0.0	$4,185.0	$26,505.0	$0.0	$6,975.0	$12,873
3	DLC-Water Heat	Demand	Res	$46	$0	$27.0	$0.0	$0.0	$0.0	$1,215.0	$7,695.0	$0.0	$2,025.0	$3,737
4	1-Res Home Audits - CFL 4 - Low Flow 2	1-Res Audits	Res	$12,319	$3,750	$6,843.8	$0.0	$0.0	$0.0	$13,687.6	$0.0	$54,750.3	$177,938.4	$0
5	1-Res Home Audits - CFL 4 - Low Flow 2	1-Res Audits	Res	$1,275	$828	$875.0	$0.0	$0.0	$0.0	$19,375.0	$0.0	$1,000.0	$3,250.0	$0
6	Schools Childern Education-No Saving:	1-Res Audits	Res	$4,887	$63	$1,357.5	$0.0	$0.0	$0.0	$8,145.0	$0.0	$10,860.0	$16,290.0	$0
7	Refrigerator/Freezer recycling	2-RES App Turn-In	Res	$5,611	$4,172	$5,765.1	$0.0	$0.0	$0.0	$253,663.9	$0.0	$0.0	$96,084.8	$0
8	Room Air Conditioners	2-RES App Turn-In	Res	$616	$434	$424.7	$0.0	$0.0	$0.0	$19,110.8	$0.0	$0.0	$10,617.1	$0
9	ASHP - SEER 15	3-RES EE HVAC	Res	$1,319	$229	$399.6	$6,660.2	$666.0	$0.0	$0.0	$0.0	$0.0	$43,291.5	$0
10	CAC - SEER 15	3-RES EE HVAC	Res	$9,857	$4,092	$2,664.1	$33,301.1	$6,660.2	$0.0	$0.0	$0.0	$0.0	$299,710.1	$0
11	CAC - Maintenance	3-RES EE HVAC	Res	$7,534	$4,281	$4,185.5	$0.0	$6,278.2	$0.0	$0.0	$0.0	$0.0	$52,318.7	$0
12	Furnace Fans	3-RES EE HVAC	Res	$398	$747	$83.7	$0.0	$209.3	$0.0	$0.0	$0.0	$0.0	$1,674.2	$0
13	EE Ground Source Heat Pump	3-RES EE HVAC	Res	$405	$146	$50.0	$0.0	$25.0	$0.0	$0.0	$0.0	$0.0	$3,255.0	$0
14	Solar Water Heating	4-Res-EE P	Res	$48	$89	$10.0	$0.0	$25.0	$0.0	$0.0	$0.0	$0.0	$2,500.0	$0
15	HP Water Heater	4-Res-EE P	Res	$95	$139	$20.0	$0.0	$50.0	$0.0	$0.0	$0.0	$0.0	$3,000.0	$0
16	EE Water Heater	4-Res-EE P	Res	$17,027	$17,962	$3,584.6	$0.0	$8,961.6	$0.0	$0.0	$0.0	$0.0	$89,615.7	$0
17	Programable Thermostat_Heat	1-Res Audits	Res	$3,771	$39	$2,900.6	$0.0	$0.0	$0.0	$8,701.9	$0.0	$23,205.1	$180,421.3	$0
18	Programable Thermostat_CAC	4-Res-EE P	Res	$1,579	$478	$438.6	$877.2	$1,315.7	$0.0	$0.0	$0.0	$0.0	$10,964.6	$0
19	CFL bulbs regular-15	1-Res Audits	Res	$14,136	$2,811	$1,385.9	$0.0	$0.0	$0.0	$11,086.9	$0.0	$44,347.5	$66,521.2	$0
20	CFL bulbs regular-15	4-Res-EE P	Res	$14,312	$2,846	$1,403.2	$0.0	$0.0	$0.0	$11,225.3	$0.0	$44,901.3	$67,352.0	$0
21	CFL bulbs regular - Outside - 15	4-Res-EE P	Res	$296	$39	$0.0	$0.0	$0.0	$4,925.8	$0.0	$0.0	$0.0	$9,851.6	$0
22	CFL bulbs regular - 19	4-Res-EE P	Res	$1,697	$39	$0.0	$0.0	$0.0	$28,281.3	$0.0	$0.0	$0.0	$56,562.5	$0
23	Clothes Washer Energy Star, Electric Water heater, Electric Dryer	4-Res-EE P	Res	$1,875	$539	$500.0	$2,500.0	$1,250.0	$0.0	$0.0	$0.0	$0.0	$18,750.0	$0
24	Dehumidifiers	4-Res-EE P	Res	$1,875	$539	$500.0	$2,500.0	$1,250.0	$0.0	$0.0	$0.0	$0.0	$2,500.0	$0
25	Freezers Energy Star-Chest Freezer	4-Res-EE P	Res	$1,875	$539	$500.0	$2,500.0	$1,250.0	$0.0	$0.0	$0.0	$0.0	$6,250.0	$0
26	Holiday Lights	4-Res-EE P	Res	$763	$403	$363.6	$908.9	$1,454.3	$0.0	$0.0	$0.0	$0.0	$14,542.7	$0
27	LED Night Light	1-Res Audits	Res	$41	$39	$0.0	$0.0	$0.0	$678.8	$0.0	$0.0	$0.0	$13,575.0	$0
28	Pump and Motor Single Speed	4-Res-EE P	Res	$646	$443	$404.0	$2,020.2	$808.1	$0.0	$0.0	$0.0	$0.0	$8,080.9	$0
29	Refrigerators-Freezers Energy Star - Side by Side	4-Res-EE P	Res	$1,875	$539	$500.0	$2,500.0	$1,250.0	$0.0	$0.0	$0.0	$0.0	$12,500.0	$0
30	Refrigerators-Freezers Energy Star - Top Freezer	4-Res-EE P	Res	$1,875	$539	$500.0	$2,500.0	$1,250.0	$0.0	$0.0	$0.0	$0.0	$12,500.0	$0
31	Room Air Conditioners	4-Res-EE P	Res	$4,317	$39	$1,876.8	$0.0	$3,753.7	$0.0	$0.0	$0.0	$0.0	$46,920.8	$0
32	Smart Strip plug outlet	4-Res-EE P	Res	$3,970	$1,812	$0.0	$0.0	$0.0	$1,772.3	$0.0	$0.0	$0.0	$35,445.5	$0
33	Torchiere Floor Lamps	4-Res-EE P	Res	$560	$289	$0.0	$0.0	$0.0	$250.0	$0.0	$0.0	$0.0	$5,000.0	$0
34	Residential New Construction - 15%	5-RES New Con	Res	$40,425	$11,786	$9,166.7	$0.0	$0.0	$0.0	$45,833.3	$258,270.8	$0.0	$0.0	$0
35	Residential New Construction - 30%	5-RES New Con	Res	$40,425	$11,786	$9,166.7	$0.0	$0.0	$0.0	$45,833.3	$474,833.3	$0.0	$0.0	$0
36	Ceiling Fans	6-Res Whole	Res	$129	$74	$30.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$2,250.0	$0
37	Estar Windows	6-Res Whole	Res	$675	$74	$120.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$3,000.0	$0
38	Duct sealing 20 leakage base	6-Res Whole	Res	$1,225	$74	$100.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$10,000.0	$0
39	Low Flow Showerheads	6-Res Whole	Res	$324	$74	$100.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$4,600.0	$0
40	Kitchen Aerator	6-Res Whole	Res	$162	$74	$50.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$1,400.0	$0
41	Bathroom Aerator	6-Res Whole	Res	$162	$74	$50.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$1,400.0	$0
42	Pipe Wrap	6-Res Whole	Res	$576	$74	$60.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$3,000.0	$0
43	Roof Insulation	6-Res Whole	Res	$675	$74	$120.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$6,000.0	$0
44	Whole Building	6-Res Whole	Res	$600	$10,074	$0.0	$0.0	$0.0	$0.0	$0.0	$120,000.0	$0.0	$0.0	$0
45	Low Income Warm Program Through Act129	7-Low Income	Res	$43,964	$328	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$183,206.1	$0
46	Low Income Warm Program Through Act129 (Additional SmartStrips)	7-Low Income	Res	$262	$39	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$866.3	$0
47	1-Res Home Audits - CFL 4 - Low Flow 2 Water Heat	1-Res Audits LI	Res	$1,293	$687	$718.4	$0.0	$0.0	$0.0	$1,436.8	$0.0	$5,747.3	$18,678.6	$0
48	Schools Childern Education-No Saving:	1-Res Audits LI	Res	$513	$74	$142.5	$0.0	$0.0	$0.0	$855.0	$0.0	$1,140.0	$1,710.0	$0
49	Refrigerator/Freezer recycling	2-RES App Turn-In LI	Res	$589	$732	$605.2	$0.0	$0.0	$0.0	$26,627.7	$0.0	$0.0	$10,086.3	$0
50	Programable Thermostat_Heat	1-Res Audits LI	Res	$396	$39	$304.5	$0.0	$0.0	$0.0	$913.5	$0.0	$2,435.9	$18,939.3	$0
51	CFL bulbs regular-15 -Free No Water Heat	1-Res Audits LI	Res	$1,484	$330	$145.5	$0.0	$0.0	$0.0	$1,163.8	$0.0	$4,655.3	$6,982.9	$0
52	CFL bulbs regular-15 -Free No Water Heat Mailed At Request	4-Res-EE P LI	Res	$1,502	$334	$147.3	$0.0	$0.0	$0.0	$1,178.3	$0.0	$4,713.4	$7,070.1	$0
53	CFL bulbs regular - Outside - 15 - Store Rebates	4-Res-EE P LI	Res	$31	$39	$0.0	$0.0	$0.0	$517.1	$0.0	$0.0	$0.0	$1,034.1	$0
54	CFL bulbs regular - 19 - Store Rebates	4-Res-EE P LI	Res	$178	$39	$0.0	$0.0	$0.0	$2,968.8	$0.0	$0.0	$0.0	$5,937.5	$0
55	LED Night Light	1-Res Audits LI	Res	$4	$39	$0.0	$0.0	$0.0	$71.3	$0.0	$0.0	$0.0	$1,425.0	$0
56	Low Income Lighting-Warm Ligh	7-Low Income	Res	$2,030	$313	$166.4	$0.0	$0.0	$0.0	$1,330.8	$0.0	$5,323.3	$7,985.0	$0

	Measure Name	Program	Rate Class	Utility Labor/Cost	Marketing	M&V	Retailer Sales Incentive	Rebate Processing	Retail Store Discount Tracking	Service Provider Costs	Service Provide Equip/Audit	Incentive Shipping & Other	Incentive Rebate for Equip	Annual Utility/SP O&M
57	Low Income Lighting-Warm SmartStrip	7-Low Income	Res	$1,834	$39	$54.9	$0.0	$0.0	$0.0	$439.2	$0.0	$1,756.7	$5,928.9	$0
58	Low Income Lighting-Low Usag	7-Low Income	Res	$2,790	$313	$228.7	$0.0	$0.0	$0.0	$1,829.4	$0.0	$7,317.5	$10,976.3	$0
59	Multiple Family - CFL Lighting	8-Multiple Family	Res	$1,607	$313	$131.7	$0.0	$0.0	$0.0	$1,053.7	$0.0	$4,214.6	$6,321.9	$0
60	Multiple Family - T8-Lighting	8-Multiple Family	SM C&I	$1,633	$2,420	$263.4	$0.0	$1,580.5	$0.0	$0.0	$0.0	$0.0	$18,438.9	$0
61	Commercial, Industrial Audit - Sm&Mc	1-C/I Audits	SM C&I	$4,125	$2,813	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0
62	Commercial, Industrial Audit - Large	1-C/I Audits	LG C&I	$1,400	$1,563	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0
63	Commercial CFL Program	1-C/I Audits	SM C&I	$432	$39	$0.0	$0.0	$0.0	$0.0	$7,192.0	$0.0	$0.0	$14,384.0	$0
64	Commercial, Industrial Audit - Gov	1-C/I Audits	LG C&I	$1,960	$313	$160.0	$0.0	$0.0	$0.0	$0.0	$40,000.0	$0.0	$0.0	$0
65	Exterior HID replacement above 175W to 250W HID retrofit	2-Governmental Programs	LG C&I	$78	$344	$6.4	$0.0	$51.5	$0.0	$0.0	$0.0	$0.0	$128.6	$0
66	HPT8 4ft 4 lamp, T12 to HPT8	2-Governmental Programs	LG C&I	$3,707	$344	$303.8	$0.0	$2,430.8	$0.0	$0.0	$0.0	$0.0	$6,076.9	$0
67	LED Exit Signs Electronic Fixtures (Retrofit Only	2-Governmental Programs	LG C&I	$699	$344	$57.3	$0.0	$458.3	$0.0	$0.0	$0.0	$0.0	$458.3	$0
68	Occupancy Sensors under 500 W	2-Governmental Programs	LG C&I	$699	$344	$57.3	$0.0	$458.3	$0.0	$0.0	$0.0	$0.0	$458.3	$0
69	LED Auto Traffic Signals	2-Governmental Programs	SM C&I	$8,388	$344	$687.5	$0.0	$5,500.0	$0.0	$0.0	$0.0	$0.0	$123,750.0	$0
70	LED Pedestrian Signals	2-Governmental Programs	SM C&I	$2,097	$344	$171.9	$0.0	$1,375.0	$0.0	$0.0	$0.0	$0.0	$17,187.5	$0
71	Street Lighting - 175 Mercury to 100 HPS	2-Governmental Programs	GOV	$9,133	$344	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$28,718.8	$62,258
72	with 0.46 kW/ton IPLV	2-Governmental Programs	LG C&I	$450	$344	$50.0	$0.0	$30.0	$0.0	$0.0	$0.0	$0.0	$100.0	$0
73	kW/ton with 0.53 kW/ton IPLV	2-Governmental Programs	LG C&I	$450	$344	$50.0	$0.0	$30.0	$0.0	$0.0	$0.0	$0.0	$100.0	$0
74	AC <65,000 1 Ph	3-C/I Equip	SM C&I	$1,750	$906	$375.0	$2,500.0	$1,250.0	$0.0	$0.0	$0.0	$0.0	$37,500.0	$0
75	AC 65,000 - 135,000	3-C/I Equip	SM C&I	$1,938	$781	$312.5	$3,125.0	$625.0	$0.0	$0.0	$0.0	$0.0	$31,250.0	$0
76	AC 240,000 - 760,000	3-C/I Equip	SM C&I	$1,938	$781	$312.5	$3,125.0	$625.0	$0.0	$0.0	$0.0	$0.0	$43,750.0	$0
77	Clothes Washer CEE Tier1, Electric Water heater, Electric Dryer	3-C/I Equip	SM C&I	$1,225	$681	$262.5	$1,750.0	$875.0	$0.0	$0.0	$0.0	$0.0	$8,750.0	$0
78	Demand-controlled ventilation (DCV	3-C/I Equip	SM C&I	$2,850	$1,406	$450.0	$0.0	$750.0	$0.0	$0.0	$0.0	$0.0	$25,000.0	$0
79	Efficient Refrigeration Condenser	3-C/I Equip	SM C&I	$65	$206	$50.0	$0.0	$100.0	$0.0	$0.0	$0.0	$0.0	$500.0	$0
80	less than 20ft3	3-C/I Equip	SM C&I	$335	$206	$50.0	$500.0	$125.0	$0.0	$0.0	$0.0	$0.0	$1,250.0	$0
81	ENERGY STAR Commercial Solid Door Freezers 20 to 48 ft3	3-C/I Equip	SM C&I	$335	$206	$50.0	$500.0	$125.0	$0.0	$0.0	$0.0	$0.0	$1,250.0	$0
82	ENERGY STAR Commercial Solid Door Refrigerators less than 20ft3	3-C/I Equip	SM C&I	$335	$206	$50.0	$500.0	$125.0	$0.0	$0.0	$0.0	$0.0	$1,250.0	$0
83	ENERGY STAR Commercial Solid Door Refrigerators 20 to 48 ft3	3-C/I Equip	SM C&I	$335	$206	$50.0	$500.0	$125.0	$0.0	$0.0	$0.0	$0.0	$1,250.0	$0
84	ENERGY STAR Ice Machines less than 500 lbs	3-C/I Equip	SM C&I	$1,340	$356	$200.0	$2,000.0	$500.0	$0.0	$0.0	$0.0	$0.0	$5,000.0	$0
85	ENERGY STAR Ice Machines 500 to 1000 lbs	3-C/I Equip	SM C&I	$1,340	$356	$200.0	$2,000.0	$500.0	$0.0	$0.0	$0.0	$0.0	$15,000.0	$0
86	ENERGY STAR Ice Machines more than 1000 lbs	3-C/I Equip	SM C&I	$1,340	$356	$200.0	$2,000.0	$500.0	$0.0	$0.0	$0.0	$0.0	$20,000.0	$0
87	ENERGY STAR Steam Cookers 3 Pan	3-C/I Equip	SM C&I	$2,211	$486	$330.0	$3,300.0	$825.0	$0.0	$0.0	$0.0	$0.0	$66,000.0	$0
88	Exterior HID replacement above 175W to 250W HID retrofit	3-C/I Equip	SM C&I	$843	$231	$75.2	$0.0	$601.9	$0.0	$0.0	$0.0	$0.0	$30,094.0	$0
89	EE Water Heater	3-C/I Equip	SM C&I	$3,288	$978	$616.6	$4,110.5	$2,055.2	$0.0	$0.0	$0.0	$0.0	$20,552.4	$0
90	HP Water Heater (Base Usage 22831)	3-C/I Equip	SM C&I	$2,500	$531	$375.0	$9,375.0	$625.0	$0.0	$0.0	$0.0	$0.0	$25,000.0	$0
91	HPT8 4ft 4 lamp, T12 to HPT8	3-C/I Equip	SM C&I	$39,808	$3,710	$3,554.2	$0.0	$28,434.0	$0.0	$0.0	$0.0	$0.0	$332,677.7	$0
92	LED Exit Signs Electronic Fixtures (Retrofit Only	3-C/I Equip	SM C&I	$21,381	$2,253	$1,909.0	$0.0	$15,272.1	$0.0	$0.0	$0.0	$0.0	$114,540.8	$0
93	Occupancy Sensors under 500 W	3-C/I Equip	SM C&I	$7,707	$844	$688.1	$0.0	$5,504.7	$0.0	$0.0	$0.0	$0.0	$96,333.0	$0
94	Plug Load Occupancy Sensors Document Station	3-C/I Equip	SM C&I	$968	$243	$86.4	$0.0	$691.3	$0.0	$0.0	$0.0	$0.0	$12,097.6	$0
95	Commercial Smart Strip plug outlet	3-C/I Equip	SM C&I	$2,871	$39	$0.0	$0.0	$0.0	$886.1	$0.0	$0.0	$0.0	$17,722.8	$0
96	Pre Rinse Sprayers	3-C/I Equip	SM C&I	$284	$156	$0.0	$0.0	$0.0	$87.5	$0.0	$0.0	$0.0	$6,125.0	$0
97	Refrigerant charging correctior	3-C/I Equip	SM C&I	$7,219	$2,162	$2,005.3	$0.0	$10,026.7	$0.0	$0.0	$0.0	$0.0	$50,133.6	$0
98	Refrigeration Commissioning	3-C/I Equip	SM C&I	$270	$231	$75.0	$0.0	$375.0	$0.0	$0.0	$0.0	$0.0	$1,875.0	$0
99	Strip curtains for walk-ins - freezer	3-C/I Equip	SM C&I	$270	$231	$75.0	$0.0	$375.0	$0.0	$0.0	$0.0	$0.0	$3,750.0	$0
100	Vending Equipment Controlle	3-C/I Equip	SM C&I	$488	$281	$125.0	$625.0	$625.0	$0.0	$0.0	$0.0	$0.0	$3,125.0	$0
101	Window Film	3-C/I Equip	SM C&I	$350	$188	$31.3	$0.0	$250.0	$0.0	$0.0	$0.0	$0.0	$3,125.0	$0
102	Setback/Setup	3-C/I Equip	SM C&I	$518	$306	$150.0	$0.0	$375.0	$0.0	$0.0	$0.0	$0.0	$1,875.0	$0
103	Demand-controlled ventilation (DCV	4-C/I Equip	LG C&I	$228	$256	$36.0	$0.0	$60.0	$0.0	$0.0	$0.0	$0.0	$2,000.0	$0
104	Exterior HID replacement above 175W to 250W HID retrofit	4-C/I Equip	LG C&I	$3,009	$425	$268.6	$0.0	$2,149.2	$0.0	$0.0	$0.0	$0.0	$107,459.7	$0
105	HPT8 4ft 4 lamp, T12 to HPT8	4-C/I Equip	LG C&I	$30,089	$2,843	$2,686.5	$0.0	$21,491.9	$0.0	$0.0	$0.0	$0.0	$251,455.7	$0
106	Occupancy Sensors under 500 W	4-C/I Equip	LG C&I	$5,825	$676	$520.1	$0.0	$4,160.8	$0.0	$0.0	$0.0	$0.0	$52,009.8	$0
107	Water-Cooled cent Chiller 150 - 300 ton 0.57 kW/ton with 0.46 kW/ton IPLV	4-C/I Equip	LG C&I	$2,000	$1,156	$1,000.0	$6,000.0	$600.0	$0.0	$0.0	$0.0	$0.0	$100,000.0	$0

	Measure Name	Program	Rate Class	Utility Labor/Cost	Marketing	M&V	Retailer Sales Incentive	Rebate Processing	Retail Store *Discount* Tracking	*Service Provider* Costs	*Service Provide* Equip/Audit	Incentive Shipping & Other	Incentive Rebate for Equip	Annual Utility/SP O&M
108	Water-Cooled Centrifugal Chiller < 150 ton 0.56 kW/ton with 0.53 kW/ton IPLV	4-C/I Equip	LG C&I	$1,250	$781	$625.0	$3,750.0	$375.0	$0.0	$0.0	$0.0	$0.0	$62,500.0	$0
109	Window Film	4-C/I Equip	LG C&I	$70	$163	$6.3	$0.0	$50.0	$0.0	$0.0	$0.0	$0.0	$31,250.0	$0
110	Motors 1 HP 1200	5-IND MOTOR	LG C&I	$50	$181	$25.0	$312.5	$250.0	$0.0	$0.0	$0.0	$0.0	$2,500.0	$0
111	Motors 5 HP 1200	5-IND MOTOR	LG C&I	$30	$171	$15.0	$187.5	$150.0	$0.0	$0.0	$0.0	$0.0	$4,050.0	$0
112	Motors 10 HP 1200	5-IND MOTOR	LG C&I	$20	$166	$10.0	$125.0	$100.0	$0.0	$0.0	$0.0	$0.0	$3,500.0	$0
113	Motors 20 HP 1200	5-IND MOTOR	LG C&I	$10	$161	$5.0	$62.5	$50.0	$0.0	$0.0	$0.0	$0.0	$2,825.0	$0
114	Motors 1 HP 3600	5-IND MOTOR	LG C&I	$50	$181	$25.0	$312.5	$250.0	$0.0	$0.0	$0.0	$0.0	$2,500.0	$0
115	Motors 5 HP 3600	5-IND MOTOR	LG C&I	$30	$171	$15.0	$187.5	$150.0	$0.0	$0.0	$0.0	$0.0	$4,050.0	$0
116	Motors 10 HP 3600	5-IND MOTOR	LG C&I	$20	$166	$10.0	$125.0	$100.0	$0.0	$0.0	$0.0	$0.0	$3,500.0	$0
117	Motors 20 HP 3600	5-IND MOTOR	LG C&I	$10	$161	$5.0	$62.5	$50.0	$0.0	$0.0	$0.0	$0.0	$2,825.0	$0
118	Water Pumps with VFD's	5-IND MOTOR	LG C&I	$4	$158	$2.0	$25.0	$20.0	$0.0	$0.0	$0.0	$0.0	$300.0	$0
119	HVAC Fans with VFD's	5-IND MOTOR	LG C&I	$4	$158	$2.0	$25.0	$20.0	$0.0	$0.0	$0.0	$0.0	$300.0	$0
120	Air Compressors with VFD's	5-IND MOTOR	LG C&I	$4	$158	$2.0	$25.0	$20.0	$0.0	$0.0	$0.0	$0.0	$300.0	$0
121	Water Pumps with VFD's	5-IND MOTOR	LG C&I	$27	$158	$10.0	$100.0	$20.0	$0.0	$0.0	$0.0	$0.0	$1,500.0	$0
122	HVAC Fans with VFD's	5-IND MOTOR	LG C&I	$27	$158	$10.0	$100.0	$20.0	$0.0	$0.0	$0.0	$0.0	$1,500.0	$0
123	Air Compressors with VFD's	5-IND MOTOR	LG C&I	$27	$158	$10.0	$100.0	$20.0	$0.0	$0.0	$0.0	$0.0	$1,500.0	$0
124	Water Pumps with VFD's	5-IND MOTOR	LG C&I	$31	$158	$12.5	$200.0	$20.0	$0.0	$0.0	$0.0	$0.0	$3,000.0	$0
125	HVAC Fans with VFD's	5-IND MOTOR	LG C&I	$31	$158	$12.5	$200.0	$20.0	$0.0	$0.0	$0.0	$0.0	$3,000.0	$0
126	Air Compressors with VFD's	5-IND MOTOR	LG C&I	$31	$158	$12.5	$200.0	$20.0	$0.0	$0.0	$0.0	$0.0	$3,000.0	$0
127	Demand		$724,570	$3,171	$0	$1,865	$0	$0	$0	$83,925	$348,300	$0	$96,250	$191,059
128	1-Res Audits		$711,155	$36,428	$7,530	$13,363	$0	$0	$679	$60,996	$0	$134,163	$457,996	$0
129	2-RES App Turn-In		$396,499	$6,227	$4,606	$6,190	$0	$0	$0	$272,775	$0	$0	$106,702	$0
130	3-RES EE HVAC		$490,440	$19,512	$9,495	$7,383	$39,961	$13,839	$0	$0	$0	$0	$400,249	$0
131	4-Res-EE P		$625,179	$54,685	$27,276	$10,601	$16,306	$22,618	$35,229	$11,225	$0	$44,901	$402,336	$0
132	5-RES New Con		$947,527	$80,850	$23,573	$18,333	$0	$0	$0	$91,667	$733,104	$0	$0	$0
133	6-Res Whole		$167,476	$4,528	$10,668	$630	$0	$0	$0	$0	$120,000	$0	$31,650	$0
134	8-Multiple Family		$37,977	$3,240	$2,732	$395	$0	$1,580	$0	$1,054	$0	$4,215	$24,761	$0
135	7-Low Income		$279,320	$50,879	$1,032	$450	$0	$0	$0	$3,599	$0	$14,398	$208,962	$0
136	1-Res Audits LI		$72,326	$3,690	$1,170	$1,311	$0	$0	$71	$4,369	$0	$13,978	$47,736	$0
137	2-RES App Turn-In LI		$38,640	$589	$732	$605	$0	$0	$0	$26,628	$0	$0	$10,086	$0
138	4-Res-EE P LI		$25,691	$1,712	$413	$147	$0	$0	$3,486	$1,178	$0	$4,713	$14,042	$0
139	1-C/I Audits		$74,379	$7,917	$4,727	$160	$0	$0	$0	$7,192	$40,000	$0	$14,384	$0
140	2-Governmental Programs		$279,748	$25,700	$3,094	$1,384	$0	$10,334	$0	$0	$0	$0	$176,978	$62,258
141	3-C/I Equip		$1,224,208	$106,099	$19,529	$12,659	$35,910	$72,261	$974	$0	$0	$0	$976,777	$0
142	4-C/I Equip		$699,226	$42,471	$6,300	$5,142	$9,750	$28,887	$0	$0	$0	$0	$606,675	$0
143	5-IND MOTOR		$47,152	$405	$2,784	$184	$2,350	$1,280	$0	$0	$0	$0	$40,150	$0
144			$6,841,513	$448,101	$125,661	$80,802	$104,278	$150,799	$40,439	$564,608	$1,241,404	$216,368	$3,615,735	$253,317
145														
146														
147														

	Recovery Allocation		Total	Utility Labor/Cost	Marketing	M&V	Retailer Sales Incentive	Rebate Processing	Retail Store Discount Tracking	Service Provider Costs	Service Provide Equip/Audit	Incentive Shipping & Other	Incentive Rebate for Equip	Utility/SP O&M
148														
149	Residential	Res	$4,492,464	$263,877	$86,807	$61,010	$56,268	$36,457	$39,465	$557,416	$1,201,404	$216,368	$1,782,332	$191,059
150	Small Commercial & Industrial	SM C&I	$1,437,372	$122,773	$25,488	$13,781	$35,910	$80,716	$974	$7,192	$0	$0	$1,150,537	$0
151	Large Commercial & Industrial	LG C&I	$811,225	$52,318	$13,022	$6,011	$12,100	$33,626	$0	$0	$40,000	$0	$654,147	$0
152	Direct Gov	GOV	$100,453	$9,133	$344	$0	$0	$0	$0	$0	$0	$0	$28,719	$62,258
			$6,841,513	$448,101	$125,661	$80,802	$104,278	$150,799	$40,439	$564,608	$1,241,404	$216,368	$3,615,735	$253,317

Appendix D-3

Measure budgeted for 12 months starting June 1, 2011, ending May 31 2012

	Measure Name	Program	Rate Class	Utility Labor/Cost	Marketing	M&V	Retailer Sales Incentive	Rebate Processing	Retail Store Discount Tracking	Service Provider Costs	Service Provide Equip/Audit	Incentive Shipping & Other	Incentive Rebate for Equip	Annual Utility/SP O&M
1	DLC-CAC	Demand	Res	$1,707	$0	$1,004.0	$0.0	$0.0	$0.0	$45,180.0	$180,720.0	$0.0	$50,200.0	$52,833
2	DLC-Pool Pumps	Demand	Res	$61	$0	$36.0	$0.0	$0.0	$0.0	$1,620.0	$10,260.0	$0.0	$2,700.0	$2,623
3	DLC-Water Heat	Demand	Res	$61	$0	$36.0	$0.0	$0.0	$0.0	$1,620.0	$10,260.0	$0.0	$2,700.0	$2,623
4	1-Res Home Audits - CFL 4 - Low Flow 2	1-Res Audits	Res	$12,319	$3,750	$6,843.8	$0.0	$0.0	$0.0	$13,687.6	$0.0	$54,750.3	$177,938.4	$0
5	1-Res Home Audits - CFL 4 - Low Flow 2	1-Res Audits	Res	$1,275	$828	$875.0	$0.0	$0.0	$0.0	$19,375.0	$0.0	$1,000.0	$3,250.0	$0
6	Schools Children Education-No Saving:	1-Res Audits	Res	$4,887	$63	$1,357.5	$0.0	$0.0	$0.0	$8,145.0	$0.0	$10,860.0	$16,290.0	$0
7	Refrigerator/Freezer recycling	2-RES App Turn-In	Res	$5,611	$4,172	$5,765.1	$0.0	$0.0	$0.0	$253,663.9	$0.0	$0.0	$96,084.8	$0
8	Room Air Conditioners	2-RES App Turn-In	Res	$616	$434	$424.7	$0.0	$0.0	$0.0	$19,110.8	$0.0	$0.0	$10,617.1	$0
9	ASHP - SEER 15	3-RES EE HVAC	Res	$1,319	$229	$399.6	$6,660.2	$666.0	$0.0	$0.0	$0.0	$0.0	$43,291.5	$0
10	CAC - SEER 15	3-RES EE HVAC	Res	$9,857	$4,092	$2,664.1	$33,301.1	$6,660.2	$0.0	$0.0	$0.0	$0.0	$299,710.1	$0
11	CAC - Maintenance	3-RES EE HVAC	Res	$7,534	$4,281	$4,185.5	$0.0	$6,278.2	$0.0	$0.0	$0.0	$0.0	$52,318.7	$0
12	Furnace Fans	3-RES EE HVAC	Res	$398	$747	$83.7	$0.0	$209.3	$0.0	$0.0	$0.0	$0.0	$1,674.2	$0
13	EE Ground Source Heat Pump	3-RES EE HVAC	Res	$405	$146	$50.0	$0.0	$25.0	$0.0	$0.0	$0.0	$0.0	$3,255.0	$0
14	Solar Water Heating	4-Res-EE P	Res	$48	$89	$10.0	$0.0	$25.0	$0.0	$0.0	$0.0	$0.0	$2,500.0	$0
15	HP Water Heater	4-Res-EE P	Res	$95	$139	$20.0	$0.0	$50.0	$0.0	$0.0	$0.0	$0.0	$3,000.0	$0
16	EE Water Heater	4-Res-EE P	Res	$17,027	$17,962	$3,584.6	$0.0	$8,961.6	$0.0	$0.0	$0.0	$0.0	$89,615.7	$0
17	Programable Thermostat_Heat	1-Res Audits	Res	$3,771	$39	$2,900.6	$0.0	$0.0	$0.0	$8,701.9	$0.0	$23,205.1	$180,421.3	$0
18	Programable Thermostat_CAC	4-Res-EE P	Res	$1,579	$478	$438.6	$877.2	$1,315.7	$0.0	$0.0	$0.0	$0.0	$10,964.6	$0
19	CFL bulbs regular-15	1-Res Audits	Res	$14,136	$2,811	$1,385.9	$0.0	$0.0	$0.0	$11,086.9	$0.0	$44,347.5	$66,521.2	$0
20	CFL bulbs regular-15	4-Res-EE P	Res	$14,312	$2,846	$1,403.2	$0.0	$0.0	$0.0	$11,225.3	$0.0	$44,901.3	$67,352.0	$0
21	CFL bulbs regular - Outside - 15	4-Res-EE P	Res	$296	$39	$0.0	$0.0	$0.0	$4,925.8	$0.0	$0.0	$0.0	$9,851.6	$0
22	CFL bulbs regular - 19	4-Res-EE P	Res	$1,697	$39	$0.0	$0.0	$0.0	$28,281.3	$0.0	$0.0	$0.0	$56,562.5	$0
23	Clothes Washer Energy Star, Electric Water heater, Electric Dryer	4-Res-EE P	Res	$1,875	$539	$500.0	$2,500.0	$1,250.0	$0.0	$0.0	$0.0	$0.0	$18,750.0	$0
24	Dehumidifiers	4-Res-EE P	Res	$1,875	$539	$500.0	$2,500.0	$1,250.0	$0.0	$0.0	$0.0	$0.0	$2,500.0	$0
25	Freezers Energy Star-Chest Freezer	4-Res-EE P	Res	$1,875	$539	$500.0	$2,500.0	$1,250.0	$0.0	$0.0	$0.0	$0.0	$6,250.0	$0
26	Holiday Lights	4-Res-EE P	Res	$763	$403	$363.6	$908.9	$1,454.3	$0.0	$0.0	$0.0	$0.0	$14,542.7	$0
27	LED Night Light	1-Res Audits	Res	$41	$39	$0.0	$0.0	$0.0	$678.8	$0.0	$0.0	$0.0	$13,575.0	$0
28	Pump and Motor Single Speed	4-Res-EE P	Res	$646	$443	$404.0	$2,020.2	$808.1	$0.0	$0.0	$0.0	$0.0	$8,080.9	$0
29	Refrigerators-Freezers Energy Star - Side by Side	4-Res-EE P	Res	$1,875	$539	$500.0	$2,500.0	$1,250.0	$0.0	$0.0	$0.0	$0.0	$12,500.0	$0
30	Refrigerators-Freezers Energy Star - Top Freezer	4-Res-EE P	Res	$1,875	$539	$500.0	$2,500.0	$1,250.0	$0.0	$0.0	$0.0	$0.0	$12,500.0	$0
31	Room Air Conditioners	4-Res-EE P	Res	$4,317	$39	$1,876.8	$0.0	$3,753.7	$0.0	$0.0	$0.0	$0.0	$46,920.8	$0
32	Smart Strip plug outlet	4-Res-EE P	Res	$3,970	$1,812	$0.0	$0.0	$0.0	$1,772.3	$0.0	$0.0	$0.0	$35,445.5	$0
33	Torchiere Floor Lamps	4-Res-EE P	Res	$560	$289	$0.0	$0.0	$0.0	$250.0	$0.0	$0.0	$0.0	$5,000.0	$0
34	Residential New Construction - 15%	5-RES New Con	Res	$40,425	$11,786	$9,166.7	$0.0	$0.0	$0.0	$45,833.3	$258,270.8	$0.0	$0.0	$0
35	Residential New Construction - 30%	5-RES New Con	Res	$40,425	$11,786	$9,166.7	$0.0	$0.0	$0.0	$45,833.3	$474,833.3	$0.0	$0.0	$0
36	Ceiling Fans	6-Res Whole	Res	$129	$74	$30.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$2,250.0	$0
37	Estar Windows	6-Res Whole	Res	$675	$74	$120.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$3,000.0	$0
38	Duct sealing 20 leakage base	6-Res Whole	Res	$1,225	$74	$100.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$10,000.0	$0
39	Low Flow Showerheads	6-Res Whole	Res	$324	$74	$100.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$4,600.0	$0
40	Kitchen Aerator	6-Res Whole	Res	$162	$74	$50.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$1,400.0	$0
41	Bathroom Aerator	6-Res Whole	Res	$162	$74	$50.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$1,400.0	$0
42	Pipe Wrap	6-Res Whole	Res	$576	$74	$60.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$3,000.0	$0
43	Roof Insulation	6-Res Whole	Res	$675	$74	$120.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$6,000.0	$0
44	Whole Building	6-Res Whole	Res	$600	$10,074	$0.0	$0.0	$0.0	$0.0	$0.0	$120,000.0	$0.0	$0.0	$0
45	Low Income Warm Program Through Act129	7-Low Income	Res	$43,964	$328	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$183,206.1	$0
46	Low Income Warm Program Through Act129 (Additional SmartStrips)	7-Low Income	Res	$262	$39	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$866.3	$0
47	1-Res Home Audits - CFL 4 - Low Flow 2 Water Heat	1-Res Audits LI	Res	$1,293	$687	$718.4	$0.0	$0.0	$0.0	$1,436.8	$0.0	$5,747.3	$18,678.6	$0
48	Schools Children Education-No Saving:	1-Res Audits LI	Res	$513	$74	$142.5	$0.0	$0.0	$0.0	$855.0	$0.0	$1,140.0	$1,710.0	$0
49	Refrigerator/Freezer recycling	2-RES App Turn-In LI	Res	$589	$732	$605.2	$0.0	$0.0	$0.0	$26,627.7	$0.0	$0.0	$10,086.3	$0
50	Programable Thermostat_Heat	1-Res Audits LI	Res	$396	$39	$304.5	$0.0	$0.0	$0.0	$913.5	$0.0	$2,435.9	$18,939.3	$0
51	CFL bulbs regular-15 -Free No Water Heat	1-Res Audits LI	Res	$1,484	$330	$145.5	$0.0	$0.0	$0.0	$1,163.8	$0.0	$4,655.3	$6,982.9	$0
52	CFL bulbs regular-15 -Free No Water Heat Mailed At Request	4-Res-EE P LI	Res	$1,502	$334	$147.3	$0.0	$0.0	$0.0	$1,178.3	$0.0	$4,713.4	$7,070.1	$0
53	CFL bulbs regular - Outside - 15 - Store Rebates	4-Res-EE P LI	Res	$31	$39	$0.0	$0.0	$0.0	$517.1	$0.0	$0.0	$0.0	$1,034.1	$0
54	CFL bulbs regular - 19 - Store Rebates	4-Res-EE P LI	Res	$178	$39	$0.0	$0.0	$0.0	$2,968.8	$0.0	$0.0	$0.0	$5,937.5	$0
55	LED Night Light	1-Res Audits LI	Res	$4	$39	$0.0	$0.0	$0.0	$71.3	$0.0	$0.0	$0.0	$1,425.0	$0
56	Low Income Lighting-Warm Ligh	7-Low Income	Res	$2,112	$313	$173.1	$0.0	$0.0	$0.0	$1,385.0	$0.0	$5,540.0	$8,310.0	$0

	Measure Name	Program	Rate Class	Utility Labor/Cost	Marketing	M&V	Retailer Sales Incentive	Rebate Processing	Retail Store Discount Tracking	Service Provider Costs	Service Provide Equip/Audit	Incentive Shipping & Other	Incentive Rebate for Equip	Annual Utility/SP O&M
57	Low Income Lighting-Warm SmartStrip	7-Low Income	Res	$1,908	$39	$57.1	$0.0	$0.0	$0.0	$457.1	$0.0	$1,828.2	$6,170.2	$0
58	Low Income Lighting-Low Usage	7-Low Income	Res	$2,790	$313	$228.7	$0.0	$0.0	$0.0	$1,829.4	$0.0	$7,317.5	$10,976.3	$0
59	Multiple Family - CFL Lighting	8-Multiple Family	Res	$1,607	$313	$131.7	$0.0	$0.0	$0.0	$1,053.7	$0.0	$4,214.6	$6,321.9	$0
60	Multiple Family - T8-Lighting	8-Multiple Family	SM C&I	$1,633	$2,420	$263.4	$0.0	$1,580.5	$0.0	$0.0	$0.0	$0.0	$18,438.9	$0
61	Commercial, Industrial Audit - Sm&Mc	1-C/I Audits	SM C&I	$4,125	$2,813	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0
62	Commercial, Industrial Audit - Large	1-C/I Audits	LG C&I	$4,200	$4,063	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0
63	Commercial CFL Program	1-C/I Audits	SM C&I	$432	$39	$0.0	$0.0	$0.0	$0.0	$7,192.0	$0.0	$0.0	$14,384.0	$0
64	Commercial, Industrial Audit - Gov	1-C/I Audits	LG C&I	$0	$313	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0
65	Exterior HID replacement above 175W to 250W HID retrofit	2-Governmental Programs	LG C&I	$78	$344	$6.4	$0.0	$51.5	$0.0	$0.0	$0.0	$0.0	$128.6	$0
66	HPT8 4ft 4 lamp, T12 to HPT8	2-Governmental Programs	LG C&I	$3,707	$344	$303.8	$0.0	$2,430.8	$0.0	$0.0	$0.0	$0.0	$6,076.9	$0
67	LED Exit Signs Electronic Fixtures (Retrofit Only	2-Governmental Programs	LG C&I	$699	$344	$57.3	$0.0	$458.3	$0.0	$0.0	$0.0	$0.0	$458.3	$0
68	Occupancy Sensors under 500 W	2-Governmental Programs	LG C&I	$699	$344	$57.3	$0.0	$458.3	$0.0	$0.0	$0.0	$0.0	$458.3	$0
69	LED Auto Traffic Signals	2-Governmental Programs	SM C&I	$8,388	$344	$687.5	$0.0	$5,500.0	$0.0	$0.0	$0.0	$0.0	$123,750.0	$0
70	LED Pedestrian Signals	2-Governmental Programs	SM C&I	$2,097	$344	$171.9	$0.0	$1,375.0	$0.0	$0.0	$0.0	$0.0	$17,187.5	$0
71	Street Lighting - 175 Mercury to 100 HPS	2-Governmental Programs	GOV	$9,133	$344	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$28,718.8	$62,258
72	with 0.46 kW/ton IPLV	2-Governmental Programs	LG C&I	$450	$344	$50.0	$0.0	$30.0	$0.0	$0.0	$0.0	$0.0	$100.0	$0
73	kW/ton with 0.53 kW/ton IPLV	2-Governmental Programs	LG C&I	$450	$344	$50.0	$0.0	$30.0	$0.0	$0.0	$0.0	$0.0	$100.0	$0
74	AC <65,000 1 Ph	3-C/I Equip	SM C&I	$1,750	$906	$375.0	$2,500.0	$1,250.0	$0.0	$0.0	$0.0	$0.0	$37,500.0	$0
75	AC 65,000 - 135,000	3-C/I Equip	SM C&I	$1,938	$781	$312.5	$3,125.0	$625.0	$0.0	$0.0	$0.0	$0.0	$31,250.0	$0
76	AC 240,000 - 760,000	3-C/I Equip	SM C&I	$1,938	$781	$312.5	$3,125.0	$625.0	$0.0	$0.0	$0.0	$0.0	$43,750.0	$0
77	Clothes Washer CEE Tier1, Electric Water heater, Electric Dryer	3-C/I Equip	SM C&I	$1,225	$681	$262.5	$1,750.0	$875.0	$0.0	$0.0	$0.0	$0.0	$8,750.0	$0
78	Demand-controlled ventilation (DCV	3-C/I Equip	SM C&I	$2,850	$1,406	$450.0	$0.0	$750.0	$0.0	$0.0	$0.0	$0.0	$25,000.0	$0
79	Efficient Refrigeration Condenser	3-C/I Equip	SM C&I	$65	$206	$50.0	$0.0	$100.0	$0.0	$0.0	$0.0	$0.0	$500.0	$0
80	less than 20ft3	3-C/I Equip	SM C&I	$335	$206	$50.0	$500.0	$125.0	$0.0	$0.0	$0.0	$0.0	$1,250.0	$0
81	ENERGY STAR Commercial Solid Door Freezers 20 to 48 ft3	3-C/I Equip	SM C&I	$335	$206	$50.0	$500.0	$125.0	$0.0	$0.0	$0.0	$0.0	$1,250.0	$0
82	ENERGY STAR Commercial Solid Door Refrigerators less than 20ft3	3-C/I Equip	SM C&I	$335	$206	$50.0	$500.0	$125.0	$0.0	$0.0	$0.0	$0.0	$1,250.0	$0
83	ENERGY STAR Commercial Solid Door Refrigerators 20 to 48 ft3	3-C/I Equip	SM C&I	$335	$206	$50.0	$500.0	$125.0	$0.0	$0.0	$0.0	$0.0	$1,250.0	$0
84	ENERGY STAR Ice Machines less than 500 lbs	3-C/I Equip	SM C&I	$1,340	$356	$200.0	$2,000.0	$500.0	$0.0	$0.0	$0.0	$0.0	$5,000.0	$0
85	ENERGY STAR Ice Machines 500 to 1000 lbs	3-C/I Equip	SM C&I	$1,340	$356	$200.0	$2,000.0	$500.0	$0.0	$0.0	$0.0	$0.0	$15,000.0	$0
86	ENERGY STAR Ice Machines more than 1000 lbs	3-C/I Equip	SM C&I	$1,340	$356	$200.0	$2,000.0	$500.0	$0.0	$0.0	$0.0	$0.0	$20,000.0	$0
87	ENERGY STAR Steam Cookers 3 Pan	3-C/I Equip	SM C&I	$2,211	$486	$330.0	$3,300.0	$825.0	$0.0	$0.0	$0.0	$0.0	$66,000.0	$0
88	Exterior HID replacement above 175W to 250W HID retrofit	3-C/I Equip	SM C&I	$843	$231	$75.2	$0.0	$601.9	$0.0	$0.0	$0.0	$0.0	$30,094.0	$0
89	EE Water Heater	3-C/I Equip	SM C&I	$3,288	$978	$616.6	$4,110.5	$2,055.2	$0.0	$0.0	$0.0	$0.0	$20,552.4	$0
90	HP Water Heater (Base Usage 22831)	3-C/I Equip	SM C&I	$2,500	$531	$375.0	$9,375.0	$625.0	$0.0	$0.0	$0.0	$0.0	$25,000.0	$0
91	HPT8 4ft 4 lamp, T12 to HPT8	3-C/I Equip	SM C&I	$39,808	$3,710	$3,554.2	$0.0	$28,434.0	$0.0	$0.0	$0.0	$0.0	$332,677.7	$0
92	LED Exit Signs Electronic Fixtures (Retrofit Only	3-C/I Equip	SM C&I	$21,381	$2,253	$1,909.0	$0.0	$15,272.1	$0.0	$0.0	$0.0	$0.0	$114,540.8	$0
93	Occupancy Sensors under 500 W	3-C/I Equip	SM C&I	$7,707	$844	$688.1	$0.0	$5,504.7	$0.0	$0.0	$0.0	$0.0	$96,333.0	$0
94	Plug Load Occupancy Sensors Document Stations	3-C/I Equip	SM C&I	$968	$243	$86.4	$0.0	$691.3	$0.0	$0.0	$0.0	$0.0	$12,097.6	$0
95	Commercial Smart Strip plug outlet	3-C/I Equip	SM C&I	$2,871	$39	$0.0	$0.0	$0.0	$886.1	$0.0	$0.0	$0.0	$17,722.8	$0
96	Pre Rinse Sprayers	3-C/I Equip	SM C&I	$284	$156	$0.0	$0.0	$0.0	$87.5	$0.0	$0.0	$0.0	$6,125.0	$0
97	Refrigerant charging correction	3-C/I Equip	SM C&I	$7,219	$2,162	$2,005.3	$0.0	$10,026.7	$0.0	$0.0	$0.0	$0.0	$50,133.6	$0
98	Refrigeration Commissioning	3-C/I Equip	SM C&I	$270	$231	$75.0	$0.0	$375.0	$0.0	$0.0	$0.0	$0.0	$1,875.0	$0
99	Strip curtains for walk-ins - freezer	3-C/I Equip	SM C&I	$270	$231	$75.0	$0.0	$375.0	$0.0	$0.0	$0.0	$0.0	$3,750.0	$0
100	Vending Equipment Controlle	3-C/I Equip	SM C&I	$488	$281	$125.0	$625.0	$625.0	$0.0	$0.0	$0.0	$0.0	$3,125.0	$0
101	Window Film	3-C/I Equip	SM C&I	$350	$188	$31.3	$0.0	$250.0	$0.0	$0.0	$0.0	$0.0	$3,125.0	$0
102	Setback/Setup	3-C/I Equip	SM C&I	$518	$306	$150.0	$0.0	$375.0	$0.0	$0.0	$0.0	$0.0	$1,875.0	$0
103	Demand-controlled ventilation (DCV	4-C/I Equip	LG C&I	$228	$256	$36.0	$0.0	$60.0	$0.0	$0.0	$0.0	$0.0	$2,000.0	$0
104	Exterior HID replacement above 175W to 250W HID retrofit	4-C/I Equip	LG C&I	$3,009	$425	$268.6	$0.0	$2,149.2	$0.0	$0.0	$0.0	$0.0	$107,459.7	$0
105	HPT8 4ft 4 lamp, T12 to HPT8	4-C/I Equip	LG C&I	$30,089	$2,843	$2,686.5	$0.0	$21,491.9	$0.0	$0.0	$0.0	$0.0	$251,455.7	$0
106	Occupancy Sensors under 500 W	4-C/I Equip	LG C&I	$5,825	$676	$520.1	$0.0	$4,160.8	$0.0	$0.0	$0.0	$0.0	$52,009.8	$0
107	Water-Cooled cent Chiller 150 - 300 ton 0.57 kW/ton with 0.46 kW/ton IPLV	4-C/I Equip	LG C&I	$2,000	$1,156	$1,000.0	$6,000.0	$600.0	$0.0	$0.0	$0.0	$0.0	$100,000.0	$0

	Measure Name	Program	Rate Class	Utility Labor/Cost	Marketing	M&V	Retailer Sales Incentive	Rebate Processing	Retail Store Discount Tracking	Service Provider Costs	Service Provide Equip/Audit	Incentive Shipping & Other	Incentive Rebate for Equip	Annual Utility/SP O&M
108	Water-Cooled Centrifugal Chiller < 150 ton 0.56 kW/ton with 0.53 kW/ton IPLV	4-C/I Equip	LG C&I	$1,250	$781	$625.0	$3,750.0	$375.0	$0.0	$0.0	$0.0	$0.0	$62,500.0	$0
109	Window Film	4-C/I Equip	LG C&I	$70	$163	$6.3	$0.0	$50.0	$0.0	$0.0	$0.0	$0.0	$31,250.0	$0
110	Motors 1 HP 1200	5-IND MOTOR	LG C&I	$50	$181	$25.0	$312.5	$250.0	$0.0	$0.0	$0.0	$0.0	$2,500.0	$0
111	Motors 5 HP 1200	5-IND MOTOR	LG C&I	$30	$171	$15.0	$187.5	$150.0	$0.0	$0.0	$0.0	$0.0	$4,050.0	$0
112	Motors 10 HP 1200	5-IND MOTOR	LG C&I	$20	$166	$10.0	$125.0	$100.0	$0.0	$0.0	$0.0	$0.0	$3,500.0	$0
113	Motors 20 HP 1200	5-IND MOTOR	LG C&I	$10	$161	$5.0	$62.5	$50.0	$0.0	$0.0	$0.0	$0.0	$2,825.0	$0
114	Motors 1 HP 3600	5-IND MOTOR	LG C&I	$50	$181	$25.0	$312.5	$250.0	$0.0	$0.0	$0.0	$0.0	$2,500.0	$0
115	Motors 5 HP 3600	5-IND MOTOR	LG C&I	$30	$171	$15.0	$187.5	$150.0	$0.0	$0.0	$0.0	$0.0	$4,050.0	$0
116	Motors 10 HP 3600	5-IND MOTOR	LG C&I	$20	$166	$10.0	$125.0	$100.0	$0.0	$0.0	$0.0	$0.0	$3,500.0	$0
117	Motors 20 HP 3600	5-IND MOTOR	LG C&I	$10	$161	$5.0	$62.5	$50.0	$0.0	$0.0	$0.0	$0.0	$2,825.0	$0
118	Water Pumps with VFD's	5-IND MOTOR	LG C&I	$4	$158	$2.0	$25.0	$20.0	$0.0	$0.0	$0.0	$0.0	$300.0	$0
119	HVAC Fans with VFD's	5-IND MOTOR	LG C&I	$4	$158	$2.0	$25.0	$20.0	$0.0	$0.0	$0.0	$0.0	$300.0	$0
120	Air Compressors with VFD's	5-IND MOTOR	LG C&I	$4	$158	$2.0	$25.0	$20.0	$0.0	$0.0	$0.0	$0.0	$300.0	$0
121	Water Pumps with VFD's	5-IND MOTOR	LG C&I	$27	$158	$10.0	$100.0	$20.0	$0.0	$0.0	$0.0	$0.0	$1,500.0	$0
122	HVAC Fans with VFD's	5-IND MOTOR	LG C&I	$27	$158	$10.0	$100.0	$20.0	$0.0	$0.0	$0.0	$0.0	$1,500.0	$0
123	Air Compressors with VFD's	5-IND MOTOR	LG C&I	$27	$158	$10.0	$100.0	$20.0	$0.0	$0.0	$0.0	$0.0	$1,500.0	$0
124	Water Pumps with VFD's	5-IND MOTOR	LG C&I	$31	$158	$12.5	$200.0	$20.0	$0.0	$0.0	$0.0	$0.0	$3,000.0	$0
125	HVAC Fans with VFD's	5-IND MOTOR	LG C&I	$31	$158	$12.5	$200.0	$20.0	$0.0	$0.0	$0.0	$0.0	$3,000.0	$0
126	Air Compressors with VFD's	5-IND MOTOR	LG C&I	$31	$158	$12.5	$200.0	$20.0	$0.0	$0.0	$0.0	$0.0	$3,000.0	$0
127	Demand			$366,244	$1,829	$0	$1,076	$0	$0	$0	$48,420	$201,240	$0	$55,600	$58,079
128	1-Res Audits			$711,155	$36,428	$7,530	$13,363	$0	$0	$679	$60,996	$0	$134,163	$457,996	$0
129	2-RES App Turn-In			$396,499	$6,227	$4,606	$6,190	$0	$0	$0	$272,775	$0	$0	$106,702	$0
130	3-RES EE HVAC			$490,440	$19,512	$9,495	$7,383	$39,961	$13,839	$0	$0	$0	$0	$400,249	$0
131	4-Res-EE P			$625,179	$54,685	$27,276	$10,601	$16,306	$22,618	$35,229	$11,225	$0	$44,901	$402,336	$0
132	5-RES New Con			$947,527	$80,850	$23,573	$18,333	$0	$0	$0	$91,667	$733,104	$0	$0	$0
133	6-Res Whole			$167,476	$4,528	$10,668	$630	$0	$0	$0	$0	$120,000	$0	$31,650	$0
134	8-Multiple Family			$37,977	$3,240	$2,732	$395	$0	$1,580	$0	$1,054	$0	$4,215	$24,761	$0
135	7-Low Income			$280,413	$51,036	$1,032	$459	$0	$0	$0	$3,671	$0	$14,686	$209,529	$0
136	1-Res Audits LI			$72,326	$3,690	$1,170	$1,311	$0	$0	$71	$4,369	$0	$13,978	$47,736	$0
137	2-RES App Turn-In LI			$38,640	$589	$732	$605	$0	$0	$0	$26,628	$0	$0	$10,086	$0
138	4-Res-EE P LI			$25,691	$1,712	$413	$147	$0	$0	$3,486	$1,178	$0	$4,713	$14,042	$0
139	1-C/I Audits			$37,559	$8,757	$7,227	$0	$0	$0	$0	$7,192	$0	$0	$14,384	$0
140	2-Governmental Programs			$279,748	$25,700	$3,094	$1,384	$0	$10,334	$0	$0	$0	$0	$176,978	$62,258
141	3-C/I Equip			$1,224,208	$106,099	$19,529	$12,659	$35,910	$72,261	$974	$0	$0	$0	$976,777	$0
142	4-C/I Equip			$699,226	$42,471	$6,300	$5,142	$9,750	$28,887	$0	$0	$0	$0	$606,675	$0
143	5-IND MOTOR			$47,152	$405	$2,784	$184	$2,350	$1,280	$0	$0	$0	$0	$40,150	$0
144				$6,447,460	$447,757	$128,161	$79,862	$104,278	$150,799	$40,439	$529,175	$1,054,344	$216,656	$3,575,652	$120,337
145															
146															
147															
148	Recovery Allocation		Total	Utility Labor/Cost	Marketing	M&V	Retailer Sales Incentive	Rebate Processing	Retail Store Discount Tracking	Service Provider Costs	Service Provide Equip/Audit	Incentive Shipping & Other	Incentive Rebate for Equip	Utility/SP O&M	
149	Residential	Res	$4,135,231	$262,693	$86,807	$60,230	$56,268	$36,457	$39,465	$521,983	$1,054,344	$216,656	$1,742,248	$58,079	
150	Small Commercial & Industrial	SM C&I	$1,437,372	$122,773	$25,488	$13,781	$35,910	$80,716	$974	$7,192	$0	$0	$1,150,537	$0	
151	Large Commercial & Industrial	LG C&I	$774,405	$53,158	$15,522	$5,851	$12,100	$33,626	$0	$0	$0	$0	$654,147	$0	
152	Direct Gov	GOV	$100,453	$9,133	$344	$0	$0	$0	$0	$0	$0	$0	$28,719	$62,258	
			$6,447,460	$447,757	$128,161	$79,862	$104,278	$150,799	$40,439	$529,175	$1,054,344	$216,656	$3,575,652	$120,337	

Appendix D-4

Measure budgeted for 12 months starting June 1, 2012, ending May 31 2013

	Measure Name	Program	Recovery Class	Utility Labor/Cost	Marketing	M&V	Retailer Sales Incentive	Rebate Processing	Retail Store Discount Tracking	Service Provider Costs	Service Provide Equip/Audit	Incentive Shipping & Other	Incentive Rebate for Equip	Utility/SP O&M
1	DLC-CAC	Demand	Res	$0	$0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0
2	DLC-Pool Pumps	Demand	Res	$0	$0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0
3	DLC-Water Heat	Demand	Res	$0	$0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0
4	1-Res Home Audits - CFL 4 - Low Flow 2	1-Res Audits	Res	$12,319	$3,750	$6,843.8	$0.0	$0.0	$0.0	$13,687.6	$0.0	$54,750.3	$177,938.4	$0
5	1-Res Home Audits - CFL 4 - Low Flow 2	1-Res Audits	Res	$1,275	$828	$875.0	$0.0	$0.0	$0.0	$19,375.0	$0.0	$1,000.0	$3,250.0	$0
6	Schools Childern Education-No Savings	1-Res Audits	Res	$4,887	$63	$1,357.5	$0.0	$0.0	$0.0	$8,145.0	$0.0	$10,860.0	$16,290.0	$0
7	Refrigerator/Freezer recycling	2-RES App Turn-In	Res	$5,611	$4,172	$5,765.1	$0.0	$0.0	$0.0	$253,663.9	$0.0	$0.0	$96,084.8	$0
8	Room Air Conditioners	2-RES App Turn-In	Res	$616	$434	$424.7	$0.0	$0.0	$0.0	$19,110.8	$0.0	$0.0	$10,617.1	$0
9	ASHP - SEER 15	3-RES EE HVAC	Res	$1,319	$229	$399.6	$6,660.2	$666.0	$0.0	$0.0	$0.0	$0.0	$43,291.5	$0
10	CAC - SEER 15	3-RES EE HVAC	Res	$9,857	$4,092	$2,664.1	$33,301.1	$6,660.2	$0.0	$0.0	$0.0	$0.0	$299,710.1	$0
11	CAC - Maintenance	3-RES EE HVAC	Res	$7,534	$4,281	$4,185.5	$0.0	$6,278.2	$0.0	$0.0	$0.0	$0.0	$52,318.7	$0
12	Furnace Fans	3-RES EE HVAC	Res	$398	$747	$83.7	$0.0	$209.3	$0.0	$0.0	$0.0	$0.0	$1,674.2	$0
13	EE Ground Source Heat Pump	3-RES EE HVAC	Res	$405	$146	$50.0	$0.0	$25.0	$0.0	$0.0	$0.0	$0.0	$3,255.0	$0
14	Solar Water Heating	4-Res-EE P	Res	$48	$89	$10.0	$0.0	$25.0	$0.0	$0.0	$0.0	$0.0	$2,500.0	$0
15	HP Water Heater	4-Res-EE P	Res	$95	$139	$20.0	$0.0	$50.0	$0.0	$0.0	$0.0	$0.0	$3,000.0	$0
16	EE Water Heater	4-Res-EE P	Res	$17,027	$17,962	$3,584.6	$0.0	$8,961.6	$0.0	$0.0	$0.0	$0.0	$89,615.7	$0
17	Programable Thermostat_Heat	1-Res Audits	Res	$3,771	$39	$2,900.6	$0.0	$0.0	$0.0	$8,701.9	$0.0	$23,205.1	$180,421.3	$0
18	Programable Thermostat_CAC	4-Res-EE P	Res	$1,579	$478	$438.6	$877.2	$1,315.7	$0.0	$0.0	$0.0	$0.0	$10,964.6	$0
19	CFL bulbs regular-15	1-Res Audits	Res	$14,136	$2,811	$1,385.9	$0.0	$0.0	$0.0	$11,086.9	$0.0	$44,347.5	$66,521.2	$0
20	CFL bulbs regular-15	4-Res-EE P	Res	$14,312	$2,846	$1,403.2	$0.0	$0.0	$0.0	$11,225.3	$0.0	$44,901.3	$67,352.0	$0
21	CFL bulbs regular - Outside - 15	4-Res-EE P	Res	$296	$39	$0.0	$0.0	$0.0	$4,925.8	$0.0	$0.0	$0.0	$9,851.6	$0
22	CFL bulbs regular - 19	4-Res-EE P	Res	$1,697	$39	$0.0	$0.0	$0.0	$28,281.3	$0.0	$0.0	$0.0	$56,562.5	$0
23	Clothes Washer Energy Star, Electric Water heater, Electric Dryer	4-Res-EE P	Res	$1,875	$539	$500.0	$2,500.0	$1,250.0	$0.0	$0.0	$0.0	$0.0	$18,750.0	$0
24	Dehumidifiers	4-Res-EE P	Res	$1,875	$539	$500.0	$2,500.0	$1,250.0	$0.0	$0.0	$0.0	$0.0	$2,500.0	$0
25	Freezers Energy Star-Chest Freezer	4-Res-EE P	Res	$1,875	$539	$500.0	$2,500.0	$1,250.0	$0.0	$0.0	$0.0	$0.0	$6,250.0	$0
26	Holiday Lights	4-Res-EE P	Res	$763	$403	$363.6	$908.9	$1,454.3	$0.0	$0.0	$0.0	$0.0	$14,542.7	$0
27	LED Night Light	1-Res Audits	Res	$41	$39	$0.0	$0.0	$0.0	$678.8	$0.0	$0.0	$0.0	$13,575.0	$0
28	Pump and Motor Single Speed	4-Res-EE P	Res	$646	$443	$404.0	$2,020.2	$808.1	$0.0	$0.0	$0.0	$0.0	$8,080.9	$0
29	Refrigerators-Freezers Energy Star - Side by Side	4-Res-EE P	Res	$1,875	$539	$500.0	$2,500.0	$1,250.0	$0.0	$0.0	$0.0	$0.0	$12,500.0	$0
30	Refrigerators-Freezers Energy Star - Top Freezer	4-Res-EE P	Res	$1,875	$539	$500.0	$2,500.0	$1,250.0	$0.0	$0.0	$0.0	$0.0	$12,500.0	$0
31	Room Air Conditioners	4-Res-EE P	Res	$4,317	$39	$1,876.8	$0.0	$3,753.7	$0.0	$0.0	$0.0	$0.0	$46,920.8	$0
32	Smart Strip plug outlet	4-Res-EE P	Res	$3,970	$1,812	$0.0	$0.0	$0.0	$1,772.3	$0.0	$0.0	$0.0	$35,445.5	$0
33	Torchiere Floor Lamps	4-Res-EE P	Res	$560	$289	$0.0	$0.0	$0.0	$250.0	$0.0	$0.0	$0.0	$5,000.0	$0
34	Residential New Construction - 15%	5-RES New Con	Res	$0	$328	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0
35	Residential New Construction - 30%	5-RES New Con	Res	$0	$328	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0
36	Ceiling Fans	6-Res Whole	Res	$129	$74	$30.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$2,250.0	$0
37	Estar Windows	6-Res Whole	Res	$675	$74	$120.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$3,000.0	$0
38	Duct sealing 20 leakage base	6-Res Whole	Res	$1,225	$74	$100.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$10,000.0	$0
39	Low Flow Showerheads	6-Res Whole	Res	$324	$74	$100.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$4,600.0	$0
40	Kitchen Aerator	6-Res Whole	Res	$162	$74	$50.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$1,400.0	$0
41	Bathroom Aerator	6-Res Whole	Res	$162	$74	$50.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$1,400.0	$0
42	Pipe Wrap	6-Res Whole	Res	$576	$74	$60.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$3,000.0	$0
43	Roof Insulation	6-Res Whole	Res	$675	$74	$120.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$6,000.0	$0
44	Whole Building	6-Res Whole	Res	$600	$10,074	$0.0	$0.0	$0.0	$0.0	$0.0	$120,000.0	$0.0	$0.0	$0
45	Low Income Warm Program Through Act129	7-Low Income	Res	$43,964	$328	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$183,206.1	$0
46	Low Income Warm Program Through Act129 (Additional SmartStrips)	7-Low Income	Res	$262	$39	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$866.3	$0
47	1-Res Home Audits - CFL 4 - Low Flow 2 Water Heat	1-Res Audits LI	Res	$1,293	$687	$718.4	$0.0	$0.0	$0.0	$1,436.8	$0.0	$5,747.3	$18,678.6	$0
48	Schools Childern Education-No Savings	1-Res Audits LI	Res	$513	$74	$142.5	$0.0	$0.0	$0.0	$855.0	$0.0	$1,140.0	$1,710.0	$0
49	Refrigerator/Freezer recycling	2-RES App Turn-In LI	Res	$589	$732	$605.2	$0.0	$0.0	$0.0	$26,627.7	$0.0	$0.0	$10,086.3	$0
50	Programable Thermostat_Heat	1-Res Audits LI	Res	$396	$39	$304.5	$0.0	$0.0	$0.0	$913.5	$0.0	$2,435.9	$18,939.3	$0
51	CFL bulbs regular-15 -Free No Water Heat	1-Res Audits LI	Res	$1,484	$330	$145.5	$0.0	$0.0	$0.0	$1,163.8	$0.0	$4,655.3	$6,982.9	$0
52	CFL bulbs regular-15 -Free No Water Heat Mailed At Request	4-Res-EE P LI	Res	$1,502	$334	$147.3	$0.0	$0.0	$0.0	$1,178.3	$0.0	$4,713.4	$7,070.1	$0

	Measure Name	Program	Recovery Class	Utility Labor/Cost	Marketing	M&V	Retailer Sales Incentive	Rebate Processing	Retail Store Discount Tracking	Service Provider Costs	Service Provide Equip/Audit	Incentive Shipping & Other	Incentive Rebate for Equip	Utility/SP O&M
53	CFL bulbs regular - Outside - 15 - Store Rebates	4-Res-EE P LI	Res	$31	$39	$0.0	$0.0	$0.0	$517.1	$0.0	$0.0	$0.0	$1,034.1	$0
54	CFL bulbs regular - 19 - Store Rebates	4-Res-EE P LI	Res	$178	$39	$0.0	$0.0	$0.0	$2,968.8	$0.0	$0.0	$0.0	$5,937.5	$0
55	LED Night Light	1-Res Audits LI	Res	$4	$39	$0.0	$0.0	$0.0	$71.3	$0.0	$0.0	$0.0	$1,425.0	$0
56	Low Income Lighting-Warm Light	7-Low Income	Res	$2,178	$313	$178.5	$0.0	$0.0	$0.0	$1,428.3	$0.0	$5,713.3	$8,570.0	$0
57	Low Income Lighting-Warm SmartStrip	7-Low Income	Res	$1,968	$39	$58.9	$0.0	$0.0	$0.0	$471.4	$0.0	$1,885.4	$6,363.2	$0
58	Low Income Lighting-Low Usage	7-Low Income	Res	$2,790	$313	$228.7	$0.0	$0.0	$0.0	$1,829.4	$0.0	$7,317.5	$10,976.3	$0
59	Multiple Family - CFL Lighting	8-Multiple Family	Res	$1,607	$313	$131.7	$0.0	$0.0	$0.0	$1,053.7	$0.0	$4,214.6	$6,321.9	$0
60	Multiple Family - T8-Lighting	8-Multiple Family	SM C&I	$1,633	$2,420	$263.4	$0.0	$1,580.5	$0.0	$0.0	$0.0	$0.0	$18,438.9	$0
61	Commercial, Industrial Audit - Sm&Md	1-C/I Audits	SM C&I	$4,125	$2,813	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0
62	Commercial, Industrial Audit - Large	1-C/I Audits	LG C&I	$4,200	$4,063	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0
63	Commercial CFL Program	1-C/I Audits	SM C&I	$432	$39	$0.0	$0.0	$0.0	$0.0	$7,192.0	$0.0	$0.0	$14,384.0	$0
64	Commercial, Industrial Audit - Gov	1-C/I Audits	LG C&I	$0	$313	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0
65	Exterior HID replacement above 175W to 250W HID retrofit	2-Governmental Programs	LG C&I	$0	$344	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0
66	HPT8 4ft 4 lamp, T12 to HPT8	2-Governmental Programs	LG C&I	$0	$344	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0
67	LED Exit Signs Electronic Fixtures (Retrofit Only)	2-Governmental Programs	LG C&I	$0	$344	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0
68	Occupancy Sensors under 500 W	2-Governmental Programs	LG C&I	$0	$344	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0
69	LED Auto Traffic Signals	2-Governmental Programs	SM C&I	$0	$344	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0
70	LED Pedestrian Signals	2-Governmental Programs	SM C&I	$0	$344	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0
71	Street Lighting - 175 Mercury to 100 HPS	2-Governmental Programs	GOV	$9,133	$344	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$28,718.8	$62,258
72	0.57 kW/ton with 0.46 kW/ton IPLV	2-Governmental Programs	LG C&I	$0	$344	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0
73	0.56 kW/ton with 0.53 kW/ton IPLV	2-Governmental Programs	LG C&I	$0	$344	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0
74	AC <65,000 1 Ph	3-C/I Equip	SM C&I	$1,750	$906	$375.0	$2,500.0	$1,250.0	$0.0	$0.0	$0.0	$0.0	$37,500.0	$0
75	AC 65,000 - 135,000	3-C/I Equip	SM C&I	$1,938	$781	$312.5	$3,125.0	$625.0	$0.0	$0.0	$0.0	$0.0	$31,250.0	$0
76	AC 240,000 - 760,000	3-C/I Equip	SM C&I	$1,938	$781	$312.5	$3,125.0	$625.0	$0.0	$0.0	$0.0	$0.0	$43,750.0	$0
77	Clothes Washer CEE Tier1, Electric Water heater, Electric Dryer	3-C/I Equip	SM C&I	$1,225	$681	$262.5	$1,750.0	$875.0	$0.0	$0.0	$0.0	$0.0	$8,750.0	$0
78	Demand-controlled ventilation (DCV)	3-C/I Equip	SM C&I	$2,850	$1,406	$450.0	$0.0	$750.0	$0.0	$0.0	$0.0	$0.0	$25,000.0	$0
79	Efficient Refrigeration Condenser	3-C/I Equip	SM C&I	$65	$206	$50.0	$0.0	$100.0	$0.0	$0.0	$0.0	$0.0	$500.0	$0
80	Freezers less than 20ft3	3-C/I Equip	SM C&I	$335	$206	$50.0	$500.0	$125.0	$0.0	$0.0	$0.0	$0.0	$1,250.0	$0
81	ENERGY STAR Commercial Solid Door Freezers 20 to 48 ft3	3-C/I Equip	SM C&I	$335	$206	$50.0	$500.0	$125.0	$0.0	$0.0	$0.0	$0.0	$1,250.0	$0
82	ENERGY STAR Commercial Solid Door Refrigerators less than 20ft3	3-C/I Equip	SM C&I	$335	$206	$50.0	$500.0	$125.0	$0.0	$0.0	$0.0	$0.0	$1,250.0	$0
83	ENERGY STAR Commercial Solid Door Refrigerators 20 to 48 ft3	3-C/I Equip	SM C&I	$335	$206	$50.0	$500.0	$125.0	$0.0	$0.0	$0.0	$0.0	$1,250.0	$0
84	ENERGY STAR Ice Machines less than 500 lbs	3-C/I Equip	SM C&I	$1,340	$356	$200.0	$2,000.0	$500.0	$0.0	$0.0	$0.0	$0.0	$5,000.0	$0
85	ENERGY STAR Ice Machines 500 to 1000 lbs	3-C/I Equip	SM C&I	$1,340	$356	$200.0	$2,000.0	$500.0	$0.0	$0.0	$0.0	$0.0	$15,000.0	$0
86	ENERGY STAR Ice Machines more than 1000 lbs	3-C/I Equip	SM C&I	$1,340	$356	$200.0	$2,000.0	$500.0	$0.0	$0.0	$0.0	$0.0	$20,000.0	$0
87	ENERGY STAR Steam Cookers 3 Pan	3-C/I Equip	SM C&I	$2,211	$486	$330.0	$3,300.0	$825.0	$0.0	$0.0	$0.0	$0.0	$66,000.0	$0
88	Exterior HID replacement above 175W to 250W HID retrofit	3-C/I Equip	SM C&I	$843	$231	$75.2	$0.0	$601.9	$0.0	$0.0	$0.0	$0.0	$30,094.0	$0
89	EE Water Heater	3-C/I Equip	SM C&I	$3,288	$978	$616.6	$4,110.5	$2,055.2	$0.0	$0.0	$0.0	$0.0	$20,552.4	$0
90	HP Water Heater (Base Usage 22831)	3-C/I Equip	SM C&I	$2,500	$531	$375.0	$9,375.0	$625.0	$0.0	$0.0	$0.0	$0.0	$25,000.0	$0
91	HPT8 4ft 4 lamp, T12 to HPT8	3-C/I Equip	SM C&I	$39,808	$3,710	$3,554.2	$0.0	$28,434.0	$0.0	$0.0	$0.0	$0.0	$332,677.7	$0
92	LED Exit Signs Electronic Fixtures (Retrofit Only)	3-C/I Equip	SM C&I	$21,381	$2,253	$1,909.0	$0.0	$15,272.1	$0.0	$0.0	$0.0	$0.0	$114,540.8	$0
93	Occupancy Sensors under 500 W	3-C/I Equip	SM C&I	$7,707	$844	$688.1	$0.0	$5,504.7	$0.0	$0.0	$0.0	$0.0	$96,333.0	$0
94	Plug Load Occupancy Sensors Document Stations	3-C/I Equip	SM C&I	$968	$243	$86.4	$0.0	$691.3	$0.0	$0.0	$0.0	$0.0	$12,097.6	$0
95	Commercial Smart Strip plug outlet	3-C/I Equip	SM C&I	$2,871	$39	$0.0	$0.0	$0.0	$886.1	$0.0	$0.0	$0.0	$17,722.8	$0
96	Pre Rinse Sprayers	3-C/I Equip	SM C&I	$284	$156	$0.0	$0.0	$0.0	$87.5	$0.0	$0.0	$0.0	$6,125.0	$0
97	Refrigerant charging correction	3-C/I Equip	SM C&I	$7,219	$2,162	$2,005.3	$0.0	$10,026.7	$0.0	$0.0	$0.0	$0.0	$50,133.6	$0
98	Refrigeration Commissioning	3-C/I Equip	SM C&I	$270	$231	$75.0	$0.0	$375.0	$0.0	$0.0	$0.0	$0.0	$1,875.0	$0
99	Strip curtains for walk-ins - freezer	3-C/I Equip	SM C&I	$270	$231	$75.0	$0.0	$375.0	$0.0	$0.0	$0.0	$0.0	$3,750.0	$0
100	Vending Equipment Controller	3-C/I Equip	SM C&I	$488	$281	$125.0	$625.0	$625.0	$0.0	$0.0	$0.0	$0.0	$3,125.0	$0
101	Window Film	3-C/I Equip	SM C&I	$350	$188	$31.3	$0.0	$250.0	$0.0	$0.0	$0.0	$0.0	$3,125.0	$0

	Measure Name	Program	Recovery Class	Utility Labor/Cost	Marketing	M&V	Retailer Sales Incentive	Rebate Processing	Retail Store Discount Tracking	Service Provider Costs	Service Provide Equip/Audit	Incentive Shipping & Other	Incentive Rebate for Equip	Utility/SP O&M
102	Setback/Setup	3-C/I Equip	SM C&I	$518	$306	$150.0	$0.0	$375.0	$0.0	$0.0	$0.0	$0.0	$1,875.0	$0
103	Demand-controlled ventilation (DCV)	4-C/I Equip	LG C&I	$228	$256	$36.0	$0.0	$60.0	$0.0	$0.0	$0.0	$0.0	$2,000.0	$0
104	Exterior HID replacement above 175W to 250W HID retrofit	4-C/I Equip	LG C&I	$3,009	$425	$268.6	$0.0	$2,149.2	$0.0	$0.0	$0.0	$0.0	$107,459.7	$0
105	HPT8 4ft 4 lamp, T12 to HPT8	4-C/I Equip	LG C&I	$30,089	$2,843	$2,686.5	$0.0	$21,491.9	$0.0	$0.0	$0.0	$0.0	$251,455.7	$0
106	Occupancy Sensors under 500 W	4-C/I Equip	LG C&I	$5,825	$676	$520.1	$0.0	$4,160.8	$0.0	$0.0	$0.0	$0.0	$52,009.8	$0
107	Water-Cooled cent Chiller 150 - 300 ton 0.57 kW/ton with 0.46 kW/ton IPLV	4-C/I Equip	LG C&I	$2,000	$1,156	*$1,000.0*	*$6,000.0*	*$600.0*	$0.0	$0.0	$0.0	$0.0	$100,000.0	$0
108	Water-Cooled Centrifugal Chiller < 150 ton 0.56 kW/ton with 0.53 kW/ton IPLV	4-C/I Equip	LG C&I	$1,250	$781	$625.0	$3,750.0	$375.0	$0.0	$0.0	$0.0	$0.0	$62,500.0	$0
109	Window Film	4-C/I Equip	LG C&I	$70	$163	$6.3	$0.0	$50.0	$0.0	$0.0	$0.0	$0.0	$31,250.0	$0
110	Motors 1 HP 1200	5-IND MOTOR	LG C&I	$50	$181	$25.0	$312.5	$250.0	$0.0	$0.0	$0.0	$0.0	$2,500.0	$0
111	Motors 5 HP 1200	5-IND MOTOR	LG C&I	$30	$171	$15.0	$187.5	$150.0	$0.0	$0.0	$0.0	$0.0	$4,050.0	$0
112	Motors 10 HP 1200	5-IND MOTOR	LG C&I	$20	$166	$10.0	$125.0	$100.0	$0.0	$0.0	$0.0	$0.0	$3,500.0	$0
113	Motors 20 HP 1200	5-IND MOTOR	LG C&I	$10	$161	$5.0	$62.5	$50.0	$0.0	$0.0	$0.0	$0.0	$2,825.0	$0
114	Motors 1 HP 3600	5-IND MOTOR	LG C&I	$50	$181	$25.0	$312.5	$250.0	$0.0	$0.0	$0.0	$0.0	$2,500.0	$0
115	Motors 5 HP 3600	5-IND MOTOR	LG C&I	$30	$171	$15.0	$187.5	$150.0	$0.0	$0.0	$0.0	$0.0	$4,050.0	$0
116	Motors 10 HP 3600	5-IND MOTOR	LG C&I	$20	$166	$10.0	$125.0	$100.0	$0.0	$0.0	$0.0	$0.0	$3,500.0	$0
117	Motors 20 HP 3600	5-IND MOTOR	LG C&I	$10	$161	$5.0	$62.5	$50.0	$0.0	$0.0	$0.0	$0.0	$2,825.0	$0
118	Water Pumps with VFD's	5-IND MOTOR	LG C&I	$4	$158	$2.0	$25.0	$20.0	$0.0	$0.0	$0.0	$0.0	$300.0	$0
119	HVAC Fans with VFD's	5-IND MOTOR	LG C&I	$4	$158	$2.0	$25.0	$20.0	$0.0	$0.0	$0.0	$0.0	$300.0	$0
120	Air Compressors with VFD's	5-IND MOTOR	LG C&I	$4	$158	$2.0	$25.0	$20.0	$0.0	$0.0	$0.0	$0.0	$300.0	$0
121	Water Pumps with VFD's	5-IND MOTOR	LG C&I	$27	$158	$10.0	$100.0	$20.0	$0.0	$0.0	$0.0	$0.0	$1,500.0	$0
122	HVAC Fans with VFD's	5-IND MOTOR	LG C&I	$27	$158	$10.0	$100.0	$20.0	$0.0	$0.0	$0.0	$0.0	$1,500.0	$0
123	Air Compressors with VFD's	5-IND MOTOR	LG C&I	$27	$158	$10.0	$100.0	$20.0	$0.0	$0.0	$0.0	$0.0	$1,500.0	$0
124	Water Pumps with VFD's	5-IND MOTOR	LG C&I	$31	$158	$12.5	$200.0	$20.0	$0.0	$0.0	$0.0	$0.0	$3,000.0	$0
125	HVAC Fans with VFD's	5-IND MOTOR	LG C&I	$31	$158	$12.5	$200.0	$20.0	$0.0	$0.0	$0.0	$0.0	$3,000.0	$0
126	Air Compressors with VFD's	5-IND MOTOR	LG C&I	$31	$158	$12.5	$200.0	$20.0	$0.0	$0.0	$0.0	$0.0	$3,000.0	$0
125														
126														
127	Demand		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
128	1-Res Audits		$711,155	$36,428	$7,530	$13,363	$0	$0	$679	$60,996	$0	$134,163	$457,996	$0
129	2-RES App Turn-In		$396,499	$6,227	$4,606	$6,190	$0	$0	$0	$272,775	$0	$0	$106,702	$0
130	3-RES EE HVAC		$490,440	$19,512	$9,495	$7,383	$39,961	$13,839	$0	$0	$0	$0	$400,249	$0
131	4-Res-EE P		$625,179	$54,685	$27,276	$10,601	$16,306	$22,618	$35,229	$11,225	$0	$44,901	$402,336	$0
132	5-RES New Con		$656	$0	$656	$0	$0	$0	$0	$0	$0	$0	$0	$0
133	6-Res Whole		$167,476	$4,528	$10,668	$630	$0	$0	$0	$0	$120,000	$0	$31,650	$0
134	8-Multiple Family		$37,977	$3,240	$2,732	$395	$0	$1,580	$0	$1,054	$0	$4,215	$24,761	$0
135	7-Low Income		$281,287	$51,162	$1,032	$466	$0	$0	$0	$3,729	$0	$14,916	$209,982	$0
136	1-Res Audits LI		$72,326	$3,690	$1,170	$1,311	$0	$0	$71	$4,369	$0	$13,978	$47,736	$0
137	2-RES App Turn-In LI		$38,640	$589	$732	$605	$0	$0	$0	$26,628	$0	$0	$10,086	$0
138	4-Res-EE P LI		$25,691	$1,712	$413	$147	$0	$0	$3,486	$1,178	$0	$4,713	$14,042	$0
139	1-C/I Audits		$37,559	$8,757	$7,227	$0	$0	$0	$0	$7,192	$0	$0	$14,384	$0
140	2-Governmental Programs		$103,203	$9,133	$3,094	$0	$0	$0	$0	$0	$0	$0	$28,719	$62,258
141	3-C/I Equip		$1,224,208	$106,099	$19,529	$12,659	$35,910	$72,261	$974	$0	$0	$0	$976,777	$0
142	4-C/I Equip		$699,226	$42,471	$6,300	$5,142	$9,750	$28,887	$0	$0	$0	$0	$606,675	$0
143	5-IND MOTOR		$47,152	$405	$2,784	$184	$2,350	$1,280	$0	$0	$0	$0	$40,150	$0
144			$4,958,673	$348,636	$105,244	$59,076	$104,278	$140,465	$40,439	$389,146	$120,000	$216,887	$3,372,245	$62,258
145														
146														
147														

	Recovery Allocation		Total	Utility Labor/Cost	Marketing	M&V	Retailer Sales Incentive	Rebate Processing	Retail Store Discount Tracking	Service Provider Costs	Service Provide Equip/Audit	Incentive Shipping & Other	Incentive Rebate for Equip	Utility/SP O&M
148														
149	Residential	Res	$2,822,990	$180,140	$63,891	$40,827	$56,268	$36,457	$39,465	$381,954	$120,000	$216,887	$1,687,101	$0
150	Small Commercial & Industrial	SM C&I	$1,278,216	$112,289	$25,488	$12,922	$35,910	$73,841	$974	$7,192	$0	$0	$1,009,600	$0
151	Large Commercial & Industrial	LG C&I	$757,015	$47,075	$15,522	$5,326	$12,100	$30,167	$0	$0	$0	$0	$646,825	$0
152	Direct Gov	GOV	$100,453	$9,133	$344	$0	$0	$0	$0	$0	$0	$0	$28,719	$62,258
			$4,958,673	$348,636	$105,244	$59,076	$104,278	$140,465	$40,439	$389,146	$120,000	$216,887	$3,372,245	$62,258

Appendix D-5
Per Unit Budgeted Assumption per Measure

Appendix D-5
Per Unit Budget Assumptions

	Measure Name	Program	Rate Class	First Year start up costs*	Annual Base Cost after First Year	Per Unit A&G	Per Unit Program Costs	Per Unit Utility Costs	Utility Labor/Cost	Per Unit Marketing	Per Unit M&V	Retailer Sales Incentive	Rebate Processing	Retail Store Discount Tracking	Service Provider Costs	Service Provide Equip/Audit	Incentive Shipping & Other	Incentive Rebate for Equip	Utility/SP O&M	Rebate O&M
1	DLC-CAC	Demand	Res	$6,563	0	$3	$45	$48	$1.70		$1.00	$0.00			$45.00	$180.00		$50.00	$15.00	$50.00
2	DLC-Pool Pumps	Demand	Res	$6,563	0	$3	$45	$48	$1.70		$1.00	$0.00			$45.00	$285.00		$75.00	$15.00	$75.00
3	DLC-Water Heat	Demand	Res	$6,563	0	$3	$45	$48	$1.70		$1.00	$0.00			$45.00	$285.00		$75.00	$15.00	$75.00
4	1-Res Home Audits - CFL 4 - Low Flow 2	1-Res Audits	Res	$6,563	328.125	$0	$5	$5	$1.80	$0.50	$1.00				$2.00		$8.00	$26.00		
5	1-Res Home Audits - CFL 4 - Low Flow 2	1-Res Audits	Res	$6,563	328.125	$1	$20	$21	$10.20	$4.00	$7.00				$155.00		$8.00	$26.00		
6	Schools Childern Education-No Savings	1-Res Audits	Res	$1,250	62.5	$1	$10	$11	$3.60		$1.00				$6.00		$8.00	$12.00		
7	Refrigerator/Freezer recycling	2-RES App Turn-In	Res	$6,563	328.125	$8	$132	$140	$2.92	$2.00	$3.00				$132.00			$50.00		
8	Room Air Conditioners	2-RES App Turn-In	Res	$6,563	328.125	$5	$90	$95	$2.90	$0.50	$2.00				$90.00			$50.00		
9	ASHP - SEER 15	3-RES EE HVAC	Res	$1,918	95.875	$4	$65	$69	$9.90	$1.00	$3.00	$50.00	$5.00					$325.00		
10	CAC - SEER 15	3-RES EE HVAC	Res	$1,918	95.875	$2	$40	$42	$7.40	$3.00	$2.00	$25.00	$5.00					$225.00		
11	CAC - Maintenance	3-RES EE HVAC	Res	$1,918	95.875	$1	$10	$11	$3.60	$2.00	$2.00		$3.00					$25.00		
12	Furnace Fans	3-RES EE HVAC	Res	$6,563	328.125	$2	$25	$27	$9.50	$10.00	$2.00		$5.00					$40.00		
13	EE Ground Source Heat Pump	3-RES EE HVAC	Res	$1,918	95.875	$6	$100	$106	$81.00	$10.00	$10.00		$5.00					$651.00		
14	Solar Water Heating	4-Res-EE P	Res	$786	39.3125	$2	$25	$27	$9.50	$10.00	$2.00		$5.00					$500.00		
15	HP Water Heater	4-Res-EE P	Res	$786	39.3125	$2	$25	$27	$9.50	$10.00	$2.00		$5.00					$300.00		
16	EE Water Heater	4-Res-EE P	Res	$786	39.3125	$2	$25	$27	$9.50	$10.00	$2.00		$5.00					$50.00		
17	Programable Thermostat_Heat	1-Res Audits	Res	$786	39.3125	$0	$5	$5	$1.30		$1.00				$3.00		$8.00	$62.20		
18	Programable Thermostat_CAC	4-Res-EE P	Res	$786	39.3125	$1	$10	$11	$3.60	$1.00	$1.00	$2.00	$3.00					$25.00		
19	CFL bulbs regular-15	1-Res Audits	Res	$786	39.3125	$0	$5	$5	$2.55	$0.50	$0.25				$2.00		$8.00	$12.00		
20	CFL bulbs regular-15	4-Res-EE P	Res	$786	39.3125	$0	$5	$5	$2.55	$0.50	$0.25				$2.00		$8.00	$12.00		
21	CFL bulbs regular - Outside - 15	4-Res-EE P	Res	$786	39.3125	$0	$1	$1	$0.03					$0.50				$1.00		
22	CFL bulbs regular - 19	4-Res-EE P	Res	$786	39.3125	$0	$1	$1	$0.03					$0.50				$1.00		
23	Clothes Washer Energy Star, Electric Water heater, Electric Dryer	4-Res-EE P	Res	$786	39.3125	$2	$25	$27	$7.50	$2.00	$2.00	$10.00	$5.00					$75.00		
24	Dehumidifiers	4-Res-EE P	Res	$786	39.3125	$2	$25	$27	$7.50	$2.00	$2.00	$10.00	$5.00					$10.00		
25	Freezers Energy Star-Chest Freezer	4-Res-EE P	Res	$786	39.3125	$2	$25	$27	$7.50	$2.00	$2.00	$10.00	$5.00					$25.00		
26	Holiday Lights	4-Res-EE P	Res	$786	39.3125	$0	$5	$5	$1.05	$0.50	$0.50	$1.25	$2.00					$20.00		
27	LED Night Light	1-Res Audits	Res	$786	39.3125	$0	$1	$1	$0.03					$0.50			$0.00	$10.00		
28	Pump and Motor Single Speed	4-Res-EE P	Res	$786	39.3125	$1	$10	$11	$1.60	$1.00	$1.00	$5.00	$2.00					$20.00		
29	Refrigerators-Freezers Energy Star - Side by Side	4-Res-EE P	Res	$786	39.3125	$2	$25	$27	$7.50	$2.00	$2.00	$10.00	$5.00					$50.00		
30	Refrigerators-Freezers Energy Star - Top Freezer	4-Res-EE P	Res	$786	39.3125	$2	$25	$27	$7.50	$2.00	$2.00	$10.00	$5.00					$50.00		
31	Room Air Conditioners	4-Res-EE P	Res	$786	39.3125	$0	$5	$5	$2.30		$1.00		$2.00					$25.00		
32	Smart Strip plug outlet	4-Res-EE P	Res	$786	39.3125	$0	$2	$2	$1.12	$0.50				$0.50				$10.00		
33	Torchiere Floor Lamps	4-Res-EE P	Res	$786	39.3125	$0	$2	$2	$1.12	$0.50				$0.50				$10.00		
34	Residential New Construction - 15%	5-RES New Con	Res	$6,563	328.125	$13	$220	$233	$88.20	$25.00	$20.00				$100.00	$563.50				
35	Residential New Construction - 30%	5-RES New Con	Res	$6,563	328.125	$13	$220	$233	$88.20	$25.00	$20.00				$100.00	$1,036.00				
36	Ceiling Fans	6-Res Whole	Res	$1,485	74.25	$0	$5	$5	$4.30		$1.00							$75.00		
37	Estar Windows	6-Res Whole	Res	$1,485	74.25	$2	$25	$27	$22.50		$4.00							$100.00		
38	Duct sealing 20 leakage base	6-Res Whole	Res	$1,485	74.25	$2	$25	$27	$24.50		$2.00							$200.00		
39	Low Flow Showerheads	6-Res Whole	Res	$1,485	74.25	$0	$2	$2	$1.62		$0.50							$23.00		
40	Kitchen Aerator	6-Res Whole	Res	$1,485	74.25	$0	$1	$1	$0.81		$0.25							$7.00		
41	Bathroom Aerator	6-Res Whole	Res	$1,485	74.25	$0	$1	$1	$0.81		$0.25							$7.00		
42	Pipe Wrap	6-Res Whole	Res	$1,485	74.25	$1	$10	$11	$9.60		$1.00							$50.00		
43	Roof Insulation	6-Res Whole	Res	$1,485	74.25	$2	$25	$27	$22.50		$4.00							$200.00		
44	Whole Building	6-Res Whole	Res	$1,485	74.25	$2	$25	$27	$1.50	$25.00	$0.00					$300.00				
45	Low Income Warm Program Through Act129	7-Low Income	LI RES	$6,563	328.125	$33	$553	$586	$586.18									$2,442.75		
46	Low Income Warm Program Through Act129 (Additional SmartStrips)	7-Low Income	LI RES	$786	39.3125	$1	$10	$11	$10.60									$35.00		
47	1-Res Home Audits - *CFL 4 - Low Flow 2* Water Heat	1-Res Audits LI	Res	$104,463	328.125	$0	$5	$5	*$1.80*	$0.50	$1.00				$2.00		$8.00	$26.00		
48	Schools Childern Education-No Savings	1-Res Audits LI	Res	$28,025	74.25	$1	$10	$11	$3.60		$1.00				$6.00		$8.00	*$12.00*		
49	Refrigerator/Freezer recycling	2-RES App Turn-In LI	Res	$104,463	328.125	$8	$132	$140	$2.92	$2.00	$3.00				$132.00			$50.00		
50	Programable Thermostat_Heat	1-Res Audits LI	Res	$786	39.3125	$0	$5	$5	$1.30		$1.00				$3.00		$8.00	$62.20		
51	CFL bulbs regular-15 -Free No Water Heat	1-Res Audits LI	Res	$786	39.3125	$0	$5	$5	$2.55	$0.50	$0.25				$2.00		$8.00	$12.00		
52	CFL bulbs regular-15 -Free No Water Heat Mailed At Request	4-Res-EE P LI	Res	$786	39.3125	$0	$5	$5	$2.55	$0.50	$0.25				$2.00		$8.00	$12.00		
53	CFL bulbs regular - Outside - 15 - Store Rebates	4-Res-EE P LI	Res	$786	39.3125	$0	$1	$1	$0.03					$0.50				$1.00		
54	CFL bulbs regular - 19 - Store Rebates	4-Res-EE P LI	Res	$786	39.3125	$0	$1	$1	$0.03					$0.50				$1.00		
55	LED Night Light	1-Res Audits LI	Res	$786	39.3125	$0	$1	$1	$0.03					$0.50			$0.00	$10.00		
56	Low Income Lighting-Warm Light	7-Low Income	LI RES	$6,250	312.5	$0	$5	$5	$3.05		$0.25				$2.00		$8.00	$12.00		
57	Low Income Lighting-Warm SmartStrip	7-Low Income	LI RES	$786	39.3125	$1	$10	$11	$8.35		$0.25				$2.00		$8.00	$27.00		
58	Low Income Lighting-Low Usage	7-Low Income	LI RES	$6,250	312.5	$0	$5	$5	$3.05		$0.25				$2.00		$8.00	$12.00		
59	Multiple Family - CFL Lighting	8-Multiple Family	Res	$6,250	312.5	$0	$5	$5	$3.05		$0.25				$2.00		$8.00	$12.00		
60	Multiple Family - T8-Lighting	8-Multiple Family	SM C&I	$6,250	312.5	$1	$10	$11	$3.10	$4.00	$0.50		$3.00					$35.00		
61	Commercial, Industrial Audit - Sm&Md	1-C/I Audits	SM C&I	$6,250	312.5	$2	$25	$27	$16.50	$10.00								$0.00		
62	Commercial, Industrial Audit - Large	1-C/I Audits	LG C&I	$6,250	312.5	$6	$100	$106	$56.00	$50.00								$0.00		
63	Commercial CFL Program	1-C/I Audits	SM C&I	$786	39.3125	$0	$1	$1	$0.03						$0.50			$1.00		
64	Commercial, Industrial Audit - Gov	1-C/I Audits	LG C&I	$6,250	312.5	$6	$100	$106	$98.00		$8.00					$2,000.00		$0.00		
65	Exterior HID replacement above 175W to 250W HID retrofit	2-Governmental Programs	LG C&I	$6,875	343.75	$0	$5	$5	$3.05		$0.25		$2.00					$5.00		
66	HPT8 4ft 4 lamp, T12 to HPT8	2-Governmental Programs	LG C&I	$6,875	343.75	$0	$5	$5	$3.05		$0.25		$2.00					$5.00		
67	LED Exit Signs Electronic Fixtures (Retrofit Only)	2-Governmental Programs	LG C&I	$6,875	343.75	$0	$5	$5	$3.05		$0.25		$2.00					$2.00		
68	Occupancy Sensors under 500 W	2-Governmental Programs	LG C&I	$6,875	343.75	$0	$5	$5	$3.05		$0.25		$2.00					$2.00		
69	LED Auto Traffic Signals	2-Governmental Programs	SM C&I	$6,875	343.75	$0	$5	$5	$3.05		$0.25		$2.00					$45.00		

Appendix D-5
Per Unit Budget Assumptions

	Measure Name	Program	Rate Class	First Year start up costs*	Annual Base Cost after First Year	Per Unit A&G	Per Unit Program Costs	Per Unit Utility Costs	Utility Labor/Cost	Per Unit Marketing	Per Unit M&V	Retailer Sales Incentive	Rebate Processing	Retail Store Discount Tracking	Service Provider Costs	Service Provide Equip/Audit	Incentive Shipping & Other	Incentive Rebate for Equip	Utility/SP O&M	Rebate O&M
70	LED Pedestrian Signals	2-Governmental Programs	SM C&I	$6,875	343.75	$0	$5	$5	$3.05		$0.25		$2.00					$25.00		
71	Street Lighting - 175 Mercury to 100 HPS	2-Governmental Programs	SM C&I	$6,875	343.75	$1	$15	$16	$15.90									$50.00	$21.88	
72	Water-Cooled cent Chiller 150 - 300 ton 0.57 kW/ton with 0.46 kW/ton IPLV	2-Governmental Programs	LG C&I	$6,875	343.75	$15	$250	$265	$225.00		$25.00		$15.00					$50.00		
73	Water-Cooled Centrifugal Chiller < 150 ton 0.56 kW/ton with 0.53 kW/ton IPLV	2-Governmental Programs	LG C&I	$6,875	343.75	$15	$250	$265	$225.00		$25.00		$15.00					$50.00		
74	AC <65,000 1 Ph	3-C/I Equip	SM C&I	$3,125	156.25	$2	$25	$27	$7.00	$3.00	$1.50	$10.00	$5.00					$150.00		
75	AC 65,000 - 135,000	3-C/I Equip	SM C&I	$3,125	156.25	$3	$50	$53	$15.50	$5.00	$2.50	$25.00	$5.00					$250.00		
76	AC 240,000 - 760,000	3-C/I Equip	SM C&I	$3,125	156.25	$3	$50	$53	$15.50	$5.00	$2.50	$25.00	$5.00					$350.00		
77	Clothes Washer CEE Tier1, Electric Water heater, Electric Dryer	3-C/I Equip	SM C&I	$3,125	156.25	$2	$25	$27	$7.00	$3.00	$1.50	$10.00	$5.00					$50.00		
78	Demand-controlled ventilation (DCV)	3-C/I Equip	SM C&I	$3,125	156.25	$6	$100	$106	$57.00	$25.00	$9.00		$15.00					$500.00		
79	Efficient Refrigeration Condenser	3-C/I Equip	SM C&I	$3,125	156.25	$0	$5	$5	$1.30	$1.00	$1.00		$2.00					$10.00		
80	ENERGY STAR Commercial Solid Door Freezers less than 20ft3	3-C/I Equip	SM C&I	$3,125	156.25	$2	$40	$42	$13.40	$2.00	$2.00	$20.00	$5.00					$50.00		
81	ENERGY STAR Commercial Solid Door Freezers 20 to 48 ft3	3-C/I Equip	SM C&I	$3,125	156.25	$2	$40	$42	$13.40	$2.00	$2.00	$20.00	$5.00					$50.00		
82	ENERGY STAR Commercial Solid Door Refrigerators less than 20ft3	3-C/I Equip	SM C&I	$3,125	156.25	$2	$40	$42	$13.40	$2.00	$2.00	$20.00	$5.00					$50.00		
83	ENERGY STAR Commercial Solid Door Refrigerators 20 to 48 ft3	3-C/I Equip	SM C&I	$3,125	156.25	$2	$40	$42	$13.40	$2.00	$2.00	$20.00	$5.00					$50.00		
84	ENERGY STAR Ice Machines less than 500 lbs	3-C/I Equip	SM C&I	$3,125	156.25	$2	$40	$42	$13.40	$2.00	$2.00	$20.00	$5.00					$50.00		
85	ENERGY STAR Ice Machines 500 to 1000 lbs	3-C/I Equip	SM C&I	$3,125	156.25	$2	$40	$42	$13.40	$2.00	$2.00	$20.00	$5.00					$150.00		
86	ENERGY STAR Ice Machines more than 1000 lbs	3-C/I Equip	SM C&I	$3,125	156.25	$2	$40	$42	$13.40	$2.00	$2.00	$20.00	$5.00					$200.00		
87	ENERGY STAR Steam Cookers 3 Pan	3-C/I Equip	SM C&I	$3,125	156.25	$2	$40	$42	$13.40	$2.00	$2.00	$20.00	$5.00					$400.00		
88	Exterior HID replacement above 175W to 250W HID retrofit	3-C/I Equip	SM C&I	$3,125	156.25	$0	$5	$5	$2.80	$0.25	$0.25		$2.00					$100.00		
89	EE Water Heater	3-C/I Equip	SM C&I	$3,125	156.25	$2	$25	$27	$8.00	$2.00	$1.50	$10.00	$5.00					$50.00		
90	HP Water Heater (Base Usage 22831)	3-C/I Equip	SM C&I	$3,125	156.25	$6	$100	$106	$20.00	$3.00	$3.00	$75.00	$5.00					$200.00		
91	HPT8 4ft 4 lamp, T12 to HPT8	3-C/I Equip	SM C&I	$3,125	156.25	$0	$5	$5	$2.80	$0.25	$0.25		$2.00					$23.40		
92	LED Exit Signs Electronic Fixtures (Retrofit Only)	3-C/I Equip	SM C&I	$6,875	343.75	$0	$5	$5	$2.80	$0.25	$0.25		$2.00					$15.00		
93	Occupancy Sensors under 500 W	3-C/I Equip	SM C&I	$3,125	156.25	$0	$5	$5	$2.80	$0.25	$0.25		$2.00					$35.00		
94	Plug Load Occupancy Sensors Document Stations	3-C/I Equip	SM C&I	$3,125	156.25	$0	$5	$5	$2.80	$0.25	$0.25		$2.00					$35.00		
95	Commercial Smart Strip plug outlet	3-C/I Equip	SM C&I	$786	39.3125	$0	$2	$2	$1.62					$0.50				$10.00		
96	Pre Rinse Sprayers	3-C/I Equip	SM C&I	$3,125	156.25	$0	$2	$2	$1.62					$0.50				$35.00		
97	Refrigerant charging correction	3-C/I Equip	SM C&I	$3,125	156.25	$1	$10	$11	$3.60	$1.00	$1.00		$5.00					$25.00		
98	Refrigeration Commissioning	3-C/I Equip	SM C&I	$3,125	156.25	$1	$10	$11	$3.60	$1.00	$1.00		$5.00					$25.00		
99	Strip curtains for walk-ins - freezer	3-C/I Equip	SM C&I	$3,125	156.25	$1	$10	$11	$3.60	$1.00	$1.00		$5.00					$50.00		
100	Vending Equipment Controller	3-C/I Equip	SM C&I	$3,125	156.25	$1	$15	$16	$3.90	$1.00	$1.00	$5.00	$5.00					$25.00		
101	Window Film	3-C/I Equip	SM C&I	$3,125	156.25	$0	$5	$5	$2.80	$0.25	$0.25		$2.00					$25.00		
102	Setback/Setup	3-C/I Equip	SM C&I	$3,125	156.25	$1	$15	$16	$6.90	$2.00	$2.00		$5.00					$25.00		
103	Demand-controlled ventilation (DCV)	4-C/I Equip	LG C&I	$3,125	156.25	$6	$100	$106	$57.00	$25.00	$9.00		$15.00					$500.00		
104	Exterior HID replacement above 175W to 250W HID retrofit	4-C/I Equip	LG C&I	$3,125	156.25	$0	$5	$5	$2.80	$0.25	$0.25		$2.00					$100.00		
105	HPT8 4ft 4 lamp, T12 to HPT8	4-C/I Equip	LG C&I	$3,125	156.25	$0	$5	$5	$2.80	$0.25	$0.25		$2.00					$23.40		
106	Occupancy Sensors under 500 W	4-C/I Equip	LG C&I	$3,125	156.25	$0	$5	$5	$2.80	$0.25	$0.25		$2.00					$25.00		
107	Water-Cooled cent Chiller 150 - 300 ton 0.57 kW/ton with 0.46 kW/ton IPLV	4-C/I Equip	LG C&I	$3,125	156.25	$15	$250	$265	$50.00	$25.00	$25.00	$150.00	$15.00					$2,500.00		
108	Water-Cooled Centrifugal Chiller < 150 ton 0.56 kW/ton with 0.53 kW/ton IPLV	4-C/I Equip	LG C&I	$3,125	156.25	$15	$250	$265	$50.00	$25.00	$25.00	$150.00	$15.00					$2,500.00		
109	Window Film	4-C/I Equip	LG C&I	$3,125	156.25	$0	$5	$5	$2.80	$0.25	$0.25		$2.00					$1,250.00		
110	Motors 1 HP 1200	5-IND MOTOR	LG C&I	$3,125	156.25	$0	$5	$5	$0.40	$0.20	$0.20	$2.50	$2.00					$20.00		
111	Motors 5 HP 1200	5-IND MOTOR	LG C&I	$3,125	156.25	$0	$5	$5	$0.40	$0.20	$0.20	$2.50	$2.00					$54.00		
112	Motors 10 HP 1200	5-IND MOTOR	LG C&I	$3,125	156.25	$0	$5	$5	$0.40	$0.20	$0.20	$2.50	$2.00					$70.00		
113	Motors 20 HP 1200	5-IND MOTOR	LG C&I	$3,125	156.25	$0	$5	$5	$0.40	$0.20	$0.20	$2.50	$2.00					$113.00		
114	Motors 1 HP 3600	5-IND MOTOR	LG C&I	$3,125	156.25	$0	$5	$5	$0.40	$0.20	$0.20	$2.50	$2.00					$20.00		
115	Motors 5 HP 3600	5-IND MOTOR	LG C&I	$3,125	156.25	$0	$5	$5	$0.40	$0.20	$0.20	$2.50	$2.00					$54.00		
116	Motors 10 HP 3600	5-IND MOTOR	LG C&I	$3,125	156.25	$0	$5	$5	$0.40	$0.20	$0.20	$2.50	$2.00					$70.00		
117	Motors 20 HP 3600	5-IND MOTOR	LG C&I	$3,125	156.25	$0	$5	$5	$0.40	$0.20	$0.20	$2.50	$2.00					$113.00		
118	Water Pumps with VFD's	5-IND MOTOR	LG C&I	$3,125	156.25	$0	$5	$5	$0.40	$0.20	$0.20	$2.50	$2.00					$30.00		
119	HVAC Fans with VFD's	5-IND MOTOR	LG C&I	$3,125	156.25	$0	$5	$5	$0.40	$0.20	$0.20	$2.50	$2.00					$30.00		
120	Air Compressors with VFD's	5-IND MOTOR	LG C&I	$3,125	156.25	$0	$5	$5	$0.40	$0.20	$0.20	$2.50	$2.00					$30.00		
121	Water Pumps with VFD's	5-IND MOTOR	LG C&I	$3,125	156.25	$1	$15	$16	$2.70	$0.20	$1.00	$10.00	$2.00					$150.00		
122	HVAC Fans with VFD's	5-IND MOTOR	LG C&I	$3,125	156.25	$1	$15	$16	$2.70	$0.20	$1.00	$10.00	$2.00					$150.00		
123	Air Compressors with VFD's	5-IND MOTOR	LG C&I	$3,125	156.25	$1	$15	$16	$2.70	$0.20	$1.00	$10.00	$2.00					$150.00		
124	Water Pumps with VFD's	5-IND MOTOR	LG C&I	$3,125	156.25	$2	$25	$27	$3.05	$0.20	$1.25	$20.00	$2.00					$300.00		
125	HVAC Fans with VFD's	5-IND MOTOR	LG C&I	$3,125	156.25	$2	$25	$27	$3.05	$0.20	$1.25	$20.00	$2.00					$300.00		
126	Air Compressors with VFD's	5-IND MOTOR	LG C&I	$3,125	156.25	$2	$25	$27	$3.05	$0.20	$1.25	$20.00	$2.00					$300.00		

Appendix D-6
Per Program Budget Detail

Penn Power Budget Summary					
Four Year Program Budget		**Program Year 1**	**Program Year 2**	**Program Year 3**	**Program Year 4**
		Fall 2009	From 6/2010	From 6/2011	From 6/2012
		Until-5/2010	Until-5/2011	Until-5/2012	Until-5/2013
	Total Budget				
Total	**$20,432,832**	**$2,185,186**	**$6,841,513**	**$6,447,460**	**$4,958,673**
Utility Labor/Cost***	$1,367,886	$123,392	$448,101	$447,757	$348,636
Marketing***	$1,009,827	$650,761	$125,661	$128,161	$105,244
M&V***	$236,309	$16,569	$80,802	$79,862	$59,076
Retailer Sales Incentive	$333,690	$20,856	$104,278	$104,278	$104,278
Rebate Processing	$472,436	$30,371	$150,799	$150,799	$140,465
Retail Store Discount Tracking	$129,629	$8,313	$40,439	$40,439	$40,439
Service Provider Costs***	$1,593,297	$110,367	$564,608	$529,175	$389,146
Service Provide Equip/Audit	$2,681,915	$266,167	$1,241,404	$1,054,344	$120,000
Incentive Shipping & Other**	$698,273	$48,361	$216,368	$216,656	$216,887
Incentive Rebate for Equip**	$11,419,753	$856,121	$3,615,735	$3,575,652	$3,372,245
Utility/SP O&M	$489,818	$53,907	$253,317	$120,337	$62,258

** *Variable based on number of units of participation each year.*

**** Budget line items reflect the results of measure based modeling for the EE Plan filing. Actual program expenditures (e.g. for promotion, EM&V, Tracking, labor costs) will be allocated to the sector based on budgeted amounts.*

These budget figures are consistent with those filed with the Pennsylvania PSC under the FirstEnergy EECP. Actual budgets will vary due to vendor contractual agreements and customer participation levels, among other factors out of the utility's control.

Appendix D-6
Per Program Budget Detail

Residential Home Energy Audits Program					
Four Year Program Budget		**Program Year 1**	**Program Year 2**	**Program Year 3**	**Program Year 4**
		Fall 2009	From 6/2010	From 6/2011	From 6/2012
		Until-5/2010	Until-5/2011	Until-5/2012	Until-5/2013
	Program Code*	1-Res Audits	1-Res Audits	1-Res Audits	1-Res Audits
	Total Budget				
Total	**$2,309,013**	**$175,548**	**$711,155**	**$711,155**	**$711,155**
Utility Labor/Cost***	$118,048	$8,764	$36,428	$36,428	$36,428
Marketing***	$40,663	$18,072	$7,530	$7,530	$7,530
M&V***	$43,168	$3,080	$13,363	$13,363	$13,363
Retailer Sales Incentive	$0	$0	$0	$0	$0
Rebate Processing	$0	$0	$0	$0	$0
Retail Store Discount Tracking	$2,376	$339	$679	$679	$679
Service Provider Costs***	$197,632	$14,643	$60,996	$60,996	$60,996
Service Provide Equip/Audit	$0	$0	$0	$0	$0
Incentive Shipping & Other**	$432,579	$30,091	$134,163	$134,163	$134,163
Incentive Rebate for Equip**	$1,474,547	$100,559	$457,996	$457,996	$457,996
Utility/SP O&M	$0	$0	$0	$0	$0

* This code links this budget to the model input tables in file labeled "PP-EC_Plan_Appendices-WCharts-Budget"

* *Variable based on number of units of participation each year.*

*** *Budget line items reflect the results of measure based modeling for the EE Plan filing. Actual program expenditures (e.g. for promotion, EM&V, Tracking, labor costs) will be allocated to the sector based on budgeted amounts.*

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Residential Appliance Turn-In Program					
Four Year Program Budget		**Program Year 1**	**Program Year 2**	**Program Year 3**	**Program Year 4**
		Fall 2009	From 6/2010	From 6/2011	From 6/2012
		Until-5/2010	Until-5/2011	Until-5/2012	Until-5/2013
	Program Code*	2-RES App Turn-In	2-RES App Turn-In	2-RES App Turn-In	2-RES App Turn-In
	Total Budget				
Total	**$1,281,792**	**$92,294**	**$396,499**	**$396,499**	**$396,499**
Utility Labor/Cost***	$19,927	$1,245	$6,227	$6,227	$6,227
Marketing***	$27,732	$13,915	$4,606	$4,606	$4,606
M&V***	$19,807	$1,238	$6,190	$6,190	$6,190
Retailer Sales Incentive	$0	$0	$0	$0	$0
Rebate Processing	$0	$0	$0	$0	$0
Retail Store Discount Tracking	$0	$0	$0	$0	$0
Service Provider Costs***	$872,879	$54,555	$272,775	$272,775	$272,775
Service Provide Equip/Audit	$0	$0	$0	$0	$0
Incentive Shipping & Other**	$0	$0	$0	$0	$0
Incentive Rebate for Equip**	$341,446	$21,340	$106,702	$106,702	$106,702
Utility/SP O&M	$0	$0	$0	$0	$0

* This code links this budget to the model input tables in file labeled "PP-EC_Plan_Appendices-WCharts-Budget"

* *Variable based on number of units of participation each year.*

*** *Budget line items reflect the results of measure based modeling for the EE Plan filing. Actual program expenditures (e.g. for promotion, EM&V, Tracking, labor costs) will be allocated to the sector based on budgeted amounts.*

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Appendix D-6
Per Program Budget Detail

Residential Energy Efficient HVAC Program					
Four Year Program Budget		**Program Year 1**	**Program Year 2**	**Program Year 3**	**Program Year 4**
		Fall 2009	From 6/2010	From 6/2011	From 6/2012
		Until-5/2010	Until-5/2011	Until-5/2012	Until-5/2013
	Program Code*	3-RES EE HVAC	3-RES EE HVAC	3-RES EE HVAC	3-RES EE HVAC
	Total Budget				
Total	**$1,582,741**	**$111,421**	**$490,440**	**$490,440**	**$490,440**
Utility Labor/Cost***	$62,359	$3,821	$19,512	$19,512	$19,512
Marketing***	$44,464	$15,979	$9,495	$9,495	$9,495
M&V***	$23,615	$1,467	$7,383	$7,383	$7,383
Retailer Sales Incentive	$127,876	$7,992	$39,961	$39,961	$39,961
Rebate Processing	$44,279	$2,763	$13,839	$13,839	$13,839
Retail Store Discount Tracking	$0	$0	$0	$0	$0
Service Provider Costs***	$0	$0	$0	$0	$0
Service Provide Equip/Audit	$0	$0	$0	$0	$0
Incentive Shipping & Other**	$0	$0	$0	$0	$0
Incentive Rebate for Equip**	$1,280,147	$79,399	$400,249	$400,249	$400,249
Utility/SP O&M	$0	$0	$0	$0	$0

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* *Variable based on number of units of participation each year.*

*** *Budget line items reflect the results of measure based modeling for the EE Plan filing. Actual program expenditures (e.g. for promotion, EM&V, Tracking, labor costs) will be allocated to the sector based on budgeted amounts.*

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Appendix D-6
Per Program Budget Detail

Residential Energy Efficient Products Program					
Four Year Program Budget		**Program Year 1**	**Program Year 2**	**Program Year 3**	**Program Year 4**
		Fall 2009	From 6/2010	From 6/2011	From 6/2012
		Until-5/2010	Until-5/2011	Until-5/2012	Until-5/2013
	Program Code*	4-Res-EE P	4-Res-EE P	4-Res-EE P	4-Res-EE P
	Total Budget				
Total	**$2,015,468**	**$139,932**	**$625,179**	**$625,179**	**$625,179**
Utility Labor/Cost***	$175,178	$11,124	$54,685	$54,685	$54,685
Marketing***	$100,487	$18,658	$27,276	$27,276	$27,276
M&V***	$34,010	$2,208	$10,601	$10,601	$10,601
Retailer Sales Incentive	$52,180	$3,261	$16,306	$16,306	$16,306
Rebate Processing	$72,551	$4,696	$22,618	$22,618	$22,618
Retail Store Discount Tracking	$112,734	$7,046	$35,229	$35,229	$35,229
Service Provider Costs***	$35,921	$2,245	$11,225	$11,225	$11,225
Service Provide Equip/Audit	$0	$0	$0	$0	$0
Incentive Shipping & Other**	$143,684	$8,980	$44,901	$44,901	$44,901
Incentive Rebate for Equip**	$1,288,722	$81,713	$402,336	$402,336	$402,336
Utility/SP O&M	$0	$0	$0	$0	$0

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* *Variable based on number of units of participation each year.*

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Residential New Construction Program					
Four Year Program Budget		**Program Year 1**	**Program Year 2**	**Program Year 3**	**Program Year 4**
		Fall 2009	From 6/2010	From 6/2011	From 6/2012
		Until-5/2010	Until-5/2011	Until-5/2012	Until-5/2013
	Program Code*	5-RES New Con	5-RES New Con	5-RES New Con	5-RES New Con
	Total Budget				
Total	**$2,080,994**	**$185,283**	**$947,527**	**$947,527**	**$656**
Utility Labor/Cost***	$176,400	$14,700	$80,850	$80,850	$0
Marketing***	$65,094	$17,292	$23,573	$23,573	$656
M&V***	$40,000	$3,333	$18,333	$18,333	$0
Retailer Sales Incentive	$0	$0	$0	$0	$0
Rebate Processing	$0	$0	$0	$0	$0
Retail Store Discount Tracking	$0	$0	$0	$0	$0
Service Provider Costs***	$200,000	$16,667	$91,667	$91,667	$0
Service Provide Equip/Audit	$1,599,500	$133,292	$733,104	$733,104	$0
Incentive Shipping & Other**	$0	$0	$0	$0	$0
Incentive Rebate for Equip**	$0	$0	$0	$0	$0
Utility/SP O&M	$0	$0	$0	$0	$0

* This code links this budget to the model input tables in file labeled "PP-EC_Plan_Appendices-WCharts-Budget"

* **Variable based on number of units of participation each year.*

*** *Budget line items reflect the results of measure based modeling for the EE Plan filing. Actual program expenditures (e.g. for promotion, EM&V, Tracking, labor costs) will be allocated to the sector based on budgeted amounts.*

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Appendix D-6
Per Program Budget Detail

Residential Whole Building Program					
Four Year Program Budget		**Program Year 1**	**Program Year 2**	**Program Year 3**	**Program Year 4**
		Fall 2009	From 6/2010	From 6/2011	From 6/2012
		Until-5/2010	Until-5/2011	Until-5/2012	Until-5/2013
	Program Code*	6-Res Whole	6-Res Whole	6-Res Whole	6-Res Whole
	Total Budget				
Total	**$599,198**	**$96,769**	**$167,476**	**$167,476**	**$167,476**
Utility Labor/Cost***	$15,848	$2,264	$4,528	$4,528	$4,528
Marketing***	$50,370	$18,365	$10,668	$10,668	$10,668
M&V***	$2,205	$315	$630	$630	$630
Retailer Sales Incentive	$0	$0	$0	$0	$0
Rebate Processing	$0	$0	$0	$0	$0
Retail Store Discount Tracking	$0	$0	$0	$0	$0
Service Provider Costs***	$0	$0	$0	$0	$0
Service Provide Equip/Audit	$420,000	$60,000	$120,000	$120,000	$120,000
Incentive Shipping & Other**	$0	$0	$0	$0	$0
Incentive Rebate for Equip**	$110,775	$15,825	$31,650	$31,650	$31,650
Utility/SP O&M	$0	$0	$0	$0	$0

* This code links this budget to the model input tables in file labeled "PP-EC_Plan_Appendices-WCharts-Budget"

* *Variable based on number of units of participation each year.*

*** *Budget line items reflect the results of measure based modeling for the EE Plan filing. Actual program expenditures (e.g. for promotion, EM&V, Tracking, labor costs) will be allocated to the sector based on budgeted amounts.*

These budget figures are consistent with those filed with the Pennsylvania PSC under the FirstEnergy EECP. Actual budgets will vary due to vendor contractual agreements and customer participation levels, among other factors out of the utility's control.

Appendix D-6
Per Program Budget Detail

Residential Low-Income Program					
Four Year Program Budget		**Program Year 1**	**Program Year 2**	**Program Year 3**	**Program Year 4**
		Fall 2009	From 6/2010	From 6/2011	From 6/2012
		Until-5/2010	Until-5/2011	Until-5/2012	Until-5/2013
	Program Code*	7-Low Income	7-Low Income	7-Low Income	7-Low Income
	Total Budget				
Total	**$1,084,982**	**$243,963**	**$279,320**	**$280,413**	**$281,287**
Utility Labor/Cost***	$195,452	$42,376	$50,879	$51,036	$51,162
Marketing***	$23,730	$20,635	$1,032	$1,032	$1,032
M&V***	$1,511	$136	$450	$459	$466
Retailer Sales Incentive	$0	$0	$0	$0	$0
Rebate Processing	$0	$0	$0	$0	$0
Retail Store Discount Tracking	$0	$0	$0	$0	$0
Service Provider Costs***	$12,092	$1,092	$3,599	$3,671	$3,729
Service Provide Equip/Audit	$0	$0	$0	$0	$0
Incentive Shipping & Other**	$48,367	$4,367	$14,398	$14,686	$14,916
Incentive Rebate for Equip**	$803,830	$175,357	$208,962	$209,529	$209,982
Utility/SP O&M	$0	$0	$0	$0	$0

* This code links this budget to the model input tables in file labeled "PP-EC_Plan_Appendices-WCharts-Budget"

* *Variable based on number of units of participation each year.*

*** *Budget line items reflect the results of measure based modeling for the EE Plan filing. Actual program expenditures (e.g. for promotion, EM&V, Tracking, labor costs) will be allocated to the sector based on budgeted amounts.*

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Residential Low-Income Home Energy Audits Program					
Four Year Program Budget		**Program Year 1**	**Program Year 2**	**Program Year 3**	**Program Year 4**
		Fall 2009	From 6/2010	From 6/2011	From 6/2012
		Until-5/2010	Until-5/2011	Until-5/2012	Until-5/2013
	Program Code*	1-Res Audits LI	1-Res Audits LI	1-Res Audits LI	1-Res Audits LI
	Total Budget				
Total	**$367,944**	**$150,966**	**$72,326**	**$72,326**	**$72,326**
Utility Labor/Cost***	$11,964	$893	$3,690	$3,690	$3,690
Marketing***	$138,488	$134,976	$1,170	$1,170	$1,170
M&V***	$4,238	$305	$1,311	$1,311	$1,311
Retailer Sales Incentive	$0	$0	$0	$0	$0
Rebate Processing	$0	$0	$0	$0	$0
Retail Store Discount Tracking	$249	$36	$71	$71	$71
Service Provider Costs***	$14,238	$1,130	$4,369	$4,369	$4,369
Service Provide Equip/Audit	$0	$0	$0	$0	$0
Incentive Shipping & Other**	$45,073	$3,138	$13,978	$13,978	$13,978
Incentive Rebate for Equip**	$153,695	$10,488	$47,736	$47,736	$47,736
Utility/SP O&M	$0	$0	$0	$0	$0

* This code links this budget to the model input tables in file labeled "PP-EC_Plan_Appendices-WCharts-Budget"

* *Variable based on number of units of participation each year.*

*** *Budget line items reflect the results of measure based modeling for the EE Plan filing. Actual program expenditures (e.g. for promotion, EM&V, Tracking, labor costs) will be allocated to the sector based on budgeted amounts.*

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Residential Low-Income Appliance Turn-In Program					
Four Year Program Budget		**Program Year 1**	**Program Year 2**	**Program Year 3**	**Program Year 4**
		Fall 2009	From 6/2010	From 6/2011	From 6/2012
		Until-5/2010	Until-5/2011	Until-5/2012	Until-5/2013
	Program Code*	2-RES App Turn-In LI	2-RES App Turn-In LI	2-RES App Turn-In LI	2-RES App Turn-In LI
	Total Budget				
Total	**$228,044**	**$112,125**	**$38,640**	**$38,640**	**$38,640**
Utility Labor/Cost***	$1,885	$118	$589	$589	$589
Marketing***	$106,738	$104,543	$732	$732	$732
M&V***	$1,937	$121	$605	$605	$605
Retailer Sales Incentive	$0	$0	$0	$0	$0
Rebate Processing	$0	$0	$0	$0	$0
Retail Store Discount Tracking	$0	$0	$0	$0	$0
Service Provider Costs***	$85,209	$5,326	$26,628	$26,628	$26,628
Service Provide Equip/Audit	$0	$0	$0	$0	$0
Incentive Shipping & Other**	$0	$0	$0	$0	$0
Incentive Rebate for Equip**	$32,276	$2,017	$10,086	$10,086	$10,086
Utility/SP O&M	$0	$0	$0	$0	$0

* This code links this budget to the model input tables in file labeled "PP-EC_Plan_Appendices-WCharts-Budget"

* *Variable based on number of units of participation each year.*

*** *Budget line items reflect the results of measure based modeling for the EE Plan filing. Actual program expenditures (e.g. for promotion, EM&V, Tracking, labor costs) will be allocated to the sector based on budgeted amounts.*

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Appendix D-6
Per Program Budget Detail

Residential Low-Income Energy Efficient Products Program					
Four Year Program Budget		**Program Year 1**	**Program Year 2**	**Program Year 3**	**Program Year 4**
		Fall 2009	From 6/2010	From 6/2011	From 6/2012
		Until-5/2010	Until-5/2011	Until-5/2012	Until-5/2013
	Program Code*	4-Res-EE P LI	4-Res-EE P LI	4-Res-EE P LI	4-Res-EE P LI
	Total Budget				
Total	**$84,545**	**$7,473**	**$25,691**	**$25,691**	**$25,691**
Utility Labor/Cost***	$5,477	$342	$1,712	$1,712	$1,712
Marketing***	$3,655	$2,418	$413	$413	$413
M&V***	$471	$29	$147	$147	$147
Retailer Sales Incentive	$0	$0	$0	$0	$0
Rebate Processing	$0	$0	$0	$0	$0
Retail Store Discount Tracking	$11,155	$697	$3,486	$3,486	$3,486
Service Provider Costs***	$3,771	$236	$1,178	$1,178	$1,178
Service Provide Equip/Audit	$0	$0	$0	$0	$0
Incentive Shipping & Other**	$15,083	$943	$4,713	$4,713	$4,713
Incentive Rebate for Equip**	$44,934	$2,808	$14,042	$14,042	$14,042
Utility/SP O&M	$0	$0	$0	$0	$0

* This code links this budget to the model input tables in file labeled "PP-EC_Plan_Appendices-WCharts-Budget"

* **Variable based on number of units of participation each year.*

*** *Budget line items reflect the results of measure based modeling for the EE Plan filing. Actual program expenditures (e.g. for promotion, EM&V, Tracking, labor costs) will be allocated to the sector based on budgeted amounts.*

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Appendix D-6
Per Program Budget Detail

Residential Multi-Family Program					
Four Year Program Budget		**Program Year 1**	**Program Year 2**	**Program Year 3**	**Program Year 4**
		Fall 2009	From 6/2010	From 6/2011	From 6/2012
		Until-5/2010	Until-5/2011	Until-5/2012	Until-5/2013
	Program Code*	8-Multiple Family	8-Multiple Family	8-Multiple Family	8-Multiple Family
	Total Budget				
Total	**$133,902**	**$19,970**	**$37,977**	**$37,977**	**$37,977**
Utility Labor/Cost***	$10,368	$648	$3,240	$3,240	$3,240
Marketing***	$21,118	$12,921	$2,732	$2,732	$2,732
M&V***	$1,264	$79	$395	$395	$395
Retailer Sales Incentive	$0	$0	$0	$0	$0
Rebate Processing	$5,058	$316	$1,580	$1,580	$1,580
Retail Store Discount Tracking	$0	$0	$0	$0	$0
Service Provider Costs***	$3,372	$211	$1,054	$1,054	$1,054
Service Provide Equip/Audit	$0	$0	$0	$0	$0
Incentive Shipping & Other**	$13,487	$843	$4,215	$4,215	$4,215
Incentive Rebate for Equip**	$79,235	$4,952	$24,761	$24,761	$24,761
Utility/SP O&M	$0	$0	$0	$0	$0

* This code links this budget to the model input tables in file labeled "PP-EC_Plan_Appendices-WCharts-Budget"

* **Variable based on number of units of participation each year.*

*** *Budget line items reflect the results of measure based modeling for the EE Plan filing. Actual program expenditures (e.g. for promotion, EM&V, Tracking, labor costs) will be allocated to the sector based on budgeted amounts.*

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Appendix D-6
Per Program Budget Detail

Residential Direct Load Control Program					
Four Year Program Budget		**Program Year 1**	**Program Year 2**	**Program Year 3**	**Program Year 4**
		Fall 2009	From 6/2010	From 6/2011	From 6/2012
		Until-5/2010	Until-5/2011	Until-5/2012	Until-5/2013
	Program Code*	Demand	Demand	Demand	Demand
	Total Budget				
Total	**$1,233,052**	**$142,238**	**$724,570**	**$366,244**	**$0**
Utility Labor/Cost***	$5,484	$485	$3,171	$1,829	$0
Marketing***	$19,688	$19,688	$0	$0	$0
M&V***	$3,226	$285	$1,865	$1,076	$0
Retailer Sales Incentive	$0	$0	$0	$0	$0
Rebate Processing	$0	$0	$0	$0	$0
Retail Store Discount Tracking	$0	$0	$0	$0	$0
Service Provider Costs***	$145,170	$12,825	$83,925	$48,420	$0
Service Provide Equip/Audit	$602,415	$52,875	$348,300	$201,240	$0
Incentive Shipping & Other**	$0	$0	$0	$0	$0
Incentive Rebate for Equip**	$166,475	$14,625	$96,250	$55,600	$0
Utility/SP O&M	$290,594	$41,456	$191,059	$58,079	$0

* This code links this budget to the model input tables in file labeled "PP-EC_Plan_Appendices-WCharts-Budget"

* *Variable based on number of units of participation each year.*

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Appendix D-6
Per Program Budget Detail

Commercial/Industrial Audit & Technology Assessment Program					
Four Year Program Budget		**Program Year 1**	**Program Year 2**	**Program Year 3**	**Program Year 4**
		Fall 2009	From 6/2010	From 6/2011	From 6/2012
		Until-5/2010	Until-5/2011	Until-5/2012	Until-5/2013
	Program Code*	1-C/I Audits	1-C/I Audits	1-C/I Audits	1-C/I Audits
	Total Budget				
Total	**$196,351**	**$46,853**	**$74,379**	**$37,559**	**$37,559**
Utility Labor/Cost***	$27,601	$2,171	$7,917	$8,757	$8,757
Marketing***	$39,467	$20,286	$4,727	$7,227	$7,227
M&V***	$240	$80	$160	$0	$0
Retailer Sales Incentive	$0	$0	$0	$0	$0
Rebate Processing	$0	$0	$0	$0	$0
Retail Store Discount Tracking	$0	$0	$0	$0	$0
Service Provider Costs***	$23,014	$1,438	$7,192	$7,192	$7,192
Service Provide Equip/Audit	$60,000	$20,000	$40,000	$0	$0
Incentive Shipping & Other**	$0	$0	$0	$0	$0
Incentive Rebate for Equip**	$46,029	$2,877	$14,384	$14,384	$14,384
Utility/SP O&M	$0	$0	$0	$0	$0

* This code links this budget to the model input tables in file labeled "PP-EC_Plan_Appendices-WCharts-Budget"

* *Variable based on number of units of participation each year.*

*** *Budget line items reflect the results of measure based modeling for the EE Plan filing. Actual program expenditures (e.g. for promotion, EM&V, Tracking, labor costs) will be allocated to the sector based on budgeted amounts.*

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Appendix D-6
Per Program Budget Detail

Governmental & Institutional Program

Four Year Program Budget	Program Code* Total Budget	Program Year 1 Fall 2009 Until-5/2010 2-Governmental Programs	Program Year 2 From 6/2010 Until-5/2011 2-Governmental Programs	Program Year 3 From 6/2011 Until-5/2012 2-Governmental Programs	Program Year 4 From 6/2012 Until-5/2013 2-Governmental Programs
Total	**$776,466**	**$113,767**	**$279,748**	**$279,748**	**$103,203**
Utility Labor/Cost***	$65,208	$4,675	$25,700	$25,700	$9,133
Marketing***	$71,156	$61,875	$3,094	$3,094	$3,094
M&V***	$3,002	$233	$1,384	$1,384	$0
Retailer Sales Incentive	$0	$0	$0	$0	$0
Rebate Processing	$22,536	$1,868	$10,334	$10,334	$0
Retail Store Discount Tracking	$0	$0	$0	$0	$0
Service Provider Costs***	$0	$0	$0	$0	$0
Service Provide Equip/Audit	$0	$0	$0	$0	$0
Incentive Shipping & Other**	$0	$0	$0	$0	$0
Incentive Rebate for Equip**	$415,339	$32,664	$176,978	$176,978	$28,719
Utility/SP O&M	$199,224	$12,452	$62,258	$62,258	$62,258

* This code links this budget to the model input tables in file labeled "PP-EC_Plan_Appendices-WCharts-Budget"

* *Variable based on number of units of participation each year.*

*** *Budget line items reflect the results of measure based modeling for the EE Plan filing. Actual program expenditures (e.g. for promotion, EM&V, Tracking, labor costs) will be allocated to the sector based on budgeted amounts.*

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Appendix D-6
Per Program Budget Detail

Small Commercial/Industrial Equipment Program					
Four Year Program Budget		**Program Year 1**	**Program Year 2**	**Program Year 3**	**Program Year 4**
		Fall 2009	From 6/2010	From 6/2011	From 6/2012
		Until-5/2010	Until-5/2011	Until-5/2012	Until-5/2013
	Program Code*	3-C I Equip	3-C I Equip	3-C I Equip	3-C I Equip
	Total Budget				
Total	**$4,014,008**	**$341,384**	**$1,224,208**	**$1,224,208**	**$1,224,208**
Utility Labor/Cost***	$340,006	$21,710	$106,099	$106,099	$106,099
Marketing***	$153,719	$95,133	$19,529	$19,529	$19,529
M&V***	$40,620	$2,644	$12,659	$12,659	$12,659
Retailer Sales Incentive	$114,914	$7,182	$35,910	$35,910	$35,910
Rebate Processing	$231,829	$15,046	$72,261	$72,261	$72,261
Retail Store Discount Tracking	$3,116	$195	$974	$974	$974
Service Provider Costs***	$0	$0	$0	$0	$0
Service Provide Equip/Audit	$0	$0	$0	$0	$0
Incentive Shipping & Other**	$0	$0	$0	$0	$0
Incentive Rebate for Equip**	$3,129,806	$199,475	$976,777	$976,777	$976,777
Utility/SP O&M	$0	$0	$0	$0	$0

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Appendix D-6
Per Program Budget Detail

Large Commercial/Industrial Equipment Program					
Four Year Program Budget		**Program Year 1**	**Program Year 2**	**Program Year 3**	**Program Year 4**
		Fall 2009	From 6/2010	From 6/2011	From 6/2012
		Until-5/2010	Until-5/2011	Until-5/2012	Until-5/2013
	Program Code*	4-C/I Equip	4-C/I Equip	4-C/I Equip	4-C/I Equip
	Total Budget				
Total	**$2,240,853**	**$143,176**	**$699,226**	**$699,226**	**$699,226**
Utility Labor/Cost***	$135,386	$7,974	$42,471	$42,471	$42,471
Marketing***	$41,755	$22,854	$6,300	$6,300	$6,300
M&V***	$16,406	$979	$5,142	$5,142	$5,142
Retailer Sales Incentive	$31,200	$1,950	$9,750	$9,750	$9,750
Rebate Processing	$92,087	$5,427	$28,887	$28,887	$28,887
Retail Store Discount Tracking	$0	$0	$0	$0	$0
Service Provider Costs***	$0	$0	$0	$0	$0
Service Provide Equip/Audit	$0	$0	$0	$0	$0
Incentive Shipping & Other**	$0	$0	$0	$0	$0
Incentive Rebate for Equip**	$1,924,018	$103,992	$606,675	$606,675	$606,675
Utility/SP O&M	$0	$0	$0	$0	$0

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* *Variable based on number of units of participation each year.*

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Appendix D-6
Per Program Budget Detail

Industrial Motors & Variable Speed Drives Program					
Four Year Program Budget		**Program Year 1**	**Program Year 2**	**Program Year 3**	**Program Year 4**
		Fall 2009	From 6/2010	From 6/2011	From 6/2012
		Until-5/2010	Until-5/2011	Until-5/2012	Until-5/2013
	Program Code*	5-IND MOTOR	5-IND MOTOR	5-IND MOTOR	5-IND MOTOR
	Total Budget				
Total	**$203,481**	**$62,024**	**$47,152**	**$47,152**	**$47,152**
Utility Labor/Cost***	$1,294	$81	$405	$405	$405
Marketing***	$61,503	$53,151	$2,784	$2,784	$2,784
M&V***	$587	$37	$184	$184	$184
Retailer Sales Incentive	$7,520	$470	$2,350	$2,350	$2,350
Rebate Processing	$4,096	$256	$1,280	$1,280	$1,280
Retail Store Discount Tracking	$0	$0	$0	$0	$0
Service Provider Costs***	$0	$0	$0	$0	$0
Service Provide Equip/Audit	$0	$0	$0	$0	$0
Incentive Shipping & Other**	$0	$0	$0	$0	$0
Incentive Rebate for Equip**	$128,480	$8,030	$40,150	$40,150	$40,150
Utility/SP O&M	$0	$0	$0	$0	$0

* This code links this budget to the model input tables in file labeled "PP-EC_Plan_Appendices-WCharts-Budget"

* *Variable based on number of units of participation each year.*

*** *Budget line items reflect the results of measure based modeling for the EE Plan filing. Actual program expenditures (e.g. for promotion, EM&V, Tracking, labor costs) will be allocated to the sector based on budgeted amounts.*

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Appendix E

Measure savings for programs included, including key assumptions

Appendix E

	Measure Name	Program	Rate Class	kWh Savings	kW Savings	Life	Source of Saving Values and Life
1	DLC-CAC	Demand	Res	36	0.720	13	TRM
2	DLC-Pool Pumps	Demand	Res	38	1.470	13	TRM
3	DLC-Water Heat	Demand	Res	38	1.070	13	TRM
4	1-Res Home Audits - CFL 4 - Low Flow 2	1-Res Audits	Res	337	0.044	7	Sum of Other Measures Listed
5	1-Res Home Audits - CFL 4 - Low Flow 2	1-Res Audits	Res	337	0.044	7	Sum of Other Measures Listed
6	Schools Childern Education-No Savings	1-Res Audits	Res	166	0.009	6	4 CFLs from TRM
7	Refrigerator/Freezer recycling	2-RES App Turn-In	Res	1,728	0.238	8	TRM
8	Room Air Conditioners	2-RES App Turn-In	Res	71	0.072	5	TRM + Energy Star Calcuator
9	ASHP - SEER 15	3-RES EE HVAC	Res	2,008	0.297	12	TRM
10	CAC - SEER 15	3-RES EE HVAC	Res	225	0.297	15	TRM
11	CAC - Maintenance	3-RES EE HVAC	Res	219	0.290	7	TRM
12	Furnace Fans	3-RES EE HVAC	Res	367	0.000	15	ACEEE PA Report
13	EE Ground Source Heat Pump	3-RES EE HVAC	Res	4,804	0.106	15	TRM
14	Solar Water Heating	4-Res-EE P	Res	2,371	0.481	15	DSMore MI Database
15	HP Water Heater	4-Res-EE P	Res	2,371	0.481	15	DSMore MI Database
16	EE Water Heater	4-Res-EE P	Res	319	0.065	15	Manufacturer Supplied
17	Programable Thermostat_Heat	1-Res Audits	Res	466	0.000	15	DEER with Electric Heat
18	Programable Thermostat_CAC	4-Res-EE P	Res	39	0.066	15	DEER with CAC
19	CFL bulbs regular-15	1-Res Audits	Res	166	0.009	6	TRM
20	CFL bulbs regular-15	4-Res-EE P	Res	166	0.009	6	TRM
21	CFL bulbs regular - Outside - 15	4-Res-EE P	Res	80	0.000	6	TRM but Estimate of Hours from Survey
22	CFL bulbs regular - 19	4-Res-EE P	Res	52	0.003	6	TRM
23	Clothes Washer Energy Star, Electric Water heater, El	4-Res-EE P	Res	258	0.015	11	TRM with Electric Heat
24	Dehumidifiers	4-Res-EE P	Res	117	0.010	12	TRM
25	Freezers Energy Star-Chest Freezer	4-Res-EE P	Res	52	0.011	13	TRM
26	Holiday Lights	4-Res-EE P	Res	64	0.000	10	DSMore MI Database
27	LED Night Light	1-Res Audits	Res	44	0.000	12	DSMore MI Database
28	Pump and Motor Single Speed	4-Res-EE P	Res	694	0.357	10	DSMore MI Database
29	Refrigerators-Freezers Energy Star - Side by Side	4-Res-EE P	Res	95	0.013	13	TRM
30	Refrigerators-Freezers Energy Star - Top Freezer	4-Res-EE P	Res	90	0.013	13	TRM
31	Room Air Conditioners	4-Res-EE P	Res	58	0.059	10	TRM
32	Smart Strip plug outlet	4-Res-EE P	Res	184	0.013	5	DSMore MI Database
33	Torchiere Floor Lamps	4-Res-EE P	Res	105	0.006	10	TRM
34	Residential New Construction - 15%	5-RES New Con	Res	1,225	0.923	15	ACEEE PA Report
35	Residential New Construction - 30%	5-RES New Con	Res	2,449	1.845	15	ACEEE PA Report
36	Ceiling Fans	6-Res Whole	Res	180	0.020	10	ACEEE PA Report
37	Estar Windows	6-Res Whole	Res	700	0.038	15	ACEEE PA Report
38	Duct sealing 20 leakage base	6-Res Whole	Res	669	0.580	15	ACEEE PA Report
39	Low Flow Showerheads	6-Res Whole	Res	250	0.028	10	ACEEE PA Report
40	Kitchen Aerator	6-Res Whole	Res	114	0.024	9	DEER with Electric Heat
41	Bathroom Aerator	6-Res Whole	Res	57	0.012	9	DEER with Electric Heat
42	Pipe Wrap	6-Res Whole	Res	325	0.037	13	DEER with Electric Heat
43	Roof Insulation	6-Res Whole	Res	703	0.079	15	ACEEE PA Report
44	Whole Building	6-Res Whole	Res	0	0.000	10	
45	Low Income Warm Program Through Act129	7-Low Income	LI RES	1,218	0.190	15	07' WARM Program M&V Average Savings

	Measure Name	Program	Rate Class	kWh Savings	kW Savings	Life	Source of Saving Values and Life
46	Low Income Warm Program Through Act129 (Additic	7-Low Income	LI RES	184	0.013	5	DSMore MI Database
47	1-Res Home Audits - CFL 4 - Low Flow 2 Water Heat	1-Res Audits LI	LI RES	337	0.044	7	Sum of Other Measures Listed
48	Schools Childern Education-No Savings	1-Res Audits LI	LI RES	166	0.009	6	4 CFLs from TRM
49	Refrigerator/Freezer recycling	2-RES App Turn-In LI	LI RES	1,728	0.238	8	TRM
50	Programable Thermostat_Heat	1-Res Audits LI	LI RES	466	0.000	15	DEER with Electric Heat
51	CFL bulbs regular-15 -Free No Water Heat	1-Res Audits LI	LI RES	166	0.009	6	TRM
52	CFL bulbs regular-15 -Free No Water Heat Mailed At	4-Res-EE P LI	LI RES	166	0.009	6	TRM
53	CFL bulbs regular - Outside - 15 - Store Rebates	4-Res-EE P LI	LI RES	80	0.000	6	TRM but Estimate of Hours from Survey
54	CFL bulbs regular - 19 - Store Rebates	4-Res-EE P LI	LI RES	52	0.003	6	TRM
55	LED Night Light	1-Res Audits LI	LI RES	44	0.000	12	DSMore MI Database
56	Low Income Lighting-Warm Light	7-Low Income	LI RES	69	0.000	6	4 CFLs using 1 hour a day.
57	Low Income Lighting-Warm SmartStrip	7-Low Income	LI RES	184	0.013	5	DSMore MI Database
58	Low Income Lighting-Low Usage	7-Low Income	LI RES	206	0.017	6	4 CFLs
59	Multiple Family - CFL Lighting	8-Multiple Family	Res	206	0.017	6	4 CFLs
60	Multiple Family - T8-Lighting	8-Multiple Family	Res	127	0.036	15	TRM
61	Commercial, Industrial Audit - Sm&Md	1-C/I Audits	SM C&I	0	0.000	0	
62	Commercial, Industrial Audit - Large	1-C/I Audits	LG C&I	0	0.000	0	
63	Commercial CFL Program	1-C/I Audits	SM C&I	198	0.056	6	1 CFL using ACEEE Estimate of Comm Hours
64	Commercial, Industrial Audit - Gov	1-C/I Audits	Gov	0	0.000	0	
65	Exterior HID replacement above 175W to 250W HID	2-Governmental Programs	Gov	409	0.000	12	DSMore MI Database
66	HPT8 4ft 4 lamp, T12 to HPT8	2-Governmental Programs	Gov	127	0.036	15	TRM
67	LED Exit Signs Electronic Fixtures (Retrofit Only)	2-Governmental Programs	Gov	158	0.018	10	TRM
68	Occupancy Sensors under 500 W	2-Governmental Programs	Gov	397	0.099	10	DSMore MI Database
69	LED Auto Traffic Signals	2-Governmental Programs	Gov	535	0.061	10	TRM 8"
70	LED Pedestrian Signals	2-Governmental Programs	Gov	946	0.108	10	TRM
71	Street Lighting - 175 Mercury to 100 HPS	2-Governmental Programs	Gov	329	0.000	10	=(175-100)*365*12/1000
72	Water-Cooled cent Chiller 150 - 300 ton 0.57 kW/ton	2-Governmental Programs	Gov	7,802	8.576	15	TRM
73	Water-Cooled Centrifugal Chiller < 150 ton 0.56 kW/t	2-Governmental Programs	Gov	8,716	9.581	15	TRM
74	AC <65,000 1 Ph	3-C/I Equip	SM C&I	296	0.406	15	TRM
75	AC 65,000 - 135,000	3-C/I Equip	SM C&I	385	0.795	15	TRM
76	AC 240,000 - 760,000	3-C/I Equip	SM C&I	1,376	2.741	15	TRM
77	Clothes Washer CEE Tier1, Electric Water heater, Ele	3-C/I Equip	SM C&I	633	0.666	10	DSMore MI Database
78	Demand-controlled ventilation (DCV)	3-C/I Equip	SM C&I	8,000	1.340	15	ACEEE PA Report
79	Efficient Refrigeration Condenser	3-C/I Equip	SM C&I	120	0.118	15	DSMore MI Database
80	ENERGY STAR Commercial Solid Door Freezers les	3-C/I Equip	SM C&I	520	0.059	12	DSMore MI Database
81	ENERGY STAR Commercial Solid Door Freezers 20	3-C/I Equip	SM C&I	507	0.058	12	DSMore MI Database
82	ENERGY STAR Commercial Solid Door Refrigerator	3-C/I Equip	SM C&I	905	0.103	12	DSMore MI Database
83	ENERGY STAR Commercial Solid Door Refrigerator	3-C/I Equip	SM C&I	1,069	0.122	12	DSMore MI Database
84	ENERGY STAR Ice Machines less than 500 lbs	3-C/I Equip	SM C&I	1,652	0.189	12	DSMore MI Database
85	ENERGY STAR Ice Machines 500 to 1000 lbs	3-C/I Equip	SM C&I	2,695	0.308	12	DSMore MI Database
86	ENERGY STAR Ice Machines more than 1000 lbs	3-C/I Equip	SM C&I	6,048	0.690	12	DSMore MI Database
87	ENERGY STAR Steam Cookers 3 Pan	3-C/I Equip	SM C&I	11,188	2.550	12	DSMore MI Database
88	Exterior HID replacement above 175W to 250W HID	3-C/I Equip	SM C&I	409	0.000	12	DSMore MI Database
89	EE Water Heater	3-C/I Equip	SM C&I	319	0.065	15	Manufacturer Supplied
90	HP Water Heater (Base Usage 22831)	3-C/I Equip	SM C&I	14,200	2.880	15	ACEEE PA Report

	Measure Name	Program	Rate Class	kWh Savings	kW Savings	Life	Source of Saving Values and Life
91	HPT8 4ft 4 lamp, T12 to HPT8	3-C/I Equip	SM C&I	127	0.036	15	TRM
92	LED Exit Signs Electronic Fixtures (Retrofit Only)	3-C/I Equip	SM C&I	158	0.018	10	TRM
93	Occupancy Sensors under 500 W	3-C/I Equip	SM C&I	397	0.099	10	DSMore MI Database
94	Plug Load Occupancy Sensors Document Stations	3-C/I Equip	SM C&I	803	0.055	5	DSMore MI Database
95	Commercial Smart Strip plug outlet	3-C/I Equip	SM C&I	184	0.013	5	DSMore MI Database
96	Pre Rinse Sprayers	3-C/I Equip	SM C&I	1,396	0.116	5	DSMore MI Database
97	Refrigerant charging correction	3-C/I Equip	SM C&I	712	1.014	10	DSMore MI Database
98	Refrigeration Commissioning	3-C/I Equip	SM C&I	375	0.043	3	DSMore MI Database
99	Strip curtains for walk-ins - freezer	3-C/I Equip	SM C&I	613	0.070	4	DSMore MI Database
100	Vending Equipment Controller	3-C/I Equip	SM C&I	800	0.210	5	DSMore MI Database
101	Window Film	3-C/I Equip	SM C&I	256	0.147	10	DSMore MI Database
102	Setback/Setup	3-C/I Equip	SM C&I	842	-0.007	9	DSMore MI Database
103	Demand-controlled ventilation (DCV)	4-C/I Equip	LG C&I	8,000	1.340	15	ACEEE PA Report
104	Exterior HID replacement above 175W to 250W HID	4-C/I Equip	LG C&I	409	0.000	12	DSMore MI Database
105	HPT8 4ft 4 lamp, T12 to HPT8	4-C/I Equip	LG C&I	127	0.036	15	TRM
106	Occupancy Sensors under 500 W	4-C/I Equip	LG C&I	397	0.099	10	DSMore MI Database
107	Water-Cooled cent Chiller 150 - 300 ton 0.57 kW/ton	4-C/I Equip	LG C&I	7,802	8.576	15	TRM
108	Water-Cooled Centrifugal Chiller < 150 ton 0.56 kW/t	4-C/I Equip	LG C&I	8,716	9.581	15	TRM
109	Window Film	4-C/I Equip	LG C&I	12,802	7.344	15	DSMore MI Database
110	Motors 1 HP 1200	5-IND MOTOR	LG C&I	97	0.007	15	TRM
111	Motors 5 HP 1200	5-IND MOTOR	LG C&I	329	0.025	15	TRM
112	Motors 10 HP 1200	5-IND MOTOR	LG C&I	467	0.036	15	TRM
113	Motors 20 HP 1200	5-IND MOTOR	LG C&I	857	0.065	15	TRM
114	Motors 1 HP 3600	5-IND MOTOR	LG C&I	66	0.005	15	TRM
115	Motors 5 HP 3600	5-IND MOTOR	LG C&I	174	0.013	15	TRM
116	Motors 10 HP 3600	5-IND MOTOR	LG C&I	325	0.025	15	TRM
117	Motors 20 HP 3600	5-IND MOTOR	LG C&I	502	0.038	15	TRM
118	Water Pumps with VFD's	5-IND MOTOR	LG C&I	1,360	0.024	15	TRM
119	HVAC Fans with VFD's	5-IND MOTOR	LG C&I	1,653	0.029	15	TRM
120	Air Compressors with VFD's	5-IND MOTOR	LG C&I	774	0.014	15	TRM
121	Water Pumps with VFD's	5-IND MOTOR	LG C&I	6,800	0.120	15	TRM
122	HVAC Fans with VFD's	5-IND MOTOR	LG C&I	8,265	0.146	15	TRM
123	Air Compressors with VFD's	5-IND MOTOR	LG C&I	3,870	0.068	15	TRM
124	Water Pumps with VFD's	5-IND MOTOR	LG C&I	13,600	0.240	15	TRM
125	HVAC Fans with VFD's	5-IND MOTOR	LG C&I	16,530	0.292	15	TRM
126	Air Compressors with VFD's	5-IND MOTOR	LG C&I	7,740	0.137	15	TRM

Appendix F

Annual measure participation numbers

	Measure Name	Program	Number of 2010 Program participants/ Measure Units	Number of 2011 Program participants/ Measure Units	Number of 2012 Program participants/ Measure Units	Number of 2013 Program participants/ Measure Units	Participants Assumptions
1	DLC-CAC	Demand	270	1,745	1,004	0	Res*Sat*Survey
2	DLC-Pool Pumps	Demand	14	93	36	0	Res*Sat*Survey
3	DLC-Pool Pumps	Demand	1	27	36	0	Res*Sat*Survey
4	1-Res Home Audits - CFL 4 - Low Flow 2 Water Heat	1-Res Audits	1,369	6,844	6,844	6,844	Res*Sat*Survey * 93.2%
5	1-Res Home Audits - CFL 4 - Low Flow 2	1-Res Audits	25	125	125	125	Res*Sat*Survey
6	Schools Childern Education-No Savings	1-Res Audits	679	1,358	1,358	1,358	Estimate of Activity * 93.2%
7	Refrigerator/Freezer recycling	2-RES App Turn-In	384	1,922	1,922	1,922	Res*Sat*Survey * 93.2%
8	Room Air Conditioners	2-RES App Turn-In	42	212	212	212	Budgetary Limits
9	ASHP - SEER 15	3-RES EE HVAC	27	133	133	133	10% of CAC
10	CAC - SEER 16	3-RES EE HVAC	266	1,332	1,332	1,332	Res*Sat*Survey - Minus 10%
11	CAC - Maintenance	3-RES EE HVAC	419	2,093	2,093	2,093	Res*Sat*Survey
12	Furnace Fans	3-RES EE HVAC	8	42	42	42	Budgetary Limits
13	EE Ground Source Heat Pump	4-Res-EE P	0	5	5	5	Budgetary Limits
14	Solar Water Heating	4-Res-EE P	0	5	5	5	Budgetary Limits
15	HP Water Heater	4-Res-EE P	0	10	10	10	Budgetary Limits
16	EE Water Heater	4-Res-EE P	358	1,792	1,792	1,792	Res*Sat*Survey
17	Programable Thermostat_Heat	4-Res-EE P	580	2,901	2,901	2,901	Res*Sat*Survey * 93.2%
18	Programable Thermostat_CAC	4-Res-EE P	88	439	439	439	Res*Sat*Survey
19	CFL bulbs regular-15 -Free No Water Heat	1-Res Audits	1,109	5,543	5,543	5,543	Res*Sat*Survey * 93.2%
20	CFL bulbs regular-15 -Free No Water Heat Mailed At Request	4-Res-EE P	1,123	5,613	5,613	5,613	Res*Sat*Survey * 93.2%
21	CFL bulbs regular - Outside - 15 - Store Rebates	4-Res-EE P	1,970	9,852	9,852	9,852	Res*Sat*Survey * 93.2%
22	CFL bulbs regular - 19 - Store Rebates	4-Res-EE P	11,313	56,563	56,563	56,563	Res*Sat*Survey * 93.2%
23	Clothes Washer Energy Star, Electric Water heater, Electric Dryer	4-Res-EE P	50	250	250	250	Budgetary Limits
24	Dehumidifiers	4-Res-EE P	50	250	250	250	Budgetary Limits
25	Freezers Energy Star-Chest Freezer	4-Res-EE P	50	250	250	250	Budgetary Limits
26	Holiday Lights	4-Res-EE P	145	727	727	727	Res*Sat*Survey
27	LED Night Light	4-Res-EE P	679	1,358	1,358	1,358	Free to School Audits * 93.2%
28	Pump and Motor Single Speed	4-Res-EE P	81	404	404	404	Res*Sat*Survey
29	Refrigerators-Freezers Energy Star - Side by Side	4-Res-EE P	50	250	250	250	Budgetary Limits
30	Refrigerators-Freezers Energy Star - Top Freezer	4-Res-EE P	50	250	250	250	Budgetary Limits
31	Room Air Conditioners	4-Res-EE P	469	1,877	1,877	1,877	Res*Sat*Survey
32	Smart Strip plug outlet	4-Res-EE P	709	3,545	3,545	3,545	(Res*Sat*Survey)*25%
33	Torchiere Floor Lamps	4-Res-EE P	100	500	500	500	Budgetary Limits
34	Residential New Construction - 15%	5-RES New Con	83	458	458	0	Budgetary Limits
35	Residential New Construction - 30%	5-RES New Con	83	458	458	0	Budgetary Limits
36	Ceiling Fans	6-Res Whole	15	30	30	30	Budgetary Limits
37	Estar Windows	6-Res Whole	15	30	30	30	Budgetary Limits
38	Duct sealing 20 leakage base	6-Res Whole	25	50	50	50	Budgetary Limits
39	Low Flow Showerheads	6-Res Whole	100	200	200	200	Budgetary Limits
40	Kitchen Aerator	6-Res Whole	100	200	200	200	Budgetary Limits
41	Bathroom Aerator	6-Res Whole	100	200	200	200	Budgetary Limits
42	Pipe Wrap	6-Res Whole	30	60	60	60	Budgetary Limits
43	Roof Insulation	6-Res Whole	15	30	30	30	Budgetary Limits
44	Whole Building	6-Res Whole	200	400	400	400	Budgetary Limits
45	Low Income Warm Program Through Act129	7-Low Income	68	75	75	75	WARM Forecast * 25%
46	Low Income Warm Program Through Act129 (Additional SmartStrips)	7-Low Income	23	25	25	25	WARM Forecast * 25% * 1/3
47	1-Res Home Audits - CFL 4 - Low Flow 2 Water Heat	1-Res Audits LI	144	718	718	718	Res*Sat*Survey * 6.8%
48	Schools Childern Education-No Savings	1-Res Audits LI	71	143	143	143	Estimate of Activity * 6.8%
49	Refrigerator/Freezer recycling	2-RES App Turn-In LI	40	202	202	202	Res*Sat*Survey * 6.8%
50	Programable Thermostat_Heat	1-Res Audits LI	61	304	304	304	Res*Sat*Survey * 6.8%

	Measure Name	Program	Number of 2010 Program participants/ Measure Units	Number of 2011 Program participants/ Measure Units	Number of 2012 Program participants/ Measure Units	Number of 2013 Program participants/ Measure Units	Participants Assumptions
51	CFL bulbs regular-15 -Free No Water Heat	1-Res Audits LI	116	582	582	582	Res*Sat*Survey * 6.8%
52	CFL bulbs regular-15 -Free No Water Heat Mailed At Request	4-Res-EE P LI	118	589	589	589	Res*Sat*Survey * 6.8%
53	CFL bulbs regular - Outside - 15 - Store Rebates	4-Res-EE P LI	207	1,034	1,034	1,034	Res*Sat*Survey * 6.8%
54	CFL bulbs regular - 19 - Store Rebates	4-Res-EE P LI	1,188	5,938	5,938	5,938	Res*Sat*Survey * 6.8%
55	LED Night Light	1-Res Audits LI	71	143	143	143	Free to School Audits * 6.8%
56	Low Income Lighting-Warm Ligh	7-Low Income	273	665	693	714	WARM Forecast
57	Low Income Lighting-Warm SmartStrip	7-Low Income	90	220	229	236	WARM Forecast * 1/3
58	Low Income Lighting-Low Usage	7-Low Income	183	915	915	915	Low Income - Low Usage Count
59	Multiple Family - CFL Lightin	8-Multiple Family	105	527	527	527	PAHA Provided
60	Multiple Family - T8-Lightin	8-Multiple Family	105	527	527	527	PAHA Provided
61	Commercial, Industrial Audit - Sm&Mc	1-C/I Audits	50	250	250	250	Budgetary Limits
62	Commercial, Industrial Audit - Large	1-C/I Audits	5	25	75	75	Budgetary Limits
63	Commercial CFL Program	1-C/I Audits	2,877	14,384	14,384	14,384	Comm*Survey
64	Commercial, Industrial Audit - Gov	1-C/I Audits	10	20	0	0	Budgetary Limits
65	Exterior HID replacement above 175W to 250W HID retrofit	2-Governmental Programs	5	26	26	0	Base on Fed Sales
66	HPT8 4ft 4 lamp, T12 to HPT8	2-Governmental Programs	221	1,215	1,215	0	Base on Fed Sales
67	LED Exit Signs Electronic Fixtures (Retrofit Only	2-Governmental Programs	42	229	229	0	Base on Fed Sales
68	Occupancy Sensors under 500 W	2-Governmental Programs	42	229	229	0	Base on Fed Sales
69	LED Auto Traffic Signals	2-Governmental Programs	500	2,750	2,750	0	Intersection Estimate
70	LED Pedestrian Signals	2-Governmental Programs	125	688	688	0	Intersection Estimate
71	Street Lighting - 175 Mercury to 100 HPS	2-Governmental Programs	115	574	574	574	Street Light Count
72	Water-Cooled cent Chiller 150 - 300 ton 0.57 kW/ton with 0.46 kW/ton IPLV	2-Governmental Programs	0	2	2	0	Fed Large User Counts
73	Water-Cooled Centrifugal Chiller < 150 ton 0.56 kW/ton with 0.53 kW/ton IPLV	2-Governmental Programs	0	2	2	0	Fed Large User Counts
74	AC <65,000 1 Ph	3-C/I Equip	50	250	250	250	Budgetary Limits
75	AC 65,000 - 135,000	3-C/I Equip	25	125	125	125	Budgetary Limits
76	AC 240,000 - 760,000	3-C/I Equip	25	125	125	125	Budgetary Limits
77	Clothes Washer CEE Tier1, Electric Water heater, Electric Dryer	3-C/I Equip	35	175	175	175	Budgetary Limits
78	Demand-controlled ventilation (DCV)	3-C/I Equip	10	50	50	50	Budgetary Limits
79	Efficient Refrigeration Condenser	3-C/I Equip	10	50	50	50	Budgetary Limits
80	ENERGY STAR Commercial Solid Door Freezers less than 20ft3	3-C/I Equip	5	25	25	25	Budgetary Limits
81	ENERGY STAR Commercial Solid Door Freezers 20 to 48 ft3	3-C/I Equip	5	25	25	25	Budgetary Limits
82	ENERGY STAR Commercial Solid Door Refrigerators less than 20ft3	3-C/I Equip	5	25	25	25	Budgetary Limits
83	ENERGY STAR Commercial Solid Door Refrigerators 20 to 48 ft3	3-C/I Equip	5	25	25	25	Budgetary Limits
84	ENERGY STAR Ice Machines less than 500 lbs	3-C/I Equip	20	100	100	100	Budgetary Limits
85	ENERGY STAR Ice Machines 500 to 1000 lbs	3-C/I Equip	20	100	100	100	Budgetary Limits
86	ENERGY STAR Ice Machines more than 1000 lbs	3-C/I Equip	20	100	100	100	Budgetary Limits
87	ENERGY STAR Steam Cookers 3 Pan	3-C/I Equip	33	165	165	165	Budgetary Limits
88	Exterior HID replacement above 175W to 250W HID retrofit	3-C/I Equip	60	301	301	301	Comm*Survey
89	EE Water Heater (Base Usage 22831)	3-C/I Equip	82	411	411	411	Comm*Survey Minus 10%
90	HP Water Heater (Base Usage 22831)	3-C/I Equip	25	125	125	125	10% of Water Heating
91	HPT8 4ft 4 lamp, T12 to HPT8	3-C/I Equip	2,843	14,217	14,217	14,217	Comm*Survey*Square Foot Estimate
92	LED Exit Signs Electronic Fixtures (Retrofit Only	3-C/I Equip	1,527.2	7,636.1	7,636.1	7,636.1	Comm*Survey
93	Occupancy Sensors under 500 W	3-C/I Equip	550	2,752	2,752	2,752	Comm*Survey

	Measure Name	Program	Number of 2010 Program participants/ Measure Units	Number of 2011 Program participants/ Measure Units	Number of 2012 Program participants/ Measure Units	Number of 2013 Program participants/ Measure Units	Participants Assumptions
94	Plug Load Occupancy Sensors Document Stations	3-C/I Equip	115	346	346	346	Comm*Survey
95	Smart Strip plug outlet	3-C/I Equip	354	1,772	1,772	1,772	Comm*Survey
96	Pre Rinse Sprayers	3-C/I Equip	35	175	175	175	Budgetary Limits
97	Refrigerant charging correction	3-C/I Equip	501	2,005	2,005	2,005	Comm*Survey
98	Refrigeration Commissioning	3-C/I Equip	15	75	75	75	Budgetary Limits
99	Strip curtains for walk-ins - freezer	3-C/I Equip	15	75	75	75	Budgetary Limits
100	Vending Equipment Controller	3-C/I Equip	25	125	125	125	Budgetary Limits
101	Window Film	3-C/I Equip	25	125	125	125	Budgetary Limits
102	Setback/Setup	3-C/I Equip	15	75	75	75	Budgetary Limits
103	Demand-controlled ventilation (DCV)	4-C/I Equip	0	4	4	4	Budgetary Limits
104	Exterior HID replacement above 175W to 250W HID retrofit	4-C/I Equip	45	1,075	1,075	1,075	Comm*Survey
105	HPT8 4ft 4 lamp, T12 to HPT8	4-C/I Equip	2,149	10,746	10,746	10,746	Comm*Survey*Square Foot Estimate
106	Occupancy Sensors under 500 W	4-C/I Equip	416	2,080	2,080	2,080	Comm*Survey
107	Water-Cooled cent Chiller 150 - 300 ton 0.57 kW/ton with 0.46 kW/ton IPLV	4-C/I Equip	8	40	40	40	Budgetary Limits
108	Water-Cooled Centrifugal Chiller < 150 ton 0.56 kW/ton with 0.53 kW/ton IPLV	4-C/I Equip	5	25	25	25	Budgetary Limits
109	Window Film	4-C/I Equip	5	25	25	25	Budgetary Limits
110	Motors 1 HP 1200	5-IND MOTOR	25	125	125	125	Using NJ Experience for Motor Program
111	Motors 5 HP 1200	5-IND MOTOR	15	75	75	75	Using NJ Experience for Motor Program
112	Motors 10 HP 1200	5-IND MOTOR	10	50	50	50	Using NJ Experience for Motor Program
113	Motors 20 HP 1200	5-IND MOTOR	5	25	25	25	Using NJ Experience for Motor Program
114	Motors 1 HP 3600	5-IND MOTOR	25	125	125	125	Using NJ Experience for Motor Program
115	Motors 5 HP 3600	5-IND MOTOR	15	75	75	75	Using NJ Experience for Motor Program
116	Motors 10 HP 3600	5-IND MOTOR	10	50	50	50	Using NJ Experience for Motor Program
117	Motors 20 HP 3600	5-IND MOTOR	5	25	25	25	Using NJ Experience for Motor Program
118	Water Pumps with VFD's	5-IND MOTOR	2	10	10	10	Using NJ Experience for Motor Program
119	HVAC Fans with VFD's	5-IND MOTOR	2	10	10	10	Using NJ Experience for Motor Program
120	Air Compressors with VFD's	5-IND MOTOR	2	10	10	10	Using NJ Experience for Motor Program
121	Water Pumps with VFD's	5-IND MOTOR	2	10	10	10	Using NJ Experience for Motor Program
122	HVAC Fans with VFD's	5-IND MOTOR	2	10	10	10	Using NJ Experience for Motor Program
123	Air Compressors with VFD's	5-IND MOTOR	2	10	10	10	Using NJ Experience for Motor Program
124	Water Pumps with VFD's	5-IND MOTOR	2	10	10	10	Using NJ Experience for Motor Program
125	HVAC Fans with VFD's	5-IND MOTOR	2	10	10	10	Using NJ Experience for Motor Program
126	Air Compressors with VFD's	5-IND MOTOR	2	10	10	10	Using NJ Experience for Motor Program

Appendix G
PUC Appendix Tables 1-7

Table 1: Portfolio Summary of Lifetime Costs and Benefits

Portfolio Summary of Lifetime Costs and Benefits Net Lifetime Benefits, and TRC per the California Standard Practice Manual					
Portfolio	**Discount Rate**	**Total Discounted Lifetime Costs ($000)**	**Total Discounted Lifetime Benefits ($000)**	**Total Discounted Net Lifetime Benefits ($000)**	**Cost- Benefit Ratio**
Residential *(exclusive of Low-Income)*	7.52%	19,395,363	46,928,136	27,532,773	2.42
Residential Low-Income (Warm Plus)	7.52%	1,816,826	3,902,059	2,085,233	2.15
Commercial/ Industrial Small	7.52%	14,721,156	39,804,793	25,083,637	2.70
Commercial/ Industrial Large	7.52%	12,322,750	11,377,811	(944,940)	0.92
Governmental/ Non-Profit	7.52%	8,112,836	15,153,399	7,040,564	1.87
Total	7.52%	**56,368,930**	**117,166,198**	**60,797,267**	**2.08**

Table 2: Summary of Portfolio Energy and Demand Savings

Summary of Portfolio Energy and Demand Savings Program Year is June 1 – May 31	Program Year 2010		Program Year 2011		Program Year 2012		Program Year 2013	
MWh Saved for Consumption Reductions kW Saved for Peak Load Reductions	**MWh Saved**	**kW Saved**	**MWh Saved**	**kW Saved**	**MWh Saved**	**kW Saved**	**MWh Saved**	**kW Saved**
Baseline[1]	4,772,937	980,000	4,772,937	980,000	4,772,937	980,000	4,772,937	980,000
Residential Sector *(exclusive of Low- Income)* - Cumulative Projected Portfolio Savings[2]	4,135	1,116	24,246	7,087	44,325	12,376	62,468	15,323
Residential Low-Income Sector - Cumulative	492	44	2,420	203	4,352	362	6,286	520
Commercial/Industrial Small Sector - Cumulative Projected Portfolio Savings[2]	2,968	1,136	17,300	6,326	31,632	11,516	45,959	16,706
Commercial/Industrial Large Sector - Cumulative Net Weather Adjusted Savings[2]	726	258	4,710	1,555	8,694	2,852	12,677	4,149
Governmental/Non-Profit Sector - Cumulative Projected Portfolio Savings[2]	1,289	347	7,990	2,058	14,691	3,769	18,640	5,088
PJM Peak Demand				15,000		15,000		
EE&C Plan Total - Cumulative Projected	9,611	2,902	56,666	32,230	103,693	45,875	146,032	41,786
Percent Reduction From Baseline (MWh)	0.2%	0.3%	1.2%	3.3%	2.2%	4.7%	3.1%	4%
Commission Identified Goal			47,729				143,188	44,100
Percent Savings Due to Portfolio Above or Below Commission Goal			19%				2%	4%

1 Commission approved Consumption Forecast and Peak Demand Forecast per Section H of the January 15 Implementation Order. (Template Section 10A & 10B)

2 Adjusted for weather and extraordinary load as applicable.

3 KW savings depicted for 2013 as 1% above goal are due to savings accumulated from energy efficiency programs that run beyond the summer period of 2012 (June 1 – September 30)

Table 3: Summary of Portfolio Costs

Summary of Portfolio Costs Program year is June 1 – May 31	Program Year 2010	Program Year 2011	Program Year 2012	Program Year 2013
	Portfolio Budget ($)	Portfolio Budget ($)	Portfolio Budget ($)	Portfolio Budget ($)
Residential Portfolio Annual Budget ($000 and percent of Portfolio Budget)	952,400	4,076,487	3,718,162	2,405,047
Residential Low-Income Portfolio Annual Budget ($000 and percent of Portfolio Budget)	514,527	415,976	417,069	417,943
Commercial/Industrial Small Portfolio Annual Budget ($000 and percent of Portfolio Budget)	295,120	1,044,317	1,044,317	1,044,317
Commercial/Industrial Large Portfolio Annual Budget ($000 and percent of Portfolio Budget)	176,649	624,444	628,861	628,861
Governmental/Non-Profit Portfolio Annual Budget ($000 and percent of Portfolio Budget)	246,490	680,287	639,051	462,505
PJM Peak Demand Program		2,370,000	2,370,000	
Total Portfolio Annual Budget	**2,185,186**	**9,211,513**	**8,817,460**	**4,958,673**

Table 4: Program Summaries

Table 4: Program Summaries							
	Program Name	Program Market	Program Two Sentence Summary	Program Years Operated	Net Lifetime MWh Savings	Net Peak Demand kW Savings	Percentage of Portfolio and Total Lifetime
Residential Portfolio Programs (exclusive of Low Income)	Demand Reduction	RES	Reduce Residential Central Air Conditioning (CAC) Load over the highest 100 load hours	4	1,516	2,755	0.1%
	Home Energy Audits	RES	Available through two levels: 1) self-adminstered on-ine audit and 2) a walk-through on-site audit performed by auditor.	4	154,445	1,340	11.5%
	Appliance Turn-In	RES	Provide incentive to households for turning in older inefficient appliances and lighting equipment.	4	85,250	1,697	6.3%
	EE HVAC & Solar	RES	Provide incentives supporting implementation of contractor-installed HVAC, solar or other eligible systems.	4	36,765	3,750	2.7%
	EE Products	RES	Provides financial incentives and support to retailers that sell energy efficient products, such as Energy Star® qualified appliances or compact fluorescent light bulbs.	4	165,513	2,449	12.3%
	New Construction	RES	Provides incentives to builders for achieving Energy STAR Homes status, or the Home Energy Rating System Program (HERS) associated with a highly energy efficient home.	4	55,110	3,111	4.1%
	Whole Building Comprehensive	RES	Provides comprehensive diagnostic assessments followed by direct installation of selected low cost measures plus incentives to households for implementation of measures addressing building shell, appliances and other energy consuming features. Customers can tap into prescriptive rebates as well as the Keystone Loan program.	4	7,873	189	0.6%
	Multiple Family	RES	This program will be delivered in cooperation PHFA, and will target low-income communities. The program seeks to motivate property owner/manager and landlords toward installing energy efficiency measures. Costs associated with Residential accounts will be tracked through the Residential multifamily program. Costs associated with non-residential accounts will be tracked through the C/I multifamily program.	4	2,431	32	0.2%
	Totals for Residential Sector				**508,904**	**15,323**	37.9%
Residential Low-Income Sector Programs	Warm Plus	LI RES	The "WARM Plus" Act 129 program expands the measures installed under the existing Low-Income Usage Reduction Program, known as the WARM program, and provides WARM services to additional income-eligible customers	4	11,507	131	0.9%
	Home Energy Audits	LI RES	Available through two levels: 1) self-adminstered on-ine audit and 2) a walk-through on-site audit performed by auditor.	4	16,017	139	1.2%
	Appliance Turn-In	LI RES	Provide incentive to households for turning in older inefficient appliances and lighting equipment.	4	8,924	172	0.7%
	EE Products	LI RES	Provides financial incentives and support to retailers that sell energy efficient products, such as Energy Star® qualified appliances or compact fluorescent light bulbs.	4	10,889	79	0.8%
	Totals for Low-Income Sector				**47,336**	**520**	3.5%

Table 4: Program Summaries

	Program Name	Program Market	Program Two Sentence Summary	Program Years Operated	Net Lifetime MWh Savings	Net Peak Demand kW Savings	Percentage of Portfolio and Total Lifetime MWh savings
Commercial/ Industrial Small Portfolio Programs	Energy Audit	Small C&I	Provides two levels of energy audit services 1) a simple walk-through audit for small business with non-complex loads, and 2) a more comprehensive assessment for medium to large non-residential customers to help identify existing end uses of energy and find specific ways in which energy savings can be achieved.	4	63,882	2,896	4.8%
	Equipment Rebate	Small C&I	Provides for the implementation of cost effective, high efficiency non-standard measures through the authorized Conservation Service Provider (CSP) contractor network for local, state and federal buildings, as well as for institutional customers.	4	383,521	13,810	28.5%
	Totals for C/I Small Sector				**447,403**	**16,707**	33.3%
Commercial/ Industrial Large Portfolio Programs	Equipment Rebate	Large C&I	Provides for the implementation of cost effective, high efficiency non-standard measures through the authorized Conservation Service Provider (CSP) contractor network for local, state and federal buildings, as well as for institutional customers.	4	119,480	4,074	8.9%
	Industrial Motors and VSD	Large C&I	This program is designed to encourage the company's commercial and industrial customers to: 1. Upgrade their existing motors to NEMA Premium® motors when switching out old motors due to breakdowns and or programmed replacements 2. Install variable speed drives on motors that do not always operate at the same speed.	4	35,408	75	2.6%
	Totals for C/I Large Sector				**154,888**	**4,149**	11.5%
Governmental/ Non-Profit Portfolio Programs	Governmental & Institutional	Gov't	This program involves a feasibility study to identify energy savings opportunity to expedite the Federal and municipal agencies taking action. Provides for the implementation of cost effective, high efficiency standard and non-standard measures through a Conservation Service Provider (CSP) for local, state and federal buildings, as well as for institutional customers.	4	185,126	5,088	13.8%
	Totals for Gov't/NP Sector Programs				**185,126**	**5,088**	13.8%
Total for Plan					**1,343,657**	**41,787**	100.0%

Table 5: Budget and Parity Analysis Summary

Customer Class	Average Annualized Budget	% of Total EDC Budget	% of Total Budget Allocating Government & Other	% of Total Customer Revenue	Difference
Residential	2,788,024	44.30%			0
Residential Low Income	441,379	7.01%			0
Residential Subtotal	3,229,403	51.32%	51.32%	41.0%	10%
C&I Small	881,177	14.00%	18.1%	29.4%	-11%
C&I Large	508,137	8.07%	10.4%	29.2%	-19%
C&I Subtotal	1,389,313	22.08%	28.5%	58.6%	-30%
Gov Street Lighting	82,064	1.30%	1.30%	0.30%	1.00%
GS/Public Service, MS	3,813	0.06%	0.06%	0.10%	-0.04%
Gov Multi-Family	21,016	0.33%	NA	NA	NA
Gov Small C&I	234,207	3.72%	NA	NA	NA
Gov Large C&I	148,392	2.36%	NA	NA	NA
Governmental/Non-Profit Subtotal	489,492	7.78%	1.4%	0.4%	1%
Residential/C&I/Governmental/Non-Profit Subtotal	5,108,208	81.17%			
Other Expenditures					
Other Expenditures Subtotal	1,185,000	18.83%	18.8%		
EDC TOTAL	**6,293,208**	**100.00%**	**100.00%**	**100.00%**	
1) Portions of Governmental is served as part of C&I Small and C&I Large rate classes					

Table 6A: Portfolio-Specific Assignment of EE&C Costs

Residential Portfolio (including Low-Income)			
EE&C Program	**Cost Elements ($)**		
	Total Incentives	*Operations Costs*	*Total Budget (2010-2013)*
Demand Reduction	602,415	630,637	1,233,052
Home Energy Audits	2,167,894	509,063	2,676,957
Appliance Turn-In	373,722	1,136,113	1,509,836
EE HVAC & Solar	1,280,147	302,594	1,582,741
EE Products	1,492,422	607,591	2,100,013
New Construction	1,599,500	481,494	2,080,994
Whole Building Comprehensive	530,775	68,423	599,198
Multiple Family	33,717	16,122	49,839
Warm Plus	*852,197*	*232,785*	*1,084,982*
Totals	**8,932,789**	**3,984,822**	**12,917,611**

Small Commercial & Industrial			
EE&C Program	**Cost Elements ($)**		
	Total Incentives	*Operations Costs*	*Total Budget (2010-2013)*
Energy Audit	106,029	90,322	196,351
Equipment Rebates	2,600,475	727,880	3,328,356
Totals	**2,706,504**	**818,202**	**3,524,706**

Large Commercial & Industrial			
EE&C Program	Cost Elements ($)		
	Total Incentives	*Operations Costs*	*Total Budget (2010-2013)*
Equipment Rebates	1,581,919	247,147	1,829,067
Industrial Motors and VSD	128,480	75,001	203,481
PJM Demand Response	4,740,000		4,740,000
Totals	**6,450,399**	**322,148**	**6,772,548**

Governmental/Non-Profit			
EE&C Program	Cost Elements ($)		
	Total Incentives	*Operations Costs*	*Total Budget (2010-2013)*
Street Lighting	91,900	236,355	328,255
GS/Public Service, MS	11,608	3,643	15,251
Multiple Family	59,005	25,057	84,062
Governmental & Institutional	1,183,261	347,138	1,530,399
Totals	**1,345,774**	**612,193**	**1,957,967**

Table 6B: Allocation of Common Costs to Applicable Customer Sector

Common Cost Element	Total Cost ($)	Basis for Cost Allocation	Residential (Including Low-Income)	Commercial/ Industrial -- Small	Commercial/ Industrial -- Large	Governmental/ Non-profit
Consultant Costs and Employee Expenses for Plan Development	$50,618	Sum of Appendix D 1-4 Lines 149-152 Totals	$25,975	$9,140	$14,812	$691
Online Audit Tool Costs	$25,130	Residential	$25,130	$0	$0	$0
Measurement and Verification Tracking and Reporting Software	$129,240	Sum of Appendix D 1-4 Lines 149-152 Totals	$66,320	$23,338	$37,818	$1,764
Enhanced Measurement and Verification Requirements	$830,358	Sum of Appendix D 1-4 Lines 149-152 Totals	$426,104	$149,942	$242,981	$11,331
External Legal Fees	$8,974	Sum of Appendix D 1-4 Lines 149-152 Totals	$4,605	$1,620	$2,626	$122
Totals	**$1,044,320**		**$548,134**	**$184,041**	**$298,237**	**$13,908**

Table 6C: Summary of Portfolio EE&C Costs

Portfolio	Total Sector Portfolio-specific Costs	Total Common Costs	Total of All Costs
Residential (Including Low-Income)	$12,917,611	$548,134	$13,465,746
Commercial/Industrial -- Small	$4,545,597	$184,041	$4,729,638
Commercial/Industrial -- Large	$7,366,117	$298,237	$7,664,354
Governmental/Non-profit	$343,506	$13,908	$357,414
Totals	**$25,172,832**	**$1,044,320**	**$26,217,152**

Table 7A: TRC Benefits Table

Residential			TRC Benefits By Program Per Year ($000)									
									Load Reductions in kW		MWh Saved	
Program	Program Year	TRC	Program Costs ($000)	Program Benefits ($000)	Capacity Annual Benefits	Capacity Annual Gen/T&D	Energy Annual Benefits	Energy Annual On/Off Peak	Annual	Lifetime	Annual	Lifetime
Demand Reduction	2010	*1.08*	142,238	153,190	139,265	See footnote 1	13,925	See footnote 2	243	2,755	12	1,516
	2011	*1.48*	724,570	1,075,207	979,687		95,520		1,841	2,755	87	1,516
	2012	*1.80*	366,244	660,835	604,148		56,687		2,755	2,755	131	1,516
	2013	*0.00*	0	0	0		0		2,755	2,755	131	1,516
Home Energy Audits	2010	*4.21*	176,798	743,896	35,310		708,586		88	1,340	1,198	154,445
	2011	*5.01*	717,405	3,597,162	183,217		3,413,945		505	1,340	6,709	154,445
	2012	*5.21*	717,405	3,738,613	201,442		3,537,171		923	1,340	12,221	154,445
	2013	*5.39*	717,405	3,865,921	212,017		3,653,904		1,340	1,340	17,732	154,445
Appliance Turn-In	2010	*4.76*	92,294	439,774	42,818		396,956		106	1,697	750	85,250
	2011	*5.83*	396,499	2,311,842	233,261		2,078,581		636	1,697	4,498	85,250
	2012	*6.10*	396,499	2,418,092	256,440		2,161,652		1,167	1,697	8,246	85,250
	2013	*6.32*	396,499	2,506,538	269,889		2,236,648		1,697	1,697	11,994	85,250
EE HVAC	2010	*0.83*	312,463	259,304	110,109		149,195		234	3,750	234	36,765
	2011	*0.93*	1,504,393	1,398,103	594,790		803,313		1,406	3,750	1,432	36,765
	2012	*0.98*	1,504,393	1,476,438	647,112		829,326		2,578	3,750	2,629	36,765
	2013	*1.02*	1,504,393	1,532,009	677,731		854,277		3,750	3,750	3,827	36,765
EE Products	2010	*2.58*	319,324	823,880	73,042		750,837		157	2,449	1,469	165,513
	2011	*2.81*	1,541,987	4,331,682	383,836		3,947,845		921	2,449	8,826	165,513
	2012	*2.93*	1,541,987	4,513,172	418,052		4,095,119		1,685	2,449	16,183	165,513
	2013	*3.04*	1,541,987	4,682,861	438,138		4,244,723		2,449	2,449	23,540	165,513
New Construction	2010	*1.78*	242,408	432,407	161,316		271,091		259	3,111	344	55,110
	2011	*1.97*	1,261,715	2,489,006	944,243		1,544,763		1,685	3,111	2,236	55,110
	2012	*2.06*	1,261,715	2,602,544	1,011,434		1,591,110		3,111	3,111	4,128	55,110
	2013	*0.00*	656	0	0		0		3,111	3,111	4,128	55,110
Whole Building	2010	*0.57*	155,171	87,845	15,549		72,296		27	189	104	7,873
	2011	*0.65*	284,280	183,714	33,213		150,501		81	189	311	7,873
	2012	*0.67*	284,280	190,860	35,723		155,136		135	189	519	7,873
	2013	*0.69*	284,280	196,731	37,225		159,505		189	189	727	7,873
Multiple Family	2010	*1.39*	8,916	12,389	727		11,662		2	32	24	2,431
	2011	*4.78*	13,641	65,240	3,990		61,250		12	32	146	2,431
	2012	*4.99*	13,641	68,070	4,417		63,653		22	32	268	2,431
	2013	*5.19*	13,641	70,815	4,661		66,154		32	32	390	2,431
Total		**2.55**	**18,439,128**	**46,928,136**	**8,752,803**		**38,175,333**		**15,323**	**15,323**	**62,468**	**508,904**

1: Generation, Transmission and Distribution Capacity costs are combined in a sum of avoided capacity costs. These costs are then NPV back to the year the measure unit was installed. The combined avoided capacity costs can not be identified by component therefore the total avoided capacity costs for Generation, Transmission and Distribution are displayed here.

2: The on and off peak energy costs are combined in a sum of avoided energy costs. These costs are then NPV back to the year the measure unit was installed. The combined avoided energy costs can not be identified by component therefore the total avoided energy costs for on and off peak energy costs are displayed here.

Table 7B: TRC Benefits Table

Residential Low-Income	TRC Benefits By Program Per Year ($000)											
									Load Reductions in kW		MWh Saved	
Program	Program Year	TRC	Program Costs ($000)	Program Benefits ($000)	Capacity Annual Benefits	Capacity Annual Gen/T&D	Energy Annual Benefits	Energy Annual On/Off Peak	Annual	Lifetime	Annual	Lifetime
Warm Plus	*2010*	0.50	243,963	123,015	10,775	See	112,241	See footnote	20	131	180	11,507
	2011	0.91	279,320	253,775	18,616	footnote 1	235,159	2 on PUC	57	131	596	11,507
	2012	0.95	280,413	265,883	20,307	on PUC	245,576	Table 7A	94	131	1,016	11,507
	2013	0.99	281,287	277,160	21,308	Table 7A	255,852		131	131	1,440	11,507
Residential Audits	*2010*	0.51	150,966	76,785	3,622	See	73,162	See footnote	9	139	125	16,017
	2011	5.16	72,326	373,080	18,879	footnote 1	354,200	2 on PUC	52	139	698	16,017
	2012	5.36	72,326	387,722	20,762	on PUC	366,960	Table 7A	95	139	1,272	16,017
	2013	5.54	72,326	400,982	21,855	Table 7A	379,127		139	139	1,845	16,017
Appliance Turn-In	*2010*	0.41	112,125	45,940	4,399	See	41,541	See footnote	11	172	78	8,924
	2011	6.25	38,640	241,444	23,941	footnote 1	217,503	2 on PUC	65	172	470	8,924
	2012	6.53	38,640	252,489	26,298	on PUC	226,191	Table 7A	118	172	862	8,924
	2013	6.77	38,640	261,701	27,668	Table 7A	234,033		172	172	1,253	8,924
Energy Efficient Products	*2010*	5.06	10,680	54,030	1,801	See	52,228	See footnote	5	79	109	10,889
	2011	6.81	41,725	284,201	9,886	footnote 1	274,315	2 on PUC	30	79	655	10,889
	2012	7.09	41,725	296,023	10,943	on PUC	285,081	Table 7A	54	79	1,202	10,889
	2013	7.38	41,725	307,829	11,548	Table 7A	296,281		79	79	1,748	10,889
Total		**2.15**	**1,816,826**	**3,902,059**	**252,607**		**3,649,452**		**520**	**520**	**6,286**	**47,336**

Table 7C: TRC Benefits Table

Commercial/Industrial Small		TRC Benefits By Program Per Year ($000)										
									Load Reductions in kW		MWh Saved	
Program	Program Year	TRC	Program Costs ($000)	Program Benefits ($000)	Capacity Annual Benefits	Capacity Annual Gen/T&D	Energy Annual Benefits	Energy Annual On/Off Peak	Annual	Lifetime	Annual	Lifetime
Energy Audit	*2010*	2.40	140,969	337,959	66,174	See footnote 1 on PUC Table 7A	271,784	See footnote 2 on PUC Table 7A	181	2,896	641	63,882
	2011	3.41	544,962	1,856,449	363,157		1,493,292		1,086	2,896	3,845	63,882
	2012	1.61	1,258,142	2,021,748	401,976		1,619,771		1,991	2,896	7,050	63,882
	2013	1.68	1,258,142	2,108,602	424,204		1,684,399		2,896	2,896	10,254	63,882
Equipment Rebate	*2010*	1.99	979,354	1,952,144	493,660		1,458,484		955	13,810	2,327	383,521
	2011	2.24	4,445,407	9,951,565	2,395,777		7,555,788		5,240	13,810	13,455	383,521
	2012	2.39	4,445,407	10,613,378	2,587,368		8,026,010		9,525	13,810	24,583	383,521
	2013	2.47	4,445,407	10,962,947	2,702,114		8,260,833		13,812	13,810	35,706	383,521
Total		**2.27**	**17,517,791**	**39,804,793**	**9,434,430**		**30,370,363**		**16,708**	**16,707**	**45,959**	**447,403**

Table 7D: TRC Benefits Table

Commercial/Industrial Large			TRC Benefits By Program Per Year ($000)						Load Reductions in kW		MWh Saved	
Program	Program Year	TRC	Program Costs ($000)	Program Benefits ($000)	Capacity Annual Benefits	Capacity Annual Gen/T&D	Energy Annual Benefits	Energy Annual On/Off Peak	Annual	Lifetime	Annual	Lifetime
Equipment Rebate	*2010*	0.94	518,252	485,069	152,526		332,542		254	4,074	560	119,480
	2011	1.00	2,812,683	2,824,408	816,230		2,008,178		1,527	4,074	3,715	119,480
	2012	1.12	2,686,794	3,018,123	875,898		2,142,225		2,801	4,074	6,870	119,480
	2013	1.16	2,686,794	3,116,653	911,696	See footnote 1 on PUC Table 7A	2,204,958	See footnote 2 on PUC Table 7A	4,074	4,074	10,025	119,480
Industrial Motors and VSD	*2010*	1.03	105,054	107,706	2,899		104,807		5	75	166	35,408
	2011	2.20	262,302	577,528	15,425		562,102		28	75	995	35,408
	2012	2.34	262,302	614,988	16,523		598,465		51	75	1,823	35,408
	2013	2.41	262,302	633,336	17,182		616,153		75	75	2,652	35,408
Total		**1.19**	**9,596,483**	**11,377,811**	**2,808,380**		**8,569,431**		**4,149**	**4,149**	**12,677**	**154,888**

Table 7E: TRC Benefits Table

Governmental/Non-Profit			TRC Benefits By Program Per Year ($000)						Load Reductions in kW		MWh Saved	
Program	Program Year	TRC	Program Costs ($000)	Program Benefits ($000)	Capacity Annual Benefits	Capacity Annual Gen/T&D	Energy Annual Benefits	Energy Annual On/Off Peak	Annual	Lifetime	Annual	Lifetime
Governmental & Institutional	*2010*	1.54	601,192	925,945	177,827	See footnote 1 on PUC Table 7A	748,118	See footnote 2 on PUC Table 7A	347	5,088	1,289	185,126
	2011	1.91	2,699,140	5,144,204	949,279		4,194,925		2,058	5,088	7,990	185,126
	2012	1.95	2,825,029	5,496,051	1,026,450		4,469,601		3,769	5,088	14,691	185,126
	2013	1.87	1,917,107	3,587,200	826,806		2,760,393		5,088	5,088	18,640	185,126
Total		**1.88**	**8,042,468**	**15,153,399**	**2,980,362**		**12,173,037**		**5,088**	**5,088**	**18,640**	**185,126**

Appendix H - Tariff Rider
Energy Efficiency and Conservation Charge Rider

Pennsylvania Power Company

~~RIDERS~~

~~RIDER XX~~
ENERGY EFFICIENCY AND CONSERVATION CHARGE RIDER

An Energy Efficiency and Conservation ("EEC") Charge ("EEC-C") shall be applied to each ~~kWh delivered~~Billing Unit during a billing month to Customers served under this Tariff. ~~determined to the nearest one-thousandth of a cent per kWh.~~ Billing Units are defined as follows:

Residential, Non-profit, Commercial, and Street Lighting Customer Classes:	Per kWh
Industrial Customer Class:	Per kVA

Residential, Non-profit, Commercial, and Street Lighting Customer Class rates will be calculated to the nearest one-thousandth of a cent per kWh. Industrial Customer Class rates will be calculated to the nearest one-hundredth of a dollar per kVA. The EEC-C rates shall be calculated separately for each Customer Class according to the provisions of this rider.

For service rendered ~~November~~ February 1, ~~2009~~ 2010 through May 31, 2013 the EEC-C rates billed by Customer Class are as follows:

Residential Customer Class (Rate Schedules RS; RS Optional Controlled Service Rider; RH; RH Water Heating Option; and WH; ~~and GS Special Provision for Volunteer Fire Companies, Non-Profit Senior Citizen Centers, Non-Profit Rescue Squads, and Non-Profit Ambulance Services~~):

~~X.XXX~~0.242 cents per kWh.

Non-profit Customer Class (Rate Schedule GS Special Provision for Volunteer Fire Companies, Non-Profit Senior Citizen Centers, Non-Profit Rescue Squads, and Non-Profit Ambulance Services, and Rate PNP):

0.220 cents per kWh.

Commercial Customer Class (Rate Schedules GS, GS Special Rule GSDS, GS Optional Controlled Service Rider, ~~PNP,~~ GM, GM Optional Controlled Service Rider, PLS, ~~SV, SVD, SM,~~ OH With Cooling

Capabilities, OH Without Cooling Capabilities, and WH Non-Residential):

~~X.XXX~~0.115 cents per kWh.

Street Lighting Customer Class (Rate Schedules SV, SVD, and SM):

1.647 cents per kWh.

Industrial Customer Class (Rate Schedules GP and GT):

$ ~~X.XX~~0.61~~X cents~~ per k~~W~~VA~~h~~.

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The EEC-C rates by Customer Class shall be calculated in accordance with the formula set forth below:

$$EEC\text{-}C = [(EEC_C - E) / S] \; X \; [\, 1 / (1 - T)]$$

$$EEC_C = EEC_{Exp1} + EEC_{Exp2} + EEC_{Exp3}$$

Where:

EEC-C = The charge in cents per ~~kWh~~Billing Unit by Customer Class as defined by this rider applied to each ~~kWh delivered~~Billing Unit for the Rate Schedules identified in this rider.

EEC_C = The Energy Efficiency and Conservation Costs by Customer Class projected to be incurred by the Company for the EEC-C Computational Period calculated in accordance with the formula shown above.

EEC_{Exp1} = Costs incurred associated with the Customer Class specific EEC Programs as approved by the Commission for the EEC-C Computation Year by Customer Class. These costs also include an allocated portion of any indirect costs to be incurred associated with all the Company's EEC Programs for the EEC-C Computational Period.

EEC_{Exp2} = An allocated portion of incremental administrative start-up costs incurred by the Company through ~~October~~ January 31, ~~2009~~ 2010 in connection with the development of the Company's EEC Programs in response to the Commission's orders and guidance at Docket No. M-2008-2069887. These costs to design, create, and obtain Commission approval for the Company's EEC Programs include, but are not limited to, consultant costs, legal fees, and other direct and indirect costs associated with the development and implementation of the Company's EEC Programs in compliance with Commission directives. These costs shall be amortized over the ~~7~~4-month period ending May 31, 2010. ~~Interest will be calculated monthly on the average of the beginning and ending of month balance of these costs as incurred and included in the determination of the monthly amortized amount. The interest shall be computed at the legal rate determined pursuant to 41 P.S. § 202.~~

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EEC_{Exp3} = An allocated portion of the costs the Company incurs to fund the Commission's statewide evaluator contract which shall be excluded in the final determination of the Act 129 limitation on the Company's EEC Programs costs.

E = The cumulative over or under-collection of EEC costs by Customer Class that results from the billing of the EEC-C rates (an over-collection is denoted by a positive E and an under-collection by a negative E).

S = The Company's projected (kWh sales delivered to all Customers in the specific Customer Class or kVA demand based).

T = The Pennsylvania gross receipts tax rate in effect during the billing month expressed in decimal form as reflected in the Company's base rates.

All capitalized terms not otherwise defined in this rider shall have the definitions specified in the Definitions of Terms section of this tariff. For the purpose of this rider, the following additional definitions shall apply:

~~1.~~ EEC-C Computational Period – The ~~43~~40-month period from ~~November~~ February 1, ~~2009~~ 2010 through May 31, 2013.

1.

2. ~~2.~~ EEC-C Reconciliation Year – The 12-month period ending May 31 each year for the duration of this rider.

Upon determination that the EEC-C rates, if left unchanged, would result in material over or under-collection of all recoverable costs incurred or expected to be incurred by Customer Class, the Company may request that the Commission approve one or more interim revisions to the EEC-C rates to become effective thirty (30) days from the date of filing, unless otherwise ordered by the Commission.

The Company shall file an annual report of collections under this rider within thirty (30) days following the conclusion of each EEC-C Reconciliation Year.

At the conclusion of the duration of this reconciliation rider, the Company is authorized to recover or refund any remaining amounts not reconciled at that time under such mechanism as approved by the Commission.

Application of the EEC-C rates shall be subject to annual review and audit by the Commission

Calculation of Pennsylvania Power Company's Energy Efficiency and Conservation ("EEC") Charge ("EEC-C") Rates
Effective February 1, 2010

Line No.	Description	Penn Power Residential Customer Class (1)		Penn Power Non-profit Customer Class (2)		Penn Power Commercial Customer Class (3)		Penn Power Street Lighting Customer Class (4)		Penn Power Industrial Customer Class (5)		Penn Power Total (6)	
1	2% of Penn Power's Annual Revenues for 12 Months Ended 12/31/2006 for Maximum Annual Cost Recovery											$ 6,659,789	(A)
2	2% of Penn Power's Annual Revenues for 12 Months Ended 12/31/2006 for Maximum Annual Cost Recovery for 48 months ending May 31, 2013 (Line 1 x 4 years)											$ 26,639,156	
3	Penn Power's Estimated EEC Program Costs for 48 Months Ending May 31, 2013 (PUC Table 5)	$ 12,917,611		$ 15,251		$ 4,545,597		$ 328,255		$ 2,626,118		$ 20,432,832	
4	PJM Peak Demand Program (PUC Table 3)	$ -		$ -		$ -		$ -		$ 4,740,000		$ 4,740,000	
5	Penn Power's Common Costs Allocated to Applicable Customer Sector (PUC Table 6b)	$ 548,134		$ 617		$ 184,041		$ 13,291		$ 298,237		$ 1,044,320	
6	Penn Power Subtotal subject to 2% cap (Sum Lines 3-5)	$ 13,465,745		$ 15,868		$ 4,729,638		$ 341,546		$ 7,664,355		$ 26,217,152	
7	Penn Power's Share of Statewide Evaluator Costs	$ 74,618		$ 84		$ 25,054		$ 1,809		$ 40,599		$ 142,164	
8	Total EEC Costs for 48 months Ending May 31, 2013 (Sum Line 6 + 7)	$ 13,540,363		$ 15,952		$ 4,754,692		$ 343,355		$ 7,704,954		$ 26,359,316	
9	Total EEC Costs on Annualized Basis (Line 8 / 40 months x 12 months)	$ 4,062,109		$ 4,786		$ 1,426,408		$ 103,007		$ 2,311,486		$ 7,907,796	
10	Customer Class Projected 2010 Kilowatt-Hours ("kWh") Delivered or billing kVA	1,759,929,372	kWhs	2,278,938	kWhs	1,294,292,443	kWhs	6,541,188	kWhs	3,980,504	kVas		
11	EEC-C Rates Before Pa Gross Receipts Tax Gross-Up Factor (Line 9 / Line 10)	$ 0.00231	per kWh	$ 0.00210	per kWh	$ 0.00110	per kWh	$ 0.01575	per kWh	$ 0.58070	per kVa		
12	Pa Gross Receipts Tax Gross-Up Factor [1 / (1-T) with T = 4.40% Pa Gross Receipts Tax in Base Rates]	1.046025		1.046025		1.046025		1.046025		1.046025			
13	**Proposed EEC-C Rates Effective February 1, 2010 (Line 11 X Line 12)**	**$ 0.00242**	**per kWh**	**$ 0.00220**	**per kWh**	**$ 0.00115**	**per kWh**	**$ 0.01647**	**per kWh**	**$ 0.61**	**per kVa**		

(A) Pennsylvania's Act 129 of 2008 states that the maximum annual cost recovery for Energy Efficiency and Conservation Programs cannot exceed 2% of the electric distribution company's total annual revenue as of December 31, 2006.